

MLS Area: *Glenview Golf*

**ART WILSON**  
 BROKER ASSOCIATE  
 847-363-1599  
 WWW.NorthShoreHomesOnline.com  
 ART.WILSON@CBEXCHANGE.COM



Price Range: All | Properties: Single Family

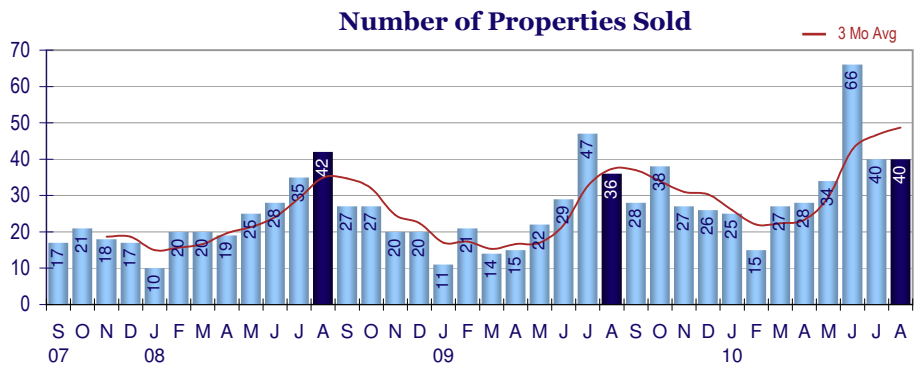
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$644,500	↔		↓				
Average List Price of all Current Listings	\$790,787	↔		↓				
August Median Sales Price	\$545,750	↓	↓	↑	↑	\$500,000	↑	↑
August Average Sales Price	\$617,039	↑	↓	↑	↑	\$604,979	↑	↑
Total Properties Currently for Sale (Inventory)	360	↓		↓				
August Number of Properties Sold	40	↔		↑		275	↑	
August Average Days on Market (Solds)	86	↓	↓	↓	↓	115	↓	↓
August Month's Supply of Inventory	9.0	↓	↑	↓	↓	12.8	↓	↓
August Sale Price vs List Price Ratio	88.7%	↑	↑	↑	↑	85.6%	↑	↑

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

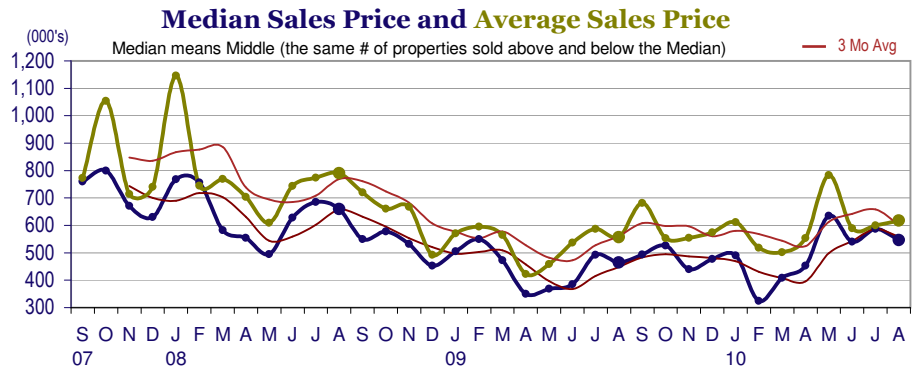
## Property Sales

August Property sales were 40, up 11.1% from 36 in August of 2009 and the same as the 40 sales last month. August 2010 sales were at a mid level compared to August of 2009 and 2008. August YTD sales of 275 are running 41.0% ahead of last year's year-to-date sales of 195.



