

MLS Area: Northbrook



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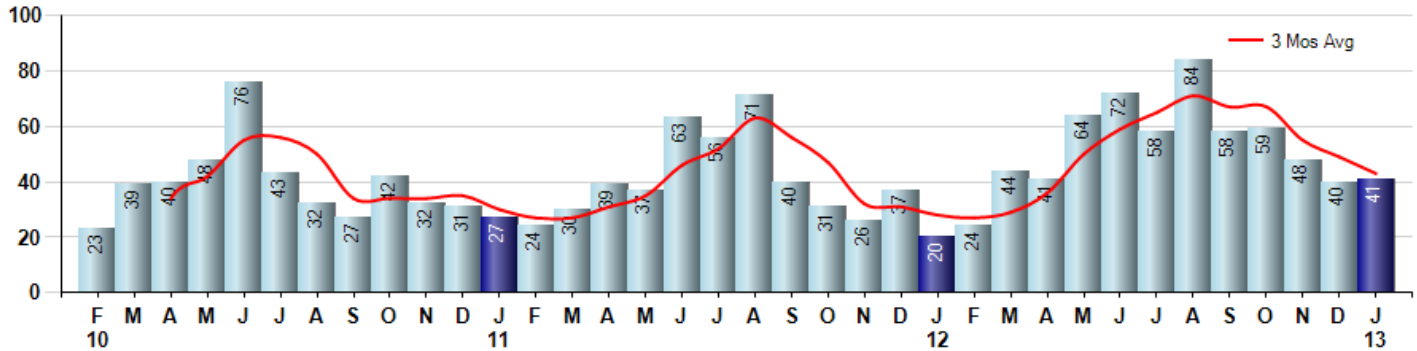
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$495,000	↑		↑				
Average List Price of all Current Listings	\$634,878	↑		↑				
January Median Sales Price	\$351,000	↑	↑	↑	↑	\$351,000	↑	↑
January Average Sales Price	\$406,177	↑	↑	↑	↑	\$406,177	↑	↑
Total Properties Currently for Sale (Inventory)	149	↓		↓				
January Number of Properties Sold	41	↑		↑		41	→	
January Average Days on Market (Solds)	64	↓	↓	↓	↓	64	↓	↓
January Month's Supply of Inventory	3.6	↓	↓	↓	↓	3.6	↓	↓
January Sale Price vs List Price Ratio	98.1%	↑	↑	↑	↑	95.7%	↑	↑

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

Property Sales

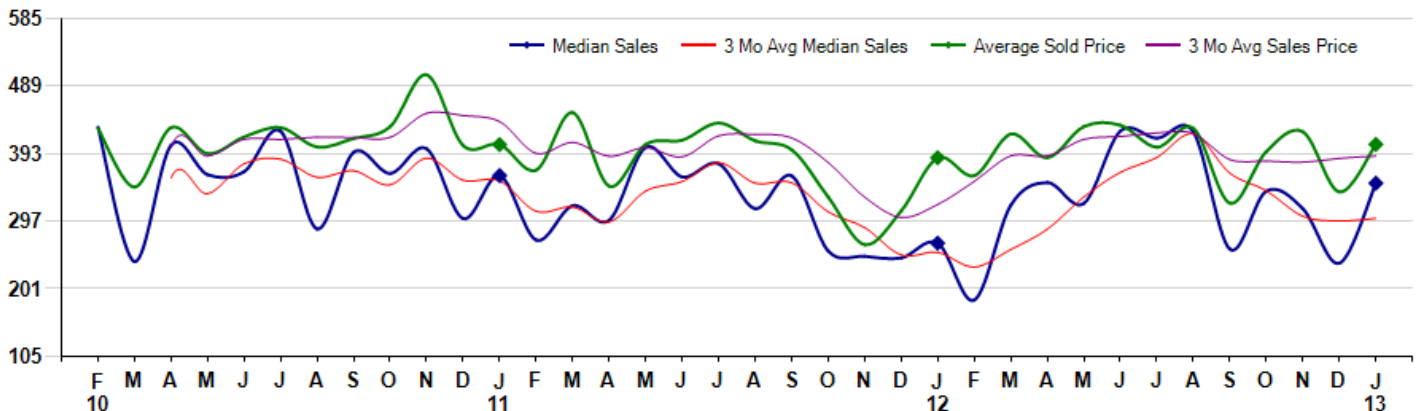
January Property sales were 41, up 105.0% from 20 in January of 2012 and 2.5% higher than the 40 sales last month. January 2013 sales were at their highest level compared to January of 2012 and 2011. January YTD sales of 41 are running 105.0% ahead of last year's year-to-date sales of 20.



