

## MLS Area: Northbrook



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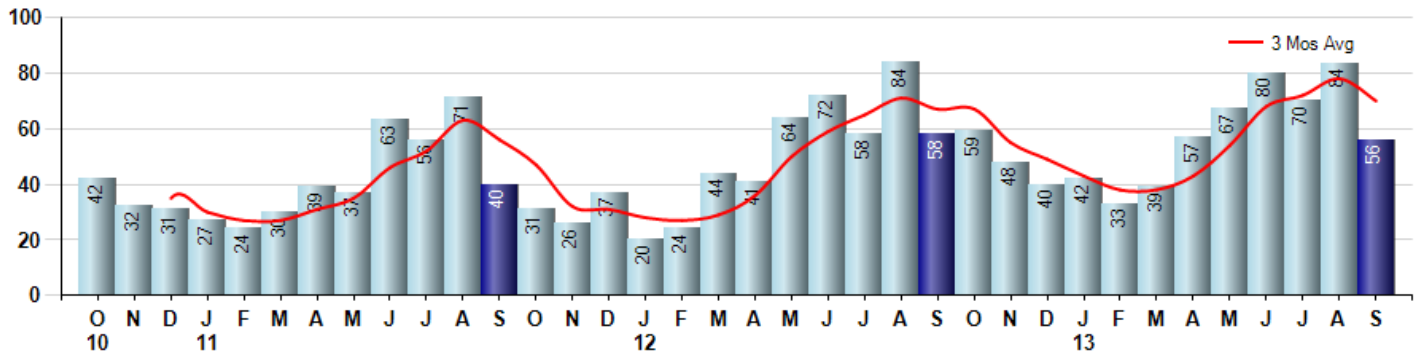
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$548,500	↑		↑				
Average List Price of all Current Listings	\$673,274	↑		↑				
September Median Sales Price	\$384,500	↓	↓	↑	↑	\$390,000	↑	↑
September Average Sales Price	\$415,946	↓	↓	↑	↑	\$438,225	↑	↑
Total Properties Currently for Sale (Inventory)	194	↓		↓				
September Number of Properties Sold	56	↓		↓		528	↑	
September Average Days on Market (Solds)	57	↑	↑	↓	↓	56	↓	↓
September Month's Supply of Inventory	3.5	↑	↑	↓	↓	3.4	↓	↓
September Sale Price vs List Price Ratio	95.6%	↓	↓	↑	↑	96.0%	↑	↑

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

### Property Sales

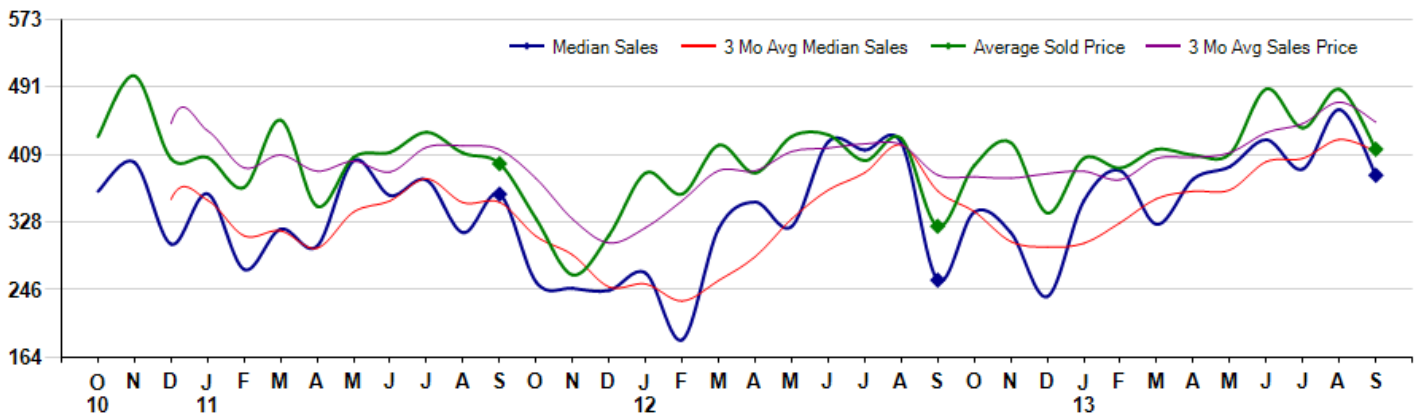
September Property sales were 56, down -3.4% from 58 in September of 2012 and -33.3% lower than the 84 sales last month. September 2013 sales were at a mid level compared to September of 2012 and 2011. September YTD sales of 528 are running 13.5% ahead of last year's year-to-date sales of 465.



### Prices

The Median Sales Price in September was \$384,500, up 49.3% from \$257,500 in September of 2012 and down -17.1% from \$464,000 last month. The Average Sales Price in September was \$415,946, up 28.9% from \$322,763 in September of 2012 and down -14.9% from \$488,547 last month. September 2013 ASP was at highest level compared to September of 2012 and 2011.

