

MLS Area: Glenview / Golf



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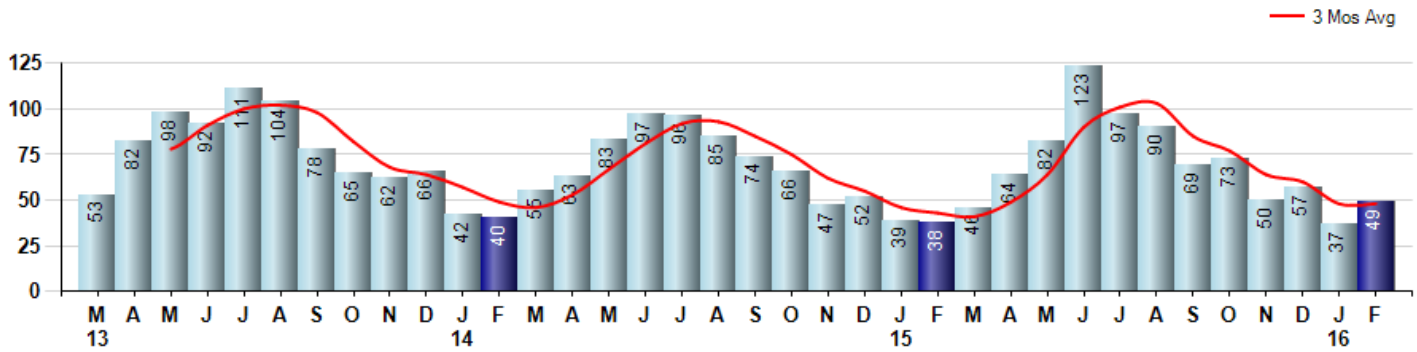
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|-------------------------------------------------|-----------|-------------------|-----|-----|----|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$595,000 | ↑ | | ↑ | | | | |
| Average List Price of all Current Listings | \$742,501 | ↑ | | ↑ | | | | |
| February Median Sales Price | \$395,000 | ↑ | ↓ | ↓ | ↓ | \$389,000 | ↔ | ↓ |
| February Average Sales Price | \$411,789 | ↓ | ↓ | ↓ | ↓ | \$433,537 | ↓ | ↓ |
| Total Properties Currently for Sale (Inventory) | 261 | ↑ | | ↑ | | | | |
| February Number of Properties Sold | 49 | ↑ | | ↑ | | 86 | ↑ | |
| February Average Days on Market (Solds) | 67 | ↑ | ↑ | ↑ | ↑ | 67 | ↓ | ↑ |
| February Month's Supply of Inventory | 5.3 | ↓ | ↓ | ↓ | ↑ | 5.8 | ↔ | ↑ |
| February Sale Price vs List Price Ratio | 97.0% | ↑ | ↑ | ↔ | ↑ | 96.2% | ↔ | ↔ |

