

## MLS Area: Northbrook



**ART WILSON**

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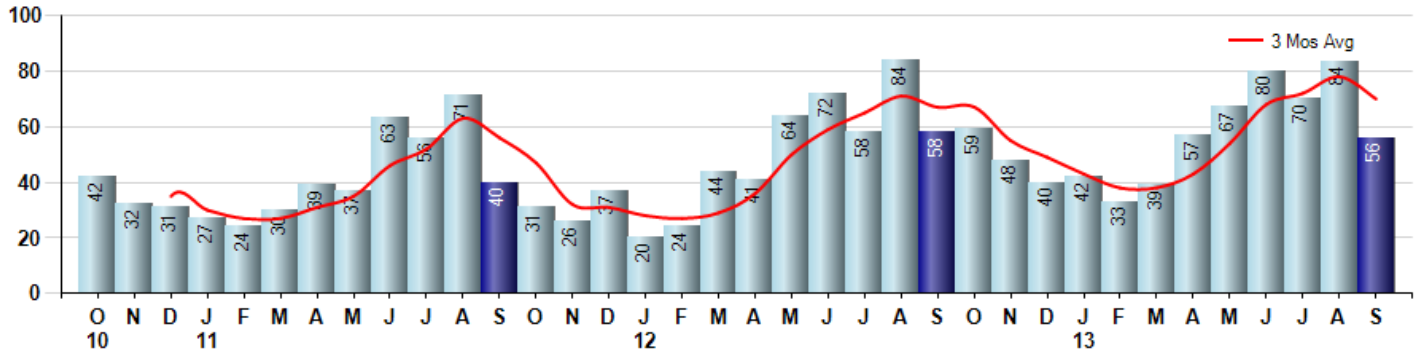
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

| 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

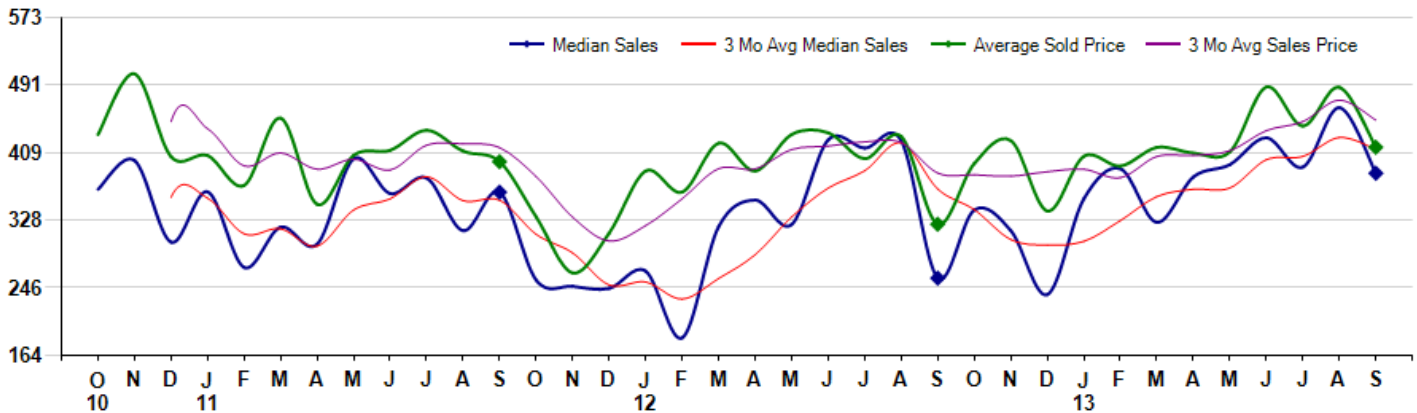
September Property sales were 56, down -3.4% from 58 in September of 2012 and -33.3% lower than the 84 sales last month. September 2013 sales were at a mid level compared to September of 2012 and 2011. September YTD sales of 528 are running 13.5% ahead of last year's year-to-date sales of 465.