Prices

The Median Sales Price in January was \$351,000, up 32.0% from \$266,000 in January of 2012 and up 47.8% from \$237,500 last month. The Average Sales Price in January was \$406,177, up 4.9% from \$387,219 in January of 2012 and up 19.9% from \$338,714 last month. January 2013 ASP was at highest level compared to January of 2012 and 2011.

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



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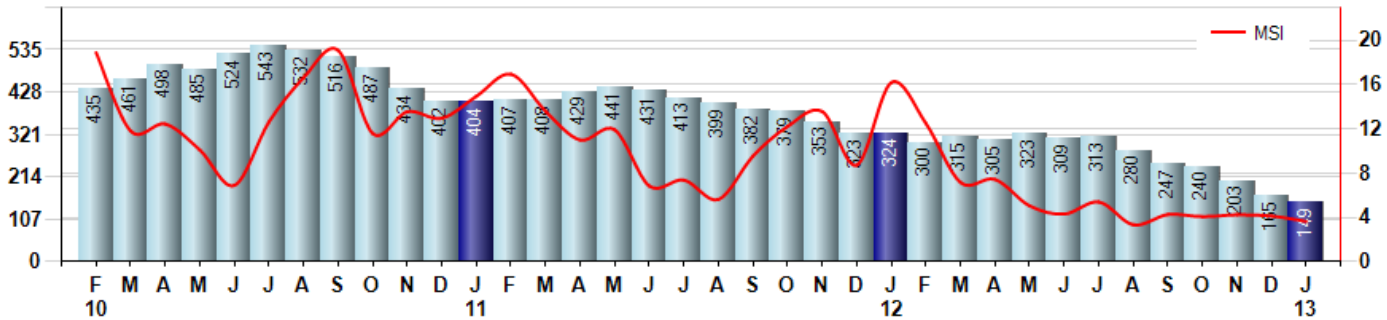
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 149, down -9.7% from 165 last month and down -54.0% from 324 in January of last year. January 2013 Inventory was at the lowest level compared to January of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2013 MSI of 3.6 months was at its lowest level compared with January of 2012 and 2011.

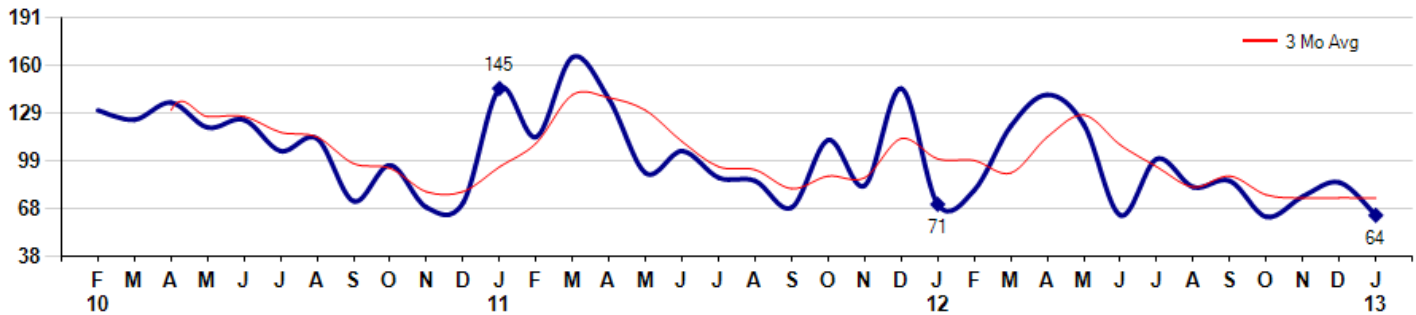
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 -24.7% from 85 days last month and down -9.9% from 71 days in January of last year. The January 2013 DOM was at its lowest level compared with January of 2012 and 2011.