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

Property Sales

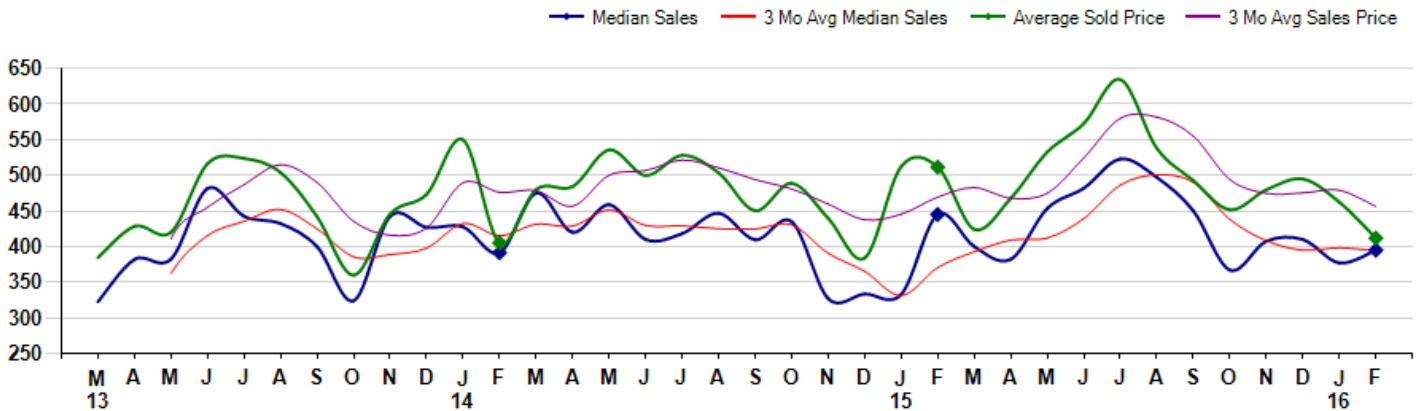
February Property sales were 49, up 28.9% from 38 in February of 2015 and 32.4% higher than the 37 sales last month. February 2016 sales were at their highest level compared to February of 2015 and 2014. February YTD sales of 86 are running 11.7% ahead of last year's year-to-date sales of 77.



Prices

The Median Sales Price in February was \$395,000, down -11.2% from \$445,000 in February of 2015 and up 4.8% from \$377,000 last month. The Average Sales Price in February was \$411,789, down -19.5% from \$511,441 in February of 2015 and down -10.9% from \$462,339 last month. February 2016 ASP was at a mid range compared to February of 2015 and 2014.

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



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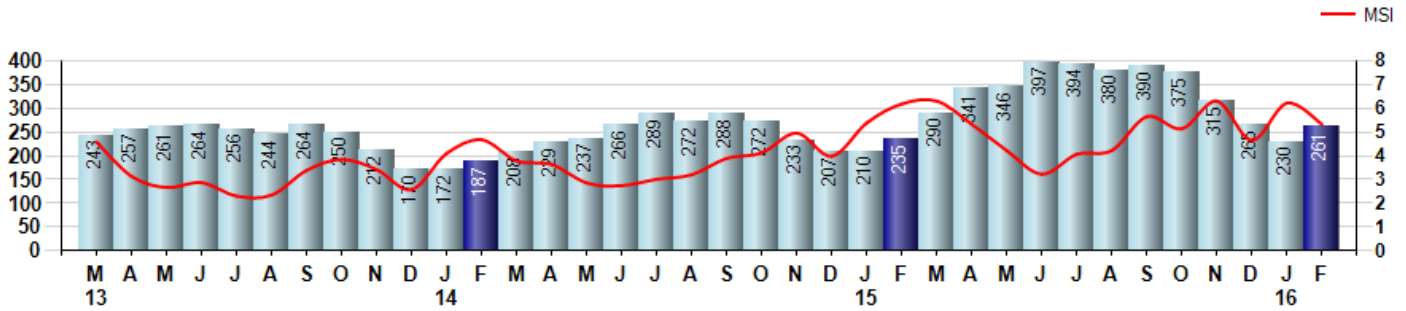
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 261, up 13.5% from 230 last month and up 11.1% from 235 in February of last year. February 2016 Inventory was at highest level compared to February of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2016 MSI of 5.3 months was at a mid range compared with February of 2015 and 2014.

