

## MLS Area: Glenview / Golf



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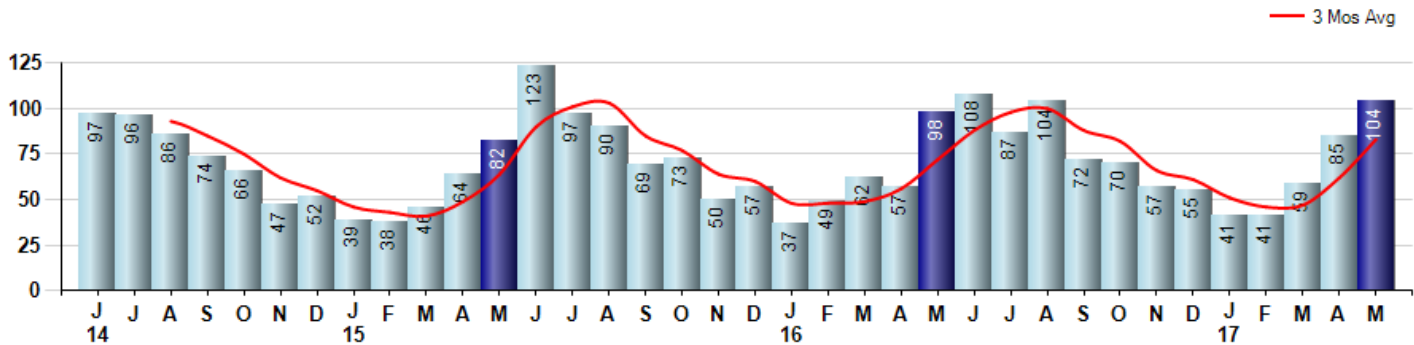
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview                | Month     | Trending Versus*: |     |     |    | YTD       | Trending Versus*: |           |
|---|-----------|-------------------|-----|-----|----|-----------|-------------------|-----------|
|   |           | LM                | L3M | PYM | LY |           | PriorYTD          | PriorYear |
| Median List Price of all Current Listings       | \$624,900 | ↔                 |     | ↑   |    |           |                   |           |
| Average List Price of all Current Listings      | \$754,369 | ↔                 |     | ↔   |    |           |                   |           |
| May Median Sales Price                          | \$430,000 | ↓                 | ↔   | ↔   | ↓  | \$430,000 | ↑                 | ↓         |
| May Average Sales Price                         | \$508,683 | ↓                 | ↓   | ↑   | ↓  | \$521,969 | ↑                 | ↔         |
| Total Properties Currently for Sale (Inventory) | 349       | ↓                 |     | ↓   |    |           |                   |           |
| May Number of Properties Sold                   | 104       | ↑                 |     | ↑   |    | 330       | ↑                 |           |
| May Average Days on Market (Solds)              | 62        | ↑                 | ↑   | ↑   | ↑  | 60        | ↔                 | ↑         |
| May Month's Supply of Inventory                 | 3.4       | ↓                 | ↓   | ↓   | ↓  | 5.9       | ↑                 | ↑         |
| May Sale Price vs List Price Ratio              | 95.6%     | ↑                 | ↑   | ↓   | ↑  | 94.9%     | ↑                 | ↑         |

