

## MLS Area: Northbrook



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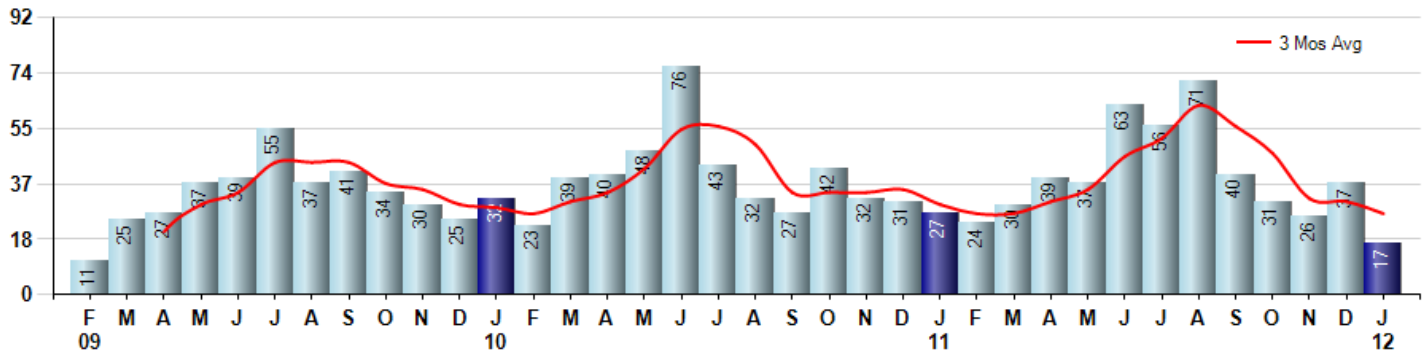
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$405,000	↑		↑				
Average List Price of all Current Listings	\$570,084	↑		↔				
January Median Sales Price	\$282,000	↑	↑	↓	↓	\$282,000	↓	↓
January Average Sales Price	\$386,757	↑	↑	↓	↔	\$386,757	↓	↔
Total Properties Currently for Sale (Inventory)	283	↓		↓				
January Number of Properties Sold	17	↓		↓		17	↔	
January Average Days on Market (Solds)	64	↓	↓	↓	↓	64	↓	↓
January Month's Supply of Inventory	16.6	↑	↑	↑	↑	16.6	↑	↑
January Sale Price vs List Price Ratio	88.1%	↑	↑	↑	↑	88.9%	↑	↑

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

### Property Sales

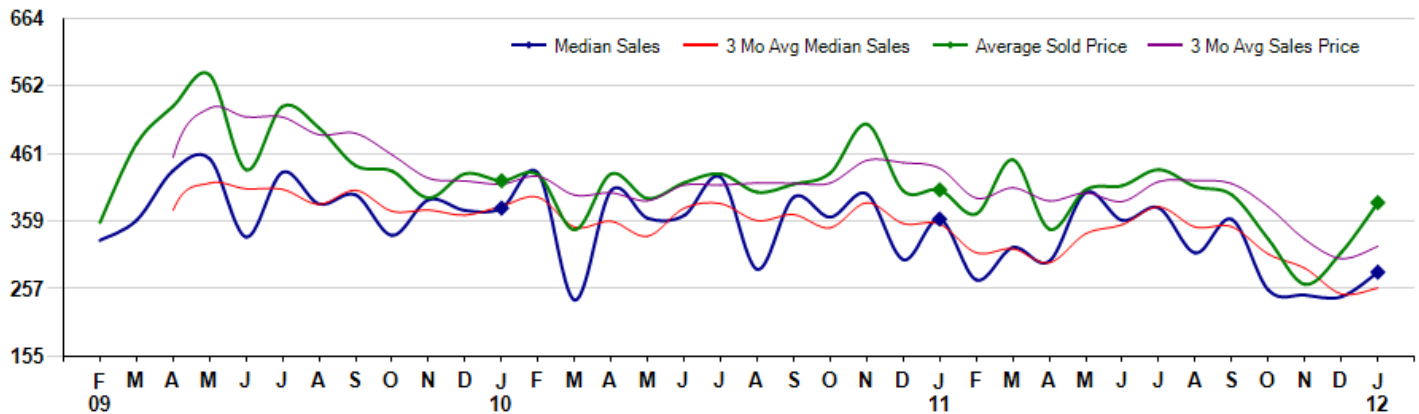
January Property sales were 17, down -37.0% from 27 in January of 2011 and -54.1% lower than the 37 sales last month. January 2012 sales were at their lowest level compared to January of 2011 and 2010. January YTD sales of 17 are running -37.0% behind last year's year-to-date sales of 27.