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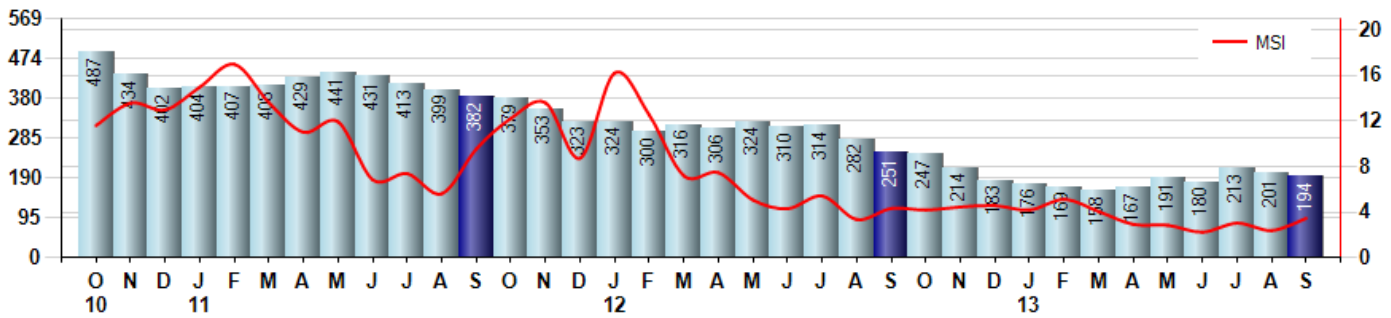
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

### Inventory & MSI

The Total Inventory of Properties available for sale as of 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.

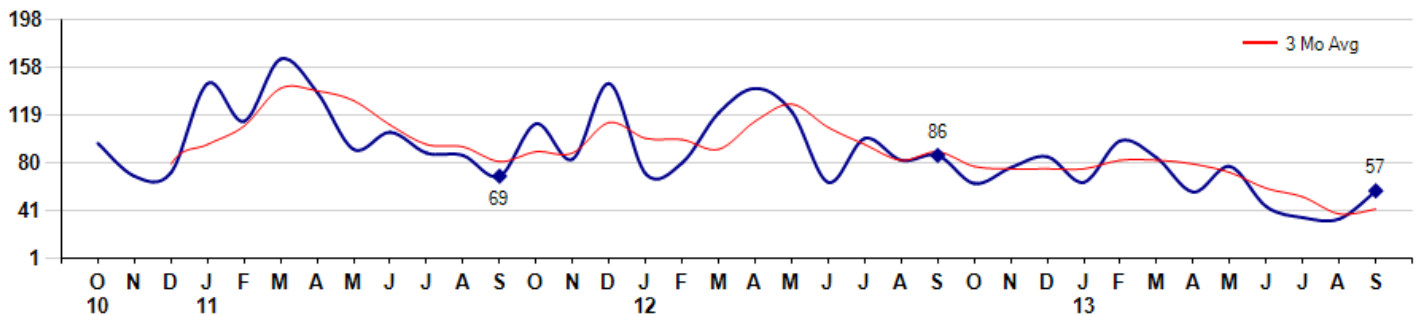
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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.

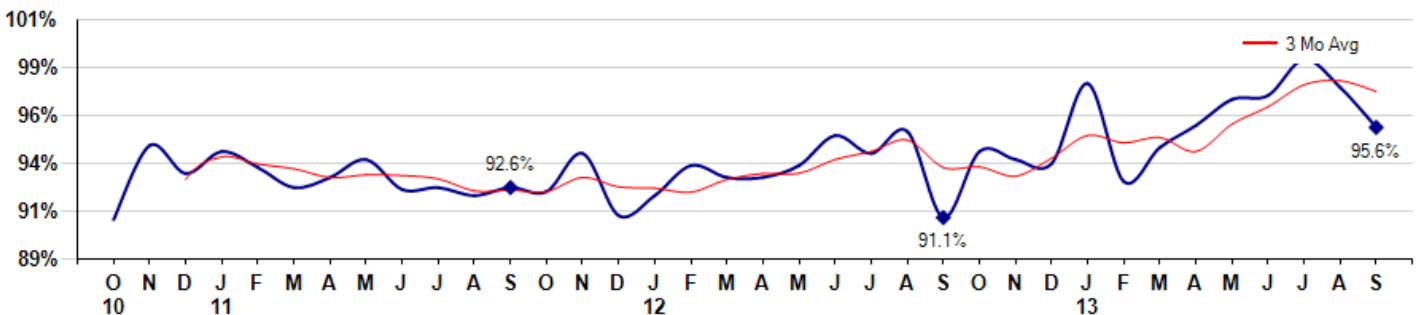
Average Days on Market(Listing to Contract) for properties sold during the month



