

MLS Area: Glenview / Golf



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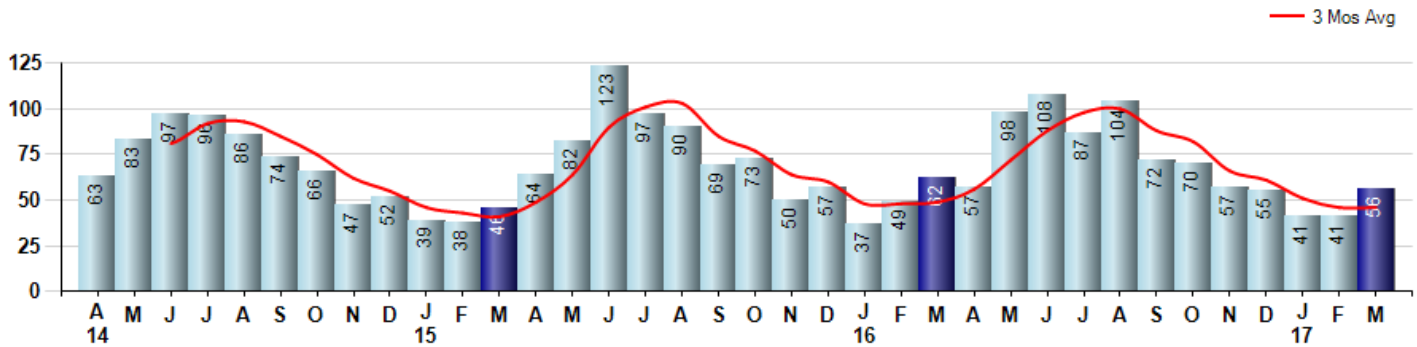
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$650,000	↑		↑				
Average List Price of all Current Listings	\$779,655	↑		↑				
March Median Sales Price	\$389,000	↓	↓	↓	↓	\$395,000	↔	↓
March Average Sales Price	\$502,001	↑	↓	↑	↓	\$488,235	↑	↓
Total Properties Currently for Sale (Inventory)	339	↑		↑				
March Number of Properties Sold	56	↑		↓		138	↓	
March Average Days on Market (Solds)	73	↑	↑	↑	↑	62	↓	↑
March Month's Supply of Inventory	6.1	↓	↓	↑	↑	7.2	↑	↑
March Sale Price vs List Price Ratio	94.6%	↑	↑	↑	↑	94.2%	↑	↔

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

Property Sales

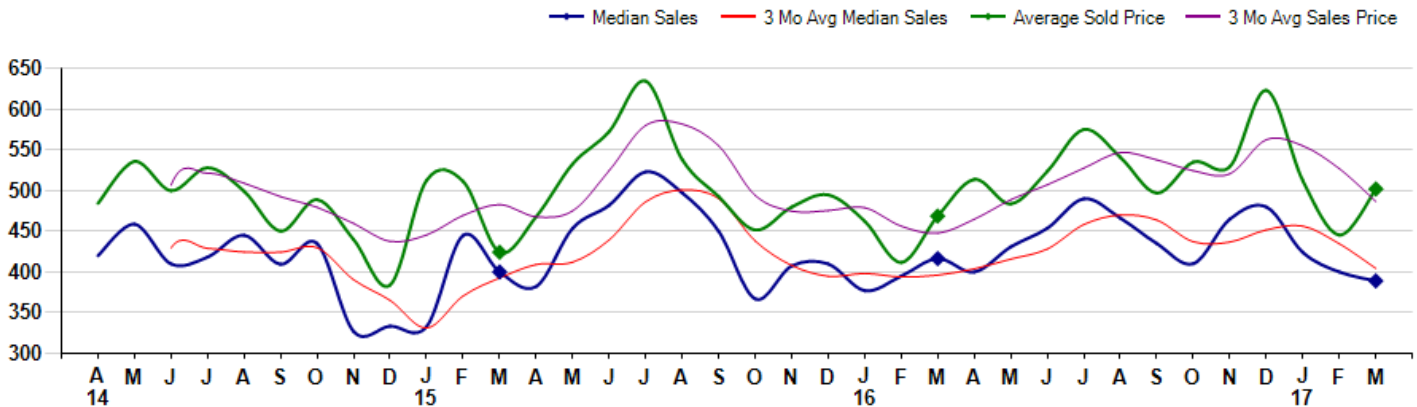
March Property sales were 56, down -9.7% from 62 in March of 2016 and 36.6% higher than the 41 sales last month. March 2017 sales were at a mid level compared to March of 2016 and 2015. March YTD sales of 138 are running -6.8% behind last year's year-to-date sales of 148.



