

City: *Glenview*

**Your Name**

Title  
Phone  
Website  
Other



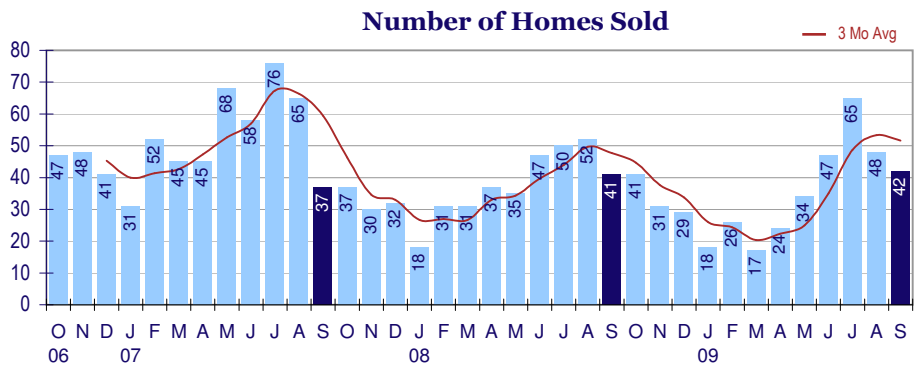
## Market Profile & Trends Overview

	Month	Trending versus*:				Trending versus*:		
		LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$527,000	↑		↓				
Average List Price of all Current Listings	\$653,644	↔		↓				
September Median Sales Price	\$475,000	↑	↓	↑	↓	\$459,000	↓	↓
September Average Sales Price	\$556,337	↑	↑	↓	↓	\$473,427	↓	↓
Total Homes Currently for Sale (Inventory)	696	↓		↓				
September Number of Homes Sold	42	↓		↑		321	↓	
September Average Days on Market (Solds)	124	↓	↓	↑	↑	123	↑	↑
Asking Price per Square Foot (based on New Listings)	\$400	↑	↑	↑	↑	\$236	↓	↓
September Sold Price per Square Foot	\$201	↑	↑	↓	↓	\$194	↓	↓
September Month's Supply of Inventory	16.6	↑	↑	↓	↓	23.1	↑	↑
September Sale Price vs List Price Ratio	85.1%	↑	↑	↓	↓	84.3%	↓	↓

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

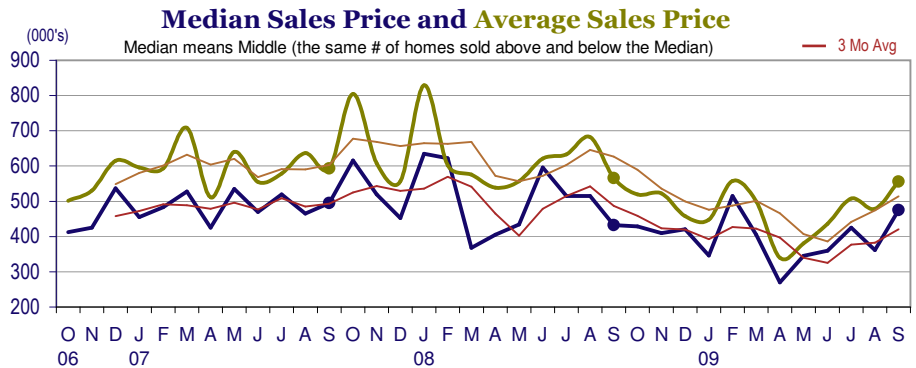
## Home Sales

September home sales were 42, up 2.4% from 41 in September of 2008 and -12.5% lower than the 48 sales last month. September 2009 sales were at their highest level compared to September of 2008 and 2007. September YTD sales of 321 are running 6.1% behind last year's year-to-date sales of 342.



## Prices

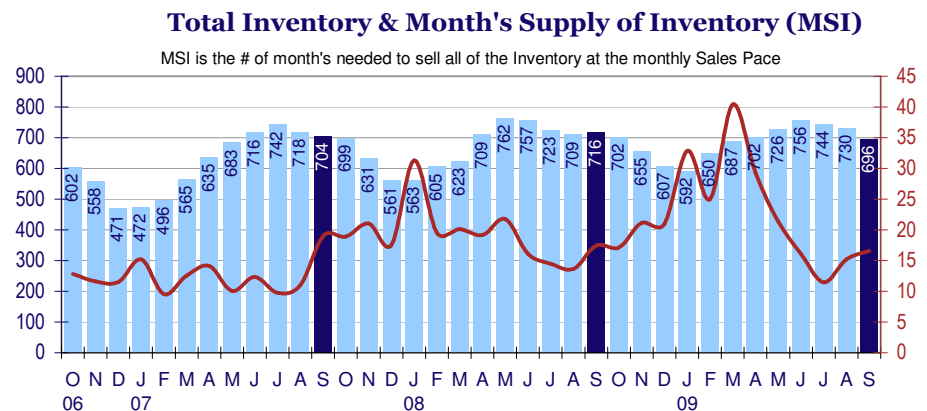
The Median Sales Price in September was \$475,000, up 10.0% from \$432,000 in September of 2008 and up 31.2% from \$362,000 last month. The Average Sales Price in September was \$556,337, down -1.7% from \$565,768 in September of 2008 and up 16.3% from \$478,353 last month. September 2009 ASP was at the lowest level compared to September of 2008 and 2007.