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

### Property Sales

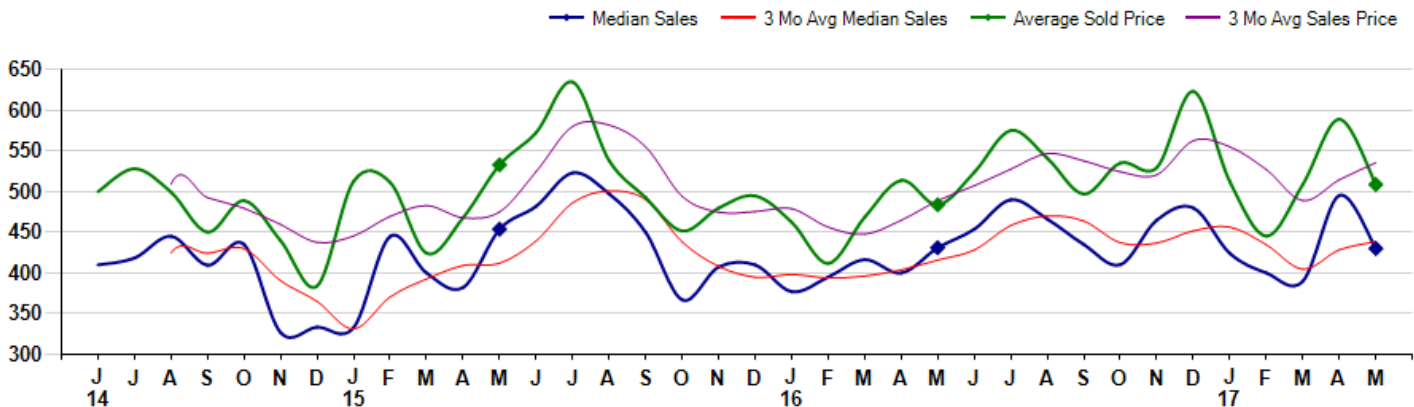
May Property sales were 104, up 6.1% from 98 in May of 2016 and 22.4% higher than the 85 sales last month. May 2017 sales were at their highest level compared to May of 2016 and 2015. May YTD sales of 330 are running 8.9% ahead of last year's year-to-date sales of 303.



### Prices

The Median Sales Price in May was \$430,000, down -0.2% from \$431,000 in May of 2016 and down -13.2% from \$495,370 last month. The Average Sales Price in May was \$508,683, up 5.2% from \$483,737 in May of 2016 and down -13.6% from \$588,850 last month. May 2017 ASP was at a mid range compared to May of 2016 and 2015.

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



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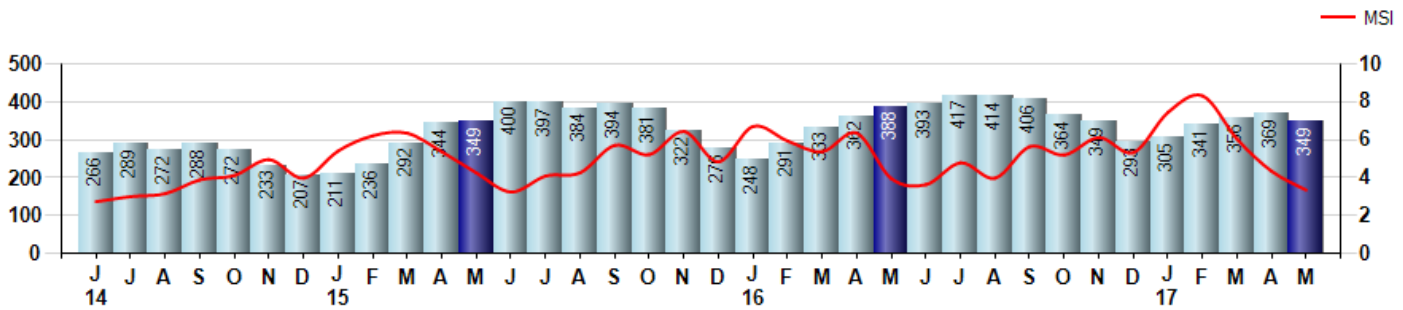
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

### Inventory & MSI

The Total Inventory of Properties available for sale as of May was 349, down -5.4% from 369 last month and down -10.1% from 388 in May of last year. May 2017 Inventory was at the lowest level compared to May of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2017 MSI of 3.4 months was at its lowest level compared with May of 2016 and 2015.

