

## MLS Area: Northbrook



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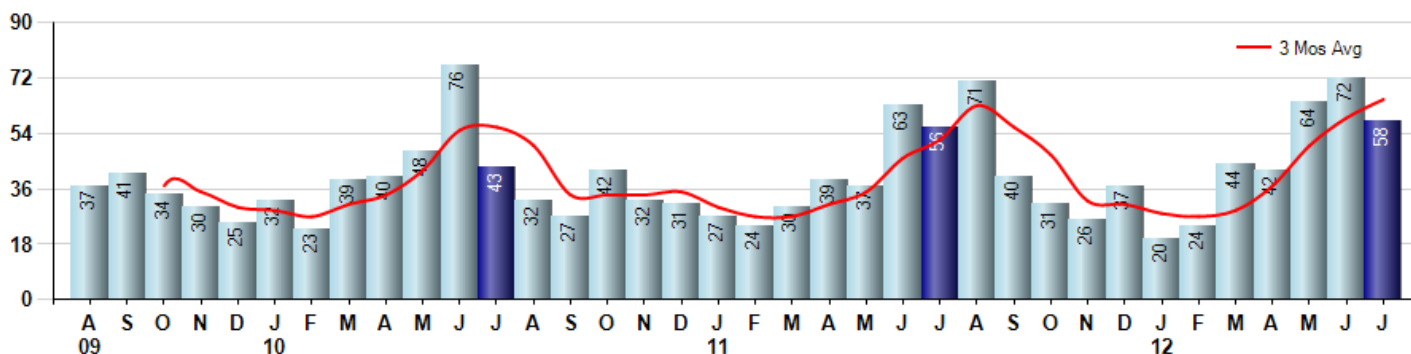
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$459,000	↑		↑				
Average List Price of all Current Listings	\$616,462	↑		↑				
July Median Sales Price	\$415,000	↓	↑	↑	↑	\$350,500	↓	↑
July Average Sales Price	\$402,233	↓	↓	↓	↑	\$411,223	↑	↑
Total Properties Currently for Sale (Inventory)	271	↓		↓				
July Number of Properties Sold	58	↓		↑		324	↑	
July Average Days on Market (Solds)	100	↑	↓	↑	↓	101	↓	↓
July Month's Supply of Inventory	4.7	↑	↑	↓	↓	8.0	↓	↓
July Sale Price vs List Price Ratio	94.3%	↓	↑	↑	↑	93.5%	↑	↑

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

### Property Sales

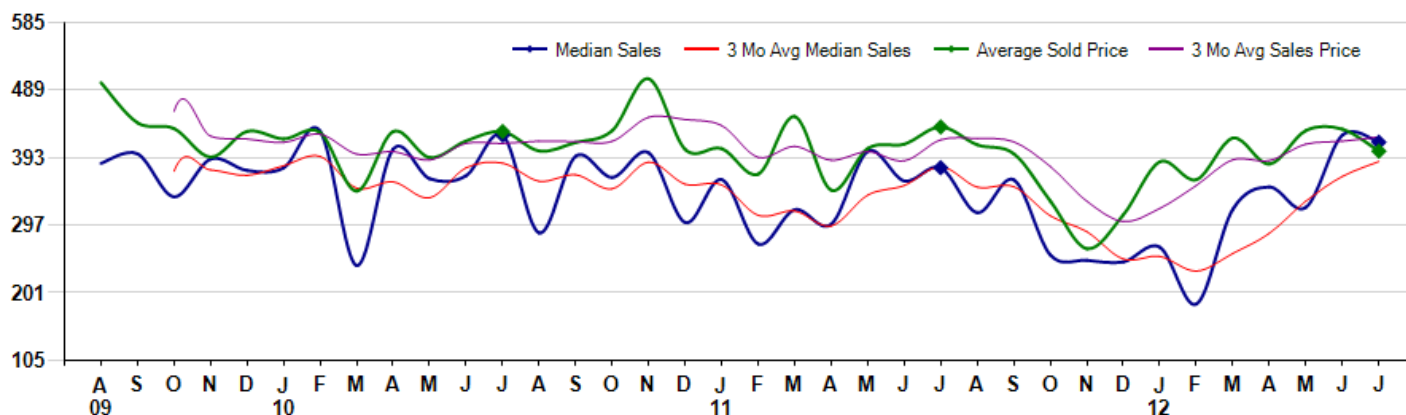
July Property sales were 58, up 3.6% from 56 in July of 2011 and -19.4% lower than the 72 sales last month. July 2012 sales were at their highest level compared to July of 2011 and 2010. July YTD sales of 324 are running 17.4% ahead of last year's year-to-date sales of 276.



