

## MLS Area: Northbrook



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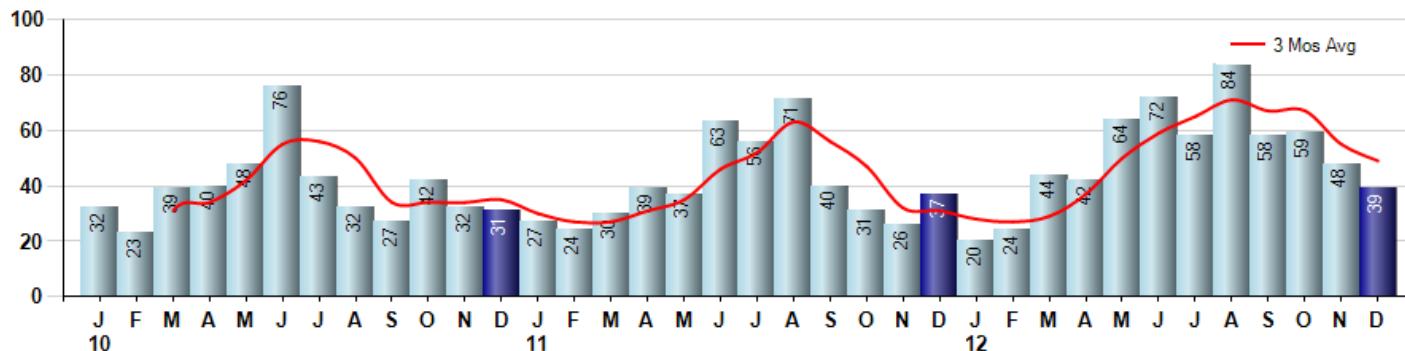
Price Range: | Properties: Single Family Home, Townhome, Condo

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	\$633,072	↑		↑				
December Median Sales Price	\$235,000	↓	↓	↓	↓	\$331,000	↑	↑
December Average Sales Price	\$308,937	↓	↓	↔	↓	\$398,318	↑	↑
Total Properties Currently for Sale (Inventory)	143	↓		↓				
December Number of Properties Sold	39	↓		↑		612	↑	
December Average Days on Market (Solds)	82	↑	↑	↓	↓	90	↓	↓
December Month's Supply of Inventory	3.7	↓	↓	↓	↓	6.4	↓	↓
December Sale Price vs List Price Ratio	93.8%	↓	↑	↑	↑	93.7%	↑	↑

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

### Property Sales

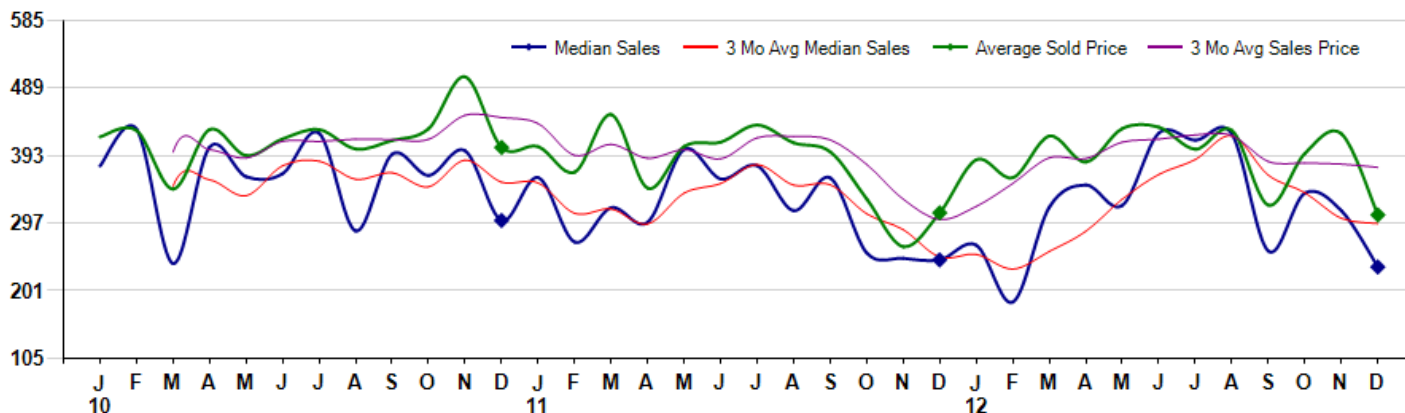
December Property sales were 39, up 5.4% from 37 in December of 2011 and -18.8% lower than the 48 sales last month. December 2012 sales were at their highest level compared to December of 2011 and 2010. December YTD sales of 612 are running 27.2% ahead of last year's year-to-date sales of 481.



