

## MLS Area: Glenview Golf



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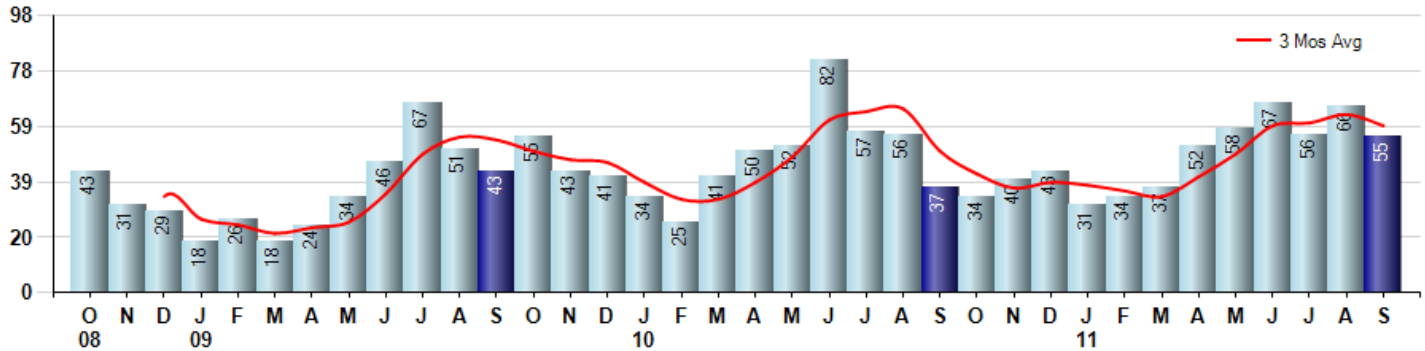
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$419,900	↓		↓				
Average List Price of all Current Listings	\$548,407	↔		↓				
September Median Sales Price	\$372,000	↓	↓	↓	↓	\$391,702	↓	↓
September Average Sales Price	\$426,076	↓	↓	↓	↓	\$466,489	↓	↓
Total Properties Currently for Sale (Inventory)	463	↓		↓				
September Number of Properties Sold	55	↓		↑		456	↑	
September Average Days on Market (Solds)	97	↓	↓	↓	↓	107	↓	↓
September Month's Supply of Inventory	8.4	↑	↓	↓	↓	11.1	↓	↓
September Sale Price vs List Price Ratio	87.2%	↔	↓	↓	↑	87.5%	↑	↑

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

### Property Sales

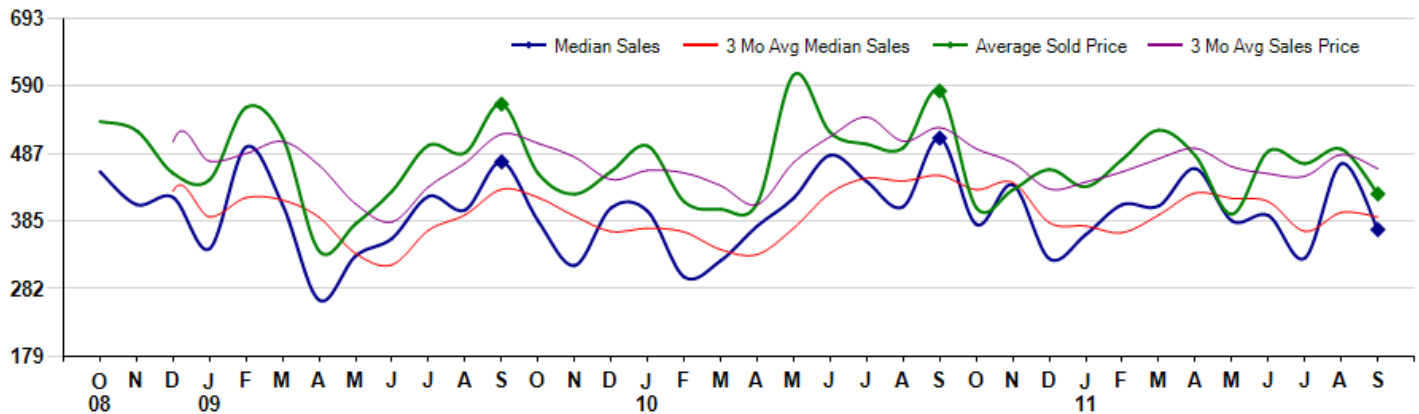
September Property sales were 55, up 48.6% from 37 in September of 2010 and -16.7% lower than the 66 sales last month. September 2011 sales were at their highest level compared to September of 2010 and 2009. September YTD sales of 456 are running 5.1% ahead of last year's year-to-date sales of 434.



