

MLS Area: Northbrook



ART WILSON

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com



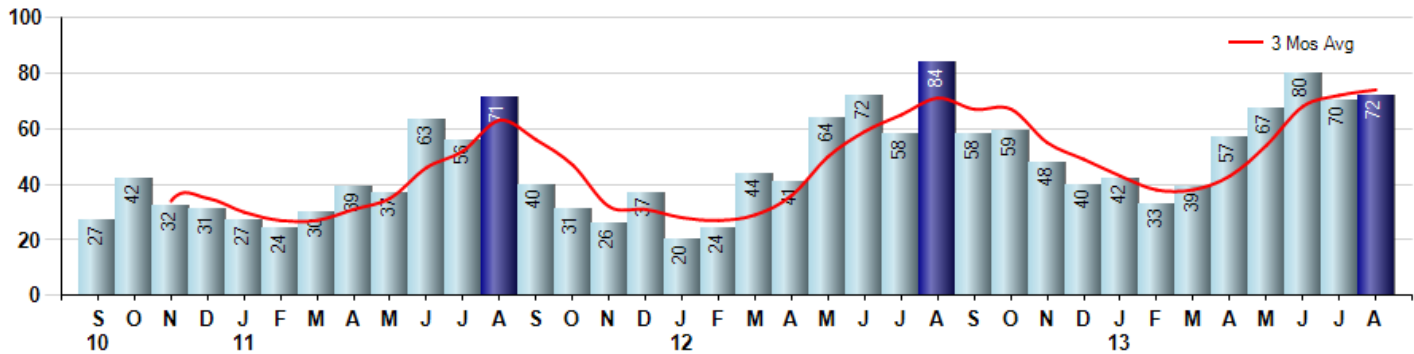
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$537,000	↑		↑				
Average List Price of all Current Listings	\$680,905	↑		↑				
August Median Sales Price	\$455,750	↑	↑	↑	↑	\$390,000	↑	↑
August Average Sales Price	\$488,804	↑	↑	↑	↑	\$439,665	↑	↑
Total Properties Currently for Sale (Inventory)	182	↓		↓				
August Number of Properties Sold	72	↑		↓		460	↑	
August Average Days on Market (Solds)	37	↑		↓	↓	57	↓	
August Month's Supply of Inventory	2.5	↓	→	↓	↓	3.3	↓	↓
August Sale Price vs List Price Ratio	97.4%	↓	↑	↑	↑	96.0%	↑	↑

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

Property Sales

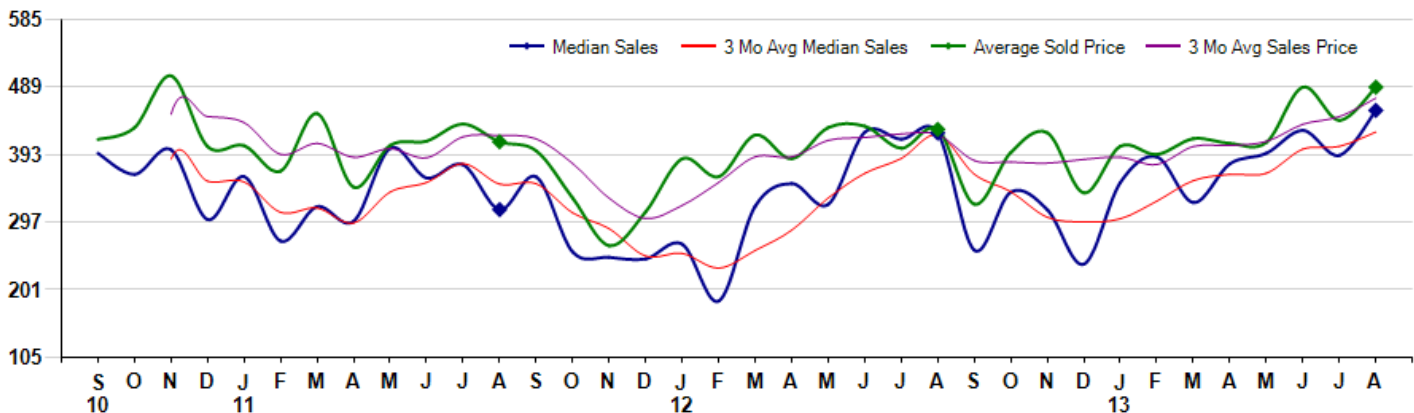
August Property sales were 72, down -14.3% from 84 in August of 2012 and 2.9% higher than the 70 sales last month. August 2013 sales were at a mid level compared to August of 2012 and 2011. August YTD sales of 460 are running 13.0% ahead of last year's year-to-date sales of 407.



Prices

The Median Sales Price in August was \$455,750, up 7.6% from \$423,750 in August of 2012 and up 16.3% from \$392,000 last month. The Average Sales Price in August was \$488,804, up 13.9% from \$429,015 in August of 2012 and up 10.6% from \$441,759 last month. August 2013 ASP was at highest level compared to August of 2012 and 2011.