### 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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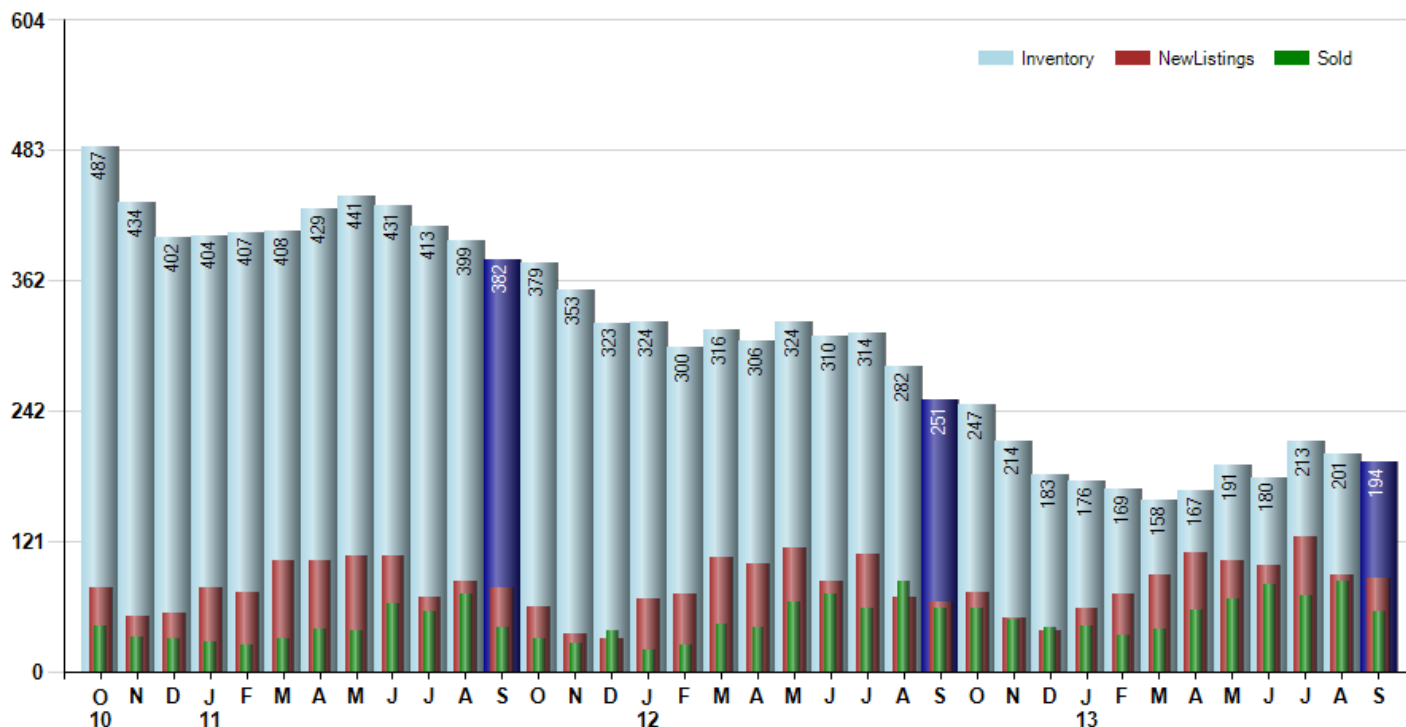
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### Inventory / New Listings / Sales

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 | 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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