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



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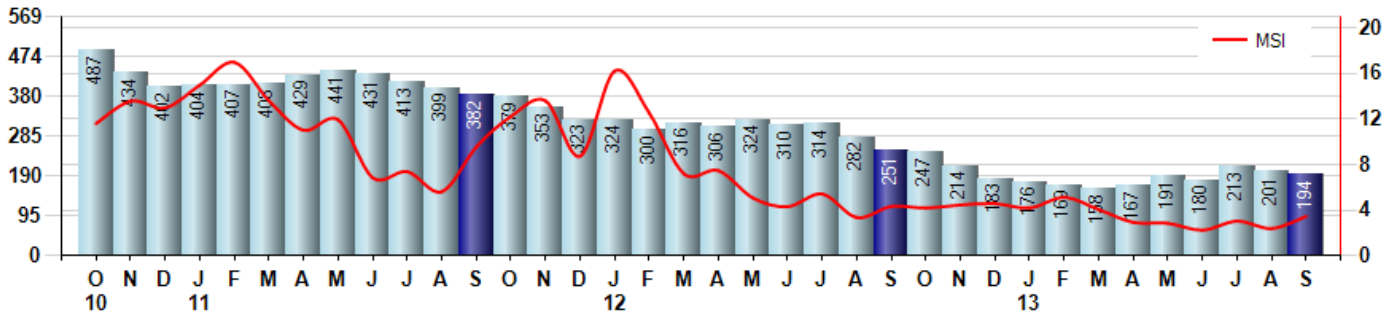
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### Inventory & MSI

The Total Inventory of Properties available for sale as of September was 194, down -3.5% from 201 last month and down -22.7% from 251 in September of last year. September 2013 Inventory was at the lowest level compared to September of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2013 MSI of 3.5 months was at its lowest level compared with September of 2012 and 2011.

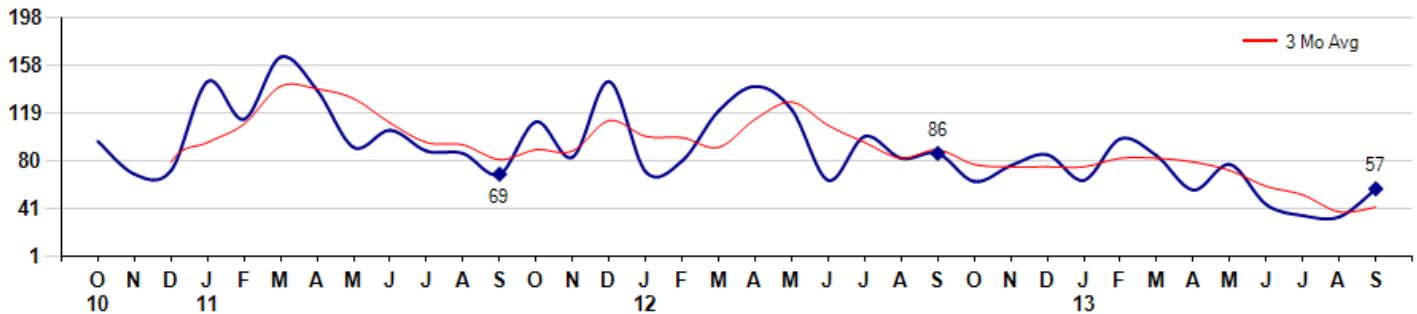
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 September was 57, up 67.6% from 34 days last month and down -33.7% from 86 days in September of last year. The September 2013 DOM was at its lowest level compared with September of 2012 and 2011.

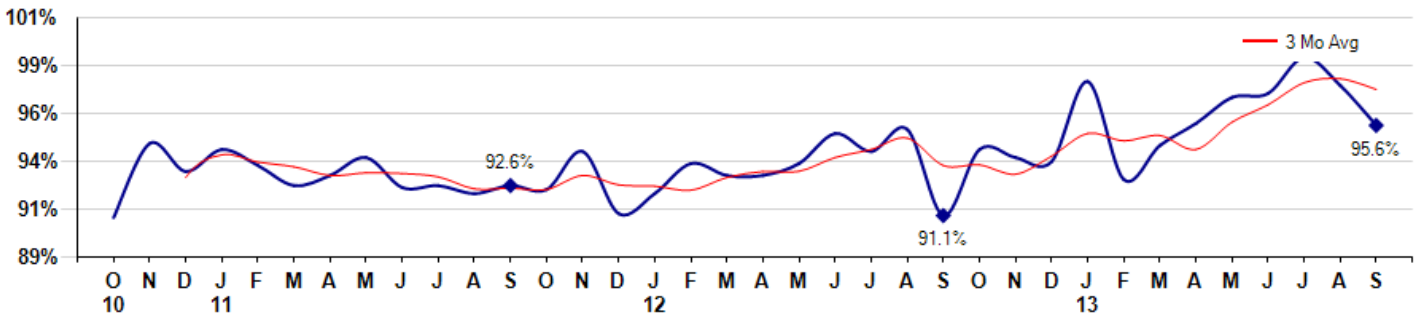
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 September 2013 Selling Price vs List Price of 95.6% was down from 97.6% last month and up from 91.1% in September of last year.