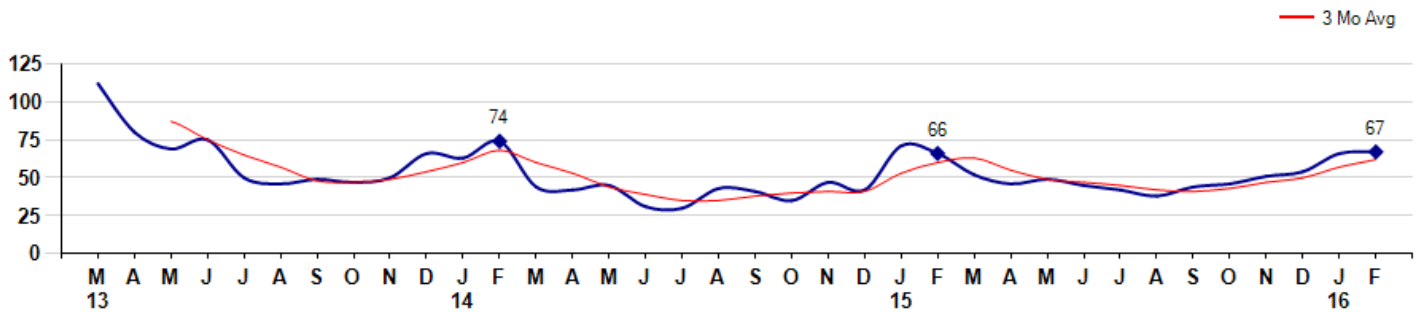
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 February was 67, up 1.5% from 66 days last month and up 1.5% from 66 days in February of last year. The February 2016 DOM was at a mid range compared with February of 2015 and 2014.

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



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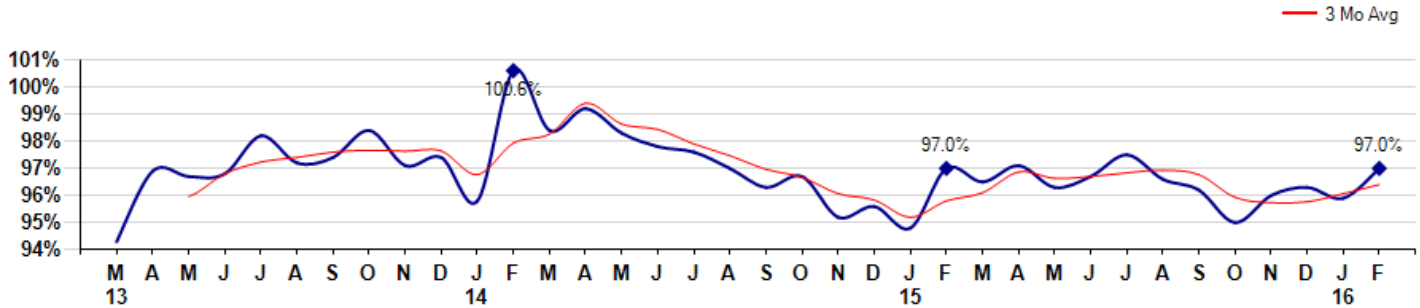


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Selling Price vs Listing Price

