MARKET ACTION REPORT January 2016

MLS Area: Glenview / Golf

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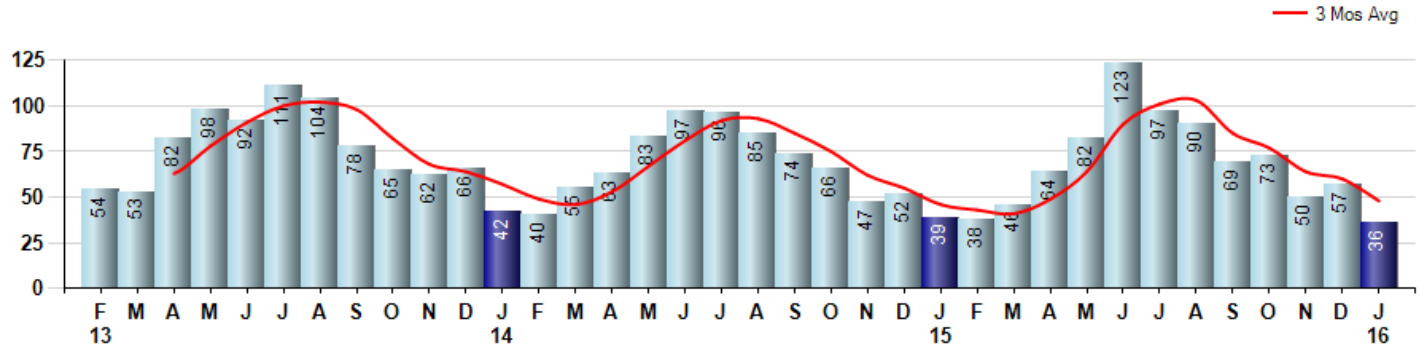
Price Range: $0 to $999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*: LM	L3M	PYM	LY	YTD	Trending Versus*: PriorYTD	PriorYear
Median List Price of all Current Listings	$499,900	↑		↓				
Average List Price of all Current Listings	$699,392	↑		↑				
January Median Sales Price	$378,500	↓	↓	↑	↓	$378,500	↑	↓
January Average Sales Price	$469,904	↓	↔	↓	↓	$469,904	↓	↓
Total Properties Currently for Sale (Inventory)	218	↓		↑				
January Number of Properties Sold	36	↓		↓		36	↔	
January Average Days on Market (Solds)	67	↑	↑	↓	↑	67	↓	↑
January Month's Supply of Inventory	6.1	↑	↑	↑	↑	6.1	↑	↑
January Sale Price vs List Price Ratio	96.1%	↓	↑	↑	↓	95.9%	↑	↓

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

Property Sales

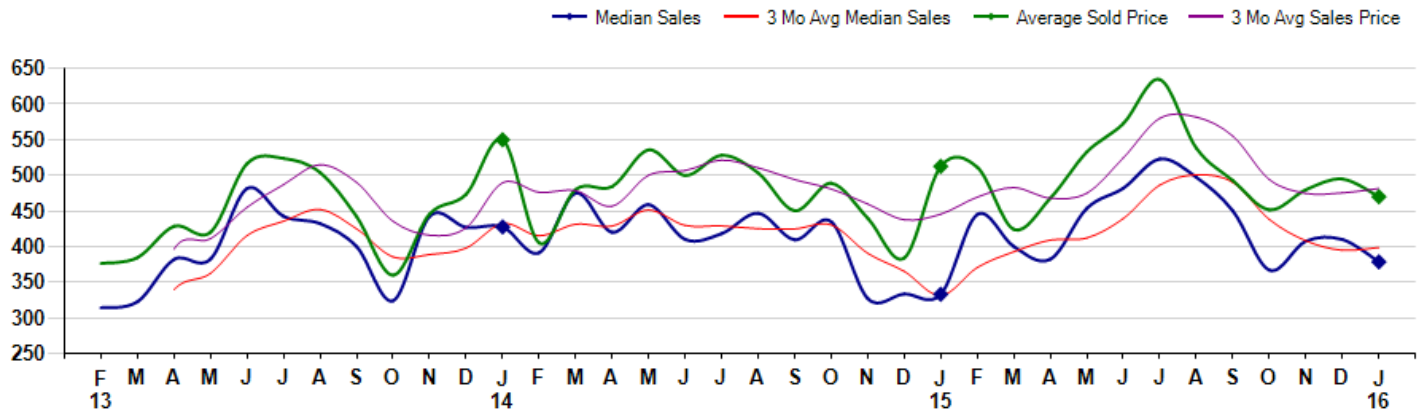
January Property sales were 36, down -7.7% from 39 in January of 2015 and -36.8% lower than the 57 sales last month. January 2016 sales were at their lowest level compared to January of 2015 and 2014. January YTD sales of 36 are running -7.7% behind last year's year-to-date sales of 39.



