

## MLS Area: Glenview Golf



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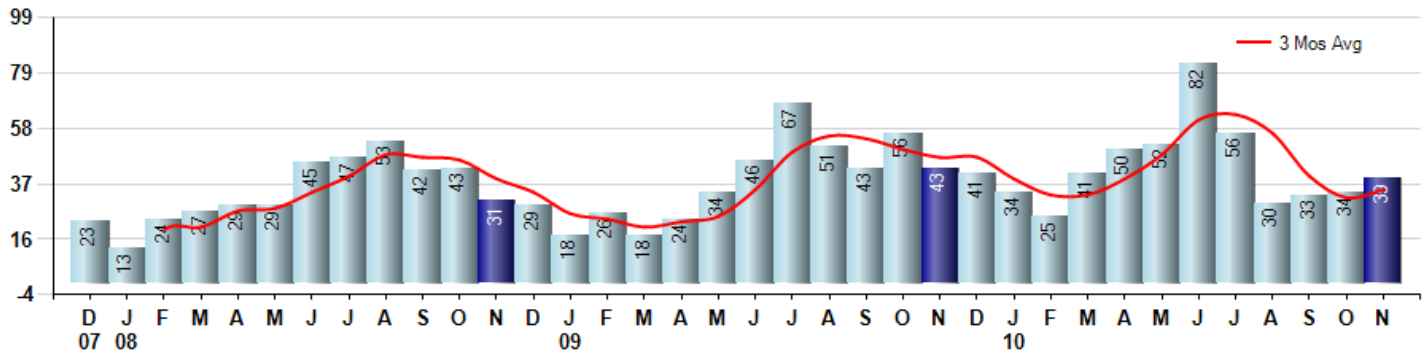
Single Family Home, Townhome, Condo | Price \$0 to \$99,999,000

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$459,000	↓		↓				
Average List Price of all Current Listings	\$571,540	↓		↓				
November Median Sales Price	\$440,000	↑	↑	↑	↑	\$404,500	↑	↑
November Average Sales Price	\$441,437	↑	↓	↑	↓	\$483,146	↑	↑
Total Properties Currently for Sale (Inventory)	517	↓		↓				
November Number of Properties Sold	39	↑		↓		476	↑	
November Average Days on Market (Solds)	128	↑	↑	↑	↑	120	↔	↔
November Month's Supply of Inventory	13.3	↓	↓	↓	↓	15.1	↓	↓
November Sale Price vs List Price Ratio	84.4%	↓	↓	↓	↓	85.2%	↑	↔

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

### Property Sales

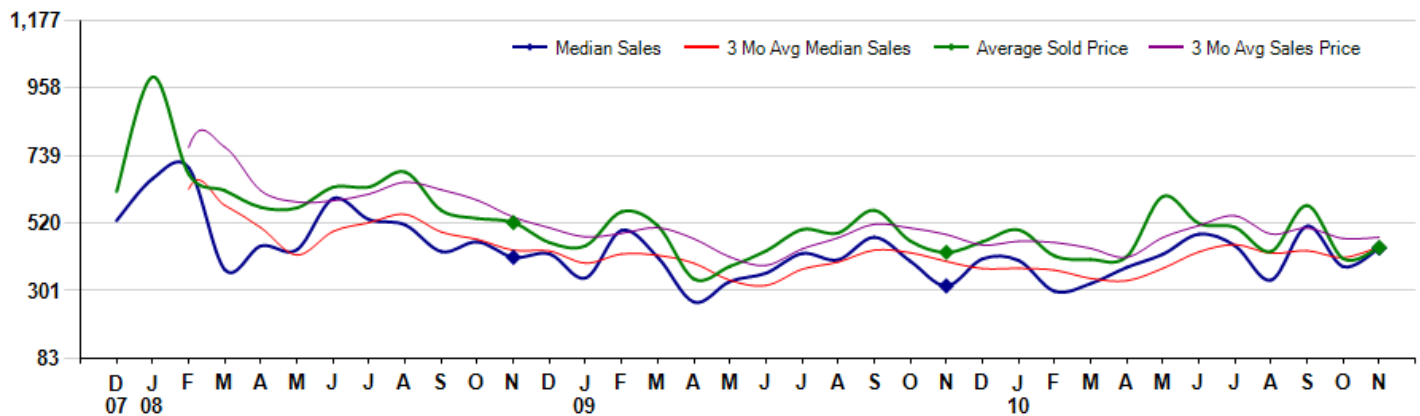
November Property sales were 39, down -9.3% from 43 in November of 2009 and 14.7% higher than the 34 sales last month. November 2010 sales were at a mid level compared to November of 2009 and 2008. November YTD sales of 476 are running 11.7% ahead of last year's year-to-date sales of 426.



