

MLS Area: Glenview Golf

No Photo Available

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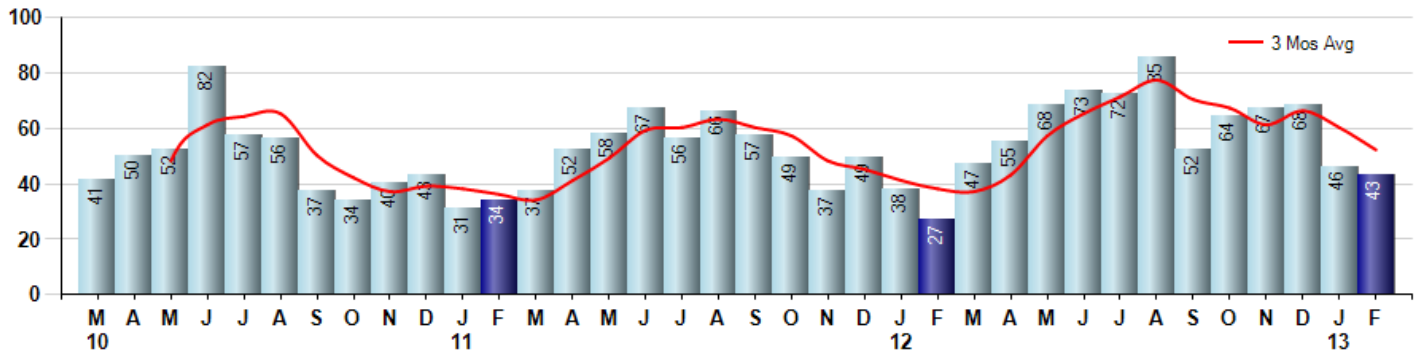
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|---|-----------|-------------------|-----|-----|----|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$450,000 | ↑ | | ↑ | | | | |
| Average List Price of all Current Listings | \$569,920 | ↑ | | ↑ | | | | |
| February Median Sales Price | \$300,000 | ↑ | ↓ | ↑ | ↓ | \$296,000 | ↑ | ↓ |
| February Average Sales Price | \$371,551 | ↑ | ↓ | ↑ | ↓ | \$364,715 | ↑ | ↓ |
| Total Properties Currently for Sale (Inventory) | 212 | ↓ | | ↓ | | | | |
| February Number of Properties Sold | 43 | ↓ | | ↑ | | 89 | ↑ | |
| February Average Days on Market (Solds) | 96 | ↑ | ↑ | ↓ | ↑ | 95 | ↓ | ↑ |
| February Month's Supply of Inventory | 4.9 | ↓ | ↑ | ↓ | ↓ | 5.0 | ↓ | ↓ |
| February Sale Price vs List Price Ratio | 95.9% | ↑ | ↑ | ↑ | ↑ | 95.2% | ↑ | ↑ |

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

Property Sales

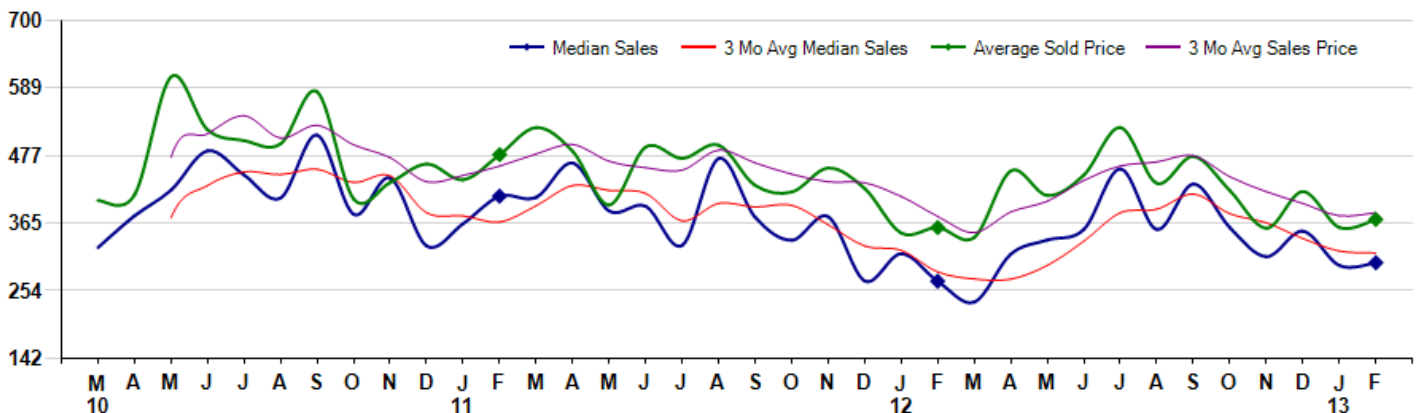
February Property sales were 43, up 59.3% from 27 in February of 2012 and -6.5% lower than the 46 sales last month. February 2013 sales were at their highest level compared to February of 2012 and 2011. February YTD sales of 89 are running 36.9% ahead of last year's year-to-date sales of 65.