Prices

The Median Sales Price in January was $378,500, up 13.7% from $333,000 in January of 2015 and down -7.7% from $410,000 last month. The Average Sales Price in January was $469,904, down -8.3% from $512,619 in January of 2015 and down -5.0% from $494,778 last month. January 2016 ASP was at the lowest level compared to January of 2015 and 2014.

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



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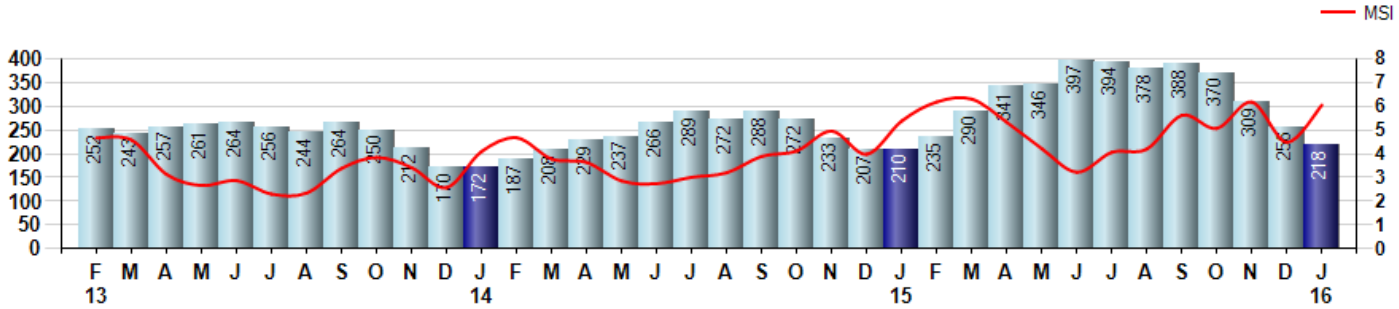
Inventory & MSI

The Total Inventory of Properties available for sale as of January was 218, down -14.8% from 256 last month and up 3.8% from 210 in January of last year. January 2016 Inventory was at highest level compared to January of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2016 MSI of 6.1 months was at its highest level compared with January of 2015 and 2014.

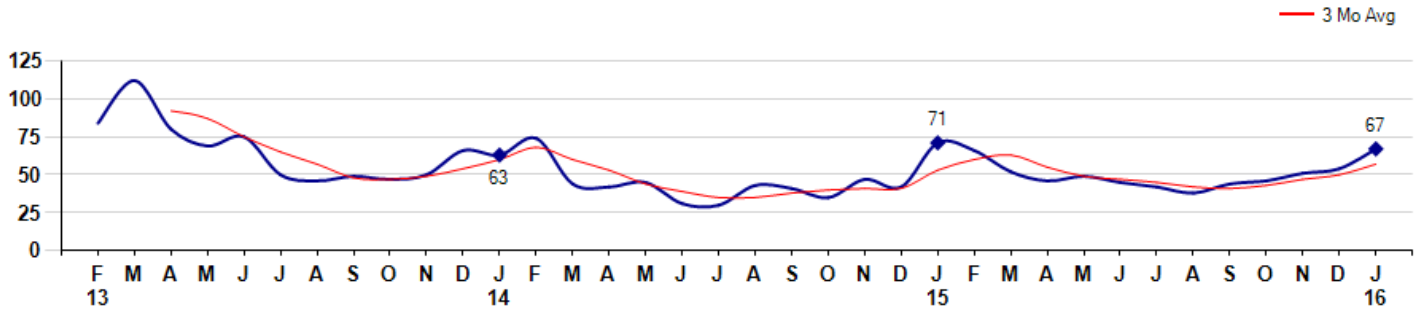
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 67, up 24.1% from 54 days last month and down -5.6% from 71 days in January of last year. The January 2016 DOM was at a mid range compared with January of 2015 and 2014.