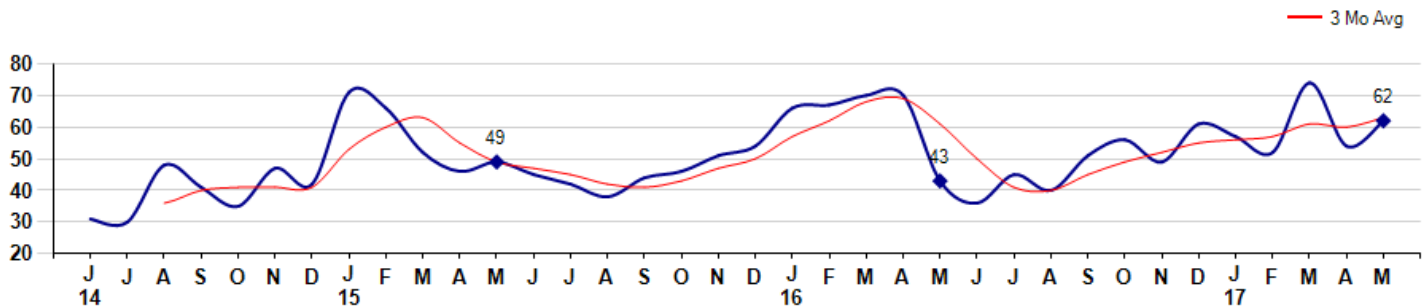
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 May was 62, up 14.8% from 54 days last month and up 44.2% from 43 days in May of last year. The May 2017 DOM was at its highest level compared with May of 2016 and 2015.

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



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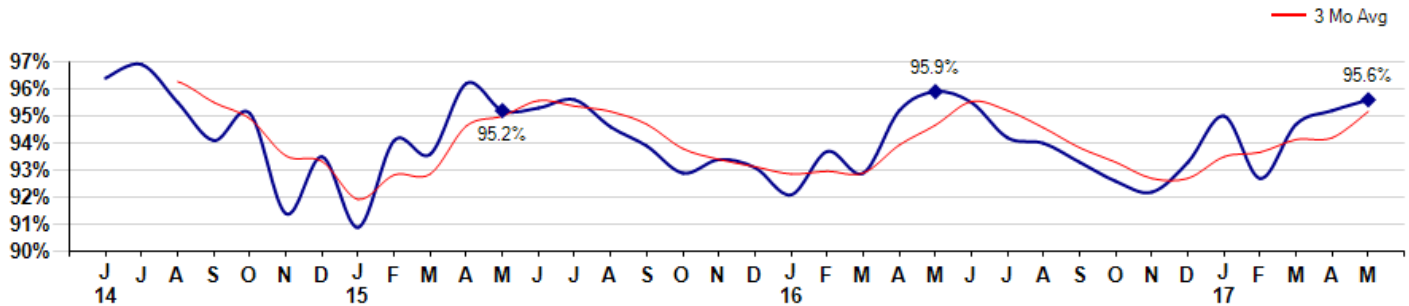


Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

### 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 May 2017 Selling Price vs List Price of 95.6% was up from 95.2% last month and down from 95.9% in May of last year.