Prices

The Median Sales Price in February was \$300,000, up 11.3% from \$269,500 in February of 2012 and up 1.5% from \$295,500 last month. The Average Sales Price in February was \$371,551, up 3.8% from \$358,118 in February of 2012 and up 3.7% from \$358,325 last month. February 2013 ASP was at a mid range compared to February of 2012 and 2011.

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



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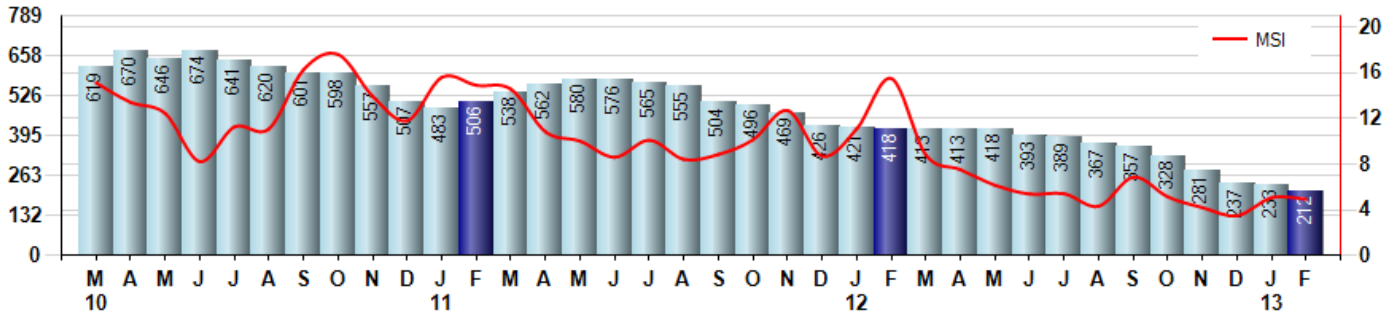
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 212, down -9.0% from 233 last month and down -49.3% from 418 in February of last year. February 2013 Inventory was at the lowest level compared to February of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2013 MSI of 4.9 months was at its lowest level compared with February of 2012 and 2011.

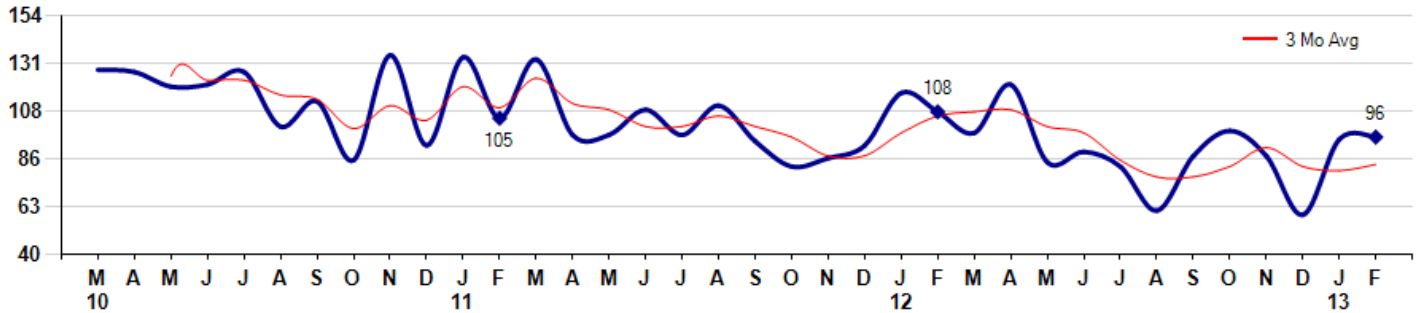
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 February was 96, up 1.1% from 95 days last month and down -11.1% from 108 days in February of last year. The February 2013 DOM was at its lowest level compared with February of 2012 and 2011.

