

MLS Area: Northbrook



ART WILSON
 Broker, Realtor
 847-363-1599
 Art.Wilson@cbexchange.com



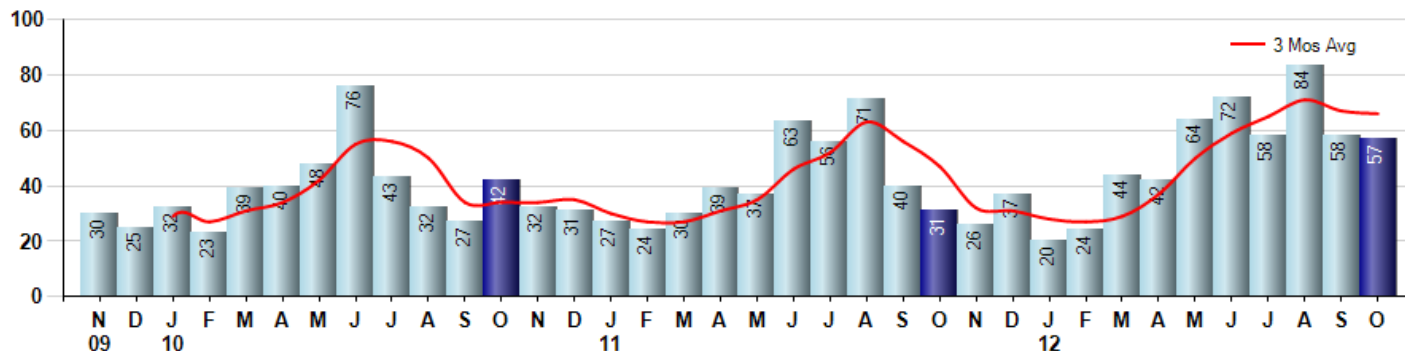
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$499,450	↑		↑				
Average List Price of all Current Listings	\$661,161	↑		↑				
October Median Sales Price	\$340,000	↑	↓	↑	↑	\$350,000	↑	↑
October Average Sales Price	\$395,992	↑	↑	↑	↑	\$402,611	→	↑
Total Properties Currently for Sale (Inventory)	212	↓		↓				
October Number of Properties Sold	57	↓		↑		523	↑	
October Average Days on Market (Solds)	62	↓	↓	↓	↓	92	↓	↓
October Month's Supply of Inventory	3.7	↓	↑	↓	↓	6.8	↓	↓
October Sale Price vs List Price Ratio	94.4%	↑	↑	↑	↑	93.7%	↑	↑

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

Property Sales

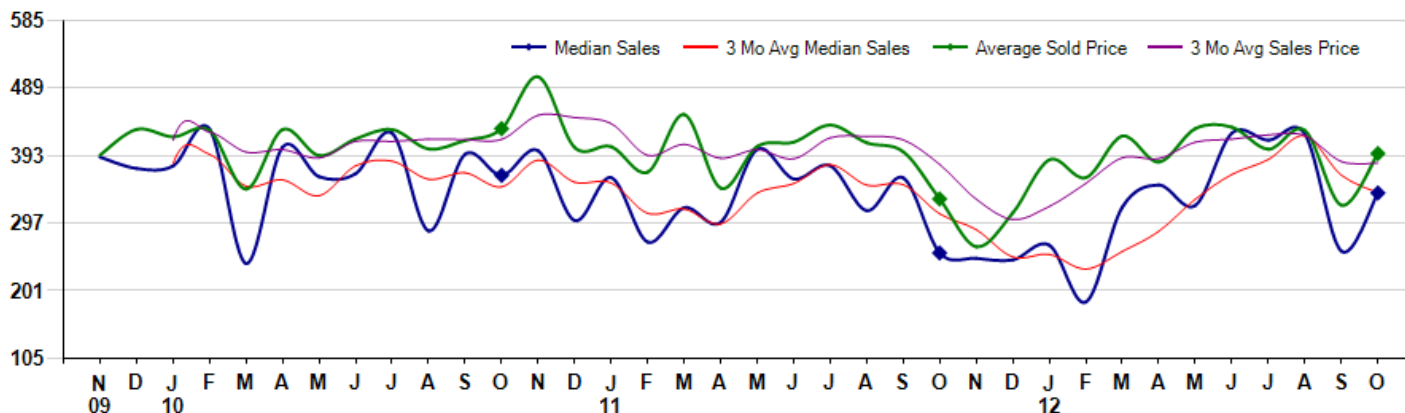
October Property sales were 57, up 83.9% from 31 in October of 2011 and -1.7% lower than the 58 sales last month. October 2012 sales were at their highest level compared to October of 2011 and 2010. October YTD sales of 523 are running 25.1% ahead of last year's year-to-date sales of 418.