### Prices

The Median Sales Price in September was \$372,000, down -27.2% from \$511,000 in September of 2010 and down -21.2% from \$472,250 last month. The Average Sales Price in September was \$426,076, down -26.9% from \$582,597 in September of 2010 and down -13.8% from \$494,371 last month. September 2011 ASP was at the lowest level compared to September of 2010 and 2009.

Median means Middle (the same # of properties sold above and below Median) (000's)



Based on information from Midwest Real Estate Data LLC for the period 10/1/2008 through 9/30/2011. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



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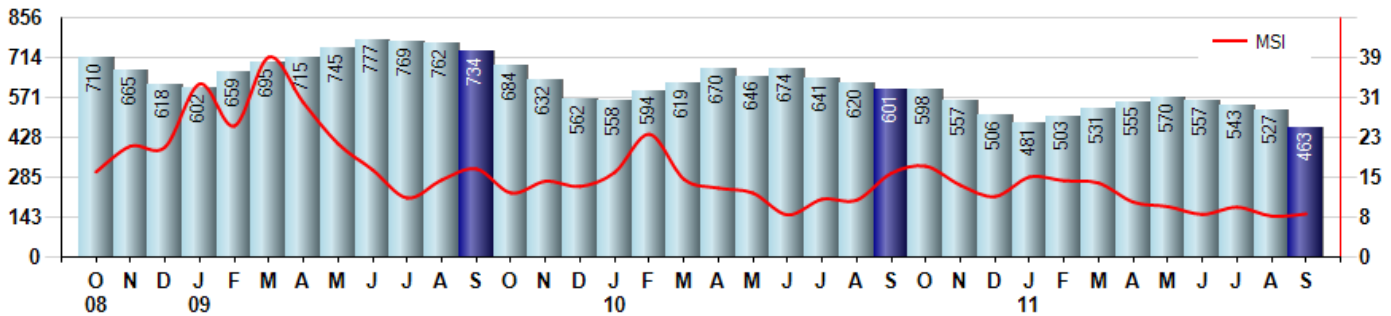
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### Inventory & MSI

The Total Inventory of Properties available for sale as of September was 463, down -12.1% from 527 last month and down -23.0% from 601 in September of last year. September 2011 Inventory was at the lowest level compared to September of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2011 MSI of 8.4 months was at its lowest level compared with September of 2010 and 2009.

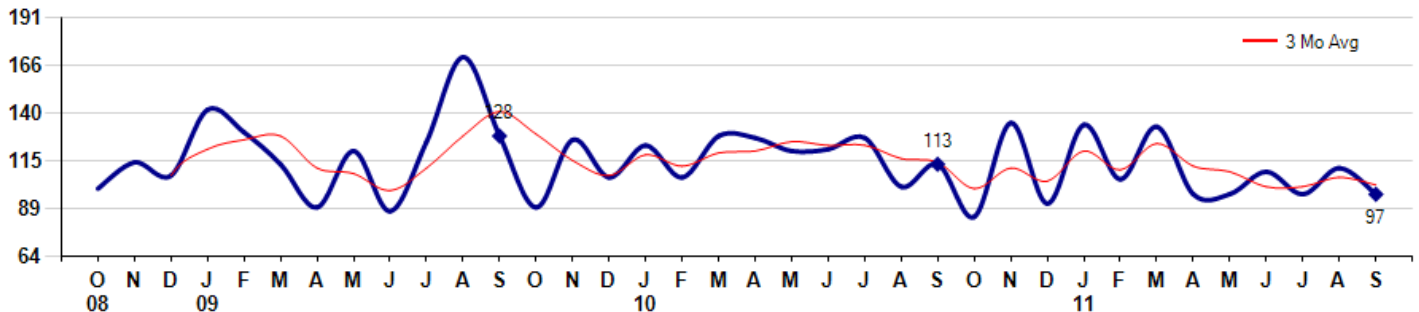
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 September was 97, down -12.6% from 111 days last month and down -14.2% from 113 days in September of last year. The September 2011 DOM was at its lowest level compared with September of 2010 and 2009.