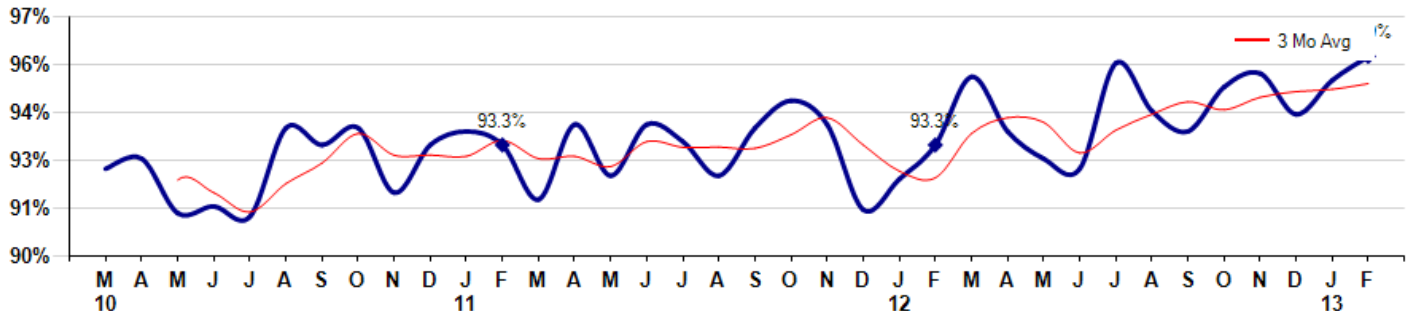
Average Days on Market (Listing to Contract) for properties sold during the month



Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their 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 February 2013 Selling Price vs List Price of 95.9% was up from 95.2% last month and up from 93.3% in February of last year.

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



Based on information from Midwest Real Estate Data LLC for the period 3/1/2010 through 2/28/2013. 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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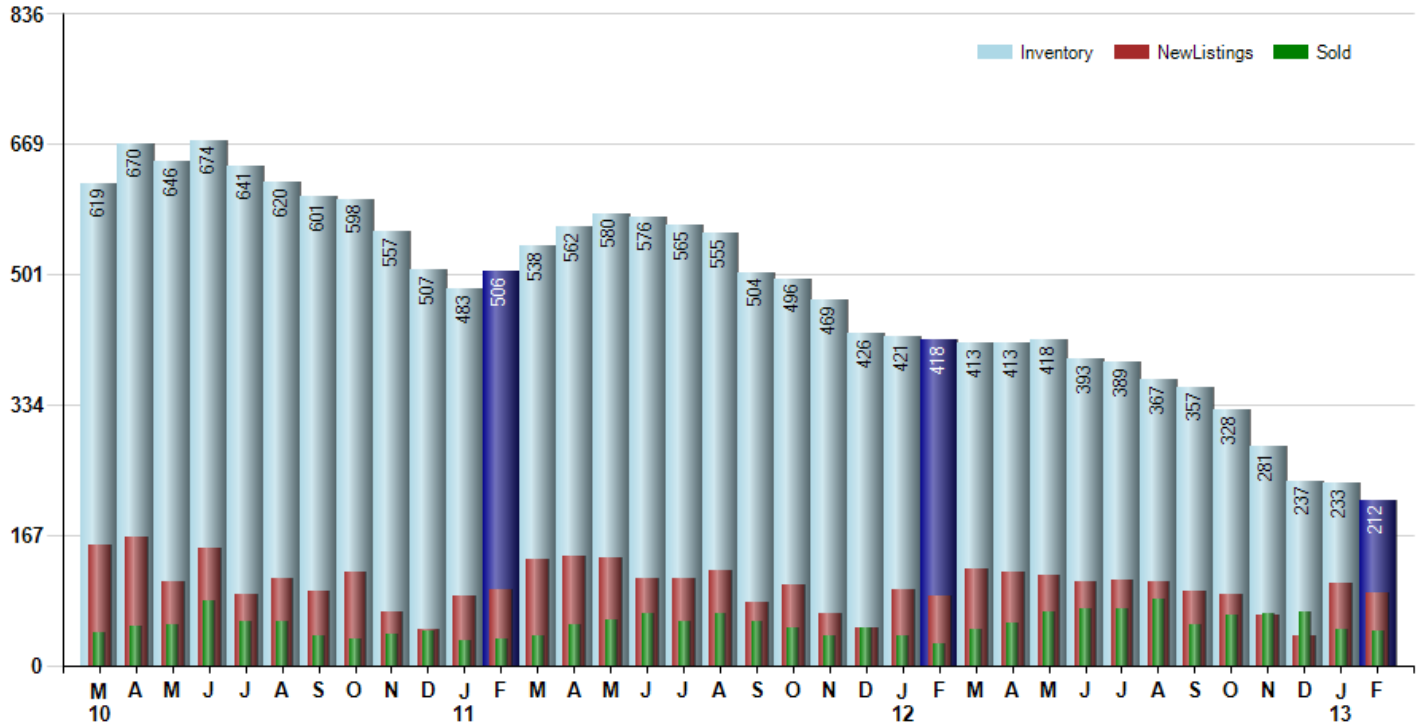
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Inventory / New Listings / Sales