Prices

The Median Sales Price in October was \$340,000, up 33.3% from \$255,000 in October of 2011 and up 32.0% from \$257,500 last month. The Average Sales Price in October was \$395,992, up 19.4% from \$331,578 in October of 2011 and up 22.7% from \$322,763 last month. October 2012 ASP was at a mid range compared to October 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 11/1/2009 through 10/31/2012. 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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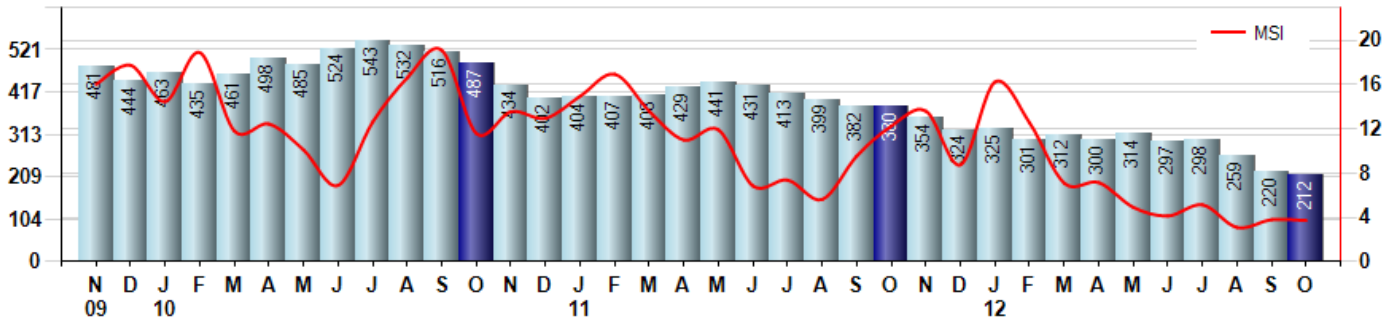
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Inventory & MSI

The Total Inventory of Properties available for sale as of October was 212, down -3.6% from 220 last month and down -44.2% from 380 in October of last year. October 2012 Inventory was at the lowest level compared to October of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2012 MSI of 3.7 months was at its lowest level compared with October of 2011 and 2010.

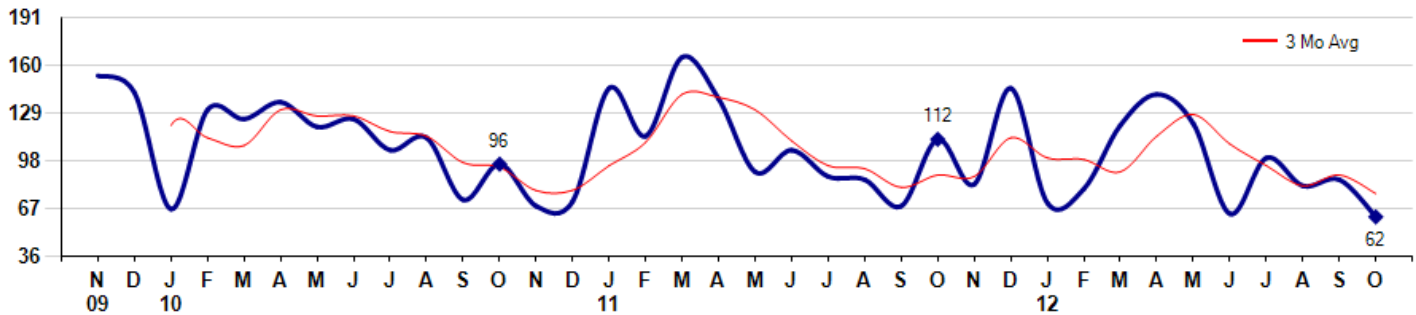
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 October was 62, down -27.9% from 86 days last month and down -44.6% from 112 days in October of last year. The October 2012 DOM was at its lowest level compared with October of 2011 and 2010.

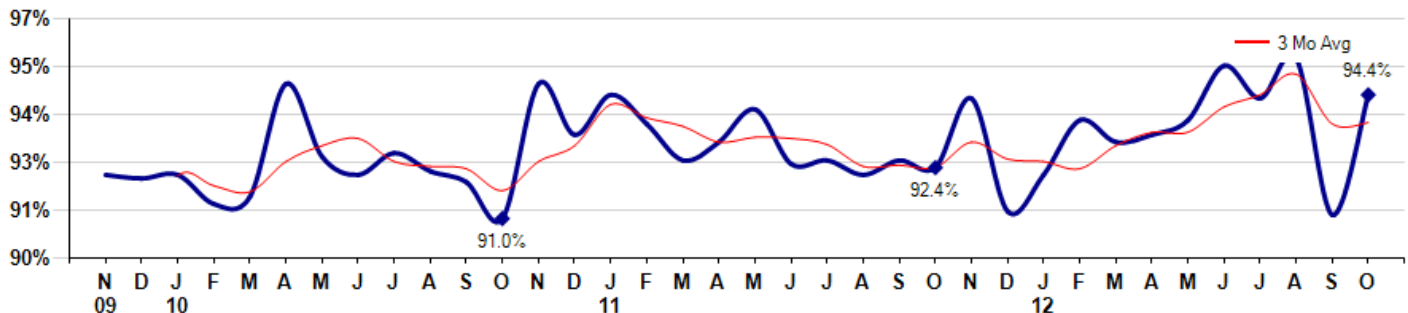
Average Days on Market (Listing to Contract) for properties sold during the month



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 October 2012 Selling Price vs List Price of 94.4% was up from 91.1% last month and up from 92.4% in October of last year.