### Prices

The Median Sales Price in December was \$235,000, down -4.1% from \$245,000 in December of 2011 and down -25.4% from \$315,000 last month. The Average Sales Price in December was \$308,937, down -1.0% from \$311,935 in December of 2011 and down -27.2% from \$424,094 last month. December 2012 ASP was at the lowest level compared to December 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 1/1/2010 through 12/31/2012. 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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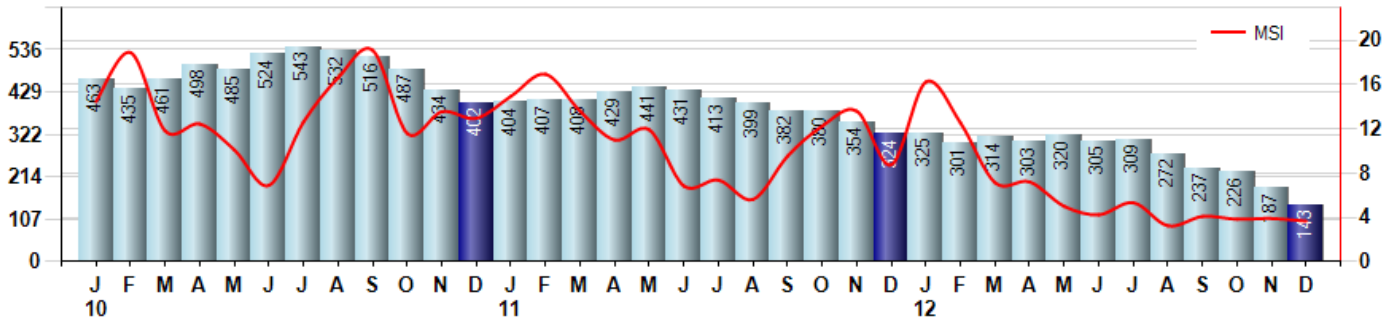
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### Inventory & MSI

The Total Inventory of Properties available for sale as of December was 143, down -23.5% from 187 last month and down -55.9% from 324 in December of last year. December 2012 Inventory was at the lowest level compared to December of 2011 and 2010.

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

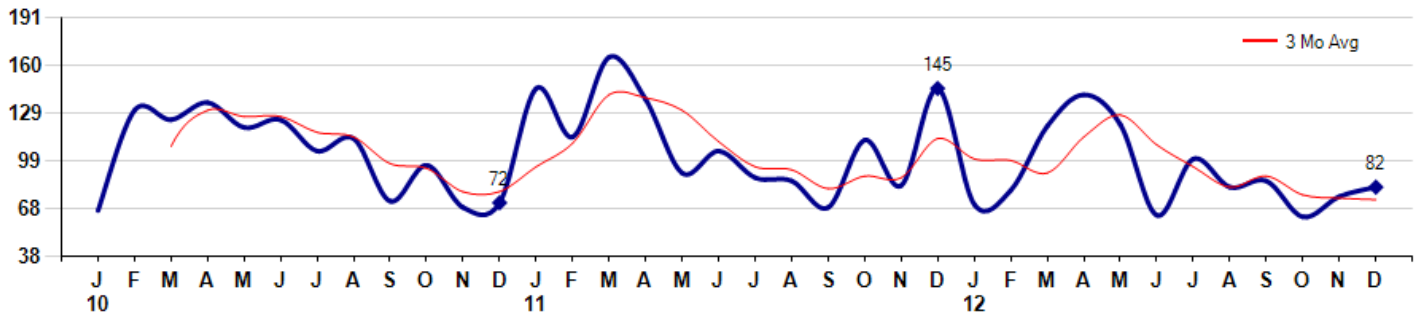
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 December was 82, up 7.9% from 76 days last month and down -43.4% from 145 days in December of last year. The December 2012 DOM was at a mid range compared with December of 2011 and 2010.

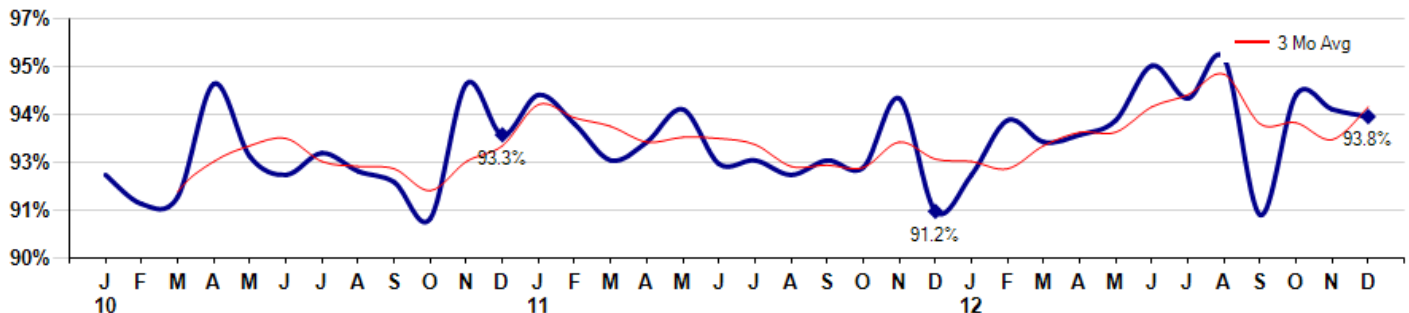
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 December 2012 Selling Price vs List Price of 93.8% was down from 94.0% last month and up from 91.2% in December of last year.