### Prices

The Median Sales Price in July was \$415,000, up 9.6% from \$378,750 in July of 2011 and down -2.3% from \$424,950 last month. The Average Sales Price in July was \$402,233, down -7.9% from \$436,604 in July of 2011 and down -7.2% from \$433,543 last month. July 2012 ASP was at the lowest level compared to July of 2011 and 2010.

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



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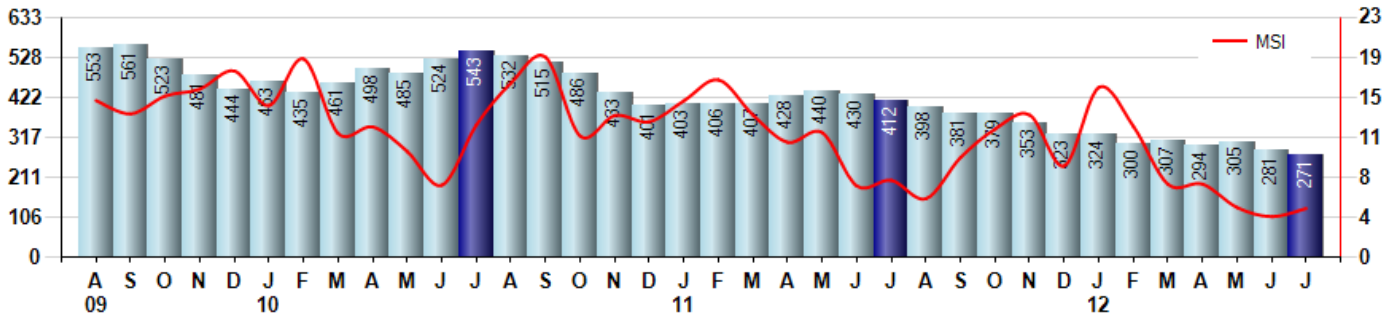
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### Inventory & MSI

The Total Inventory of Properties available for sale as of July was 271, down -3.6% from 281 last month and down -34.2% from 412 in July of last year. July 2012 Inventory was at the lowest level compared to July of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2012 MSI of 4.7 months was at its lowest level compared with July of 2011 and 2010.

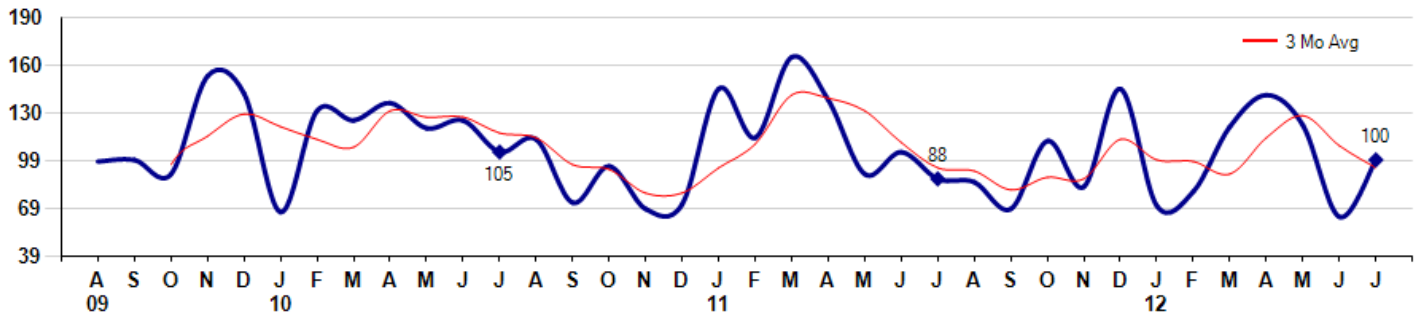
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 July was 100, up 56.3% from 64 days last month and up 13.6% from 88 days in July of last year. The July 2012 DOM was at a mid range compared with July of 2011 and 2010.