### Prices

The Median Sales Price in January was \$282,000, down -22.1% from \$362,000 in January of 2011 and up 15.1% from \$245,000 last month. The Average Sales Price in January was \$386,757, down -4.7% from \$405,968 in January of 2011 and up 24.0% from \$311,935 last month. January 2012 ASP was at the lowest level compared to January of 2011 and 2010.

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 2/1/2009 through 1/31/2012. 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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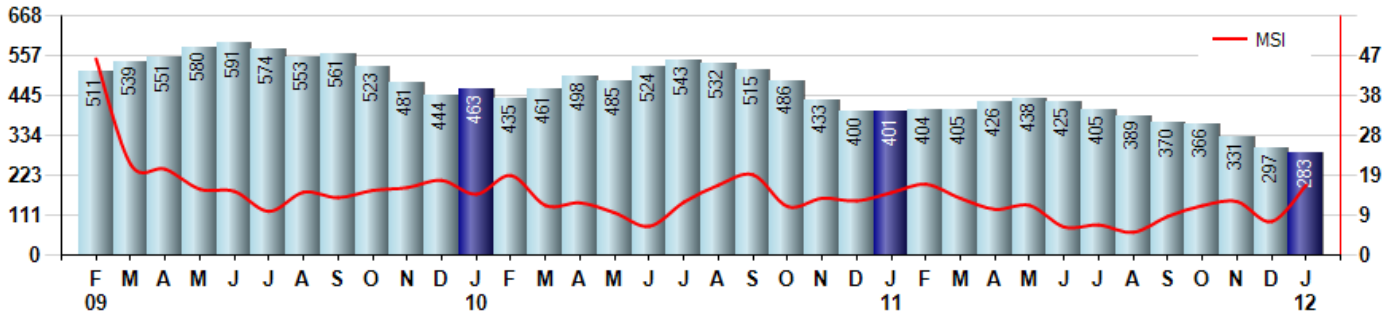
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### Inventory & MSI

The Total Inventory of Properties available for sale as of January was 283, down -4.7% from 297 last month and down -29.4% from 401 in January of last year. January 2012 Inventory was at the lowest level compared to January of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2012 MSI of 16.6 months was at its highest level compared with January of 2011 and 2010.

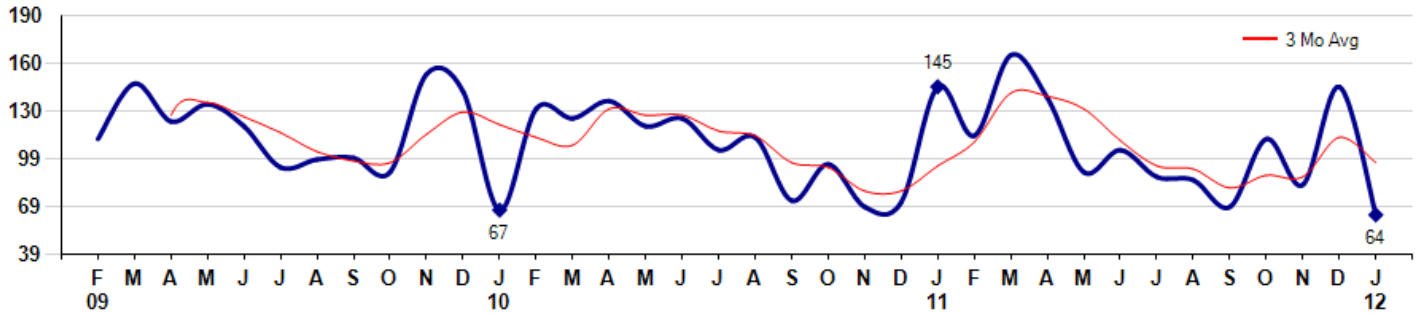
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 January was 64, down -55.9% from 145 days last month and down -55.9% from 145 days in January of last year. The January 2012 DOM was at its lowest level compared with January of 2011 and 2010.