## Inventory & MSI

The Total Inventory of homes available for sale as of September was 696, down -4.7% from 730 last month and down -2.8% from 716 in September of last year. September 2009 Inventory was at its lowest level compared with September of 2008 and 2007.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2009 MSI of 16.6 months was at its lowest level compared with September of 2008 and 2007.



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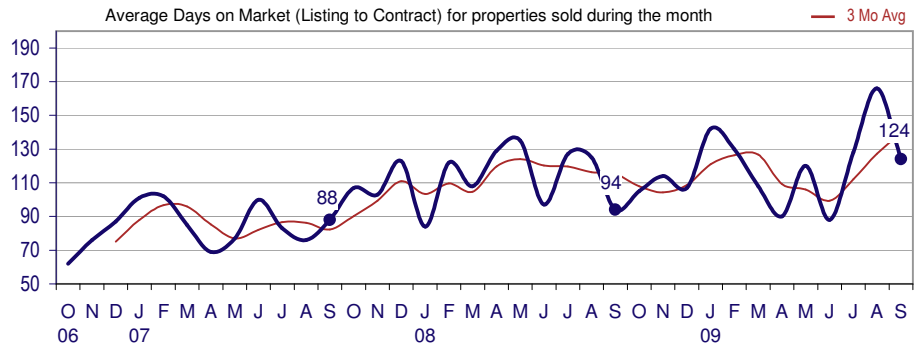
Other



## Market Time

The average Days On Market (DOM) shows how many days the average home 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 September was 124, down -25.3% from 166 days last month and up 31.9% from 94 days in September of last year. The September 2009 DOM was at a mid level compared with September of 2008 and 2007.

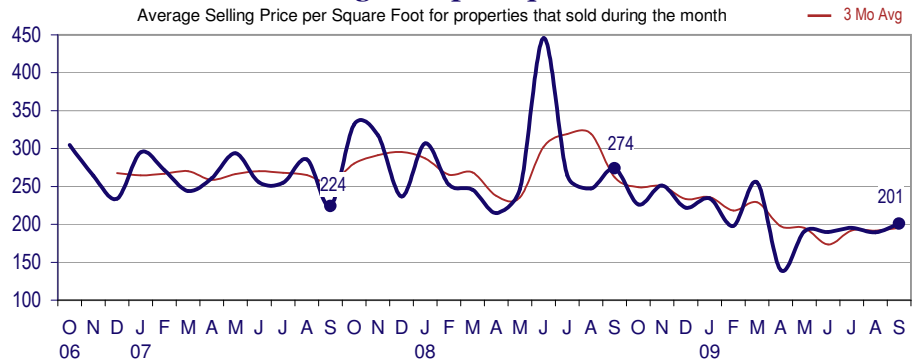
## Days On Market for Sold Properties



## Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of home values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end homes in the market, the selling price per square foot is a more normalized indicator on the direction of home values. The September 2009 Selling Price per Square Foot of \$201 was up 6.1% from \$189 last month and down -26.6% from 274 in September of last year.

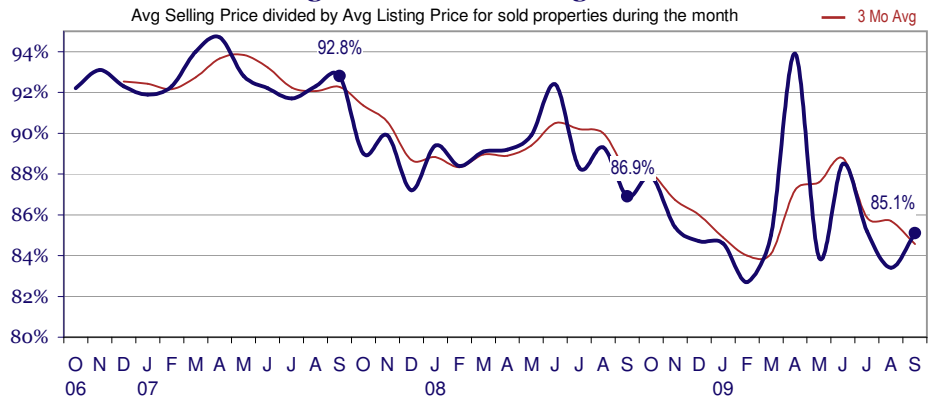
## Selling Price per Square Foot



## Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original 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 September 2009 Selling Price vs Original List Price of 85.1% was up from 83.4% last month and down from 86.9% in September of last year.