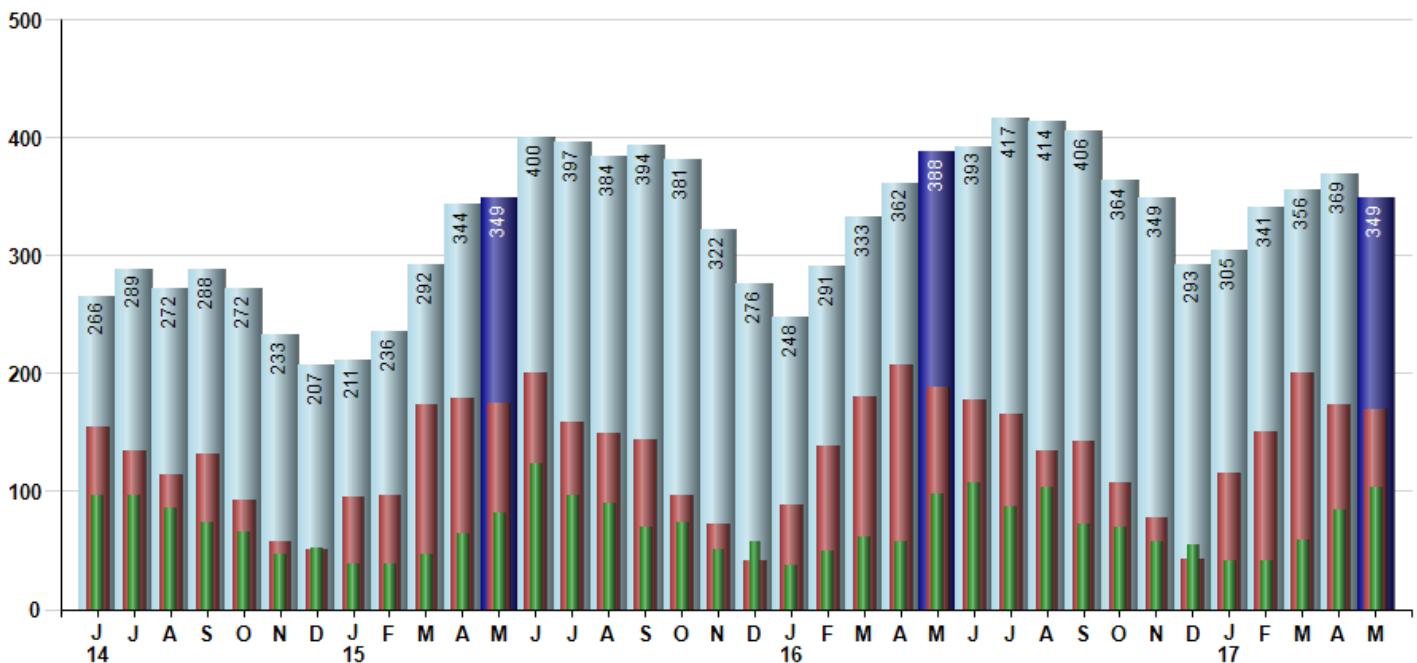
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 May 2017 was 169, down -2.3% from 173 last month and down -10.1% from 188 in May of last year.

Inventory    New Listings    Sold



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Based on information from Midwest Real Estate Data LLC for the period 6/1/2014 through 5/31/2017. 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.



# MARKET ACTION REPORT

May 2017

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|                | J 14 | 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  | A  | M   |
|----------------|------|----|----|----|----|----|----|------|----|----|----|----|-----|-----|-----|----|----|----|----|------|----|----|----|----|-----|----|-----|----|----|----|----|------|----|----|----|-----|
| Homes Sold     | 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 | 59 | 85 | 104 |
| 3 Mo. Roll Avg |      |    | 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 | 47 | 62 | 83  |

| (000's)           | J 14 | 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   | A   | M   |
|-------------------|------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|
| Median Sale Price | 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 | 390 | 495 | 430 |
| 3 Mo. Roll Avg    |      |     | 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 | 405 | 428 | 438 |

|           | J 14 | 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   | A   | M   |
|-----------|------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|
| Inventory | 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 | 414 | 406 | 364 | 349 | 293 | 305  | 341 | 356 | 369 | 349 |
| MSI       | 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   | 4   | 3   |

|                | J 14 | 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  | A  | M  |
|----------------|------|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|
| Days On Market | 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 | 74 | 54 | 62 |
| 3 Mo. Roll Avg |      |    | 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 | 60 | 63 |

|                 | J 14 | 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   | A   | M   |
|-----------------|------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|
| Price per Sq Ft | 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 | 248 | 223 |
| 3 Mo. Roll Avg  |      |     | 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 | 226 | 234 |

|                    | J 14  | 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     | A     | M     |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.947 | 0.952 | 0.956 |
| 3 Mo. Roll Avg     |       |       | 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 | 0.942 | 0.952 |

|              | J 14 | 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   | A   | M   |
|--------------|------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|
| New Listings | 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 | 78  | 42  | 116  | 151 | 200 | 173 | 169 |
| Inventory    | 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 | 414 | 406 | 364 | 349 | 293 | 305  | 341 | 356 | 369 | 349 |
| Sales        | 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  | 59  | 85  | 104 |

| (000's)        | J 14 | 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   | A   | M   |
|----------------|------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|
| Avg Sale Price | 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 | 509 | 589 | 509 |
| 3 Mo. Roll Avg |      |     | 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 | 489 | 514 | 536 |

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