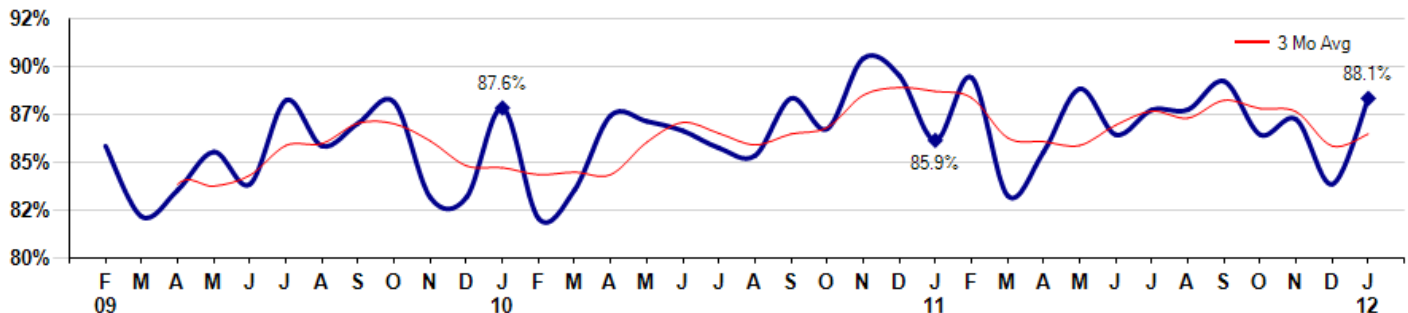
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 January 2012 Selling Price vs Original List Price of 88.1% was up from 83.6% last month and up from 85.9% in January of last year.

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



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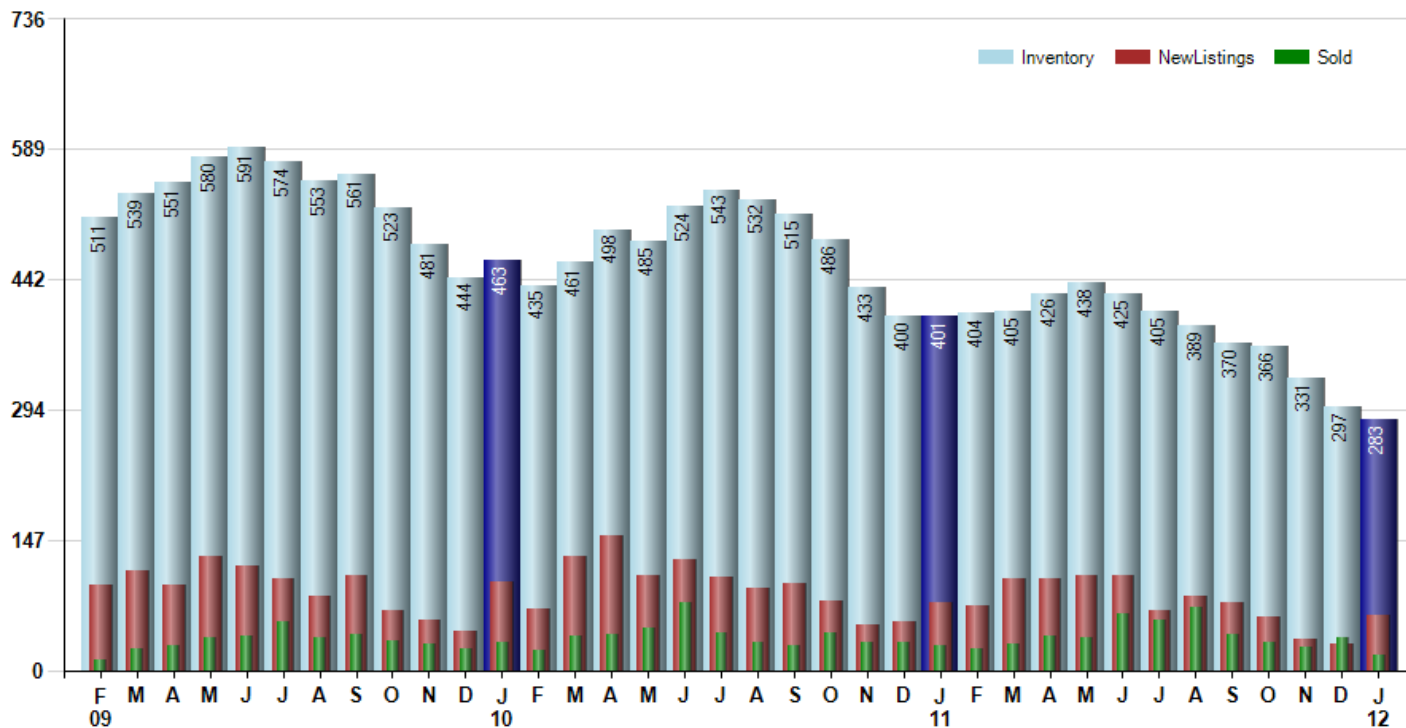
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### Inventory / New Listings / Sales

