

## MLS Area: Glenview Golf



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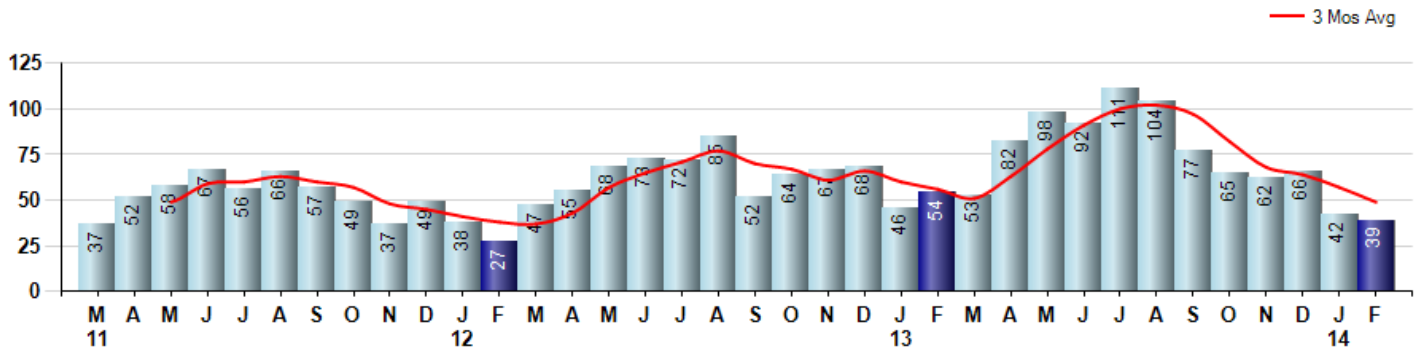
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$549,457	↑		↑				
Average List Price of all Current Listings	\$702,652	↑		↑				
February Median Sales Price	\$396,000	↓	↓	↑	↔	\$410,000	↑	↑
February Average Sales Price	\$407,176	↓	↓	↑	↓	\$481,198	↑	↑
Total Properties Currently for Sale (Inventory)	152	↓		↓				
February Number of Properties Sold	39	↓		↓		81	↓	
February Average Days on Market (Solds)	72	↑	↑	↓	↑	67	↓	↑
February Month's Supply of Inventory	3.9	↑	↑	↓	↑	3.8	↓	↑
February Sale Price vs List Price Ratio	100.6%	↑	↑	↑	↑	96.5%	↑	↔

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

### Property Sales

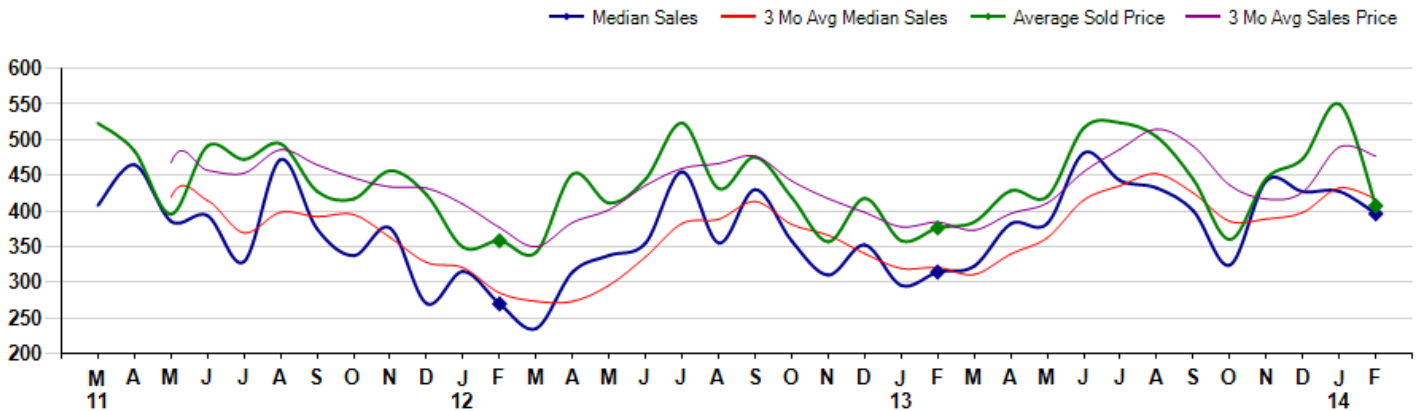
February Property sales were 39, down -27.8% from 54 in February of 2013 and -7.1% lower than the 42 sales last month. February 2014 sales were at a mid level compared to February of 2013 and 2012. February YTD sales of 81 are running -19.0% behind last year's year-to-date sales of 100.