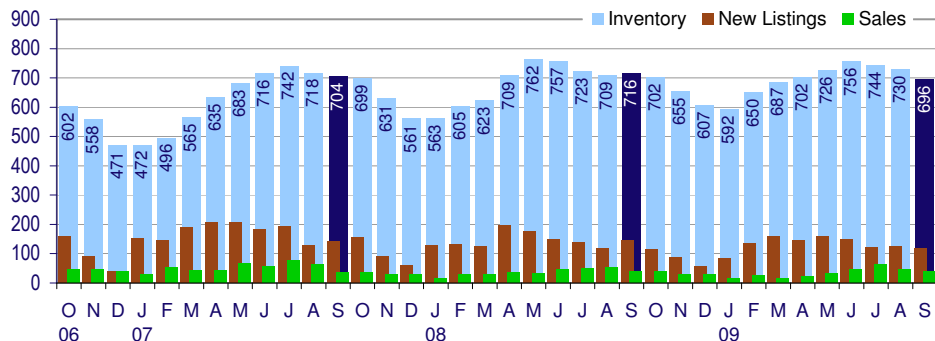
## Selling Price versus Listing Price Ratio



## Inventory / New Listings / Sales

This last view of the market combines monthly inventory of homes 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 September 2009 was 118, down -5.6% from 125 last month and down -19.7% from 147 in September of last year.

## Inventory / New Listings / Sales



## City: Glenview

Price Range: All | Property Types: Single Family - Condo - TwnHm

	O 06	N	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S
Homes Sold	47	48	41	31	52	45	45	68	58	76	65	37	37	30	32	18	31	31	37	35	47	50	52	41	41	31	29	18	26	17	24	34	47	65	48	42
3 Mo. Roll Avg			45	40	41	43	47	53	57	67	66	59	46	35	33	27	27	27	33	34	40	44	50	48	45	38	34	26	24	20	22	25	35	49	53	52

(000's)	O 06	N	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S
Median Sale Price	413	425	537	455	484	528	425	535	470	520	465	495	615	520	453	635	622	368	405	435	596	515	515	432	429	410	421	346	515	405	270	345	360	425	362	475
3 Mo. Roll Avg			458	472	492	489	479	496	477	508	485	493	525	543	529	536	570	542	465	403	479	515	542	487	459	424	420	392	427	422	397	340	325	377	382	421

	O 06	N	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S
Inventory	602	558	471	472	496	565	635	683	716	742	718	704	699	631	561	563	605	623	709	762	757	723	709	716	702	655	607	592	650	687	702	726	756	744	730	696
MSI	13	12	11	15	10	13	14	10	12	10	11	19	19	21	18	31	20	20	19	22	16	14	14	17	17	21	21	33	25	40	29	21	16	11	15	17

	O 06	N	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S
Days on Market	62	76	87	101	102	85	69	77	100	83	76	88	107	103	123	84	122	108	129	135	97	127	125	94	105	114	107	142	130	108	90	120	88	128	166	124
3 Mo. Roll Avg			75	88	97	96	85	77	82	87	86	82	90	99	111	103	110	105	120	124	120	120	116	115	108	104	109	121	126	127	109	106	99	112	127	139

	O 06	N	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S
Price per Sq Ft	305	264	234	295	272	244	261	294	255	255	286	224	332	318	237	307	252	246	215	246	446	265	247	274	226	251	222	234	198	255	140	191	190	196	189	201
3 Mo. Roll Avg			268	265	267	270	259	266	270	268	265	255	280	291	296	287	265	268	238	236	302	319	319	262	249	251	233	236	218	229	198	195	174	192	192	195

	O 06	N	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S
Sale to List Price	0.922	0.931	0.923	0.919	0.923	0.940	0.947	0.928	0.922	0.917	0.923	0.928	0.890	0.899	0.872	0.894	0.884	0.891	0.892	0.899	0.924	0.883	0.893	0.869	0.879	0.854	0.847	0.846	0.827	0.850	0.939	0.839	0.885	0.852	0.834	0.851
3 Mo. Roll Avg			0.925	0.924	0.922	0.927	0.937	0.938	0.932	0.922	0.921	0.923	0.914	0.906	0.887	0.888	0.883	0.890	0.889	0.894	0.905	0.902	0.900	0.882	0.880	0.867	0.860	0.849	0.840	0.841	0.872	0.876	0.888	0.859	0.857	0.846

	O 06	N	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S
New Listings	160	91	42	154	146	189	208	209	185	192	128	142	157	92	60	130	133	124	197	177	148	138	119	147	115	90	56	84	136	158	146	161	149	123	125	118
Inventory	602	558	471	472	496	565	635	683	716	742	718	704	699	631	561	563	605	623	709	762	757	723	709	716	702	655	607	592	650	687	702	726	756	744	730	696
Sales	47	48	41	31	52	45	45	68	58	76	65	37	37	30	32	18	31	31	37	35	47	50	52	41	41	31	29	18	26	17	24	34	47	65	48	42

(000's)	O 06	N	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S
Avg Sale Price	501	530	615	596	593	708	511	641	555	579	636	593	804	608	557	829	602	576	538	557	621	633	682	566	520	523	458	448	558	500	340	381	436	507	478	556
3 Mo. Roll Avg			549	580	602	633	604	620	569	591	590	603	678	668	656	665	663	669	572	557	572	604	645	627	589	536	500	476	488	502	466	407	386	442	474	514