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



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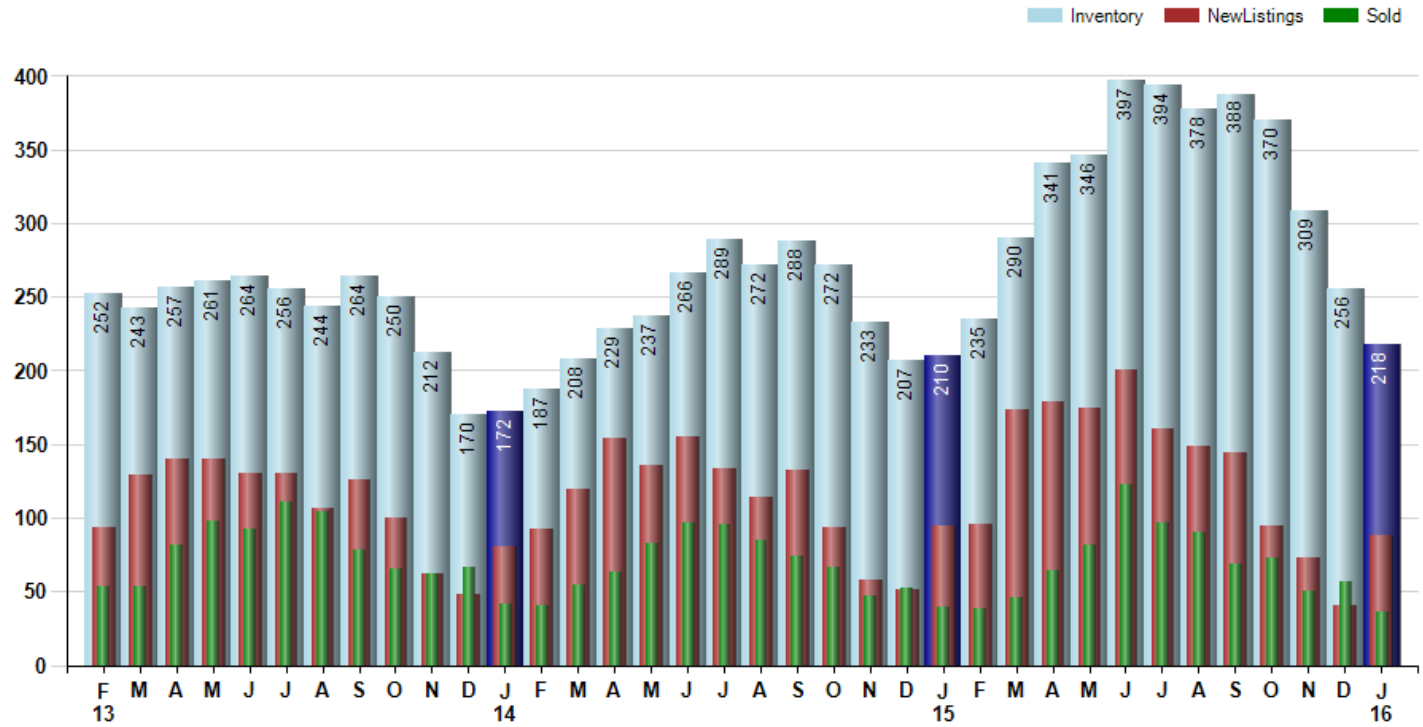
Selling Price vs Listing Price

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 January 2016 Selling Price vs List Price of 96.1% was down from 96.3% last month and up from 94.8% in January of last year.