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 January 2012 was 62, up 106.7% from 30 last month and down -18.4% from 76 in January of last year.



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# MARKET ACTION REPORT

January 2012

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	F 09	M	A	M	J	J	A	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
Homes Sold	11	25	27	37	39	55	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	17
3 Mo. Roll Avg			21	30	34	44	44	44	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	27

(000's)	F 09	M	A	M	J	J	A	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
Median Sale Price	330	360	435	453	335	433	385	399	338	391	375	379	431	240	405	363	368	425	286	395	365	400	301	362	271	319	299	402	360	379	311	362	255	248	245	282
3 Mo. Roll Avg			375	416	408	407	384	405	374	376	368	382	395	350	359	336	379	385	360	369	349	387	355	354	311	317	296	340	354	380	350	350	309	288	249	258

	F 09	M	A	M	J	J	A	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
Inventory	511	539	551	580	591	574	553	561	523	481	444	463	435	461	498	485	524	543	532	515	486	433	400	401	404	405	426	438	425	405	389	370	366	331	297	283
MSI	46	22	20	16	15	10	15	14	15	16	18	14	19	12	12	10	7	13	17	19	12	14	13	15	17	14	11	12	7	7	5	9	12	13	8	17

	F 09	M	A	M	J	J	A	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
Days On Market	112	147	123	134	120	94	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	64
3 Mo. Roll Avg			127	135	126	116	104	98	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	97

	F 09	M	A	M	J	J	A	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
Price per Sq Ft	180	207	194	205	181	204	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	164
3 Mo. Roll Avg			194	202	193	197	191	192	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	162

	F 09	M	A	M	J	J	A	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
Sale to List Price	0.856	0.819	0.833	0.853	0.836	0.880	0.856	0.868	0.879	0.829	0.829	0.876	0.818	0.833	0.872	0.869	0.864	0.855	0.851	0.881	0.865	0.902	0.893	0.859	0.892	0.830	0.853	0.886	0.862	0.875	0.875	0.890	0.862	0.870	0.836	0.881
3 Mo. Roll Avg			0.836	0.835	0.841	0.856	0.857	0.868	0.868	0.859	0.846	0.845	0.841	0.842	0.841	0.858	0.868	0.863	0.857	0.862	0.866	0.883	0.887	0.885	0.881	0.860	0.858	0.856	0.867	0.874	0.871	0.880	0.876	0.874	0.856	0.862

	F 09	M	A	M	J	J	A	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
New Listings	97	113	96	129	118	104	83	107	67	57	44	100	69	128	152	107	125	105	93	98	78	51	54	76	73	103	103	107	107	68	84	77	60	35	30	62
Inventory	511	539	551	580	591	574	553	561	523	481	444	463	435	461	498	485	524	543	532	515	486	433	400	401	404	405	426	438	425	405	389	370	366	331	297	283
Sales	11	25	27	37	39	55	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	17

(000's)	F 09	M	A	M	J	J	A	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
Avg Sale Price	357	475	532	579	436	532	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
3 Mo. Roll Avg			455	529	516	516	489	491	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