### Prices

The Median Sales Price in February was \$396,000, up 26.0% from \$314,215 in February of 2013 and down -7.4% from \$427,500 last month. The Average Sales Price in February was \$407,176, up 8.2% from \$376,200 in February of 2013 and down -26.0% from \$549,932 last month. February 2014 ASP was at highest level compared to February of 2013 and 2012.

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



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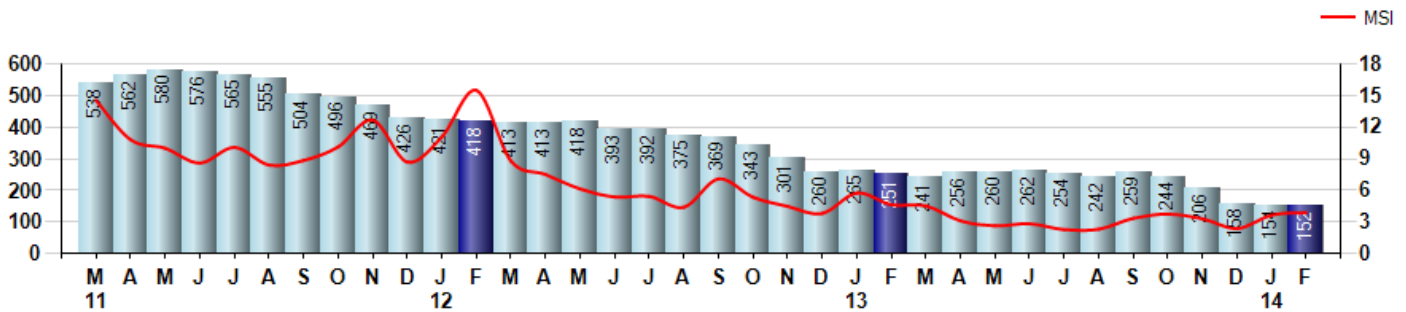
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### Inventory & MSI

The Total Inventory of Properties available for sale as of February was 152, down -1.3% from 154 last month and down -39.4% from 251 in February of last year. February 2014 Inventory was at the lowest level compared to February of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2014 MSI of 3.9 months was at its lowest level compared with February of 2013 and 2012.

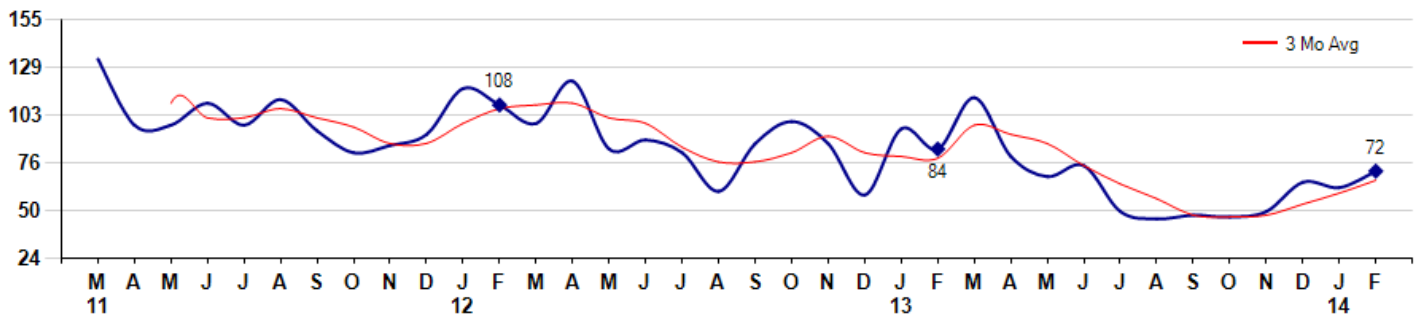
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 72, up 14.3% from 63 days last month and down -14.3% from 84 days in February of last year. The February 2014 DOM was at its lowest level compared with February of 2013 and 2012.