## Prices

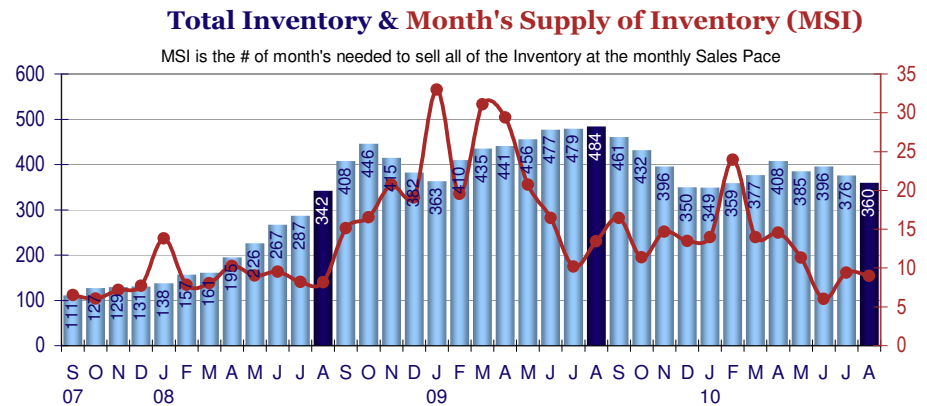
The Median Sales Price in August was \$545,750, up 17.4% from \$465,000 in August of 2009 and down 7.1% from \$587,500 last month. The Average Sales Price in August was \$617,039, up 10.8% from \$556,999 in August of 2009 and up 2.8% from \$600,282 last month. August 2010 ASP was at a mid range compared to August of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of August was 360, down 4.3% from 376 last month and down 25.6% from 484 in August of last year. August 2010 Inventory was at a mid level compared with August of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2010 MSI of 9.0 months was at a mid level compared with August of 2009 and 2008.



MLS Area: *Glenview Golf*

**ART WILSON**  
 BROKER ASSOCIATE  
 847-363-1599  
 WWW.NorthShoreHomesOnline.com  
 ART.WILSON@CBEXCHANGE.COM

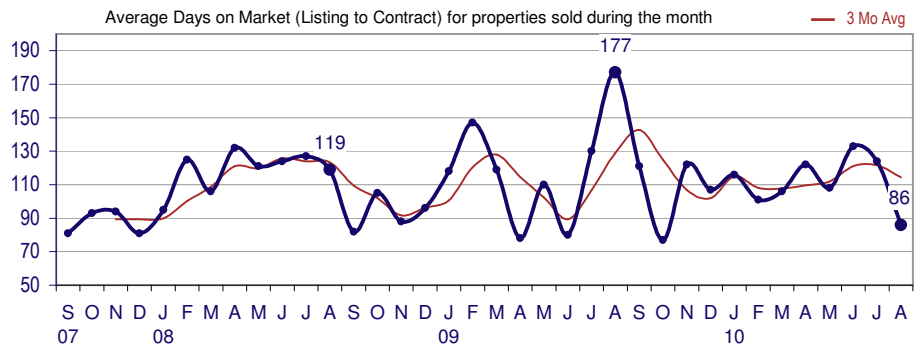


Price Range: All | Properties: Single Family

## 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 August was 86, down 30.6% from 124 days last month and down 51.4% from 177 days in August of last year. The August 2010 DOM was at its lowest level compared with August of 2009 and 2008.

## Days On Market for Sold Properties



## 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 August 2010 Selling Price vs Original List Price of 88.7% was up from 86.3% last month and up from 83.0% in August of last year.

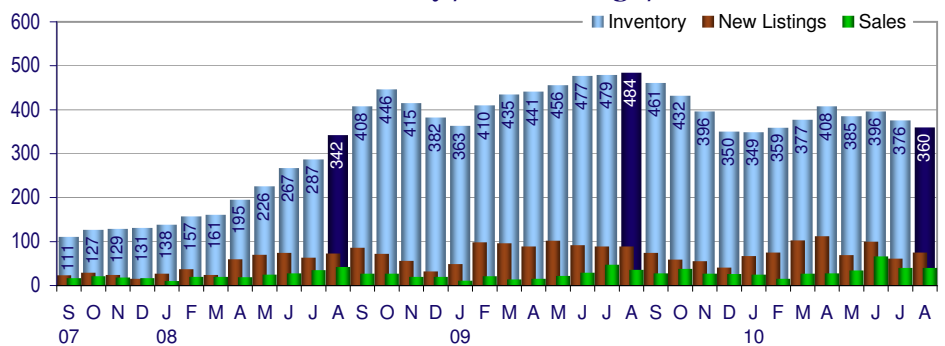
## Selling Price versus Listing Price Ratio



## 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 August 2010 was 75, up 23.0% from 61 last month and down 15.7% from 89 in August of last year.