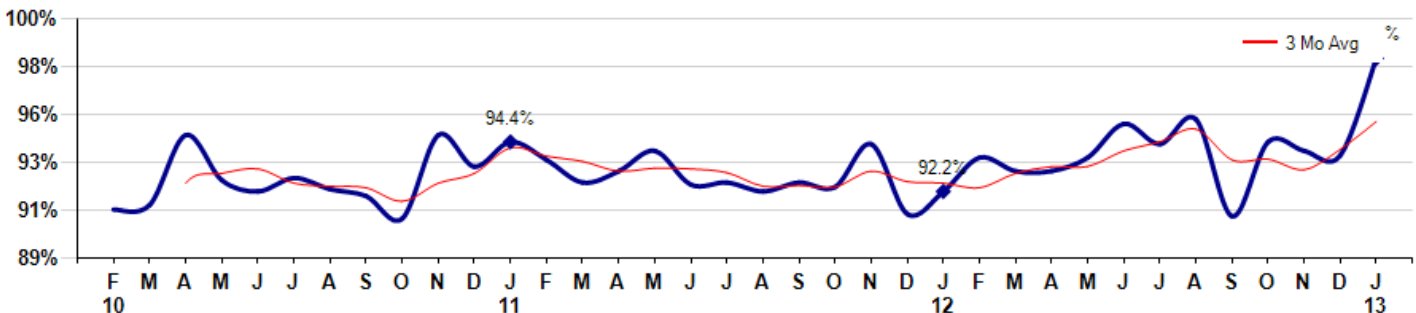
Average Days on Market (Listing to Contract) for properties sold during the month



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 January 2013 Selling Price vs List Price of 98.1% was up from 93.8% last month and up from 92.2% in January 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 2/1/2010 through 1/31/2013. 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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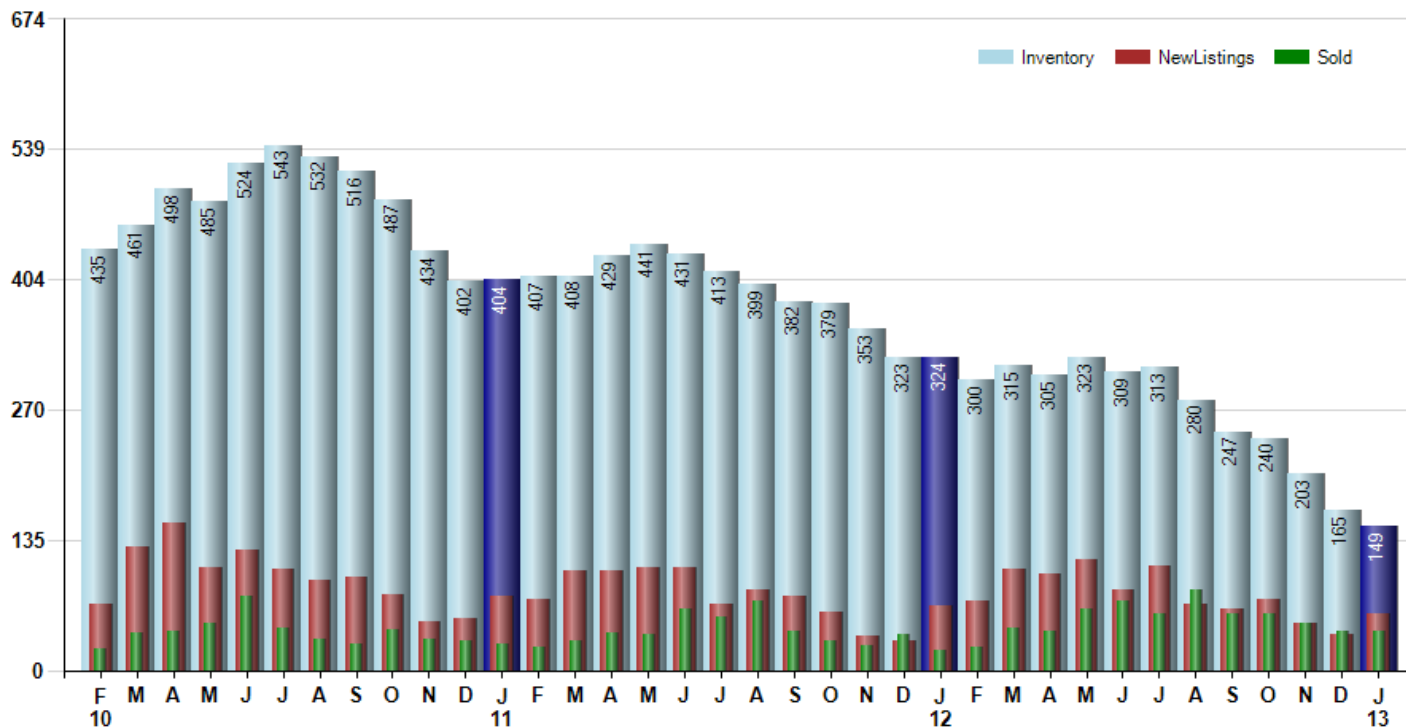
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Inventory / New Listings / Sales