### Prices

The Median Sales Price in November was \$440,000, up 38.6% from \$317,500 in November of 2009 and up 15.8% from \$380,000 last month. The Average Sales Price in November was \$441,437, up 3.6% from \$426,039 in November of 2009 and up 8.8% from \$405,567 last month. November 2010 ASP was at a mid range compared to November of 2009 and 2008.

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



Based on information from Midwest Real Estate Data LLC for the period 12/1/2007 through 11/30/2010. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



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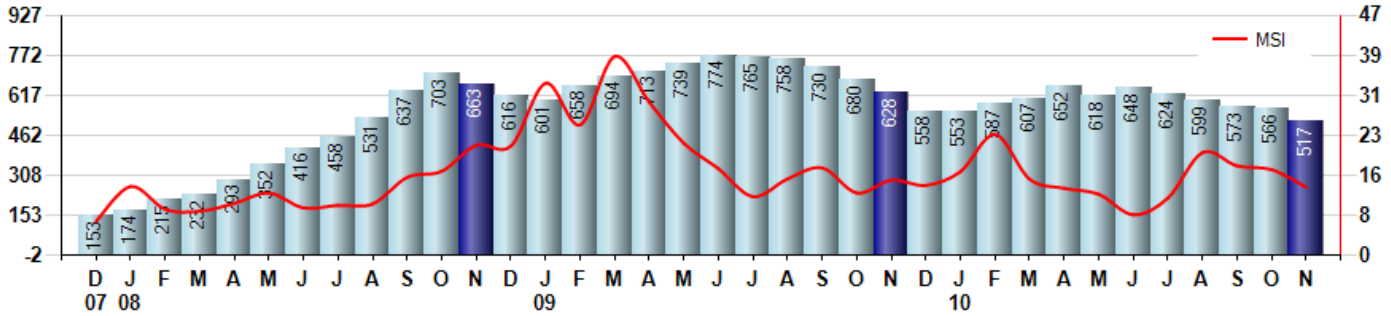
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### Inventory & MSI

The Total Inventory of Properties available for sale as of November was 517, down -8.7% from 566 last month and down -17.7% from 628 in November of last year. November 2010 Inventory was at the lowest level compared to November of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2010 MSI of 13.3 months was at its lowest level compared with November of 2009 and 2008.

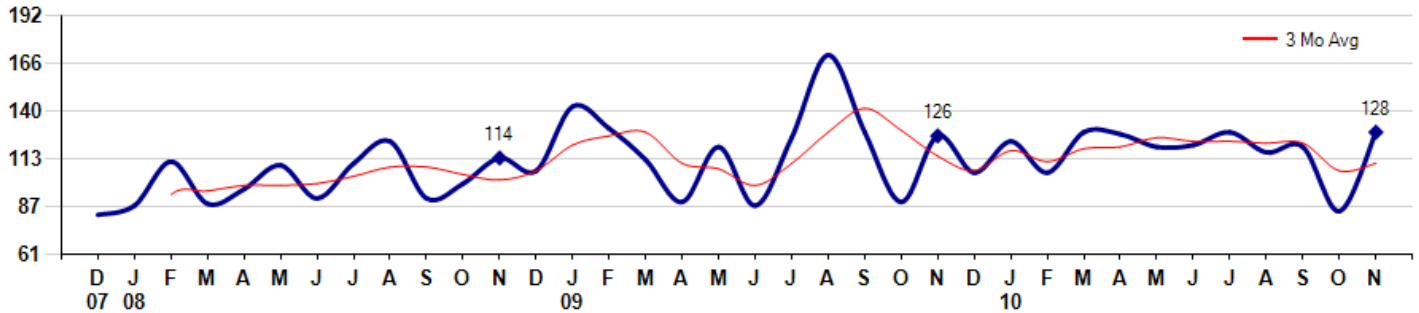
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 November was 128, up 50.6% from 85 days last month and up 1.6% from 126 days in November of last year. The November 2010 DOM was at its highest level compared with November of 2009 and 2008.