Prices

The Median Sales Price in March was \$389,000, down -6.6% from \$416,500 in March of 2016 and down -2.8% from \$400,000 last month. The Average Sales Price in March was \$502,001, up 7.1% from \$468,757 in March of 2016 and up 12.7% from \$445,486 last month. March 2017 ASP was at highest level compared to March of 2016 and 2015.

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



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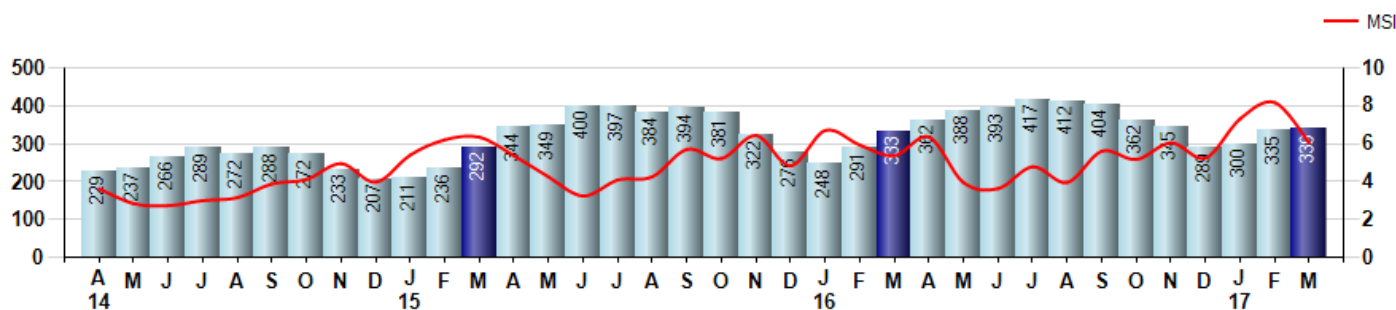
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Inventory & MSI

The Total Inventory of Properties available for sale as of March was 339, up 1.2% from 335 last month and up 1.8% from 333 in March of last year. March 2017 Inventory was at highest level compared to March of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2017 MSI of 6.1 months was at a mid range compared with March of 2016 and 2015.

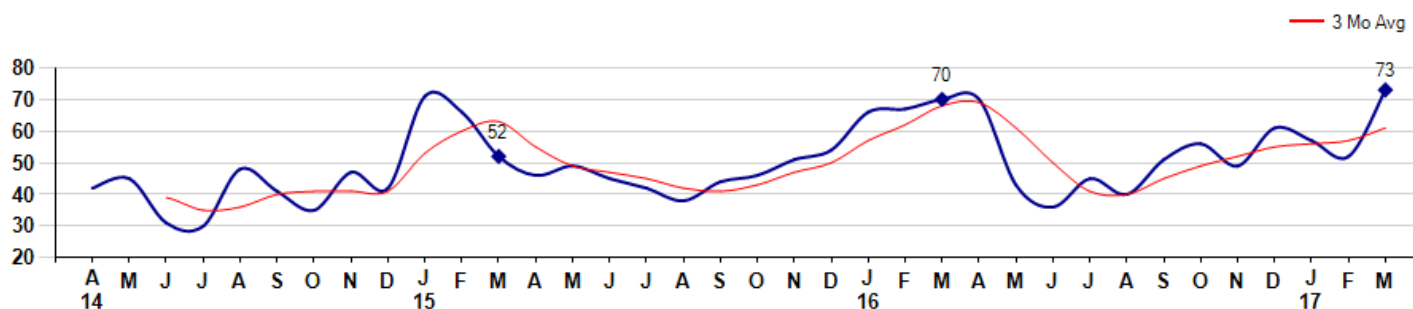
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 March was 73, up 40.4% from 52 days last month and up 4.3% from 70 days in March of last year. The March 2017 DOM was at its highest level compared with March of 2016 and 2015.

