

## MLS Area: Glenview Golf



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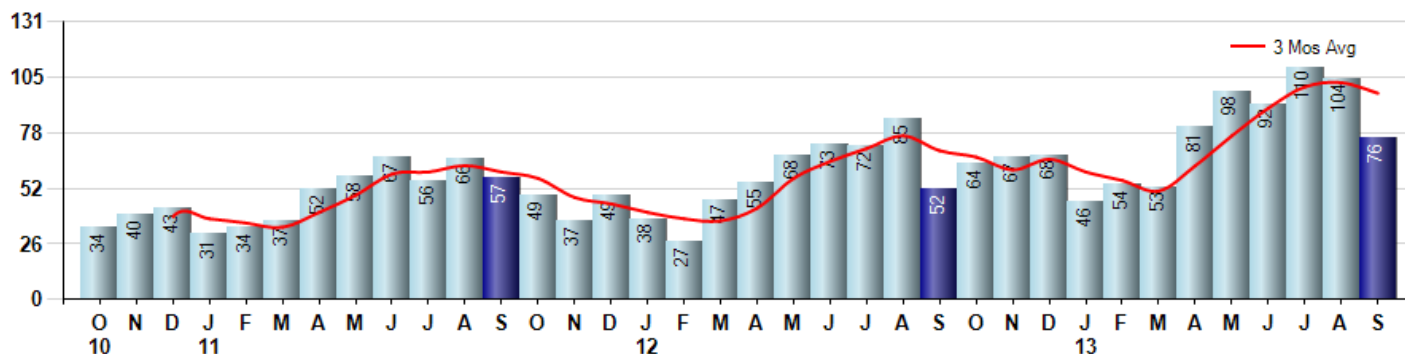
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$499,000	↔		↑				
Average List Price of all Current Listings	\$655,677	↑		↑				
September Median Sales Price	\$400,000	↓	↓	↓	↑	\$400,000	↑	↑
September Average Sales Price	\$435,149	↓	↓	↓	↑	\$454,217	↑	↑
Total Properties Currently for Sale (Inventory)	223	↑		↓				
September Number of Properties Sold	76	↓		↑		714	↑	
September Average Days on Market (Solds)	49	↑	↓	↓	↓	69	↓	↓
Asking Price per Square Foot (based on New Listings)	\$235	↑	↑	↑	↑	\$220	↑	↑
September Sold Price per Square Foot	\$212	↓	↔	↑	↑	\$196	↑	↑
September Month's Supply of Inventory	2.9	↑	↑	↓	↓	3.3	↓	↓
September Sale Price vs List Price Ratio	97.5%	↑	↔	↑	↑	96.7%	↑	↑

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

### Property Sales

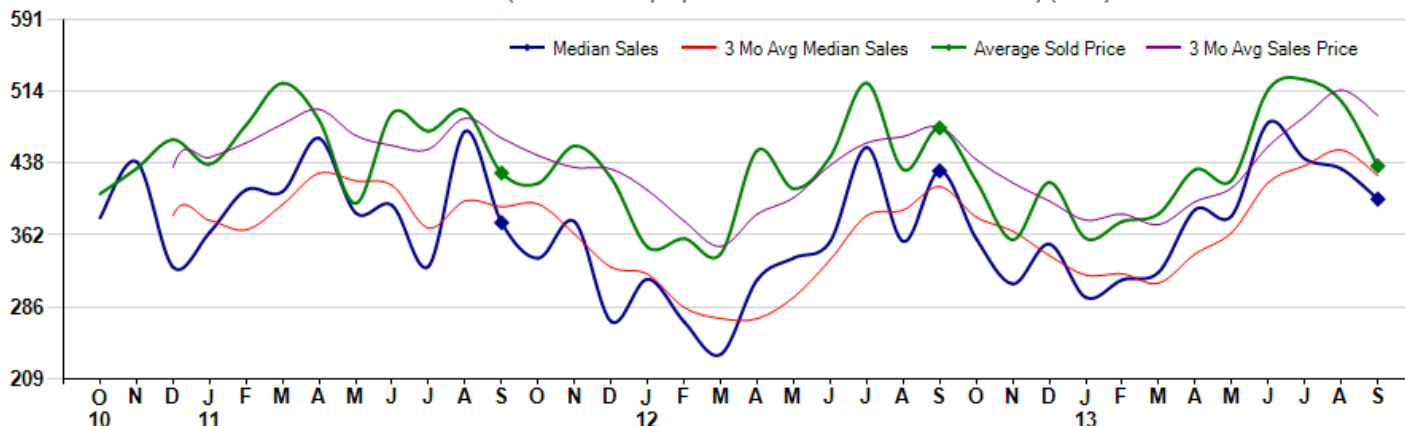
September Property sales were 76, up 46.2% from 52 in September of 2012 and -26.9% lower than the 104 sales last month. September 2013 sales were at their highest level compared to September of 2012 and 2011. September YTD sales of 714 are running 38.1% ahead of last year's year-to-date sales of 517.