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



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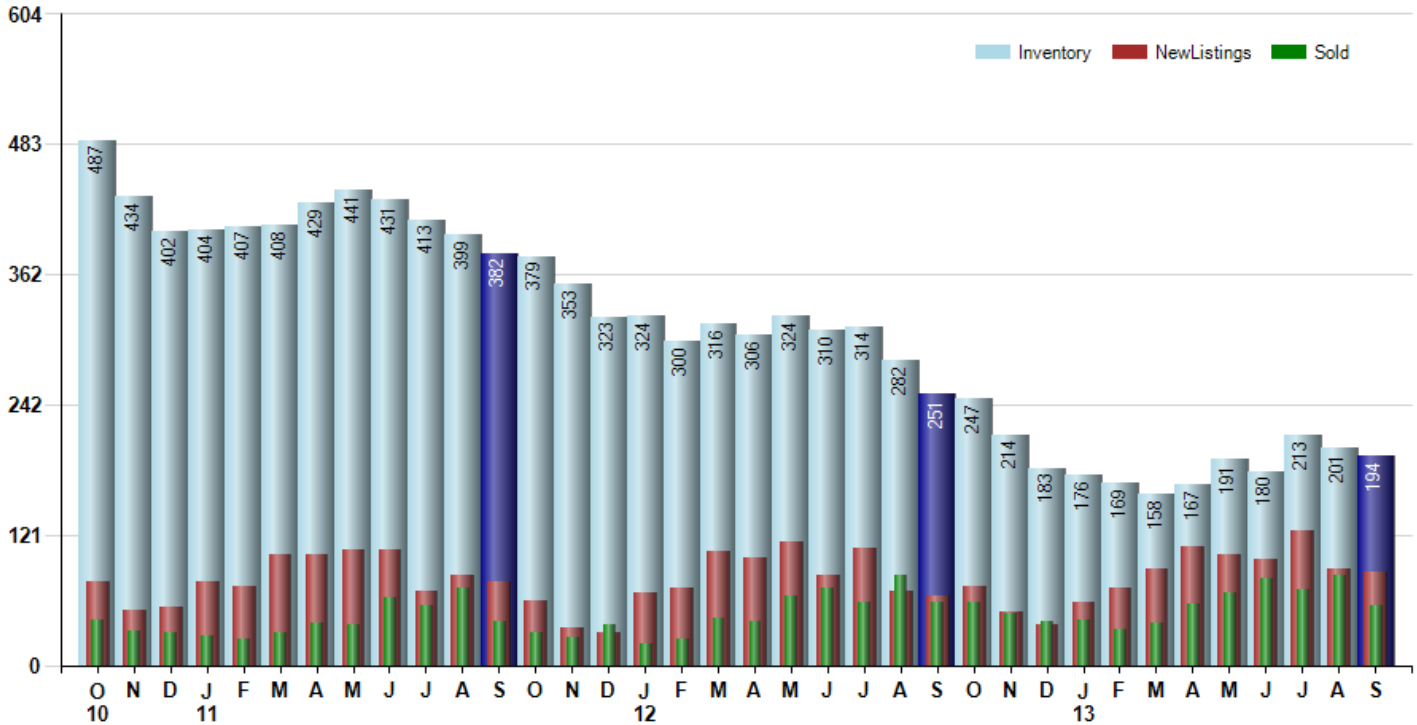
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### Inventory / New Listings / Sales

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 September 2013 was 87, down -2.2% from 89 last month and up 35.9% from 64 in September of last year.



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# MARKET ACTION REPORT

September 2013

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	O	10	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	J	J	A	S
Homes Sold	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	67	80	70	84	56				
3 Mo. Roll Avg			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	54	68	72	78	70				

	(000's)	O	10	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	J	J	A	S
Median Sale Price	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	395	428	392	464	385					
3 Mo. Roll Avg			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	367	401	405	428	414					

	O	10	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	J	J	A	S
Inventory	487	434	402	404	407	408	429	441	431	413	399	382	379	353	323	324	300	316	306	324	310	314	282	251	247	214	183	176	169	158	167	191	180	213	201	194				
MSI	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	3	2	3	2	3				

	O	10	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	J	J	A	S
Days On Market	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	77	44	35	34	57				
3 Mo. Roll Avg			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	82	82	79	72	59	52	38	42					

	O	10	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	J	J	A	S
Price per Sq Ft	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	207	198	186	187	193				
3 Mo. Roll Avg			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	197	197	190	189				

	O	10	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	J	J	A	S
Sale to List Price	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	0.970	0.972	0.990	0.976	0.956				
3 Mo. Roll Avg			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	0.966	0.977	0.979	0.974				

	O	10	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	J	J	A	S
New Listings	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	102	98	125	89	87				
Inventory	487	434	402	404	407	408	429	441	431	413	399	382	379	353	323	324	300	316	306	324	310	314	282	251	247	214	183	176	169	158	167	191	180	213	201	194				
Sales	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	67	80	70	84	56				

	(000's)	O	10	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	J	J	A	S
Avg Sale Price	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	410	489	442	489	416					
3 Mo. Roll Avg			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	412	436	447	473	449					

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