

## MLS Area: Northbrook



**ART WILSON**

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com



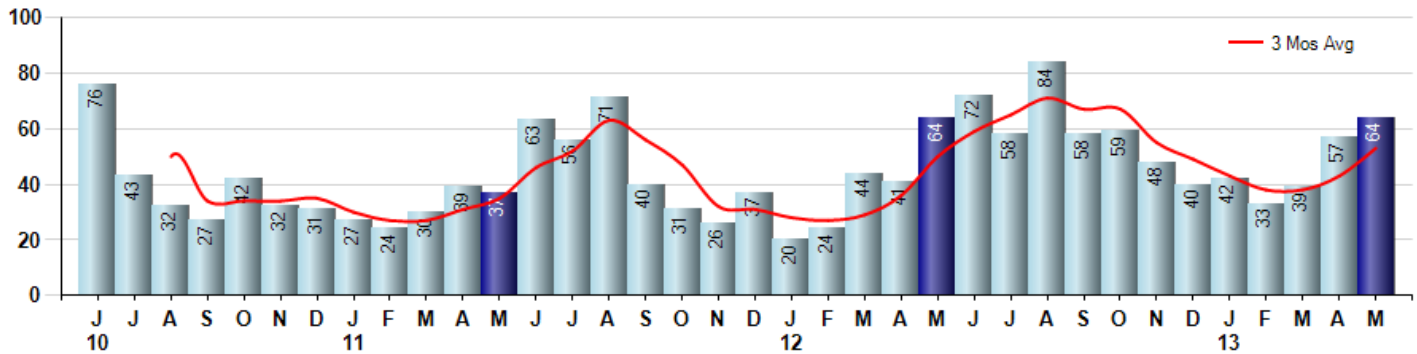
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$565,000	↑		↑				
Average List Price of all Current Listings	\$738,236	↔		↑				
May Median Sales Price	\$393,000	↑	↑	↑	↑	\$365,000	↑	↑
May Average Sales Price	\$400,839	↓	↓	↓	↔	\$404,987	↔	↑
Total Properties Currently for Sale (Inventory)	157	↔		↓				
May Number of Properties Sold	64	↑		↔		235	↑	
May Average Days on Market (Solds)	80	↑	↑	↓	↓	75	↓	↓
May Month's Supply of Inventory	2.5	↓	↓	↓	↓	3.6	↓	↓
May Sale Price vs List Price Ratio	97.1%	↑	↑	↑	↑	95.2%	↑	↑

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

### Property Sales

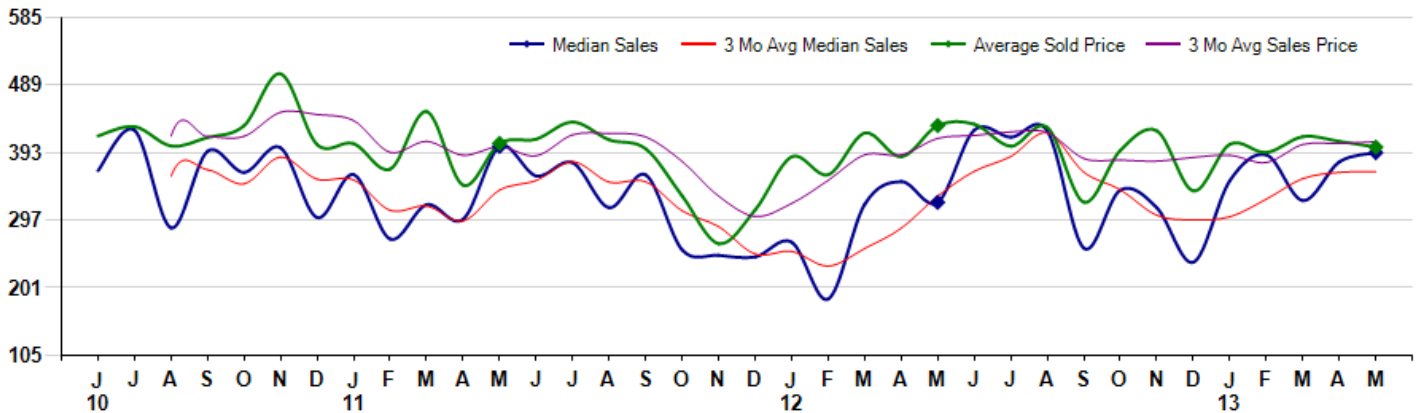
May Property sales were 64, equal to 64 in May of 2012 and 12.3% higher than the 57 sales last month. May 2013 sales were at a mid level compared to May of 2012 and 2011. May YTD sales of 235 are running 21.8% ahead of last year's year-to-date sales of 193.