### Prices

The Median Sales Price in September was \$400,000, down -7.0% from \$430,000 in September of 2012 and down -7.5% from \$432,250 last month. The Average Sales Price in September was \$435,149, down -8.5% from \$475,678 in September of 2012 and down -13.7% from \$504,108 last month. September 2013 ASP was at a mid range compared to September of 2012 and 2011.

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



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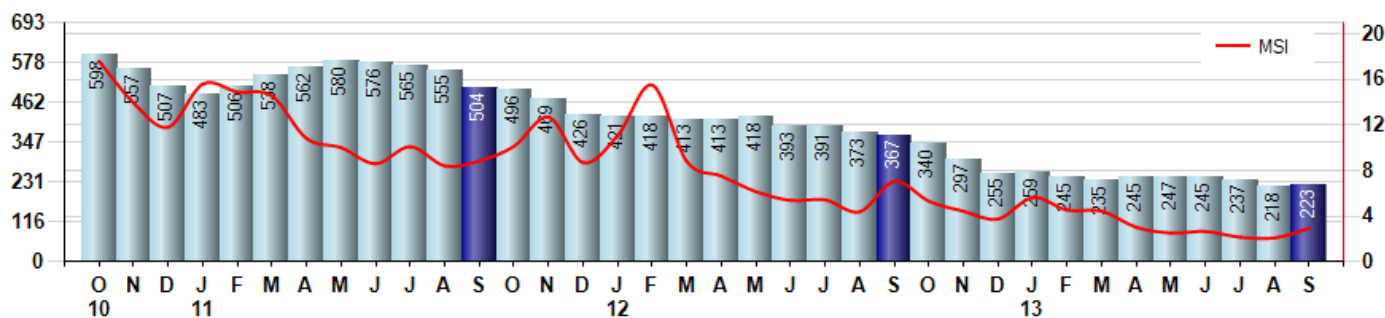
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### Inventory & MSI

The Total Inventory of Properties available for sale as of September was 223, up 2.3% from 218 last month and down -39.2% from 367 in September of last year. September 2013 Inventory was at the lowest level compared to September of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2013 MSI of 2.9 months was at its lowest level compared with September of 2012 and 2011.

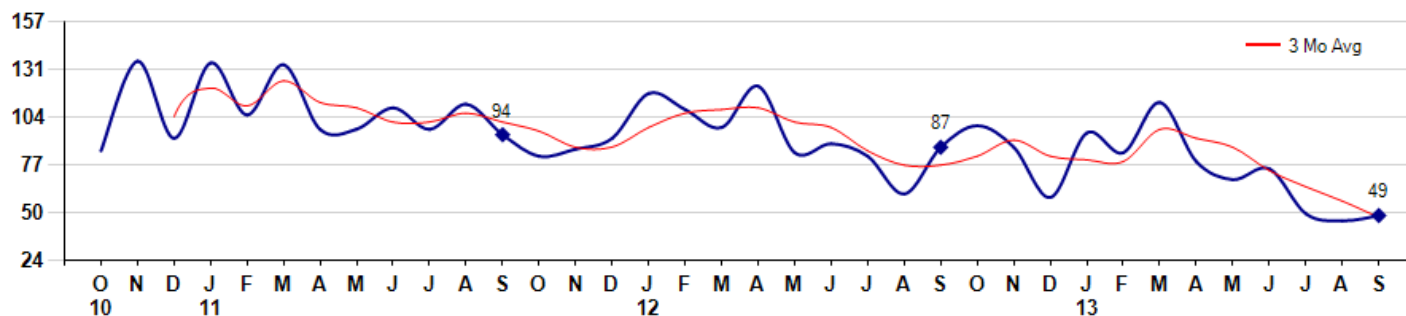
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 September was 49, up 6.5% from 46 days last month and down -43.7% from 87 days in September of last year. The September 2013 DOM was at its lowest level compared with September of 2012 and 2011.

