

MLS Area: Glenview / Golf



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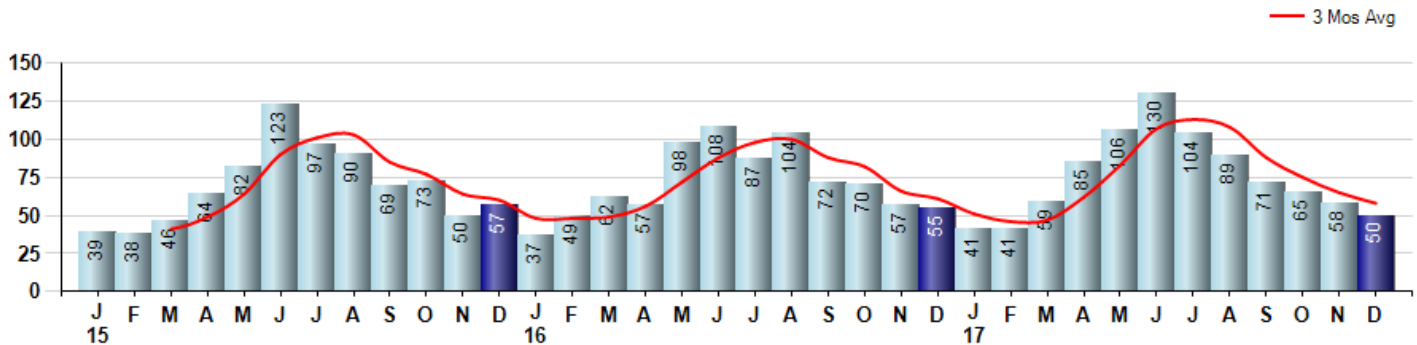
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$677,000	↑		↑				
Average List Price of all Current Listings	\$763,842	↑		↑				
December Median Sales Price	\$472,500	↑	↑	↓	↑	\$440,000	↔	↔
December Average Sales Price	\$520,349	↓	↑	↓	↔	\$521,113	↔	↔
Total Properties Currently for Sale (Inventory)	188	↓		↓				
December Number of Properties Sold	50	↓		↓		899	↑	
December Average Days on Market (Solds)	60	↑	↑	↓	↑	52	↑	↔
December Month's Supply of Inventory	3.8	↓	↓	↓	↓	4.9	↓	↓
December Sale Price vs List Price Ratio	93.8%	↓	↓	↑	↓	94.9%	↑	↑

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

Property Sales

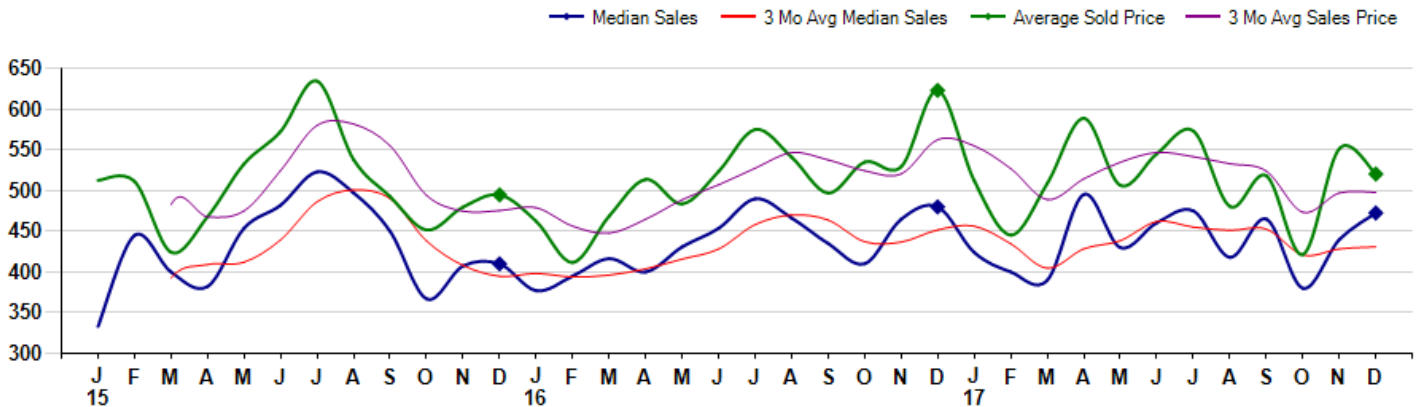
December Property sales were 50, down -9.1% from 55 in December of 2016 and -13.8% lower than the 58 sales last month. December 2017 sales were at their lowest level compared to December of 2016 and 2015. December YTD sales of 899 are running 5.0% ahead of last year's year-to-date sales of 856.



Prices

The Median Sales Price in December was \$472,500, down -1.6% from \$480,000 in December of 2016 and up 7.4% from \$440,000 last month. The Average Sales Price in December was \$520,349, down -16.5% from \$623,140 in December of 2016 and down -5.7% from \$551,685 last month. December 2017 ASP was at a mid range compared to December of 2016 and 2015.