### Prices

The Median Sales Price in May was \$393,000, up 21.9% from \$322,500 in May of 2012 and up 3.4% from \$380,000 last month. The Average Sales Price in May was \$400,839, down -7.1% from \$431,482 in May of 2012 and down -2.0% from \$409,012 last month. May 2013 ASP was at the lowest level compared to May of 2012 and 2011.

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



## MLS Area: Northbrook



**ART WILSON**

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com



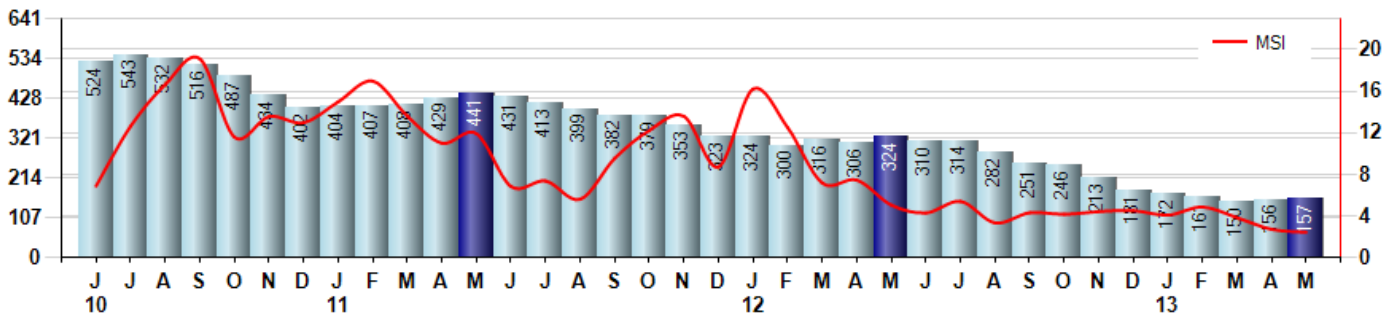
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

### Inventory & MSI

The Total Inventory of Properties available for sale as of May was 157, up 0.6% from 156 last month and down -51.5% from 324 in May of last year. May 2013 Inventory was at the lowest level compared to May of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2013 MSI of 2.5 months was at its lowest level compared with May of 2012 and 2011.

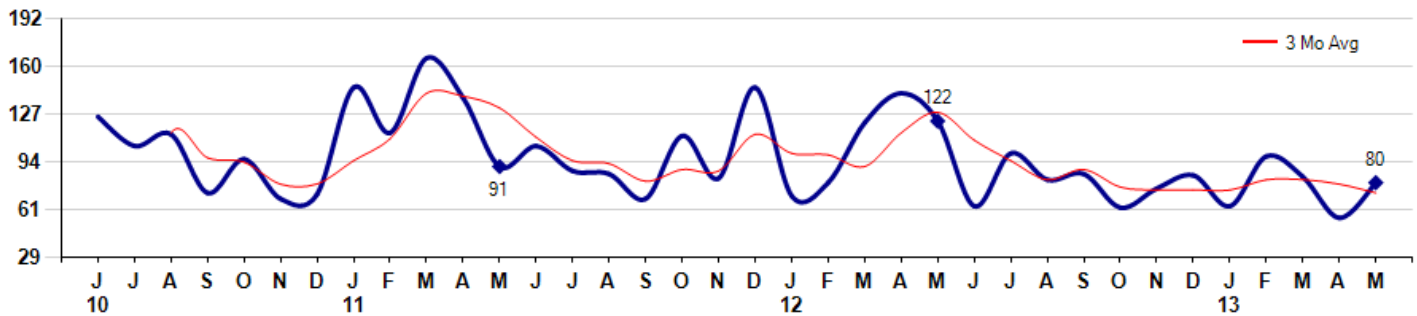
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 May was 80, up 42.9% from 56 days last month and down -34.4% from 122 days in May of last year. The May 2013 DOM was at its lowest level compared with May of 2012 and 2011.

