

## MLS Area: Glenview Golf



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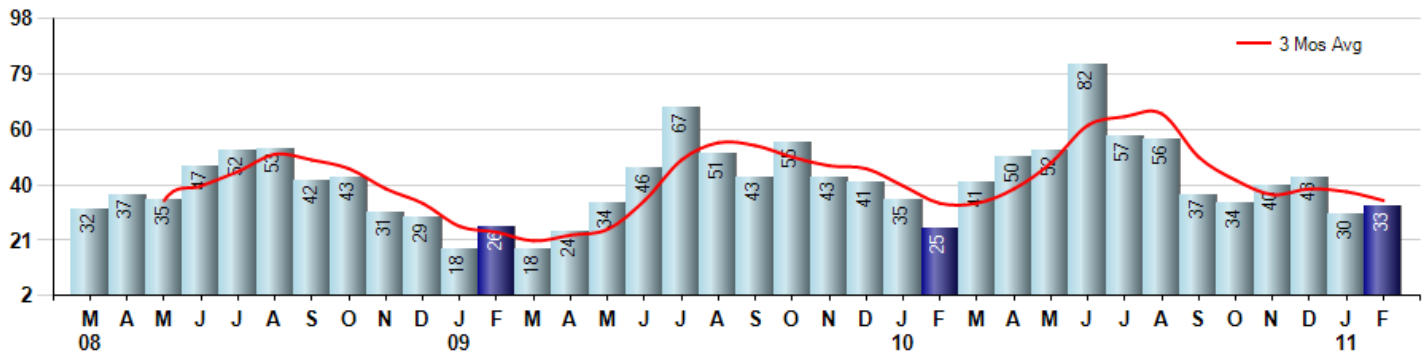
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$435,000	↓		↓				
Average List Price of all Current Listings	\$559,997	↔		↓				
February Median Sales Price	\$434,900	↑	↑	↑	↑	\$385,000	↑	↓
February Average Sales Price	\$486,602	↑	↑	↑	↔	\$466,058	↑	↓
Total Properties Currently for Sale (Inventory)	484	↑		↓				
February Number of Properties Sold	33	↑		↑		63	↑	
February Average Days on Market (Solds)	107	↓	↓	↔	↓	115	↓	↓
Asking Price per Square Foot (based on New Listings)	\$213	↑	↓	↓	↓	\$205	↓	↓
February Sold Price per Square Foot	\$175	↔	↓	↓	↓	\$175	↓	↓
February Month's Supply of Inventory	14.7	↓	↑	↓	↑	15.2	↓	↑
February Sale Price vs List Price Ratio	88.3%	↑	↑	↑	↑	87.2%	↔	↑

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

### Property Sales

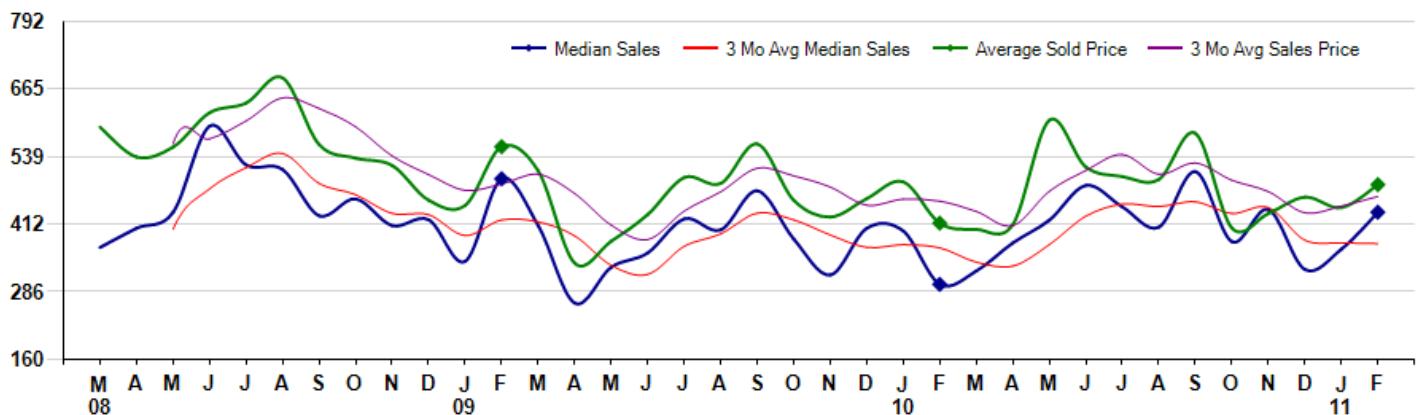
February Property sales were 33, up 32.0% from 25 in February of 2010 and 10.0% higher than the 30 sales last month. February 2011 sales were at their highest level compared to February of 2010 and 2009. February YTD sales of 63 are running 5.0% ahead of last year's year-to-date sales of 60.