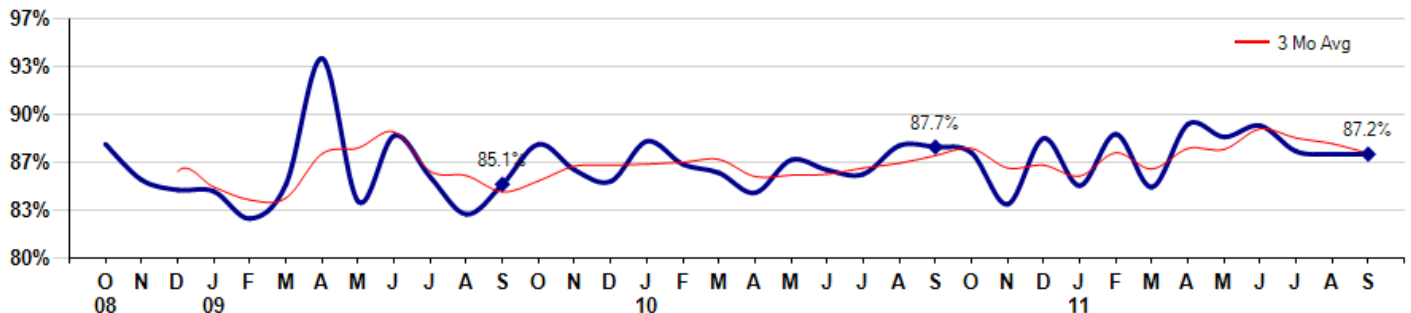
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 September 2011 Selling Price vs Original List Price of 87.2% was equal to 87.2% last month and down from 87.7% in September of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



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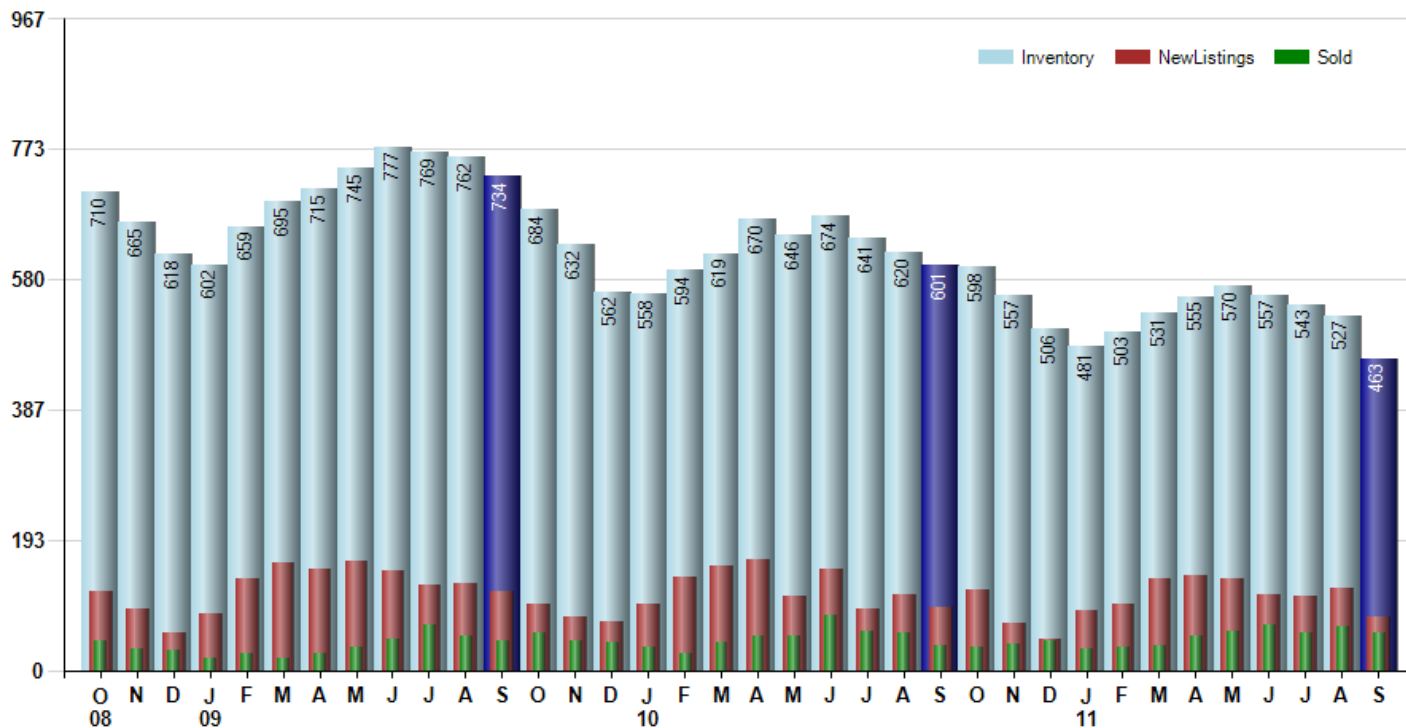
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### Inventory / New Listings / Sales

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 September 2011 was 80, down -34.4% from 122 last month and down -14.9% from 94 in September of last year.