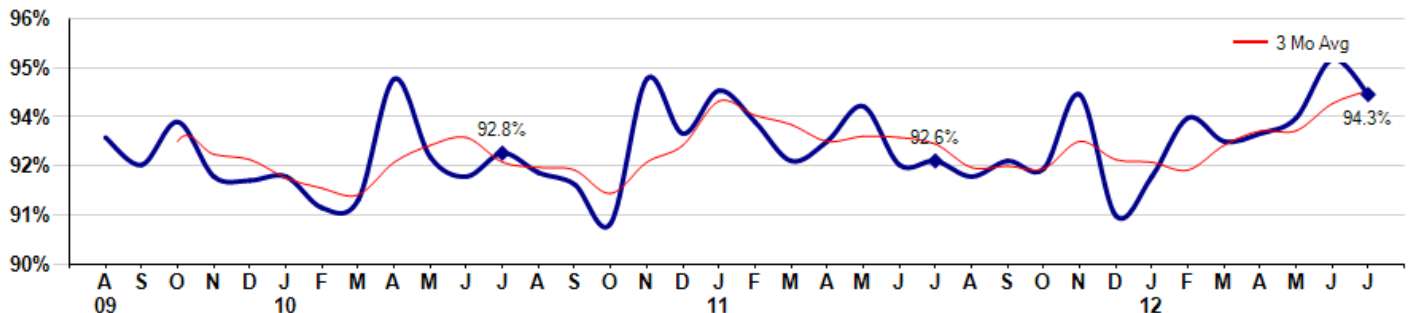
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 July 2012 Selling Price vs List Price of 94.3% was down from 95.2% last month and up from 92.6% in July of last year.

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



Based on information from Midwest Real Estate Data LLC for the period 8/1/2009 through 7/31/2012. 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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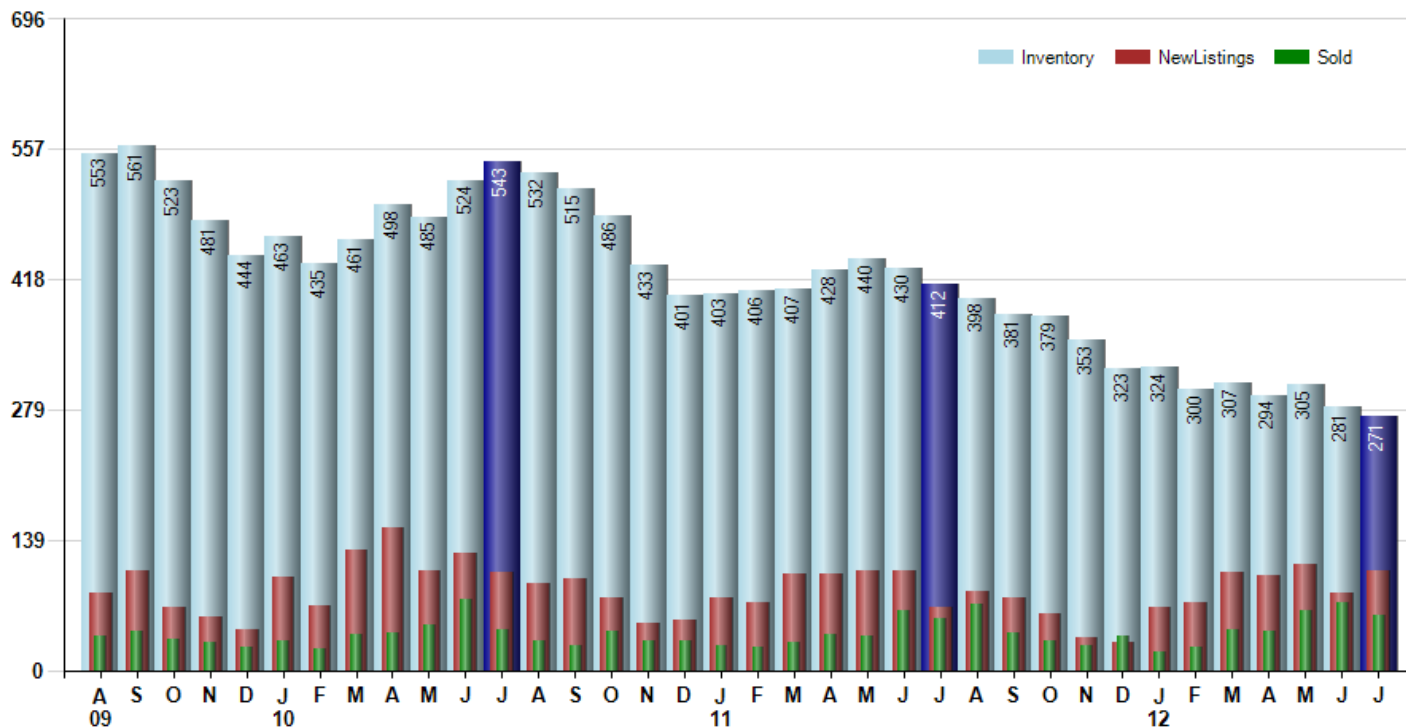
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### Inventory / New Listings / Sales

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 July 2012 was 107, up 28.9% from 83 last month and up 57.4% from 68 in July of last year.