### Prices

The Median Sales Price in February was \$434,900, up 45.0% from \$300,000 in February of 2010 and up 18.9% from \$365,753 last month. The Average Sales Price in February was \$486,602, up 17.4% from \$414,438 in February of 2010 and up 9.7% from \$443,459 last month. February 2011 ASP was at a mid range compared to February 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 3/1/2008 through 2/28/2011. 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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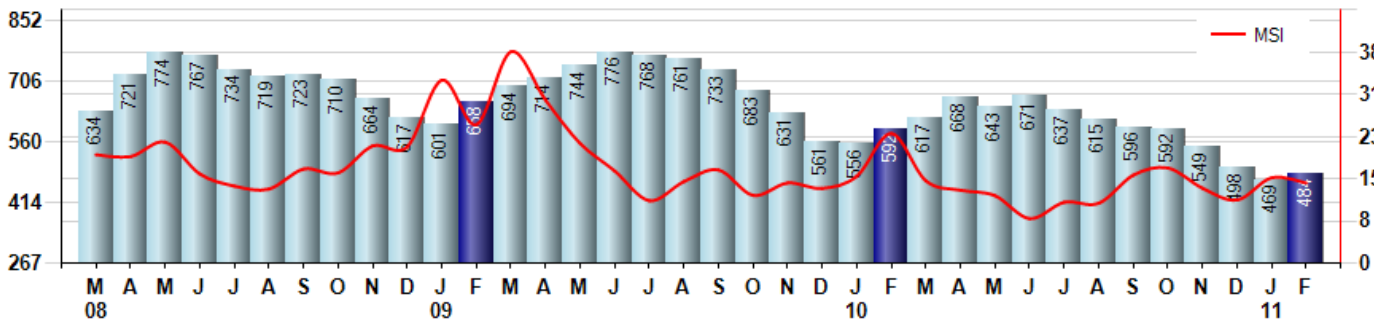
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### Inventory & MSI

The Total Inventory of Properties available for sale as of February was 484, up 3.2% from 469 last month and down -18.2% from 592 in February of last year. February 2011 Inventory was at the lowest level compared to February of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2011 MSI of 14.7 months was at its lowest level compared with February of 2010 and 2009.

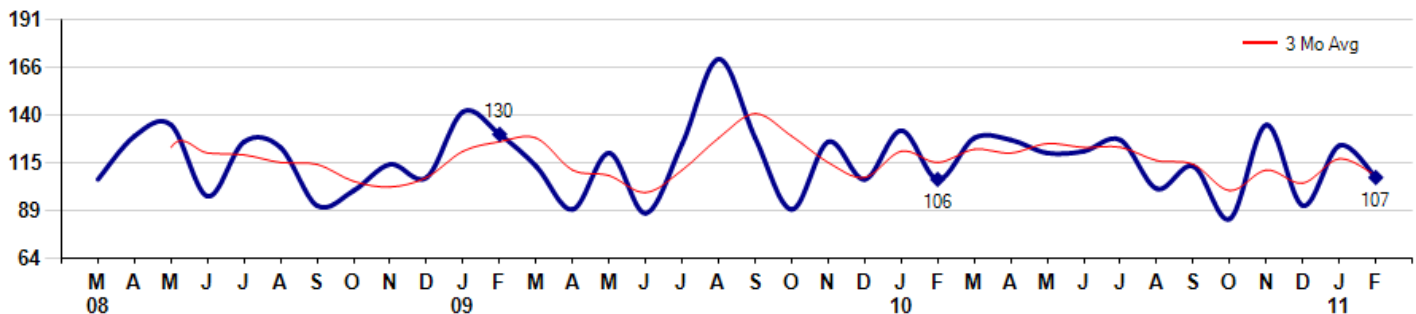
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 February was 107, down -13.7% from 124 days last month and up 0.9% from 106 days in February of last year. The February 2011 DOM was at a mid range compared with February of 2010 and 2009.