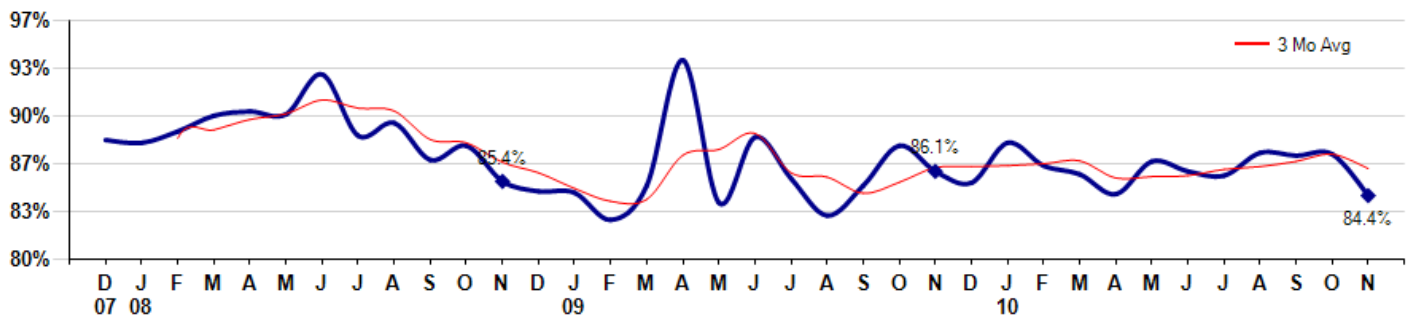
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 November 2010 Selling Price vs Original List Price of 84.4% was down from 87.3% last month and down from 86.1% in November of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



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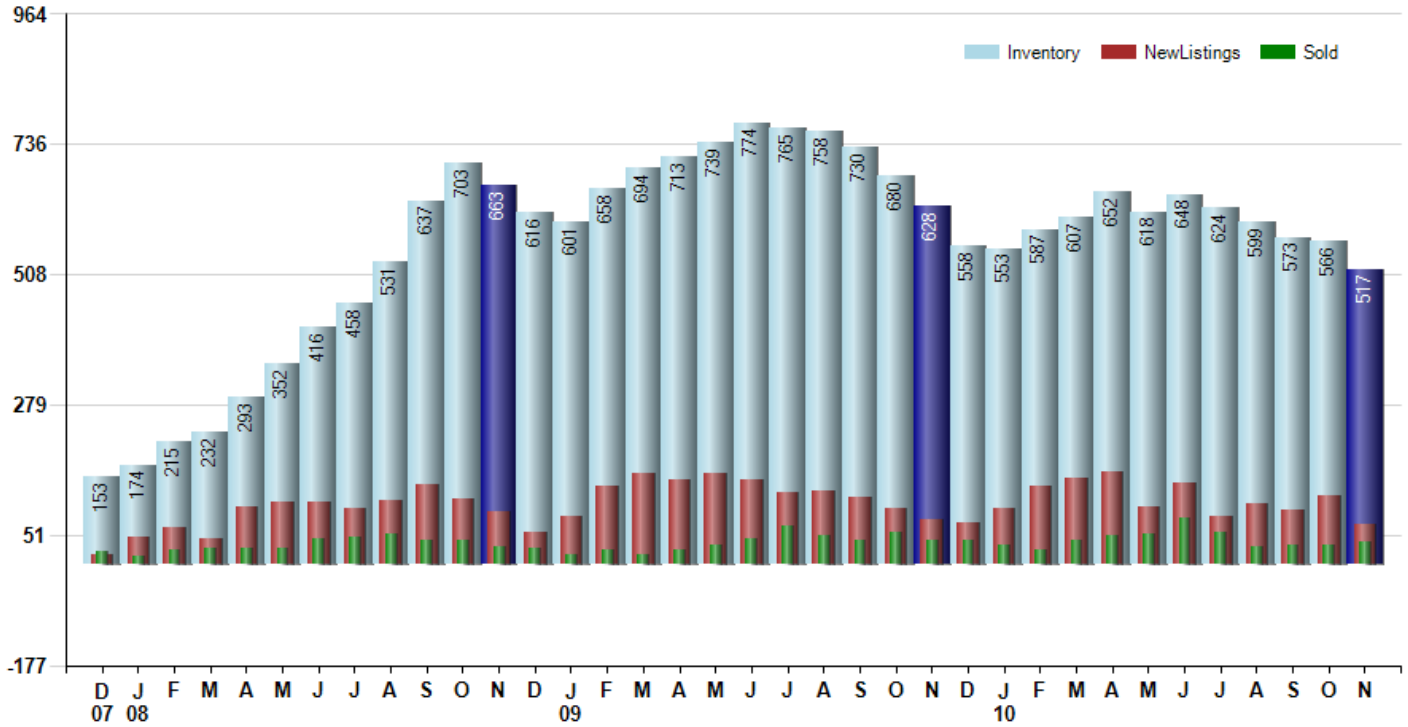
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### Inventory / New Listings / Sales

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 November 2010 was 70, down -41.2% from 119 last month and down -11.4% from 79 in November of last year.