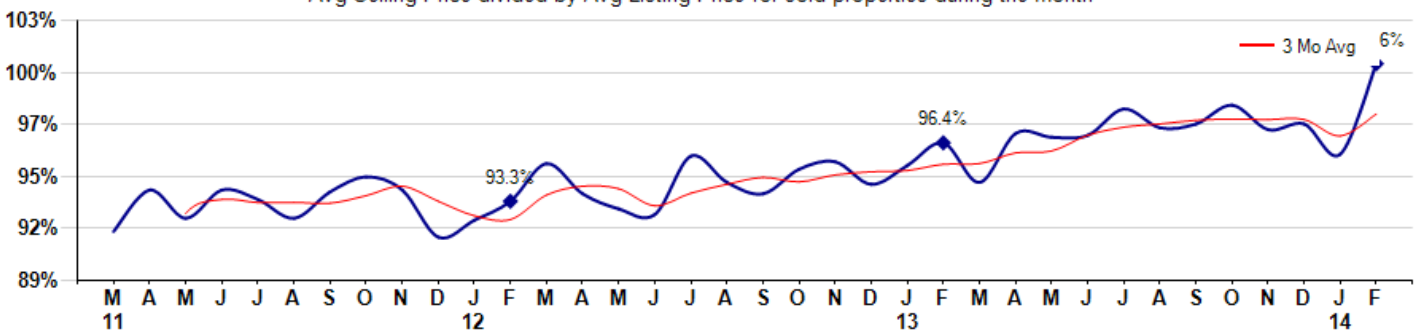
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 2014 Selling Price vs List Price of 100.6% was up from 95.8% last month and up from 96.4% in February of last year.

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



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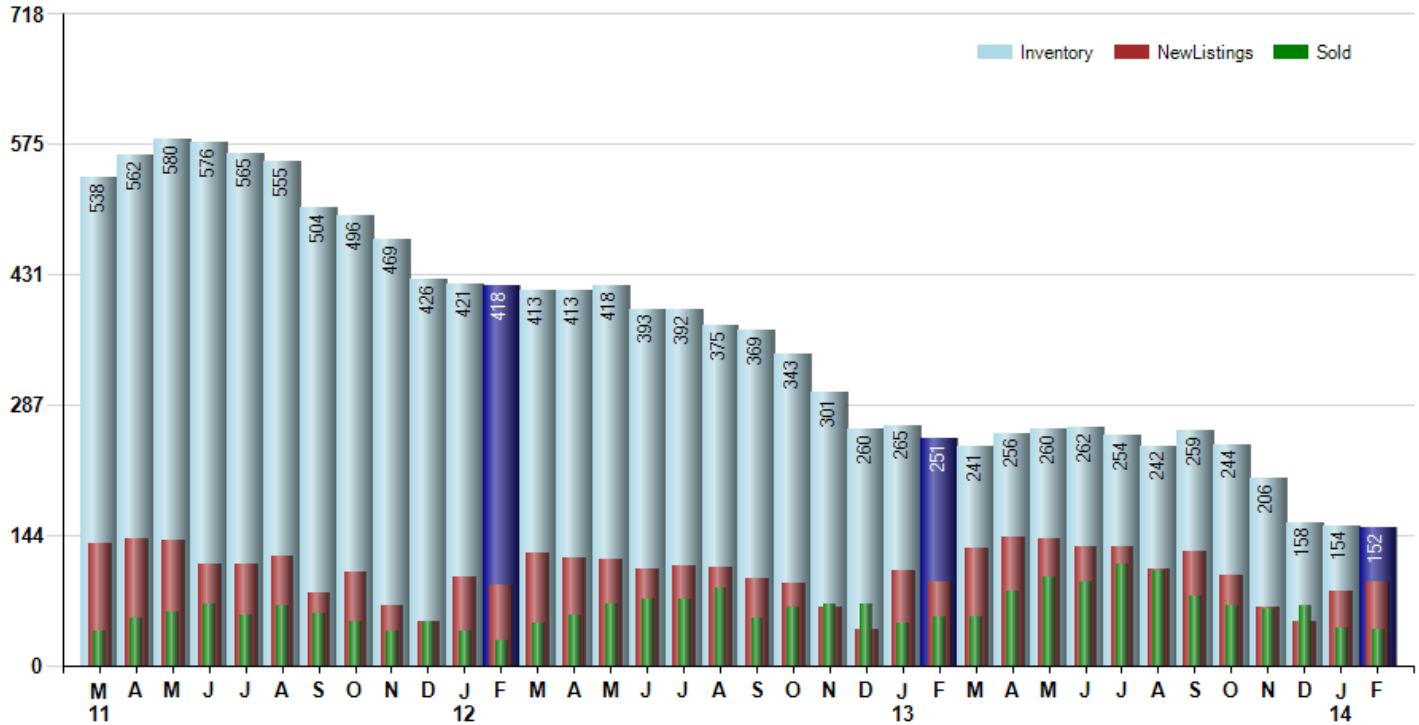
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### Inventory / New Listings / Sales