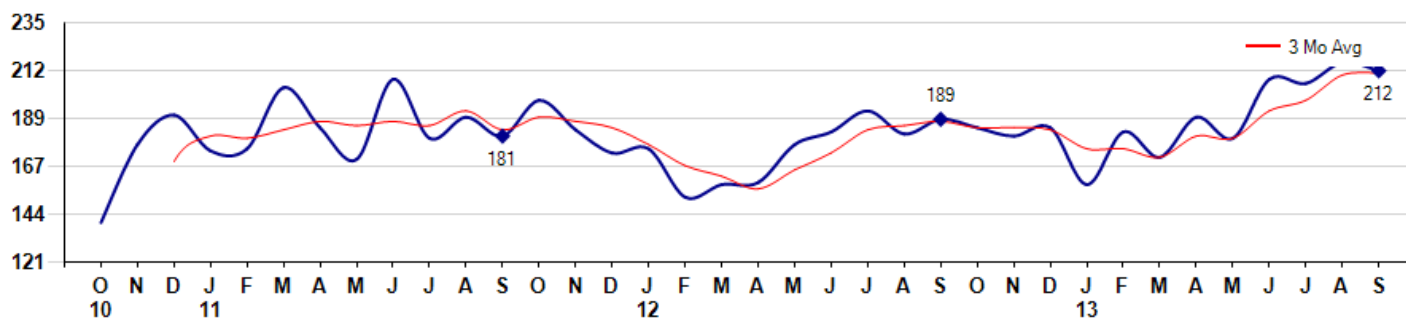
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 September 2013 Selling Price per Square Foot of \$212 was down -1.9% from \$216 last month and up 12.2% from \$189 in September of last year.

Average Selling Price per Square Foot for properties that sold during the month



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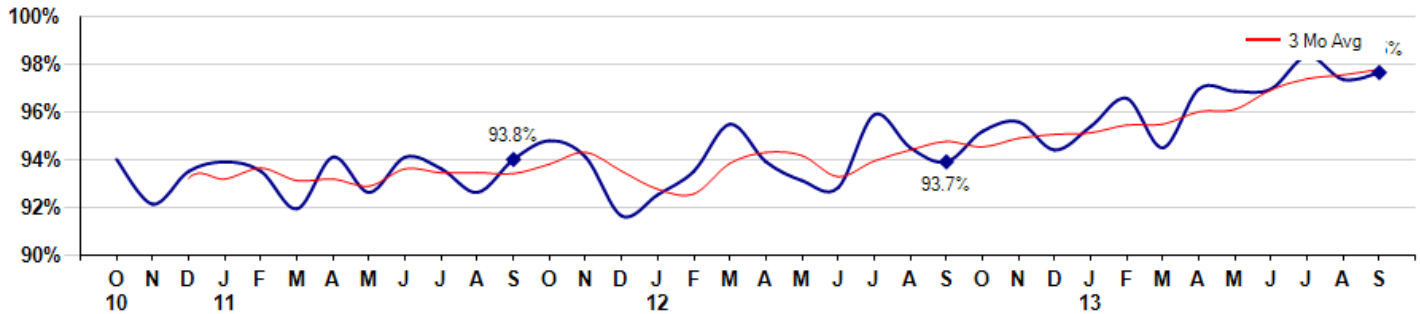


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### Selling Price vs Listing Price