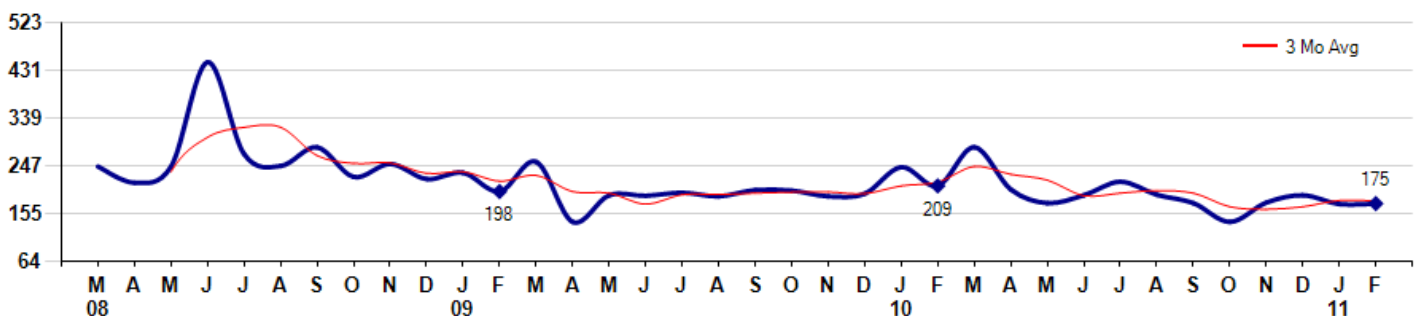
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 February 2011 Selling Price per Square Foot of \$175 was up 0.6% from \$174 last month and down -16.3% from \$209 in February of last year.

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



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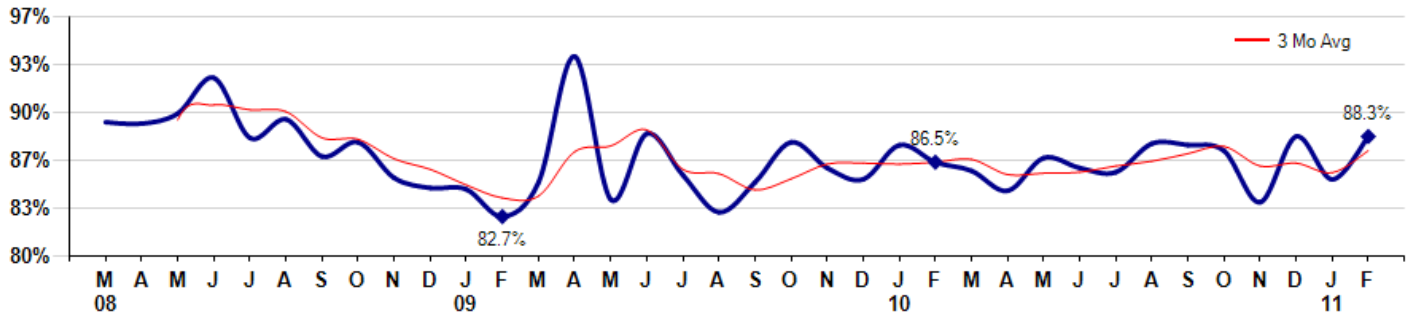


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### Selling Price vs Original Listing Price

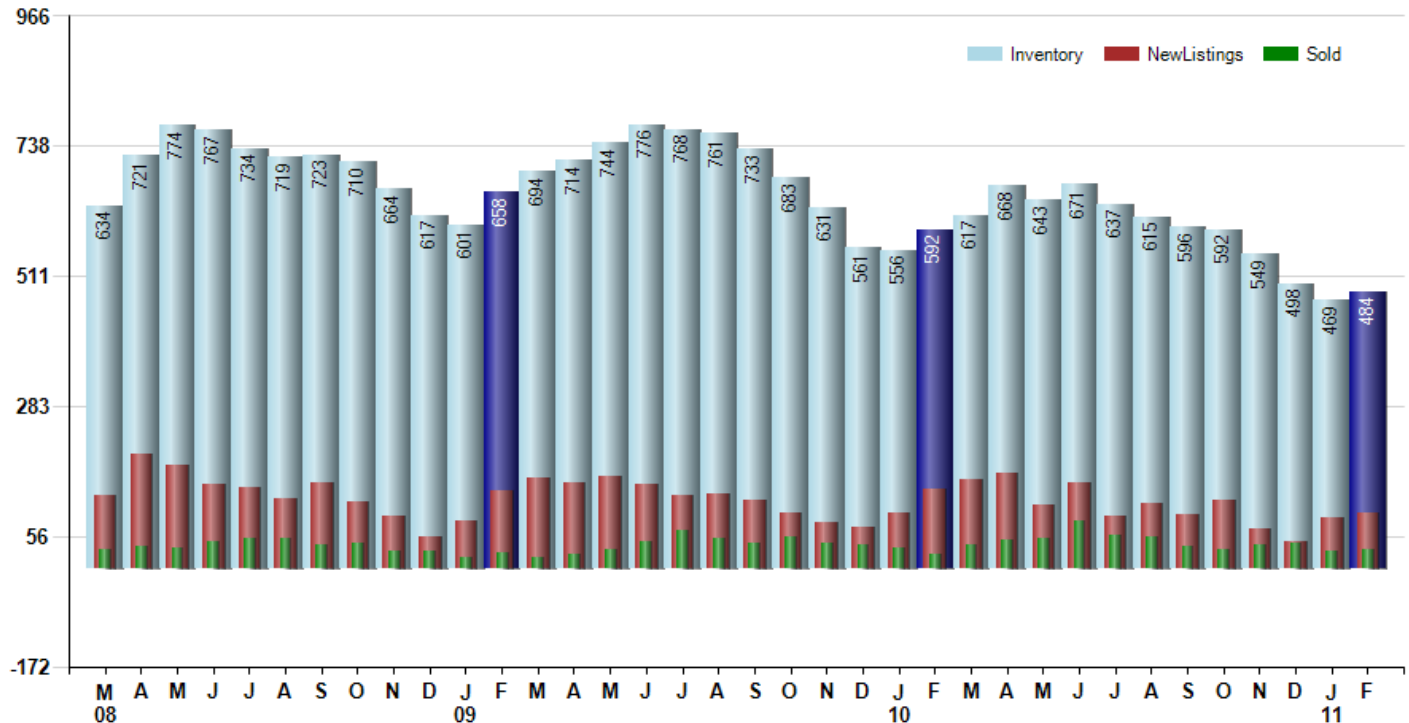
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The February 2011 Selling Price vs Original List Price of 88.3% was up from 85.3% last month and up from 86.5% in February 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 February 2011 was 98, up 10.1% from 89 last month and down -29.0% from 138 in February of last year.