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



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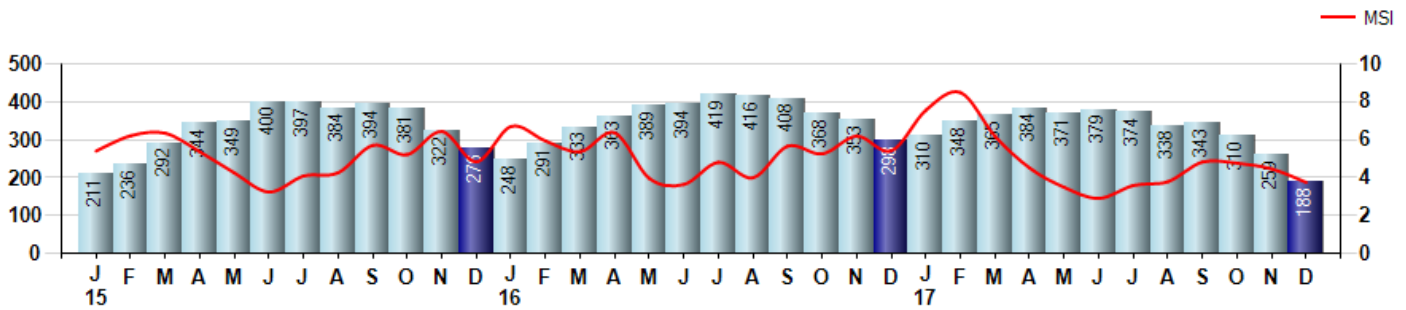
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 188, down -27.4% from 259 last month and down -36.9% from 298 in December of last year. December 2017 Inventory was at the lowest level compared to December of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2017 MSI of 3.8 months was at its lowest level compared with December of 2016 and 2015.

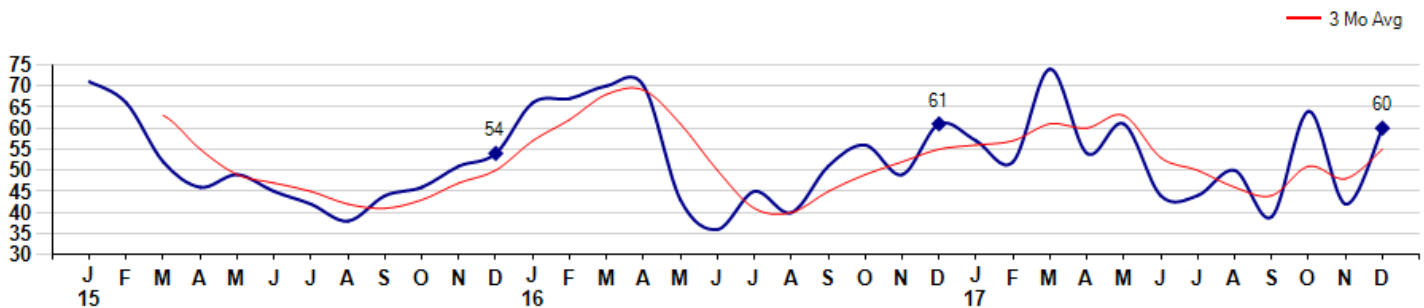
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 60, up 42.9% from 42 days last month and down -1.6% from 61 days in December of last year. The December 2017 DOM was at a mid range compared with December of 2016 and 2015.

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



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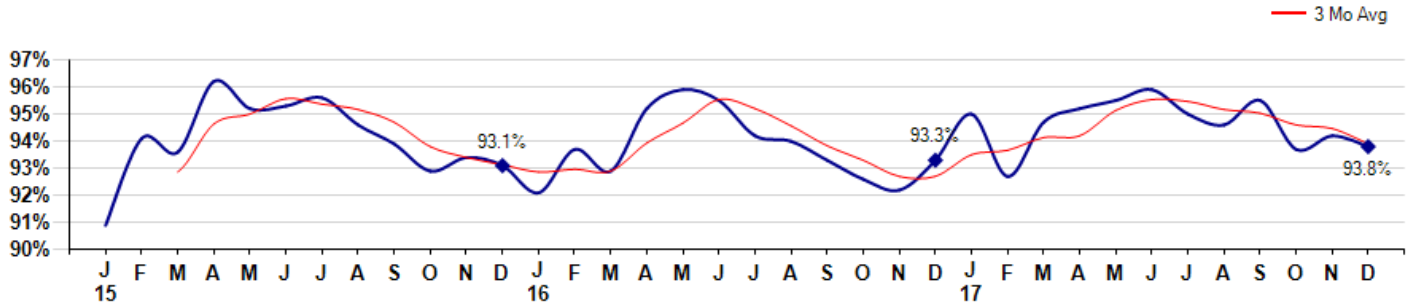


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Selling Price vs Listing Price

