

MLS Area: Glenview / Golf



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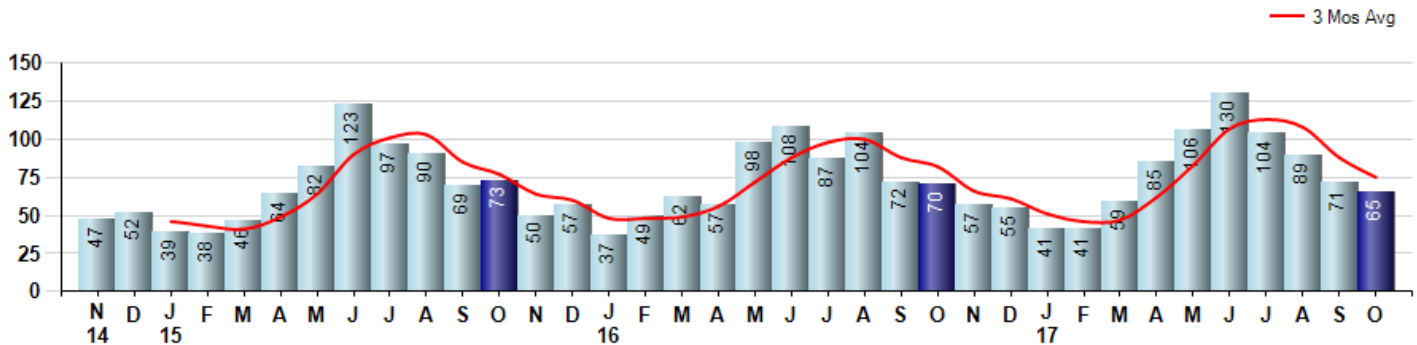
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$669,900	↑		↑				
Average List Price of all Current Listings	\$744,739	↔		↑				
October Median Sales Price	\$380,000	↓	↓	↓	↓	\$435,000	↔	↓
October Average Sales Price	\$421,327	↓	↓	↓	↓	\$518,919	↑	↔
Total Properties Currently for Sale (Inventory)	308	↓		↓				
October Number of Properties Sold	65	↓		↓		791	↑	
October Average Days on Market (Solds)	64	↑	↑	↑	↑	52	↑	↔
October Month's Supply of Inventory	4.7	↓	↑	↓	↓	5.0	↓	↓
October Sale Price vs List Price Ratio	93.7%	↓	↓	↑	↓	95.0%	↑	↑

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

Property Sales

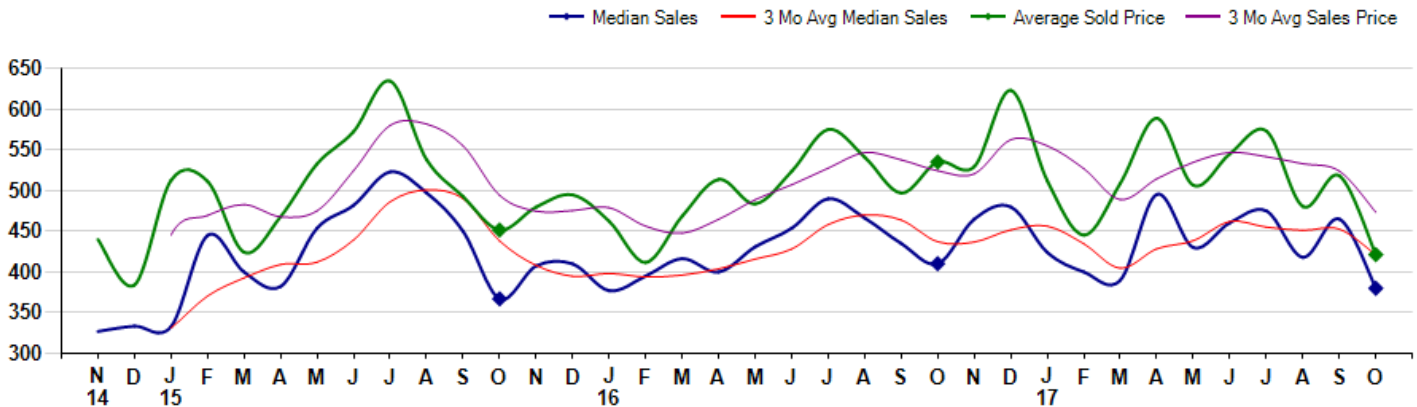
October Property sales were 65, down -7.1% from 70 in October of 2016 and -8.5% lower than the 71 sales last month. October 2017 sales were at their lowest level compared to October of 2016 and 2015. October YTD sales of 791 are running 6.3% ahead of last year's year-to-date sales of 744.



Prices

The Median Sales Price in October was \$380,000, down -7.4% from \$410,250 in October of 2016 and down -18.3% from \$465,000 last month. The Average Sales Price in October was \$421,327, down -21.3% from \$535,116 in October of 2016 and down -18.7% from \$518,220 last month. October 2017 ASP was at the lowest level compared to October of 2016 and 2015.