## Inventory / New Listings / Sales



# Inventory / Listings / Sales

MLS Area: *Glenview Golf*

August 2010

**ART WILSON**

BROKER ASSOCIATE

847-363-1599

WWW.NorthShoreHomesOnline.com

ART.WILSON@CBEXCHANGE.COM

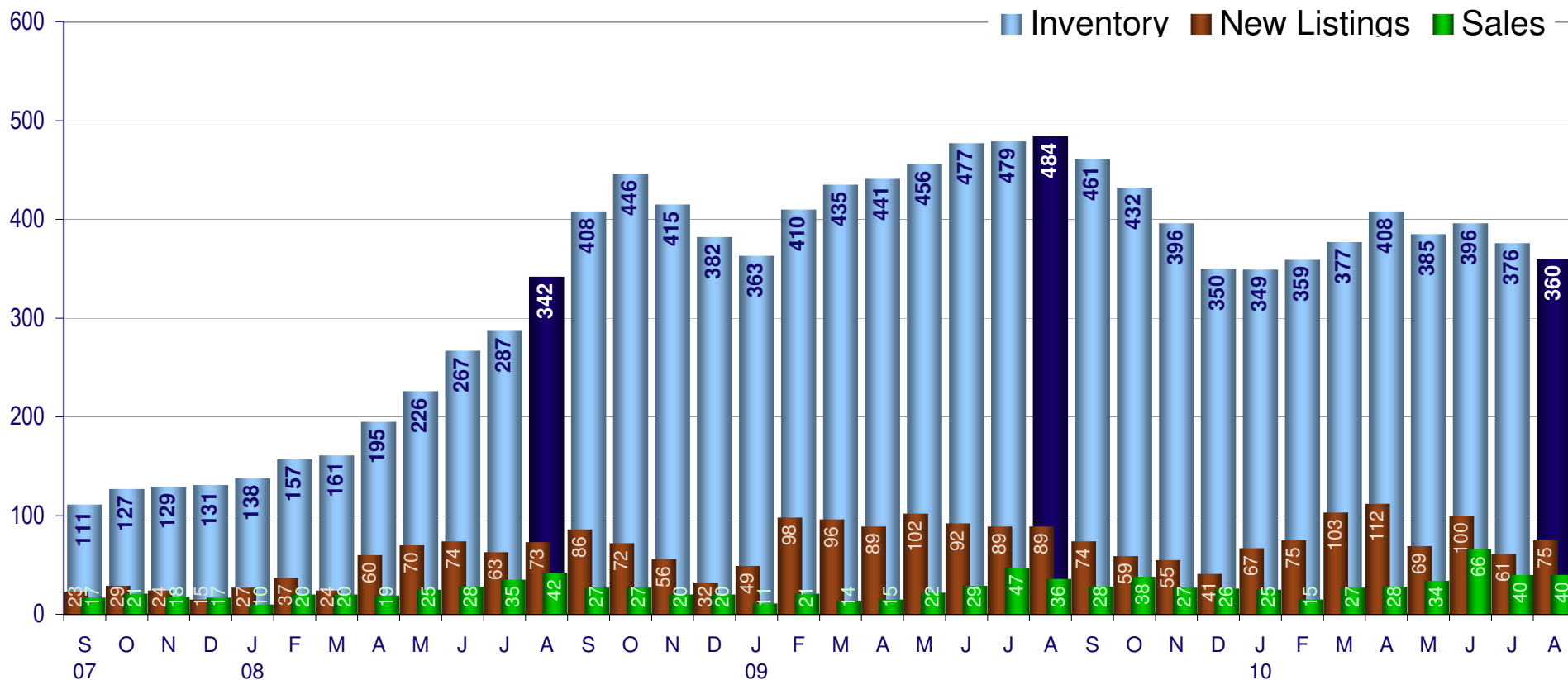


RESIDENTIAL BROKERAGE

Price Range: All | Properties: Single Family

## 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 August 2010 was 75, up 23.0% from 61 last month and down 15.7% from 89 in August of last year.



Copyright © Coldwell Banker Residential Brokerage | Price Range: All | Property Types: Single Family

Data is provided courtesy of Midwest Real Estate Data, LLC, MetroMLS and may not reflect all relevant real estate activity. Coldwell Banker Residential Brokerage does not warrant or guarantee the accuracy of this information. It is the responsibility of any buyer or seller to verify any and all information relevant to such consumer's real estate transaction.