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 February 2014 was 92, up 12.2% from 82 last month and down -1.1% from 93 in February of last year.



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# MARKET ACTION REPORT

February 2014

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	M 11	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	O	N	D	J 14	F
Homes Sold	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	82	98	92	111	104	77	65	62	66	42	39
3 Mo. Roll Avg			49	59	60	63	60	57	48	45	41	38	37	43	57	65	71	77	70	67	61	66	60	56	51	63	78	91	100	102	97	82	68	64	57	49

	(000's) M 11	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	O	N	D	J 14	F
Median Sale Price	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	382	383	482	443	432	400	324	442	427	428	396
3 Mo. Roll Avg			419	415	369	398	392	395	363	328	320	285	273	273	296	336	383	388	413	381	366	340	319	321	311	340	362	415	436	452	425	385	389	398	432	417

	M 11	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	O	N	D	J 14	F
Inventory	538	562	580	576	565	555	504	496	469	426	421	418	413	413	418	393	392	375	369	343	301	260	265	251	241	256	260	262	254	242	259	244	206	158	154	152
MSI	15	11	10	9	10	8	9	10	13	9	11	15	9	8	6	5	5	4	7	5	4	4	6	5	5	3	3	3	2	2	3	4	3	2	4	4

	M 11	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	O	N	D	J 14	F
Days On Market	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	80	69	75	50	46	48	47	50	66	63	72
3 Mo. Roll Avg			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	75	65	57	48	47	48	54	60	67

	M 11	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	O	N	D	J 14	F
Price per Sq Ft	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	204	216	214	182	204	208	200	213
3 Mo. Roll Avg			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	197	209	211	204	200	198	204	207

	M 11	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	O	N	D	J 14	F
Sale to List Price	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	0.969	0.967	0.968	0.982	0.972	0.974	0.984	0.971	0.974	0.958	1.006
3 Mo. Roll Avg			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	0.959	0.960	0.968	0.972	0.974	0.976	0.977	0.976	0.976	0.968	0.979

	M 11	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	O	N	D	J 14	F
New Listings	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	141	140	130	130	106	126	100	64	49	82	92
Inventory	538	562	580	576	565	555	504	496	469	426	421	418	413	413	418	393	392	375	369	343	301	260	265	251	241	256	260	262	254	242	259	244	206	158	154	152
Sales	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	82	98	92	111	104	77	65	62	66	42	39

	(000's) M 11	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	O	N	D	J 14	F
Avg Sale Price	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	429	420	517	524	504	444	360	446	473	550	407
3 Mo. Roll Avg			468	457	453	486	465	446	434	432	409	377	350	384	402	436	460	467	477	442	417	398	378	384	373	396	411	455	487	515	491	436	417	426	490	477

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