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 February 2013 was 92, down - 12.4% from 105 last month and up 4.5% from 88 in February of last year.



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MARKET ACTION REPORT

February 2013

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| | M 10 | A | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F |
|----------------|------|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|
| Homes Sold | 41 | 50 | 52 | 82 | 57 | 56 | 37 | 34 | 40 | 43 | 31 | 34 | 37 | 52 | 58 | 67 | 56 | 66 | 57 | 49 | 37 | 49 | 38 | 27 | 47 | 55 | 68 | 73 | 72 | 85 | 52 | 64 | 67 | 68 | 46 | 43 |
| 3 Mo. Roll Avg | | | 48 | 61 | 64 | 65 | 50 | 42 | 37 | 39 | 38 | 36 | 34 | 41 | 49 | 59 | 60 | 63 | 60 | 57 | 48 | 45 | 41 | 38 | 37 | 43 | 57 | 65 | 71 | 77 | 70 | 67 | 61 | 66 | 60 | 52 |

| | (000's) M 10 | A | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F |
|-------------------|--------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|
| Median Sale Price | 325 | 378 | 420 | 485 | 445 | 407 | 511 | 380 | 440 | 328 | 365 | 410 | 408 | 465 | 386 | 393 | 329 | 472 | 375 | 337 | 376 | 270 | 315 | 270 | 235 | 314 | 338 | 355 | 455 | 355 | 430 | 358 | 310 | 352 | 296 | 300 |
| 3 Mo. Roll Avg | | | 374 | 428 | 450 | 446 | 454 | 433 | 444 | 383 | 377 | 367 | 394 | 428 | 419 | 415 | 369 | 398 | 392 | 395 | 363 | 328 | 320 | 285 | 273 | 273 | 296 | 336 | 383 | 388 | 413 | 381 | 366 | 340 | 319 | 316 |

| | M 10 | A | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F |
|-----------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|
| Inventory | 619 | 670 | 646 | 674 | 641 | 620 | 601 | 598 | 557 | 507 | 483 | 506 | 538 | 562 | 580 | 576 | 565 | 555 | 504 | 496 | 469 | 426 | 421 | 418 | 413 | 413 | 418 | 393 | 389 | 367 | 357 | 328 | 281 | 237 | 233 | 212 |
| MSI | 15 | 13 | 12 | 8 | 11 | 11 | 16 | 18 | 14 | 12 | 16 | 15 | 15 | 11 | 10 | 9 | 10 | 8 | 9 | 10 | 13 | 9 | 11 | 15 | 9 | 8 | 6 | 5 | 5 | 4 | 7 | 5 | 4 | 3 | 5 | 5 |

| | M 10 | A | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F |
|----------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|----|----|----|------|-----|-----|-----|-----|----|----|----|----|----|----|----|------|----|
| Days On Market | 128 | 127 | 120 | 121 | 127 | 101 | 113 | 85 | 135 | 92 | 134 | 105 | 133 | 97 | 97 | 109 | 97 | 111 | 94 | 82 | 86 | 92 | 117 | 108 | 98 | 121 | 84 | 89 | 82 | 61 | 87 | 99 | 87 | 59 | 95 | 96 |
| 3 Mo. Roll Avg | | | 125 | 123 | 123 | 116 | 114 | 100 | 111 | 104 | 120 | 110 | 124 | 112 | 109 | 101 | 101 | 106 | 101 | 96 | 87 | 87 | 98 | 106 | 108 | 109 | 101 | 98 | 85 | 77 | 77 | 82 | 91 | 82 | 80 | 83 |