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 January 2016 was 88, up 120.0% from 40 last month and down -7.4% from 95 in January of last year.



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	F 13	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16
Homes Sold	54	53	82	98	92	111	104	78	65	62	66	42	40	55	63	83	97	96	85	74	66	47	52	39	38	46	64	82	123	97	90	69	73	50	57	36
3 Mo. Roll Avg			63	78	91	100	102	98	82	68	64	57	49	46	53	67	81	92	93	85	75	62	55	46	43	41	49	64	90	101	103	85	77	64	60	48

(000's)	F 13	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16
MedianSalePrice	314	323	382	383	482	443	432	400	324	442	427	428	391	475	420	459	410	418	447	410	435	327	334	333	445	400	382	454	482	523	497	450	367	408	410	379
3 Mo. Roll Avg			340	362	415	436	452	425	385	389	398	432	415	431	429	451	430	429	425	425	430	391	365	331	371	393	409	412	439	486	501	490	438	408	395	399

	F 13	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16
Inventory	252	243	257	261	264	256	244	264	250	212	170	172	187	208	229	237	266	289	272	288	272	233	207	210	235	290	341	346	397	394	378	388	370	309	256	218
MSI	5	5	3	3	3	2	2	3	4	3	3	4	5	4	4	3	3	3	3	4	4	5	4	5	6	6	5	4	3	4	4	6	5	6	4	6

	F 13	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16
Days On Market	84	112	80	69	75	50	46	49	47	50	66	63	74	44	42	45	31	30	43	41	35	47	42	71	66	52	46	49	45	42	38	44	46	51	54	67
3 Mo. Roll Avg			92	87	75	65	57	48	47	49	54	60	68	60	53	44	39	35	35	38	40	41	41	53	60	63	55	49	47	45	42	41	43	47	50	57

	F 13	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16
Price per Sq Ft	183	171	190	180	208	204	216	214	182	204	208	200	213	226	214	227	216	225	226	217	220	204	186	190	214	187	209	213	237	226	233	211	210	191	227	195
3 Mo. Roll Avg			181	180	193	197	209	211	204	200	198	204	207	213	218	222	219	223	222	223	221	214	203	193	197	197	203	203	220	225	232	223	218	204	209	204

	F 13	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16
Sale to List Price	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	0.984	0.992	0.983	0.978	0.976	0.970	0.963	0.967	0.952	0.956	0.948	0.970	0.965	0.971	0.963	0.967	0.975	0.966	0.962	0.950	0.960	0.963	0.961
3 Mo. Roll Avg			0.959	0.960	0.968	0.972	0.974	0.976	0.977	0.976	0.976	0.968	0.979	0.983	0.994	0.986	0.984	0.979	0.975	0.970	0.967	0.961	0.958	0.952	0.958	0.961	0.969	0.966	0.967	0.968	0.969	0.968	0.959	0.957	0.958	0.961

	F 13	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16
New Listings	93	129	140	140	130	130	106	126	100	62	48	81	92	119	154	136	155	134	114	132	93	58	51	95	96	174	179	175	200	160	149	144	95	73	40	88
Inventory	252	243	257	261	264	256	244	264	250	212	170	172	187	208	229	237	266	289	272	288	272	233	207	210	235	290	341	346	397	394	378	388	370	309	256	218
Sales	54	53	82	98	92	111	104	78	65	62	66	42	40	55	63	83	97	96	85	74	66	47	52	39	38	46	64	82	123	97	90	69	73	50	57	36

(000's)	F 13	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16
Avg Sale Price	376	384	429	420	517	524	504	442	360	446	473	550	405	480	484	536	500	528	503	450	489	440	384	513	511	424	468	533	573	635	538	493	452	480	495	470
3 Mo. Roll Avg			396	411	455	487	515	490	435	416	426	490	476	478	457	500	507	521	510	494	481	460	438	445	469	483	468	475	524	580	582	555	494	475	475	482

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