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# MARKET ACTION REPORT

September 2011

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	O 08	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S
Homes Sold	43	31	29	18	26	18	24	34	46	67	51	43	55	43	41	34	25	41	50	52	82	57	56	37	34	40	43	31	34	37	52	58	67	56	66	55
3 Mo. Roll Avg			34	26	24	21	23	25	35	49	55	54	50	47	46	39	33	33	39	48	61	64	65	50	42	37	39	38	36	34	41	49	59	60	63	59

	(000's) O 08	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S
Median Sale Price	460	410	421	343	498	410	265	332	359	423	402	475	385	318	405	400	300	325	378	420	485	445	407	511	380	440	328	365	410	408	465	386	393	329	472	372
3 Mo. Roll Avg			430	391	421	417	391	336	319	371	394	433	421	393	369	374	368	342	334	374	428	450	446	454	433	444	383	377	367	394	428	419	415	369	398	391

	O 08	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S
Inventory	710	665	618	602	659	695	715	745	777	769	762	734	684	632	562	558	594	619	670	646	674	641	620	601	598	557	506	481	503	531	555	570	557	543	527	463
MSI	17	21	21	33	25	39	30	22	17	11	15	17	12	15	14	16	24	15	13	12	8	11	11	16	18	14	12	16	15	14	11	10	8	10	8	8

	O 08	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S
Days On Market	100	114	107	142	130	113	90	120	88	125	170	128	90	126	106	123	106	128	127	120	121	127	101	113	85	135	92	134	105	133	97	97	109	97	111	97
3 Mo. Roll Avg			107	121	126	128	111	108	99	111	128	141	129	115	107	118	112	119	120	125	123	123	116	114	100	111	104	120	110	124	112	109	101	101	106	102

	O 08	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S
Price per Sq Ft	226	251	222	234	198	255	140	191	190	196	189	201	200	189	194	245	209	283	202	176	191	217	192	176	140	177	191	174	175	204	180	170	208	180	190	180
3 Mo. Roll Avg			233	236	218	229	198	195	174	192	192	195	197	197	194	209	216	246	231	220	190	195	200	195	169	164	169	181	180	184	186	185	186	186	193	183

	O 08	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S
Sale to List Price	0.879	0.854	0.847	0.846	0.827	0.851	0.939	0.839	0.885	0.856	0.830	0.851	0.879	0.861	0.853	0.881	0.865	0.859	0.845	0.868	0.861	0.858	0.878	0.877	0.873	0.837	0.883	0.850	0.886	0.849	0.893	0.884	0.892	0.874	0.872	0.872
3 Mo. Roll Avg			0.860	0.849	0.840	0.841	0.872	0.876	0.888	0.860	0.857	0.846	0.853	0.864	0.864	0.865	0.866	0.868	0.856	0.857	0.858	0.862	0.866	0.871	0.876	0.862	0.864	0.857	0.873	0.862	0.876	0.875	0.890	0.883	0.879	0.873

	O 08	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S
New Listings	117	92	56	84	137	159	150	162	148	127	129	118	98	79	73	98	138	155	165	110	150	91	113	94	119	69	46	89	98	135	141	137	112	111	122	80
Inventory	710	665	618	602	659	695	715	745	777	769	762	734	684	632	562	558	594	619	670	646	674	641	620	601	598	557	506	481	503	531	555	570	557	543	527	463
Sales	43	31	29	18	26	18	24	34	46	67	51	43	55	43	41	34	25	41	50	52	82	57	56	37	34	40	43	31	34	37	52	58	67	56	66	55

	(000's) O 08	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S
Avg Sale Price	536	523	458	448	558	512	340	381	430	500	489	563	458	426	460	499	414	403	412	607	520	502	496	583	406	432	463	437	479	523	484	396	491	472	494	426
3 Mo. Roll Avg			505	476	488	506	470	411	384	437	473	517	503	482	448	462	458	439	410	474	513	543	506	527	495	474	434	444	460	480	495	468	457	453	486	464

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