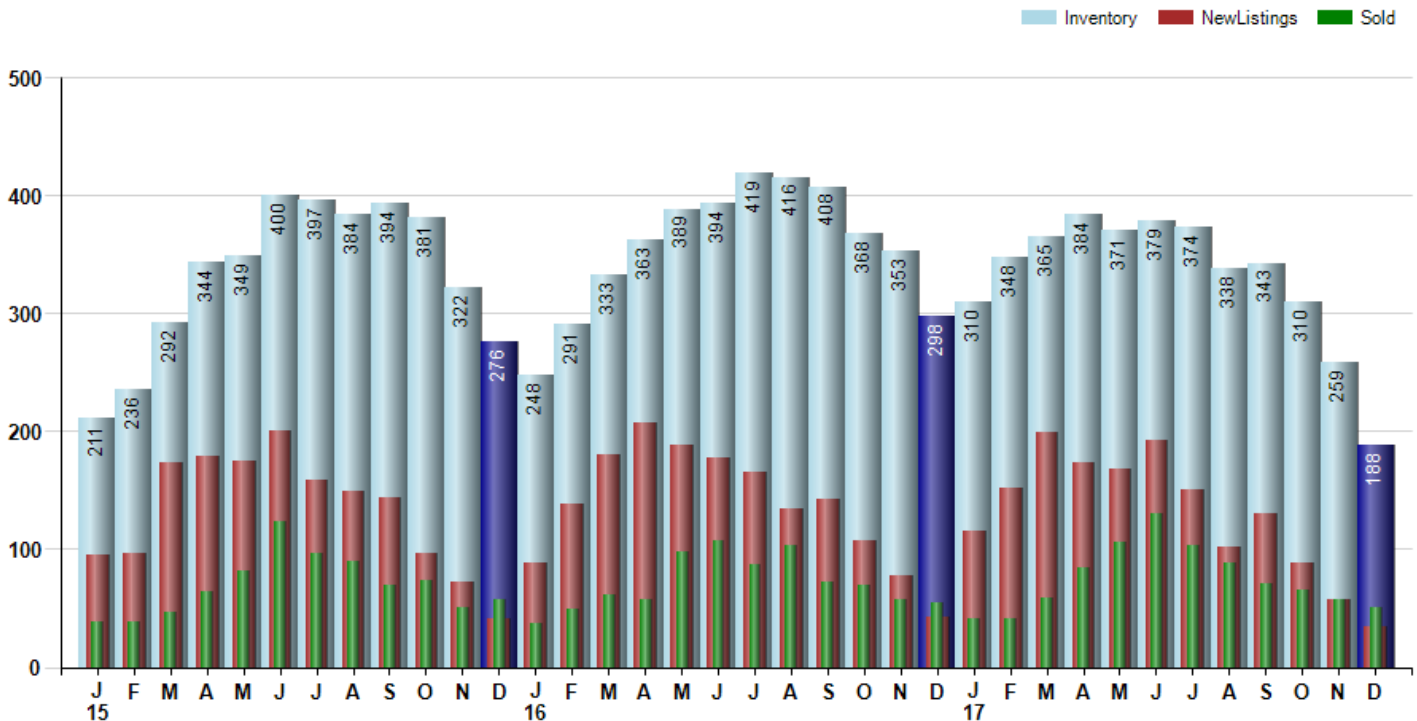
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2017 Selling Price vs List Price of 93.8% was down from 94.2% last month and up from 93.3% in December 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 December 2017 was 34, down -40.4% from 57 last month and down -19.0% from 42 in December of last year.



MARKET ACTION REPORT

December 2017

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	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	J	J	A	S	O	N	D
Homes Sold	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	106	130	104	89	71	65	58	50
3 Mo. Roll Avg			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	107	113	108	88	75	65	58

	(000's) 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	J	J	A	S	O	N	D
Median Sale Price	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	461	475	418	465	380	440	473
3 Mo. Roll Avg			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	462	455	451	453	421	428	431

	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	J	J	A	S	O	N	D
Inventory	211	236	292	344	349	400	397	384	394	381	322	276	248	291	333	363	389	394	419	416	408	368	353	298	310	348	365	384	371	379	374	338	343	310	259	188
MSI	5	6	6	5	4	3	4	4	6	5	6	5	7	6	5	6	4	4	5	4	6	5	6	5	8	8	6	5	4	3	4	4	5	5	4	4

	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	J	J	A	S	O	N	D
Days On Market	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	61	44	44	50	39	64	42	60
3 Mo. Roll Avg			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	53	50	46	44	51	48	55

	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	J	J	A	S	O	N	D
Price per Sq Ft	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	221	236	248	224	238	222	238	227
3 Mo. Roll Avg			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	233	235	235	236	237	228	233	229

	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	J	J	A	S	O	N	D
Sale to List Price	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	0.955	0.959	0.950	0.946	0.955	0.937	0.942	0.938
3 Mo. Roll Avg			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	0.951	0.955	0.955	0.952	0.950	0.946	0.945	0.939

	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	J	J	A	S	O	N	D
New Listings	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	152	199	174	168	192	151	102	130	89	57	34
Inventory	211	236	292	344	349	400	397	384	394	381	322	276	248	291	333	363	389	394	419	416	408	368	353	298	310	348	365	384	371	379	374	338	343	310	259	188
Sales	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	106	130	104	89	71	65	58	50

	(000's) 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	J	J	A	S	O	N	D
Avg Sale Price	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	506	545	573	481	518	421	552	520
3 Mo. Roll Avg			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	535	547	542	533	524	473	497	498

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