

City: *Glenview*



Price Range: All | Properties: Single Family - Condo - TwnHm

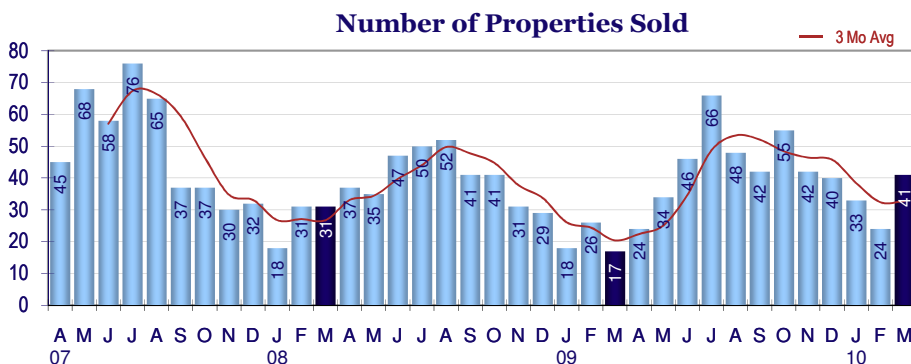
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$485,000	2%		-1%				
Average List Price of all Current Listings	\$582,516	0%		-5%				
March Median Sales Price	\$308,000	6%	-9%	-24%	-20%	\$321,000	-23%	-16%
March Average Sales Price	\$385,521	-4%	-9%	-23%	-17%	\$420,209	-17%	-9%
Total Properties Currently for Sale (Inventory)	580	1%		-15%				
March Number of Properties Sold	41	71%		141%		98	61%	
March Average Days on Market (Solds)	129	26%	13%	19%	9%	118	-7%	0%
Asking Price per Square Foot (based on New Listings)	\$223	-6%	-4%	-10%	-4%	\$231	-0%	-1%
March Sold Price per Square Foot	\$283	-6%	15%	11%	45%	\$272	27%	39%
March Month's Supply of Inventory	14.1	-41%	-22%	-65%	-32%	18.2	-44%	-13%
March Sale Price vs List Price Ratio	92.0%	-1.4%	.0%	2.0%	.3%	92.3%	2.3%	.7%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

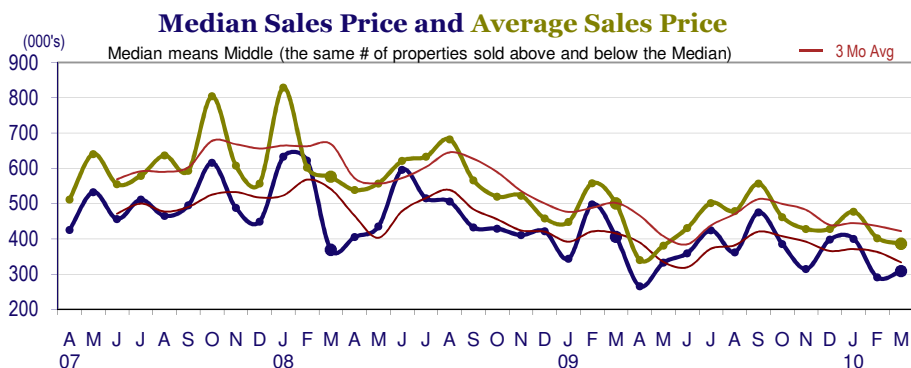
## Property Sales

March Property sales were 41, up 141.2% from 17 in March of 2009 and 70.8% higher than the 24 sales last month. March 2010 sales were at their highest level compared to March of 2009 and 2008. March YTD sales of 98 are running 60.7% ahead of last year's year-to-date sales of 61.



## Prices

The Median Sales Price in March was \$308,000, down -24.0% from \$405,000 in March of 2009 and up 6.2% from \$290,000 last month. The Average Sales Price in March was \$385,521, down -22.9% from \$499,706 in March of 2009 and down -4.1% from \$401,956 last month. March 2010 ASP was at the lowest level compared to March of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of March was 580, up 1.0% from 574 last month and down -15.5% from 686 in March of last year. March 2010 Inventory was at its lowest level compared with March of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2010 MSI of 14.1 months was at its lowest level compared with March of 2009 and 2008.