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



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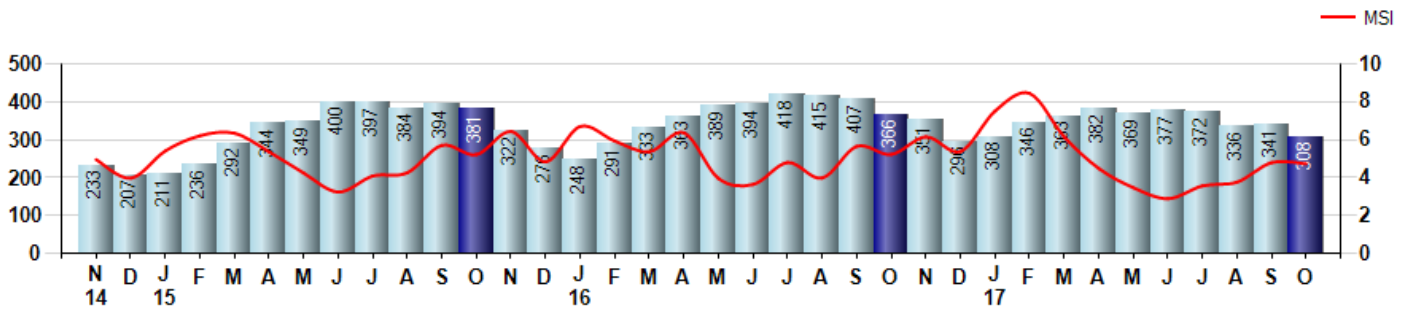
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Inventory & MSI

The Total Inventory of Properties available for sale as of October was 308, down -9.7% from 341 last month and down -15.8% from 366 in October of last year. October 2017 Inventory was at the lowest level compared to October of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2017 MSI of 4.7 months was at its lowest level compared with October of 2016 and 2015.

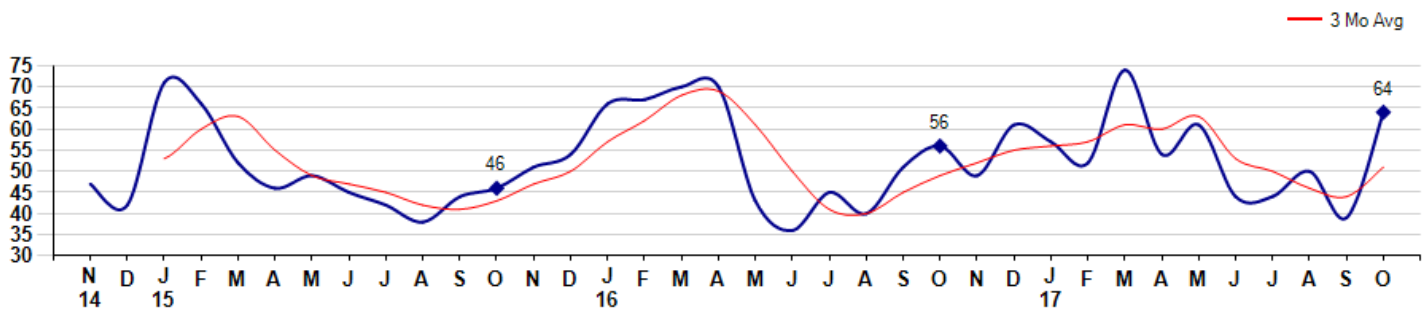
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 October was 64, up 64.1% from 39 days last month and up 14.3% from 56 days in October of last year. The October 2017 DOM was at its highest level compared with October of 2016 and 2015.

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



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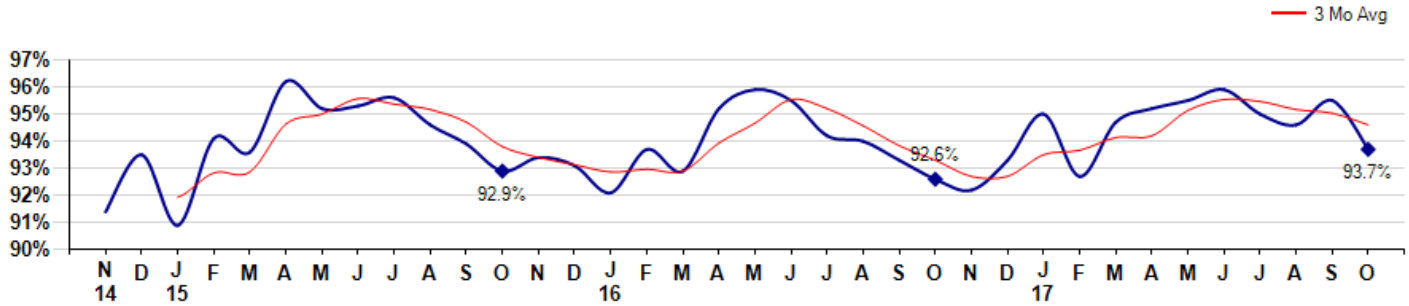


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Selling Price vs Listing Price