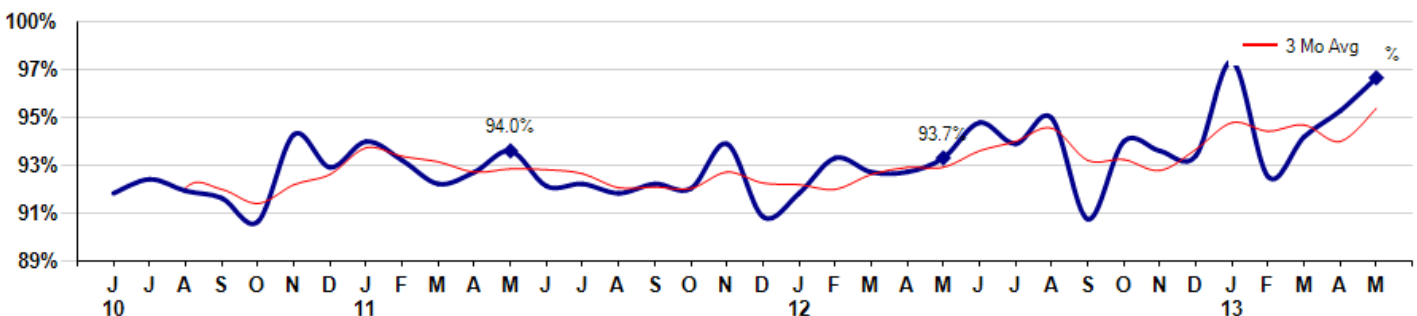
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 May 2013 Selling Price vs List Price of 97.1% was up from 95.7% last month and up from 93.7% in May of last year.

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



© 2013 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 6/1/2010 through 5/31/2013. 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.



## MLS Area: Northbrook



**ART WILSON**

Broker, Realtor

847-363-1599

[www.NorthShoreHomesOnline.com](http://www.NorthShoreHomesOnline.com)