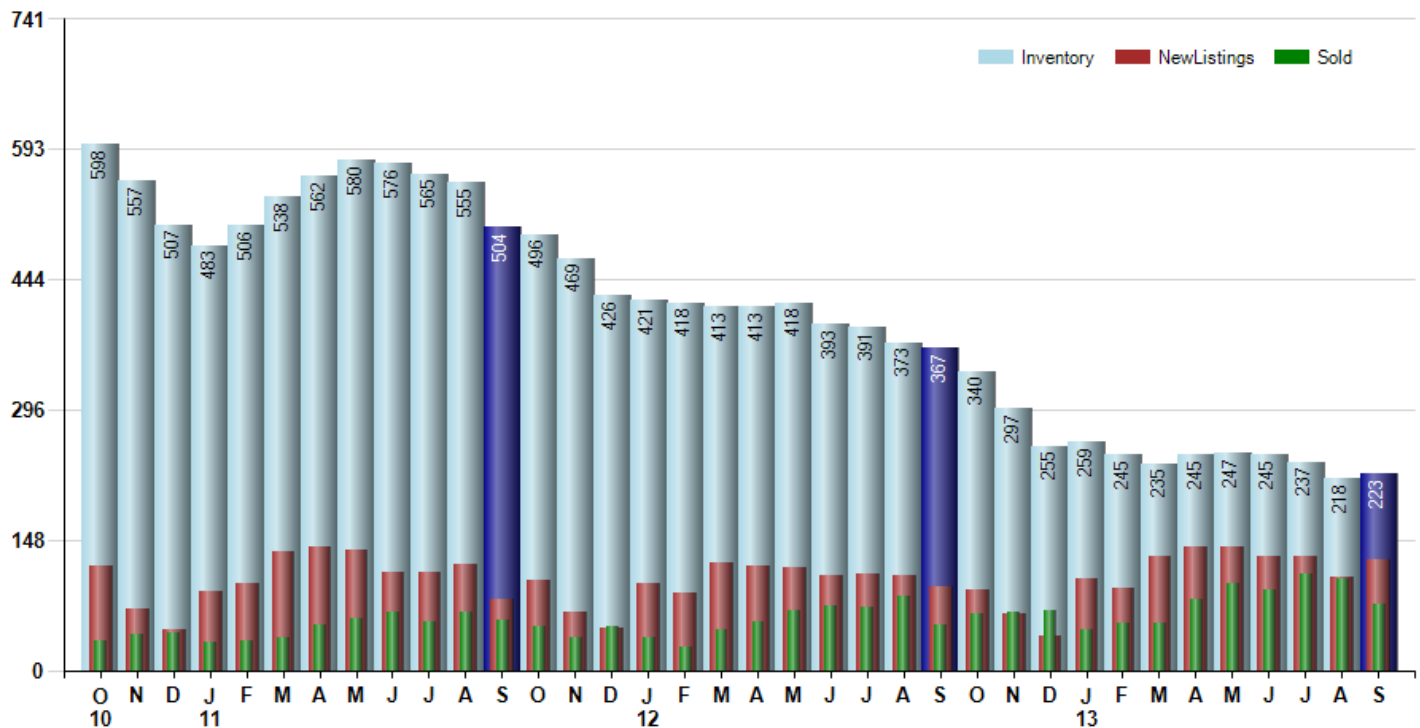
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The September 2013 Selling Price vs List Price of 97.5% was up from 97.2% last month and up from 93.7% in September of last year.

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



### 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 2013 was 126, up 18.9% from 106 last month and up 32.6% from 95 in September of last year.



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# MARKET ACTION REPORT

September 2013

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	O	10	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	M	A	M	J	J	A	S
Homes Sold	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	54	53	81	98	92	110	104	76	
3 Mo. Roll Avg			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	56	51	63	77	90	100	102	97	

	(000's)	O	10	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	M	A	M	J	J	A	S
Median Sale Price	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	314	323	389	383	482	443	432	400		
3 Mo. Roll Avg			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	321	311	342	365	418	436	452	425		

	O	10	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	M	A	M	J	J	A	S
Inventory	598	557	507	483	506	538	562	580	576	565	555	504	496	469	426	421	418	413	413	418	393	391	373	367	340	297	255	259	245	235	245	247	245	237	218	223	
MSI	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	4	6	5	4	3	3	3	2	2	3	

	O	10	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	M	A	M	J	J	A	S
Days On Market	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	84	112	79	69	75	50	46	49	
3 Mo. Roll Avg			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	79	97	92	87	74	65	57	48	

	O	10	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	M	A	M	J	J	A	S
Price per Sq Ft	140	177	191	174	175	204	185	170	208	180	190	181	198	184	173	175	152	158	159	177	183	193	182	189	185	181	185	158	183	171	190	180	208	206	216	212	
3 Mo. Roll Avg			169	181	180	184	188	186	188	186	193	184	190	188	185	177	167	162	156	165	173	184	186	188	185	185	184	175	175	171	181	180	193	198	210	211	

	O	10	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	M	A	M	J	J	A	S
Sale to List Price	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	0.964	0.943	0.968	0.967	0.968	0.982	0.972	0.975	
3 Mo. Roll Avg			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	0.953	0.953	0.958	0.959	0.968	0.972	0.974	0.976	

	O	10	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	M	A	M	J	J	A	S
New Listings	119	69	46	89	98	135	140	137	112	111	121	80	103	66	48	98	88	123	119	116	107	109	108	95	91	64	39	105	93	129	140	141	130	130	106	126	
Inventory	598	557	507	483	506	538	562	580	576	565	555	504	496	469	426	421	418	413	413	418	393	391	373	367	340	297	255	259	245	235	245	247	245	237	218	223	
Sales	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	54	53	81	98	92	110	104	76	

	(000's)	O	10	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	M	A	M	J	J	A	S
Avg Sale Price	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	376	384	432	420	517	527	504	435		
3 Mo. Roll Avg			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	384	373	397	412	456	488	516	489		

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