| | M 10 | A | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F |
|-----------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|
| Price per Sq Ft | 283 | 202 | 176 | 191 | 217 | 192 | 176 | 140 | 177 | 191 | 174 | 175 | 204 | 180 | 170 | 208 | 180 | 190 | 181 | 198 | 184 | 173 | 175 | 152 | 158 | 159 | 177 | 183 | 193 | 182 | 189 | 185 | 181 | 185 | 158 | 168 |
| 3 Mo. Roll Avg | | | 220 | 190 | 195 | 200 | 195 | 169 | 164 | 169 | 181 | 180 | 184 | 186 | 185 | 186 | 186 | 193 | 184 | 190 | 188 | 185 | 177 | 167 | 162 | 156 | 165 | 173 | 184 | 186 | 188 | 185 | 185 | 184 | 175 | 170 |

| | M 10 | A | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 0.926 | 0.929 | 0.913 | 0.915 | 0.912 | 0.938 | 0.933 | 0.938 | 0.919 | 0.933 | 0.937 | 0.933 | 0.917 | 0.939 | 0.924 | 0.939 | 0.934 | 0.924 | 0.938 | 0.946 | 0.939 | 0.914 | 0.923 | 0.933 | 0.953 | 0.937 | 0.929 | 0.926 | 0.957 | 0.943 | 0.937 | 0.950 | 0.954 | 0.942 | 0.952 | 0.959 |
| 3 Mo. Roll Avg | | | 0.923 | 0.919 | 0.913 | 0.922 | 0.928 | 0.936 | 0.930 | 0.930 | 0.930 | 0.934 | 0.929 | 0.930 | 0.927 | 0.934 | 0.932 | 0.932 | 0.932 | 0.936 | 0.941 | 0.933 | 0.925 | 0.923 | 0.936 | 0.941 | 0.940 | 0.931 | 0.937 | 0.942 | 0.946 | 0.943 | 0.947 | 0.949 | 0.949 | 0.951 |

| | M 10 | A | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F |
|--------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|
| New Listings | 154 | 165 | 108 | 150 | 91 | 112 | 94 | 119 | 69 | 46 | 89 | 98 | 135 | 140 | 137 | 112 | 111 | 121 | 80 | 103 | 66 | 48 | 98 | 88 | 123 | 119 | 116 | 107 | 109 | 108 | 94 | 91 | 64 | 38 | 105 | 92 |
| Inventory | 619 | 670 | 646 | 674 | 641 | 620 | 601 | 598 | 557 | 507 | 483 | 506 | 538 | 562 | 580 | 576 | 565 | 555 | 504 | 496 | 469 | 426 | 421 | 418 | 413 | 413 | 418 | 393 | 389 | 367 | 357 | 328 | 281 | 237 | 233 | 212 |
| Sales | 41 | 50 | 52 | 82 | 57 | 56 | 37 | 34 | 40 | 43 | 31 | 34 | 37 | 52 | 58 | 67 | 56 | 66 | 57 | 49 | 37 | 49 | 38 | 27 | 47 | 55 | 68 | 73 | 72 | 85 | 52 | 64 | 67 | 68 | 46 | 43 |

| | (000's) M 10 | A | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F |
|----------------|--------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|
| Avg Sale Price | 403 | 412 | 607 | 520 | 502 | 496 | 583 | 406 | 432 | 463 | 437 | 479 | 523 | 484 | 396 | 491 | 472 | 494 | 428 | 417 | 457 | 423 | 349 | 358 | 342 | 452 | 411 | 445 | 523 | 431 | 476 | 419 | 357 | 418 | 358 | 372 |
| 3 Mo. Roll Avg | | | 474 | 513 | 543 | 506 | 527 | 495 | 474 | 434 | 444 | 460 | 480 | 495 | 468 | 457 | 453 | 486 | 465 | 446 | 434 | 432 | 409 | 377 | 350 | 384 | 402 | 436 | 460 | 467 | 477 | 442 | 417 | 398 | 378 | 383 |

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