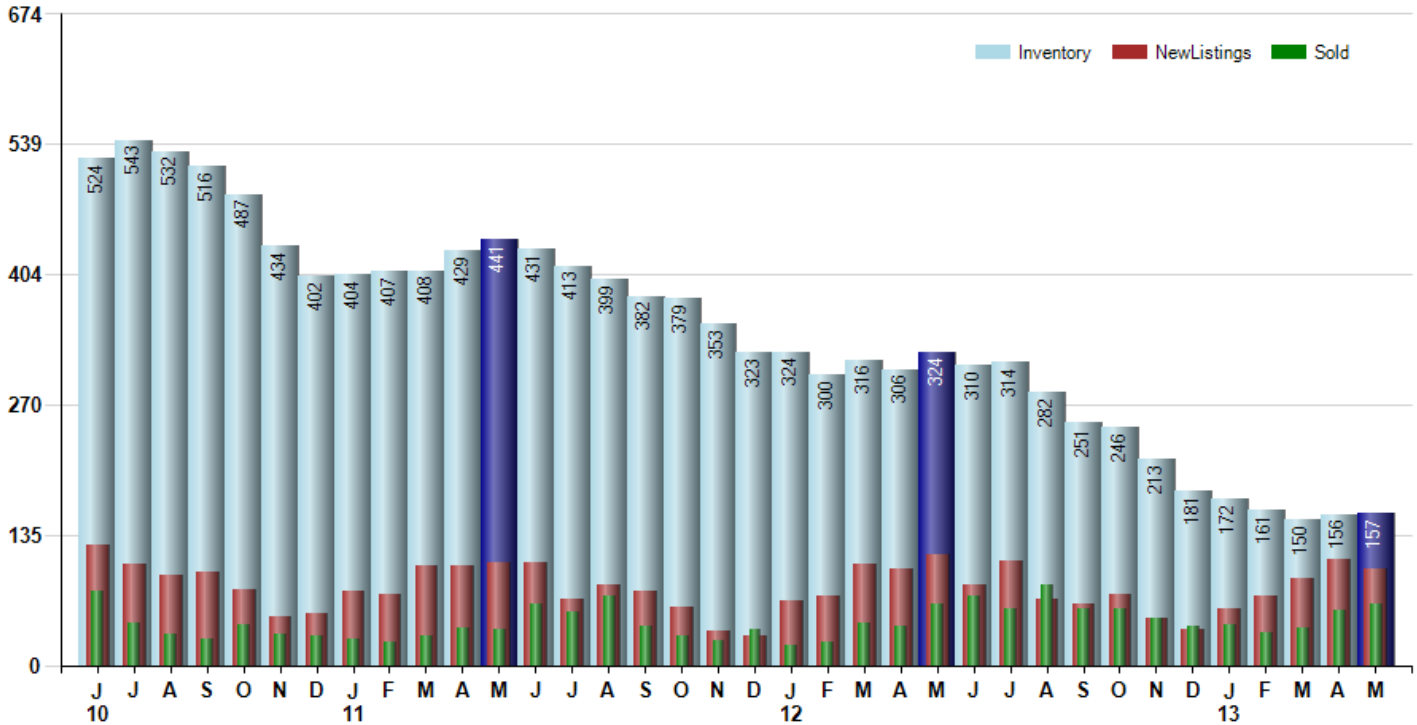
[Art.Wilson@cbexchange.com](mailto:Art.Wilson@cbexchange.com)



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

### 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 May 2013 was 100, down -9.1% from 110 last month and down -12.3% from 114 in May of last year.



© 2013 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 6/1/2010 through 5/31/2013. 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.



## MLS Area: Northbrook



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



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

	J 10	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	F	M	A	M
Homes Sold	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	42	33	39	57	64
3 Mo. Roll Avg			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	38	38	43	53

	(000's) J 10	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	F	M	A	M
Median Sale Price	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	354	390	325	380	393
3 Mo. Roll Avg			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	302	327	356	365	366

	J 10	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	F	M	A	M
Inventory	524	543	532	516	487	434	402	404	407	408	429	441	431	413	399	382	379	353	323	324	300	316	306	324	310	314	282	251	246	213	181	172	161	150	156	157
MSI	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	5	4	5	4	3	2

	J 10	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	F	M	A	M
Days On Market	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	98	84	56	80
3 Mo. Roll Avg			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	82	82	79	73

	J 10	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	F	M	A	M
Price per Sq Ft	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	176	158	175	186	205
3 Mo. Roll Avg			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	159	170	173	189

	J 10	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	F	M	A	M
Sale to List Price	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	0.978	0.929	0.946	0.957	0.971
3 Mo. Roll Avg			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	0.952	0.948	0.951	0.944	0.958

	J 10	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	F	M	A	M
New Listings	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	64	73	49	37	59	72	89	110	100
Inventory	524	543	532	516	487	434	402	404	407	408	429	441	431	413	399	382	379	353	323	324	300	316	306	324	310	314	282	251	246	213	181	172	161	150	156	157
Sales	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	42	33	39	57	64

	(000's) J 10	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	F	M	A	M
Avg Sale Price	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	405	393	416	409	401
3 Mo. Roll Avg			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	389	379	405	406	409

© 2013 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 6/1/2010 through 5/31/2013. 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.