# MARKET ACTION REPORT

November 2010

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	D 07	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N
Homes Sold	23	13	24	27	29	29	45	47	53	42	43	31	29	18	26	18	24	34	46	67	51	43	56	43	41	34	25	41	50	52	82	56	30	33	34	39
3 Mo. Roll Avg			20	21	27	28	34	40	48	47	46	39	34	26	24	21	23	25	35	49	55	54	50	47	47	39	33	33	39	48	61	63	56	40	32	35

	(000's) D 07	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N
Median Sale Price	529	665	700	370	447	435	600	532	515	429	460	410	421	343	498	410	265	332	359	423	402	475	398	318	405	400	300	325	378	420	485	448	336	511	380	440
3 Mo. Roll Avg			631	578	506	417	494	522	549	492	468	433	430	391	421	417	391	336	319	371	394	433	425	397	373	374	368	342	334	374	428	451	423	432	409	444

	D 07	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N
Inventory	153	174	215	232	293	352	416	458	531	637	703	663	616	601	658	694	713	739	774	765	758	730	680	628	558	553	587	607	652	618	648	624	599	573	566	517
MSI	7	13	9	9	10	12	9	10	10	15	16	21	21	33	25	39	30	22	17	11	15	17	12	15	14	16	23	15	13	12	8	11	20	17	17	13

	D 07	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N
Days On Market	83	88	112	89	97	110	92	111	123	92	100	114	107	142	130	113	90	120	88	125	170	128	90	126	106	123	106	128	127	120	121	128	117	120	85	128
3 Mo. Roll Avg			94	96	99	99	100	104	109	109	105	102	107	121	126	128	111	108	99	111	128	141	129	115	107	118	112	119	120	125	123	123	122	122	107	111

	D 07	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N
Price per Sq Ft	269	322	252	246	224	252	477	260	247	283	226	251	222	234	198	255	140	191	190	196	189	201	196	189	194	245	209	283	202	176	191	217	204	176	140	177
3 Mo. Roll Avg			281	273	241	241	318	330	328	263	252	253	233	236	218	229	198	195	174	192	192	195	195	193	209	216	246	231	220	190	195	204	199	173	164	

	D 07	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N
Sale to List Price	0.883	0.881	0.889	0.900	0.903	0.901	0.929	0.886	0.895	0.869	0.879	0.854	0.847	0.846	0.827	0.851	0.939	0.839	0.885	0.856	0.830	0.851	0.879	0.861	0.853	0.881	0.865	0.859	0.845	0.868	0.861	0.858	0.874	0.872	0.873	0.844
3 Mo. Roll Avg			0.884	0.890	0.897	0.901	0.911	0.905	0.903	0.883	0.881	0.867	0.860	0.849	0.840	0.841	0.872	0.876	0.888	0.860	0.857	0.846	0.853	0.864	0.864	0.865	0.866	0.868	0.856	0.857	0.858	0.862	0.864	0.868	0.873	0.863

	D 07	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N
New Listings	17	47	63	46	100	109	108	98	111	139	115	92	56	85	137	159	149	159	148	126	128	118	98	79	73	97	136	151	161	101	143	84	106	94	119	70
Inventory	153	174	215	232	293	352	416	458	531	637	703	663	616	601	658	694	713	739	774	765	758	730	680	628	558	553	587	607	652	618	648	624	599	573	566	517
Sales	23	13	24	27	29	29	45	47	53	42	43	31	29	18	26	18	24	34	46	67	51	43	56	43	41	34	25	41	50	52	82	56	30	33	34	39

	(000's) D 07	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N
Avg Sale Price	623	995	679	626	572	570	637	637	686	562	536	523	458	448	558	512	340	381	430	500	489	563	463	426	460	499	414	403	412	607	520	507	429	578	406	441
3 Mo. Roll Avg			766	767	626	589	593	615	654	629	595	540	505	476	488	506	470	411	384	437	473	517	505	484	450	462	458	439	410	474	513	545	485	505	471	475

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