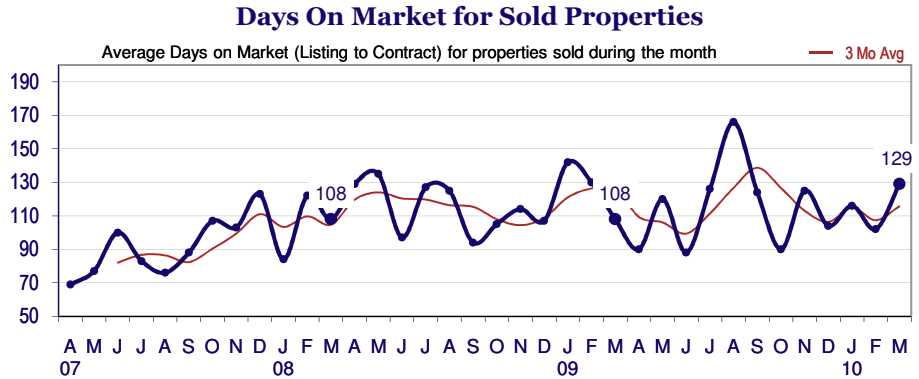
City: *Glenview*



Price Range: All | Properties: Single Family - Condo - TwnHm

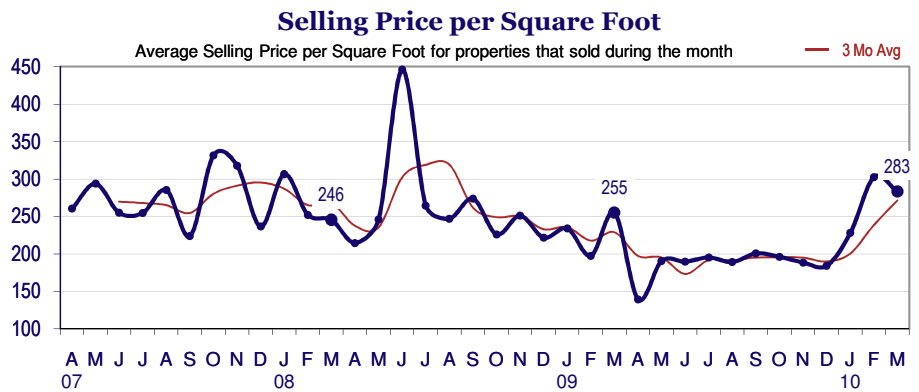
## Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for March was 129, up 26.5% from 102 days last month and up 19.4% from 108 days in March of last year. The March 2010 DOM was at a mid level compared with March of 2009 and 2008.



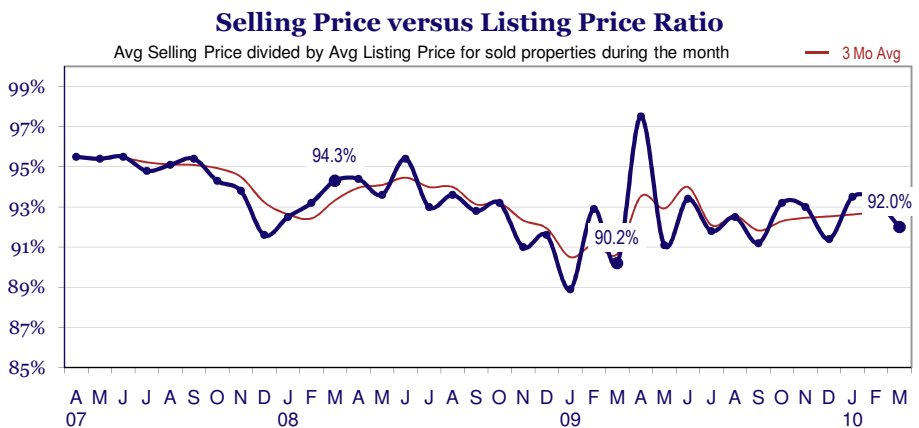
## Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The March 2010 Selling Price per Square Foot of \$283 was down -6.4% from \$303 last month and up 10.9% from 255 in March of last year.



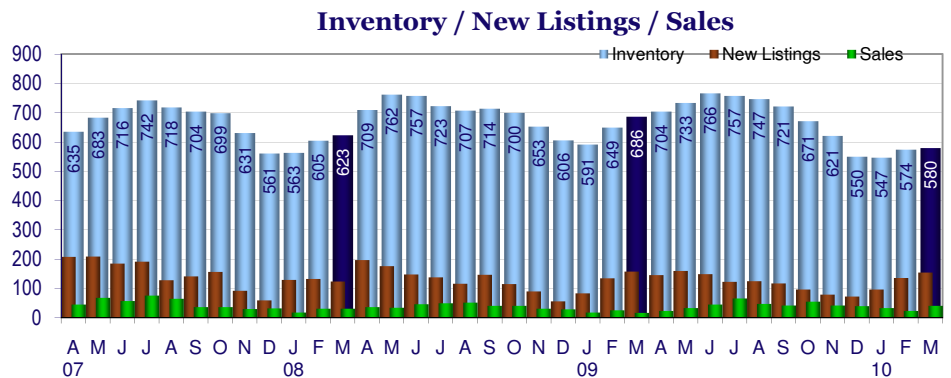
## Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2010 Selling Price vs Original List Price of 92.0% was down from 93.3% last month and up from 90.2% in March of last year.



## Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2010 was 155, up 14.0% from 136 last month and down -1.9% from 158 in March of last year.



## City: Glenview

Price Range: All | Property Types: Single Family - Condo - TwnHm

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Homes Sold	45	68	58	76	65	37	37	30	32	18	31	31	37	35	47	50	52	41	41	31	29	18	26	17	24	34	46	66	48	42	55	42	40	33	24	41
3 Mo. Roll Avg			57	67	66	59	46	35	33	27	27	27	33	34	40	44	50	48	45	38	34	26	24	20	22	25	35	49	53	52	48	46	46	38	32	33

(000's)	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Median Sale Price	425	533	456	511	465	495	615	488	449	633	622	368	405	435	596	515	506	432	429	410	421	343	498	405	265	332	359	424	362	475	385	314	398	400	290	308
3 Mo. Roll Avg			471	500	477	490	525	533	517	523	568	541	465	403	479	515	539	484	456	424	420	391	421	415	389	334	319	372	381	420	407	391	365	370	362	333

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Inventory	635	683	716	742	718	704	699	631	561	563	605	623	709	762	757	723	707	714	700	653	606	591	649	686	704	733	766	757	747	721	671	621	550	547	574	580
MSI	14	10	12	10	11	19	19	21	18	31	20	20	19	22	16	14	14	17	17	21	21	33	25	40	29	22	17	11	16	17	12	15	14	17	24	14

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Days on Market	69	77	100	83	76	88	107	103	123	84	122	108	129	135	97	127	125	94	105	114	107	142	130	108	90	120	88	126	166	124	90	125	104	116	102	129
3 Mo. Roll Avg			82	87	86	82	90	99	111	103	110	105	120	124	120	120	116	115	108	104	109	121	126	127	109	106	99	111	127	139	127	113	106	115	107	116

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Price per Sq Ft	261	294	255	255	286	224	332	318	237	307	252	246	215	246	446	265	247	274	226	251	222	234	198	255	140	191	190	196	189	201	196	189	185	228	303	283
3 Mo. Roll Avg			270	268	265	255	280	291	296	287	265	268	238	236	302	319	319	262	249	251	233	236	218	229	198	195	174	192	192	195	196	195	190	201	239	272

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Sale to List Price	0.955	0.954	0.955	0.948	0.951	0.954	0.943	0.938	0.916	0.925	0.932	0.943	0.944	0.936	0.954	0.930	0.936	0.928	0.932	0.910	0.916	0.889	0.929	0.902	0.975	0.911	0.934	0.918	0.925	0.912	0.932	0.930	0.914	0.935	0.933	0.920
3 Mo. Roll Avg			0.955	0.952	0.951	0.951	0.949	0.945	0.932	0.926	0.924	0.933	0.940	0.941	0.945	0.940	0.940	0.931	0.932	0.923	0.919	0.905	0.911	0.907	0.935	0.929	0.940	0.921	0.926	0.918	0.923	0.925	0.925	0.926	0.927	0.929

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
New Listings	208	209	185	192	128	142	157	92	60	130	133	124	197	177	148	138	117	147	115	90	56	84	135	158	146	160	149	123	125	118	97	79	73	97	136	155
Inventory	635	683	716	742	718	704	699	631	561	563	605	623	709	762	757	723	707	714	700	653	606	591	649	686	704	733	766	757	747	721	671	621	550	547	574	580
Sales	45	68	58	76	65	37	37	30	32	18	31	31	37	35	47	50	52	41	41	31	29	18	26	17	24	34	46	66	48	42	55	42	40	33	24	41

(000's)	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Avg Sale Price	511	641	555	579	636	593	804	608	557	829	602	576	538	557	621	633	682	566	520	523	458	448	558	500	340	381	430	502	478	556	461	427	428	477	402	386
3 Mo. Roll Avg			569	591	590	603	678	668	656	665	663	669	572	557	572	604	645	627	589	536	500	476	488	502	466	407	384	438	470	512	499	482	439	444	436	421