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# MARKET ACTION REPORT

February 2011

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	M 08	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	A	M	J	J	A	S	O	N	D	J 11	F
Homes Sold	32	37	35	47	52	53	42	43	31	29	18	26	18	24	34	46	67	51	43	55	43	41	35	25	41	50	52	82	57	56	37	34	40	43	30	33
3 Mo. Roll Avg			35	40	45	51	49	46	39	34	26	24	21	23	25	35	49	55	54	50	47	46	40	34	34	39	48	61	64	65	50	42	37	39	38	35

	(000's) M 08	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	A	M	J	J	A	S	O	N	D	J 11	F
Median Sale Price	369	405	435	596	524	515	429	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	366	435
3 Mo. Roll Avg			403	479	518	545	489	468	433	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	378	376

	M 08	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	A	M	J	J	A	S	O	N	D	J 11	F
Inventory	634	721	774	767	734	719	723	710	664	617	601	658	694	714	744	776	768	761	733	683	631	561	556	592	617	668	643	671	637	615	596	592	549	498	469	484
MSI	20	19	22	16	14	14	17	17	21	21	33	25	39	30	22	17	11	15	17	12	15	14	16	24	15	13	12	8	11	11	16	17	14	12	16	15

	M 08	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	A	M	J	J	A	S	O	N	D	J 11	F
Days On Market	106	129	135	97	126	123	92	100	114	107	142	130	113	90	120	88	125	170	128	90	126	106	132	106	128	127	120	121	127	101	113	85	135	92	124	107
3 Mo. Roll Avg			123	120	119	115	114	105	102	107	121	126	128	111	108	99	111	128	141	129	115	107	121	115	122	120	125	123	123	116	114	100	111	104	117	108

	M 08	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	A	M	J	J	A	S	O	N	D	J 11	F
Price per Sq Ft	246	215	246	446	270	247	283	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
3 Mo. Roll Avg			236	302	321	321	267	252	253	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

	M 08	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	A	M	J	J	A	S	O	N	D	J 11	F
Sale to List Price	0.893	0.892	0.899	0.924	0.882	0.895	0.869	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	0.877	0.865	0.859	0.845	0.868	0.861	0.858	0.878	0.877	0.873	0.837	0.883	0.853	0.883
3 Mo. Roll Avg			0.895	0.905	0.902	0.900	0.882	0.881	0.867	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	0.864	0.865	0.867	0.856	0.857	0.858	0.862	0.866	0.871	0.876	0.862	0.864	0.858	0.873

	M 08	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	A	M	J	J	A	S	O	N	D	J 11	F
New Listings	128	200	180	148	140	121	149	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	70	47	89	98
Inventory	634	721	774	767	734	719	723	710	664	617	601	658	694	714	744	776	768	761	733	683	631	561	556	592	617	668	643	671	637	615	596	592	549	498	469	484
Sales	32	37	35	47	52	53	42	43	31	29	18	26	18	24	34	46	67	51	43	55	43	41	35	25	41	50	52	82	57	56	37	34	40	43	30	33

	(000's) M 08	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	A	M	J	J	A	S	O	N	D	J 11	F
Avg Sale Price	594	538	557	621	639	686	562	536	523	458	448	558	512	340	381	430	500	489	563	458	426	460	492	414	403	412	607	520	502	496	583	406	432	463	443	487
3 Mo. Roll Avg			563	572	606	649	629	595	540	505	476	488	506	470	411	384	437	473	517	503	482	448	459	456	436	410	474	513	543	506	527	495	474	434	446	464