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



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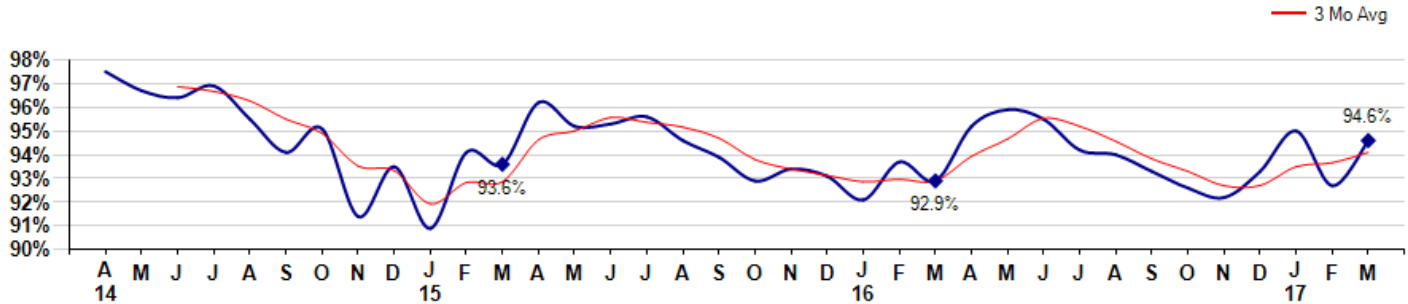


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Selling Price vs Listing Price

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 March 2017 Selling Price vs List Price of 94.6% was up from 92.7% last month and up from 92.9% in March of last year.

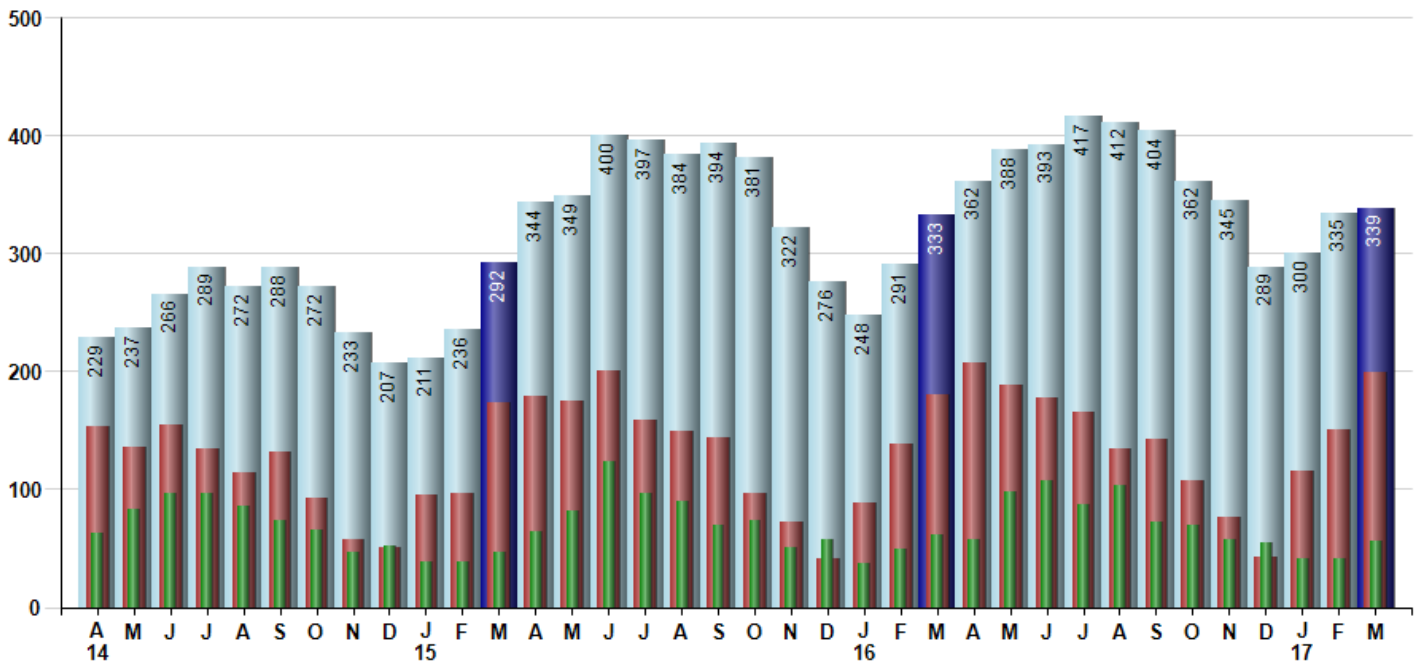
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 March 2017 was 199, up 32.7% from 150 last month and up 10.6% from 180 in March of last year.