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# MARKET ACTION REPORT

July 2012

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	A 09	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J
Homes Sold	37	41	34	30	25	32	23	39	40	48	76	43	32	27	42	32	31	27	24	30	39	37	63	56	71	40	31	26	37	20	24	44	42	64	72	58
3 Mo. Roll Avg			37	35	30	29	27	31	34	42	55	56	50	34	34	34	35	30	27	27	31	35	46	52	63	56	47	32	31	28	27	29	37	50	59	65

	(000's) A 09	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J
Median Sale Price	385	399	338	391	375	379	431	240	405	363	368	425	286	395	365	400	301	362	271	319	299	402	360	379	315	362	255	248	245	266	185	320	352	323	425	415
3 Mo. Roll Avg			374	376	368	382	395	350	359	336	379	385	360	369	349	387	355	354	311	317	296	340	354	380	351	352	311	288	249	253	232	257	286	331	366	387

	A 09	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J
Inventory	553	561	523	481	444	463	435	461	498	485	524	543	532	515	486	433	401	403	406	407	428	440	430	412	398	381	379	353	323	324	300	307	294	305	281	271
MSI	15	14	15	16	18	14	19	12	12	10	7	13	17	19	12	14	13	15	17	14	11	12	7	7	6	10	12	14	9	16	13	7	7	5	4	5

	A 09	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J
Days On Market	99	100	91	153	142	67	131	125	136	120	125	105	113	73	96	69	72	145	114	165	138	91	105	88	86	69	112	83	145	71	80	121	141	122	64	100
3 Mo. Roll Avg			97	115	129	121	113	108	131	127	127	117	114	97	94	79	79	95	110	141	139	131	111	95	93	81	89	88	113	100	99	91	114	128	109	95

	A 09	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J
Price per Sq Ft	189	183	194	193	184	159	165	153	167	172	162	178	176	168	171	173	164	175	164	169	167	171	170	175	167	166	145	165	157	159	140	178	157	160	180	172
3 Mo. Roll Avg			189	190	190	179	169	159	162	164	167	171	172	174	172	171	169	171	168	169	167	169	169	172	171	169	159	159	156	160	152	159	158	165	166	171

	A 09	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J
Sale to List Price	0.932	0.925	0.936	0.922	0.921	0.922	0.914	0.916	0.947	0.927	0.922	0.928	0.923	0.920	0.910	0.947	0.933	0.944	0.936	0.926	0.931	0.940	0.925	0.926	0.922	0.926	0.924	0.943	0.912	0.922	0.937	0.931	0.933	0.937	0.952	0.943
3 Mo. Roll Avg			0.931	0.928	0.926	0.922	0.919	0.917	0.926	0.930	0.932	0.926	0.924	0.924	0.918	0.926	0.930	0.941	0.938	0.935	0.931	0.932	0.932	0.930	0.924	0.925	0.924	0.931	0.926	0.926	0.924	0.930	0.934	0.934	0.941	0.944

	A 09	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J
New Listings	83	107	67	57	44	100	69	128	152	107	125	105	93	98	78	51	54	77	73	103	103	107	107	68	84	77	61	35	30	67	72	105	101	114	83	107
Inventory	553	561	523	481	444	463	435	461	498	485	524	543	532	515	486	433	401	403	406	407	428	440	430	412	398	381	379	353	323	324	300	307	294	305	281	271
Sales	37	41	34	30	25	32	23	39	40	48	76	43	32	27	42	32	31	27	24	30	39	37	63	56	71	40	31	26	37	20	24	44	42	64	72	58

	(000's) A 09	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J
Avg Sale Price	499	443	434	394	430	420	429	346	430	393	417	430	403	415	431	505	405	406	370	451	347	406	412	437	411	399	332	264	312	387	362	421	384	431	434	402
3 Mo. Roll Avg			459	424	420	415	426	398	402	390	413	413	416	416	416	450	447	439	393	409	389	402	388	418	420	415	380	331	302	321	354	390	389	412	416	422

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