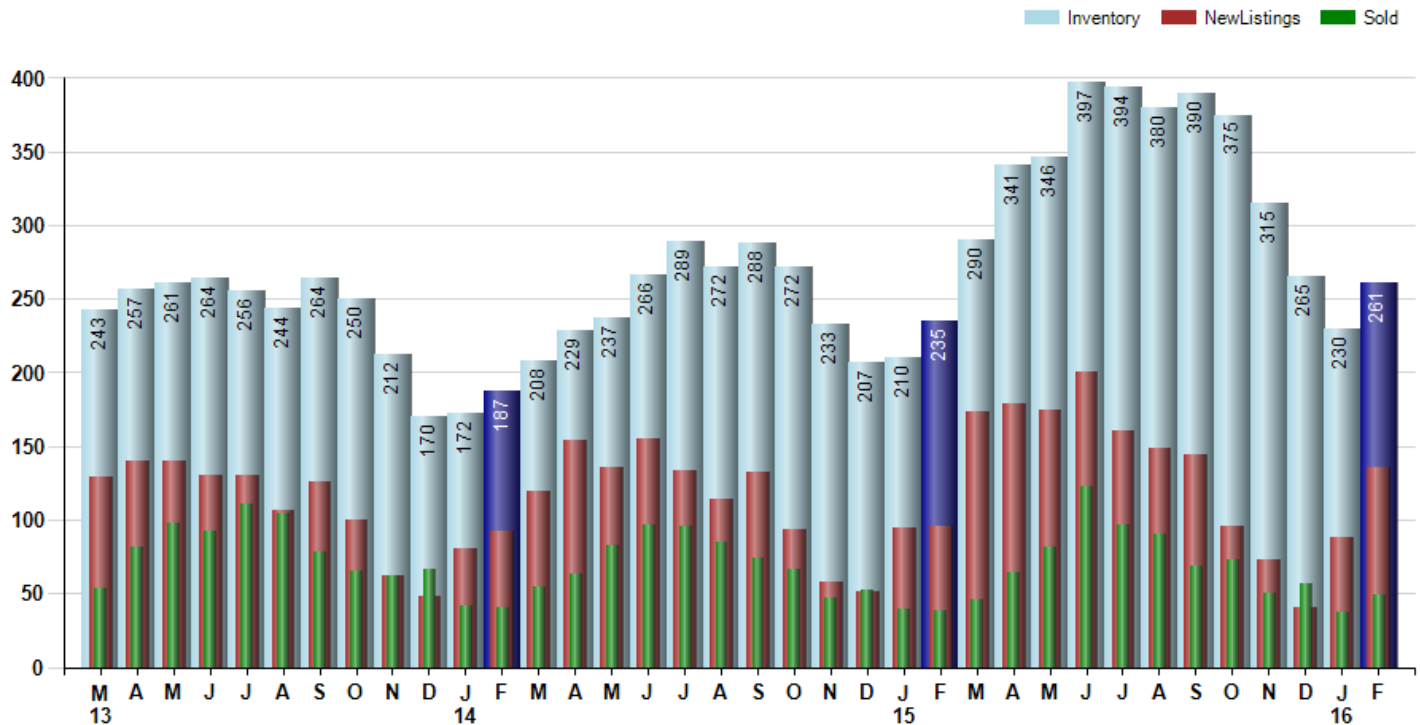
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The February 2016 Selling Price vs List Price of 97.0% was up from 95.9% last month and equal to 97.0% 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 2016 was 136, up 54.5% from 88 last month and up 41.7% from 96 in February of last year.



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MARKET ACTION REPORT

February 2016

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| | M 13 | 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 | F |
|----------------|------|----|----|----|-----|-----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|-----|-----|-----|----|----|----|----|------|----|
| Homes Sold | 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 | 37 | 49 |
| 3 Mo. Roll Avg | | | 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 | 48 |

| | (000's) M 13 | 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 | F |
|-------------------|--------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|
| Median Sale Price | 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 | 377 | 395 |
| 3 Mo. Roll Avg | | | 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 | 398 | 394 |

| | M 13 | 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 | F |
|-----------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|
| Inventory | 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 | 380 | 390 | 375 | 315 | 265 | 230 | 261 |
| MSI | 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 | 5 | 6 | 5 |

| | M 13 | 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 | F |
|----------------|------|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|
| Days On Market | 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 | 66 | 67 |
| 3 Mo. Roll Avg | | | 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 | 62 |

| | M 13 | 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 | F |
|-----------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|
| Price per Sq Ft | 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 | 193 | 204 |
| 3 Mo. Roll Avg | | | 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 | 208 |

| | M 13 | 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 | F |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.959 | 0.970 |
| 3 Mo. Roll Avg | | | 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 | 0.964 |

| | M 13 | 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 | F |
|--------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|
| New Listings | 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 | 96 | 73 | 40 | 88 | 136 |
| Inventory | 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 | 380 | 390 | 375 | 315 | 265 | 230 | 261 |
| Sales | 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 | 37 | 49 |

| | (000's) M 13 | 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 | F |
|----------------|--------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|
| Avg Sale Price | 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 | 462 | 412 |
| 3 Mo. Roll Avg | | | 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 | 479 | 456 |

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