Inventory (light blue), New Listings (red), Sold (green)



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MARKET ACTION REPORT

March 2017

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	A 14	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M
Homes Sold	63	83	97	96	86	74	66	47	52	39	38	46	64	82	123	97	90	69	73	50	57	37	49	62	57	98	108	87	104	72	70	57	55	41	41	56
3 Mo. Roll Avg			81	92	93	85	75	62	55	46	43	41	49	64	90	101	103	85	77	64	60	48	48	49	56	72	88	98	100	88	82	66	61	51	46	46

(000's)	A 14	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M
Median Sale Price	420	459	410	418	445	410	435	327	334	333	445	400	382	454	482	523	497	450	367	408	410	377	395	417	400	431	454	490	466	435	410	465	480	424	400	389
3 Mo. Roll Avg			430	429	424	424	430	391	365	331	371	393	409	412	439	486	501	490	438	408	395	398	394	396	404	416	428	458	470	464	437	437	452	456	435	404

	A 14	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M
Inventory	229	237	266	289	272	288	272	233	207	211	236	292	344	349	400	397	384	394	381	322	276	248	291	333	362	388	393	417	412	404	362	345	289	300	335	339
MSI	4	3	3	3	3	4	4	5	4	5	6	6	5	4	3	4	4	6	5	6	5	7	6	5	6	4	4	5	4	6	5	6	5	7	8	6

	A 14	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M
Days On Market	42	45	31	30	48	41	35	47	42	71	66	52	46	49	45	42	38	44	46	51	54	66	67	70	70	43	36	45	40	51	56	49	61	57	52	73
3 Mo. Roll Avg			39	35	36	40	41	41	41	53	60	63	55	49	47	45	42	41	43	47	50	57	62	68	69	61	50	41	40	45	49	52	55	56	57	61

	A 14	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M
Price per Sq Ft	214	227	216	225	224	217	220	204	186	190	214	187	209	213	237	226	233	211	210	191	227	193	204	219	239	230	233	240	237	213	215	219	236	220	200	231
3 Mo. Roll Avg			219	223	222	222	220	214	203	193	197	197	203	203	220	225	232	223	218	204	209	204	208	205	221	229	234	234	237	230	222	216	223	225	219	217

	A 14	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M
Sale to List Price	0.975	0.967	0.964	0.969	0.955	0.941	0.951	0.914	0.935	0.909	0.941	0.936	0.962	0.952	0.953	0.956	0.946	0.939	0.929	0.934	0.931	0.921	0.937	0.929	0.952	0.959	0.955	0.942	0.940	0.933	0.926	0.922	0.933	0.950	0.927	0.946
3 Mo. Roll Avg			0.969	0.967	0.963	0.955	0.949	0.935	0.933	0.919	0.928	0.929	0.946	0.950	0.956	0.954	0.952	0.947	0.938	0.934	0.931	0.929	0.930	0.929	0.939	0.947	0.955	0.952	0.946	0.938	0.933	0.927	0.927	0.935	0.937	0.941

	A 14	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M
New Listings	154	136	155	134	114	132	93	58	51	95	96	174	179	175	200	159	149	144	96	72	41	89	138	180	207	188	178	165	135	142	108	77	42	115	150	199
Inventory	229	237	266	289	272	288	272	233	207	211	236	292	344	349	400	397	384	394	381	322	276	248	291	333	362	388	393	417	412	404	362	345	289	300	335	339
Sales	63	83	97	96	86	74	66	47	52	39	38	46	64	82	123	97	90	69	73	50	57	37	49	62	57	98	108	87	104	72	70	57	55	41	41	56

(000's)	A 14	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M
Avg Sale Price	484	536	500	528	499	450	489	440	384	513	511	424	468	533	573	635	538	493	452	480	495	462	412	469	514	484	524	575	541	497	535	529	623	512	445	502
3 Mo. Roll Avg			507	521	509	493	479	460	438	445	469	483	468	475	524	580	582	555	494	475	475	479	456	448	465	489	507	528	547	538	524	521	563	555	527	487

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