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 January 2013 was 59, up 59.5% from 37 last month and down -11.9% from 67 in January of last year.



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	F 10	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	N	D	J 13
Homes Sold	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	41	64	72	58	84	58	59	48	40	41
3 Mo. Roll Avg			34	42	55	56	50	34	34	34	35	30	27	27	31	35	46	52	63	56	47	32	31	28	27	29	36	50	59	65	71	67	67	55	49	43

	(000's) F 10	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	N	D	J 13
Median Sale Price	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	315	238	351
3 Mo. Roll Avg			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	332	366	387	421	365	340	304	298	301

	F 10	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	N	D	J 13
Inventory	435	461	498	485	524	543	532	516	487	434	402	404	407	408	429	441	431	413	399	382	379	353	323	324	300	315	305	323	309	313	280	247	240	203	165	149
MSI	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	3	4	4	4	4	4

	F 10	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	N	D	J 13
Days On Market	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	63	76	85	64
3 Mo. Roll Avg			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	75	75	75

	F 10	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	N	D	J 13
Price per Sq Ft	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	159	160	180	172	177	151	167	173	144	175
3 Mo. Roll Avg			162	164	167	171	172	174	172	171	169	171	168	169	167	169	169	172	171	169	159	159	156	160	152	159	159	166	166	171	176	167	165	164	161	164

	F 10	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	N	D	J 13
Sale to List Price	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	0.931	0.937	0.952	0.943	0.954	0.911	0.944	0.940	0.938	0.981
3 Mo. Roll Avg			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	0.933	0.933	0.940	0.944	0.950	0.936	0.936	0.932	0.941	0.953

	F 10	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	N	D	J 13
New Listings	69	128	152	107	125	105	93	97	78	51	54	77	73	103	103	107	107	68	84	77	60	35	30	67	72	105	100	114	83	108	69	63	73	49	37	59
Inventory	435	461	498	485	524	543	532	516	487	434	402	404	407	408	429	441	431	413	399	382	379	353	323	324	300	315	305	323	309	313	280	247	240	203	165	149
Sales	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	41	64	72	58	84	58	59	48	40	41

	(000's) F 10	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	N	D	J 13
Avg Sale Price	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	387	431	434	402	429	323	396	424	339	406
3 Mo. Roll Avg			402	390	413	413	416	416	416	450	447	439	393	409	389	402	388	418	420	415	380	331	302	321	354	390	390	413	417	422	422	385	383	381	386	390