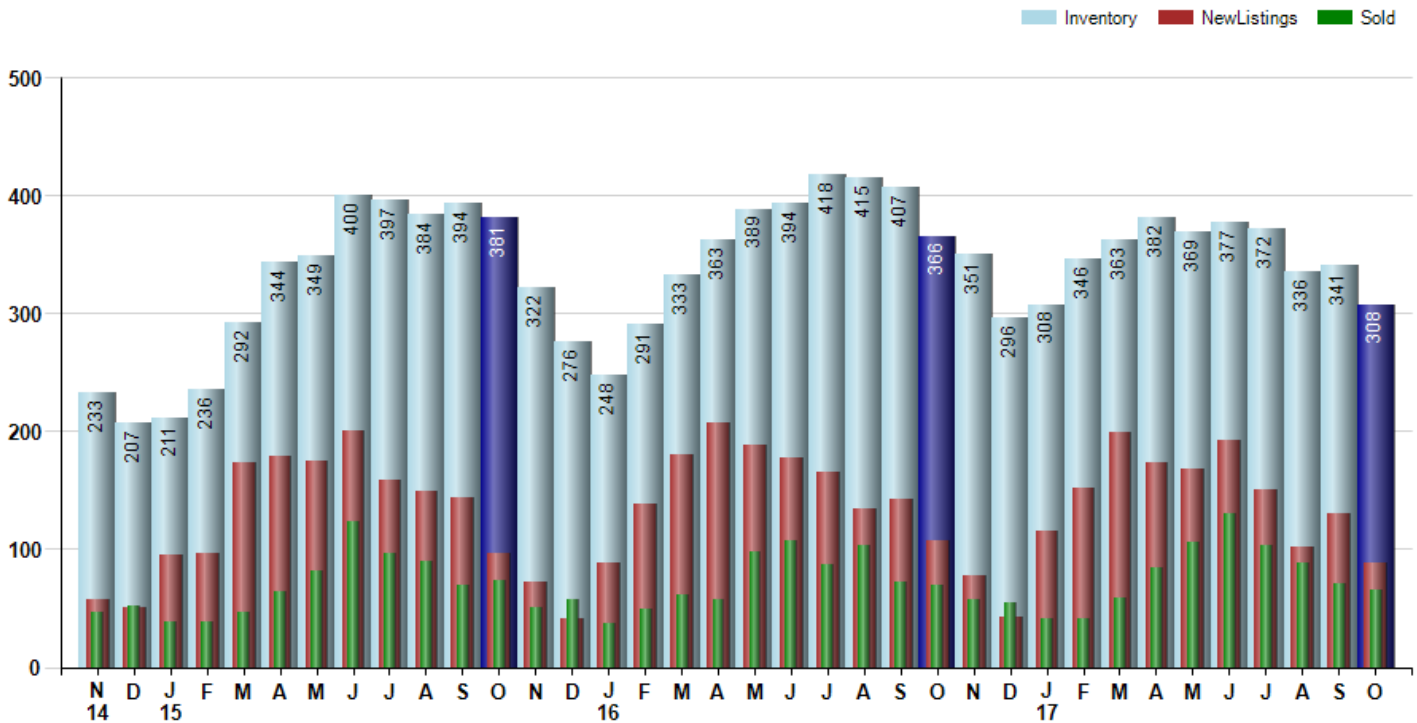
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The October 2017 Selling Price vs List Price of 93.7% was down from 95.5% last month and up from 92.6% in October 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 October 2017 was 89, down -31.5% from 130 last month and down -17.6% from 108 in October of last year.



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MARKET ACTION REPORT

October 2017

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Homes Sold	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	106	130	104	89	71	65
3 Mo. Roll Avg			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	107	113	108	88	75

	(000's) N 14	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	J	J	A	S	O
Median Sale Price	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	461	475	418	465	380
3 Mo. Roll Avg			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	462	455	451	453	421

	N 14	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	J	J	A	S	O
Inventory	233	207	211	236	292	344	349	400	397	384	394	381	322	276	248	291	333	363	389	394	418	415	407	366	351	296	308	346	363	382	369	377	372	336	341	308
MSI	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	8	8	6	4	3	3	4	4	5	5

	N 14	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	J	J	A	S	O
Days On Market	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	61	44	44	50	39	64
3 Mo. Roll Avg			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	53	50	46	44	51

	N 14	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	J	J	A	S	O
Price per Sq Ft	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	221	236	248	224	238	222
3 Mo. Roll Avg			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	233	235	235	236	237	228

	N 14	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	J	J	A	S	O
Sale to List Price	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	0.955	0.959	0.950	0.946	0.955	0.937
3 Mo. Roll Avg			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	0.951	0.955	0.955	0.952	0.950	0.946

	N 14	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	J	J	A	S	O
New Listings	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	152	199	174	168	192	151	102	130	89
Inventory	233	207	211	236	292	344	349	400	397	384	394	381	322	276	248	291	333	363	389	394	418	415	407	366	351	296	308	346	363	382	369	377	372	336	341	308
Sales	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	106	130	104	89	71	65

	(000's) N 14	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	J	J	A	S	O
Avg Sale Price	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	506	545	573	481	518	421
3 Mo. Roll Avg			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	535	547	542	533	524	473

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