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



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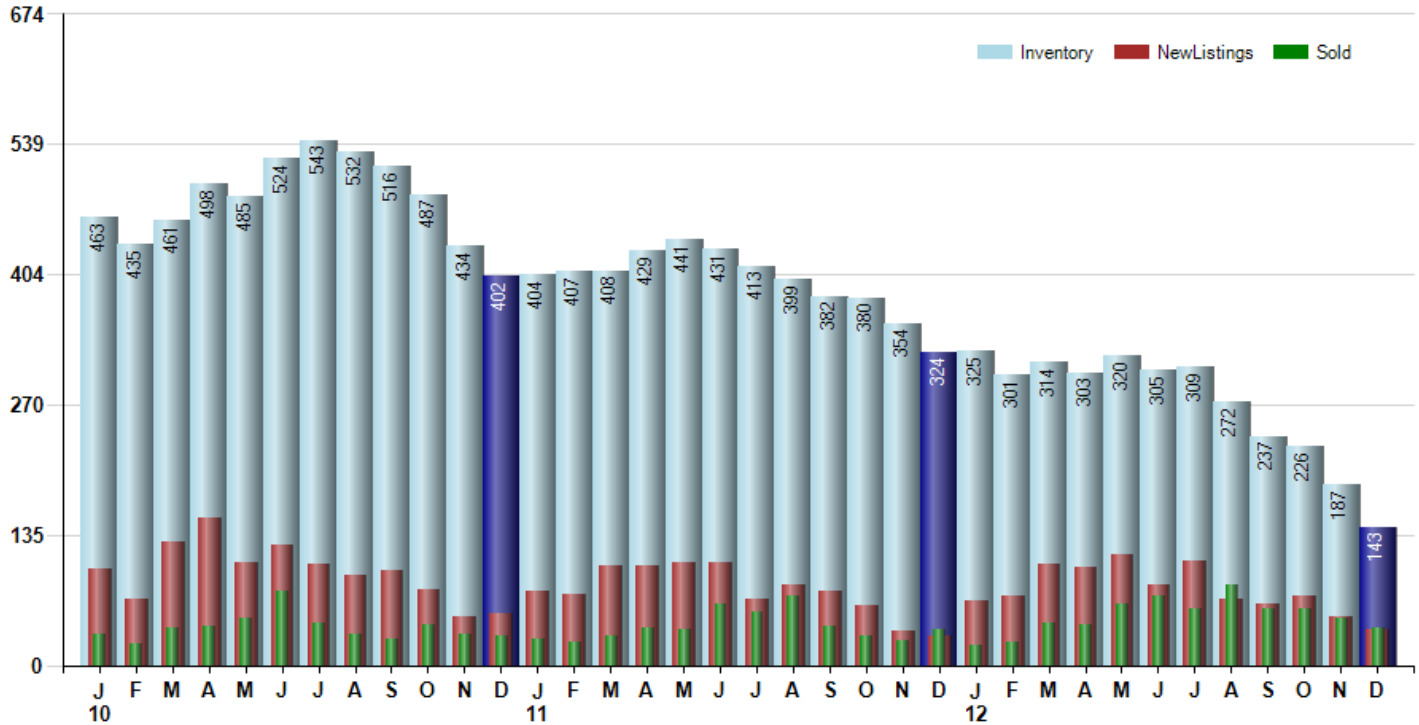
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### Inventory / New Listings / Sales

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 December 2012 was 37, down -26.0% from 50 last month and up 23.3% from 30 in December of last year.



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Homes Sold	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	59	48	39
3 Mo. Roll Avg			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	67	55	49

(000's)	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	N	D
Median Sale Price	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	315	235
3 Mo. Roll Avg			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	304	297

	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	N	D
Inventory	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	314	303	320	305	309	272	237	226	187	143
MSI	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	3	4	4	4	4

	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	N	D
Days On Market	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	63	76	82
3 Mo. Roll Avg			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	75	74

	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	N	D
Price per Sq Ft	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	173	141
3 Mo. Roll Avg			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	164	160

	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	N	D
Sale to List Price	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	0.940	0.938
3 Mo. Roll Avg			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	0.932	0.941

	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	N	D
New Listings	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	63	72	50	37
Inventory	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	314	303	320	305	309	272	237	226	187	143
Sales	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	59	48	39

(000's)	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	N	D
Avg Sale Price	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	424	309
3 Mo. Roll Avg			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	381	376