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



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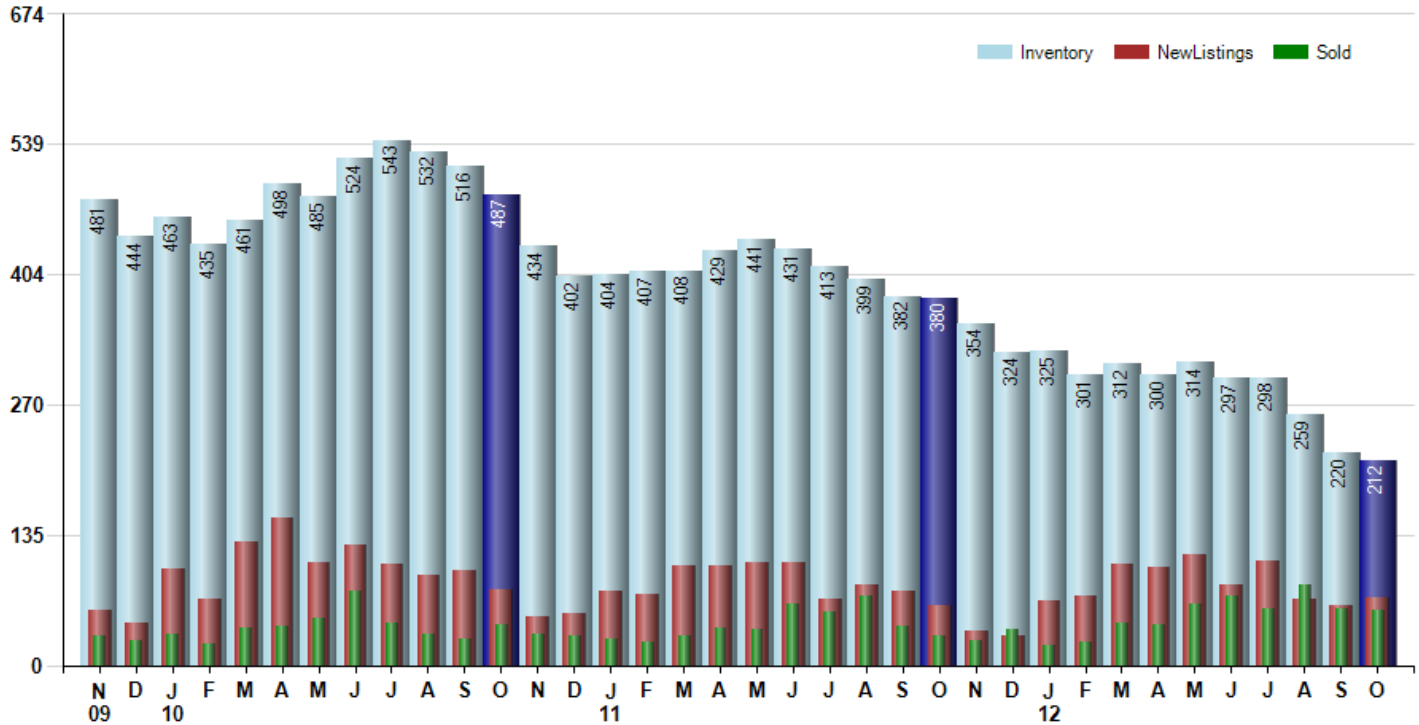
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Inventory / New Listings / Sales

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 October 2012 was 70, up 12.9% from 62 last month and up 14.8% from 61 in October of last year.



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MARKET ACTION REPORT

October 2012

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	N 09	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	A	S	O
Homes Sold	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	84	58	57
3 Mo. Roll Avg			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	71	67	66

	(000's) N 09	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	A	S	O
Median Sale Price	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	424	258	340
3 Mo. Roll Avg			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	421	365	340

	N 09	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	A	S	O
Inventory	481	444	463	435	461	498	485	524	543	532	516	487	434	402	404	407	408	429	441	431	413	399	382	380	354	324	325	301	312	300	314	297	298	259	220	212
MSI	16	18	14	19	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	3	4	4	

	N 09	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	A	S	O
Days On Market	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	82	86	62
3 Mo. Roll Avg			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	82	89	77

	N 09	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	A	S	O
Price per Sq Ft	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	177	151	167
3 Mo. Roll Avg			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	176	167	165

	N 09	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	A	S	O
Sale to List Price	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	0.954	0.911	0.944
3 Mo. Roll Avg			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	0.950	0.936	0.936

	N 09	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	A	S	O
New Listings	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	108	69	62	70
Inventory	481	444	463	435	461	498	485	524	543	532	516	487	434	402	404	407	408	429	441	431	413	399	382	380	354	324	325	301	312	300	314	297	298	259	220	212
Sales	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	84	58	57

	(000's) N 09	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	A	S	O
Avg Sale Price	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	429	323	396
3 Mo. Roll Avg			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	422	385	383

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