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



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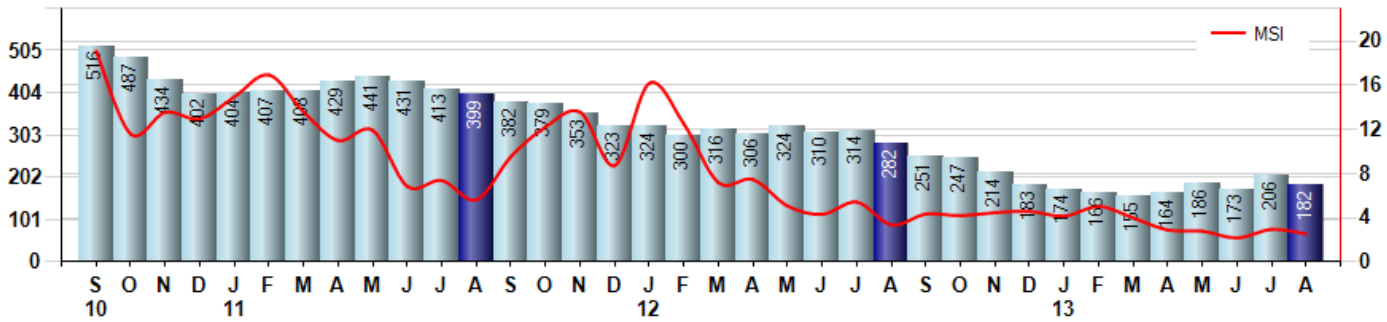
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Inventory & MSI

The Total Inventory of Properties available for sale as of August was 182, down -11.7% from 206 last month and down -35.5% from 282 in August of last year. August 2013 Inventory was at the lowest level compared to August of 2012 and 2011.

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

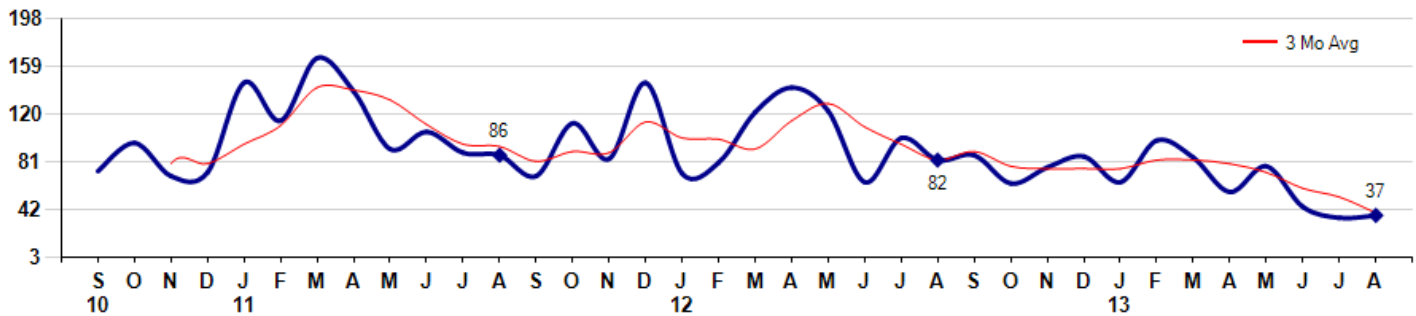
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 August was 37, up 5.7% from 35 days last month and down -54.9% from 82 days in August of last year. The August 2013 DOM was at its lowest level compared with August of 2012 and 2011.

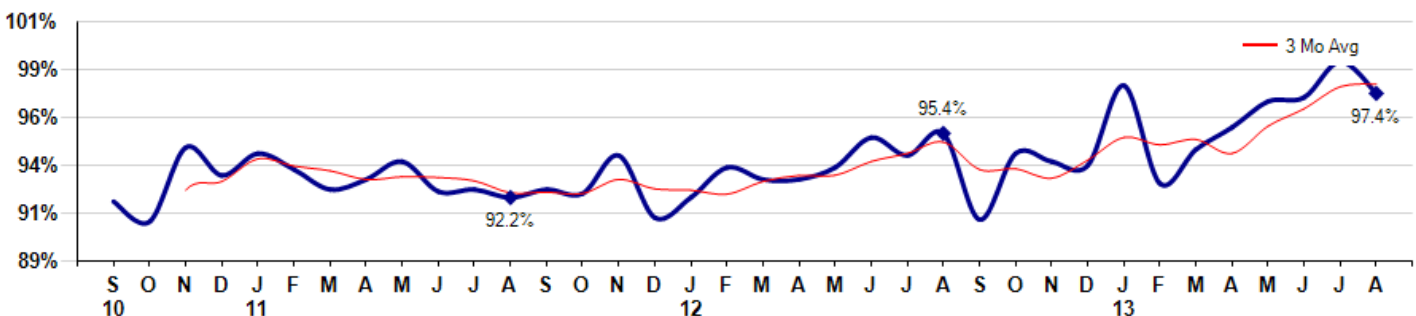
Average Days on Market(Listing to Contract) for properties sold during the month



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 August 2013 Selling Price vs List Price of 97.4% was down from 99.0% last month and up from 95.4% in August of last year.

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



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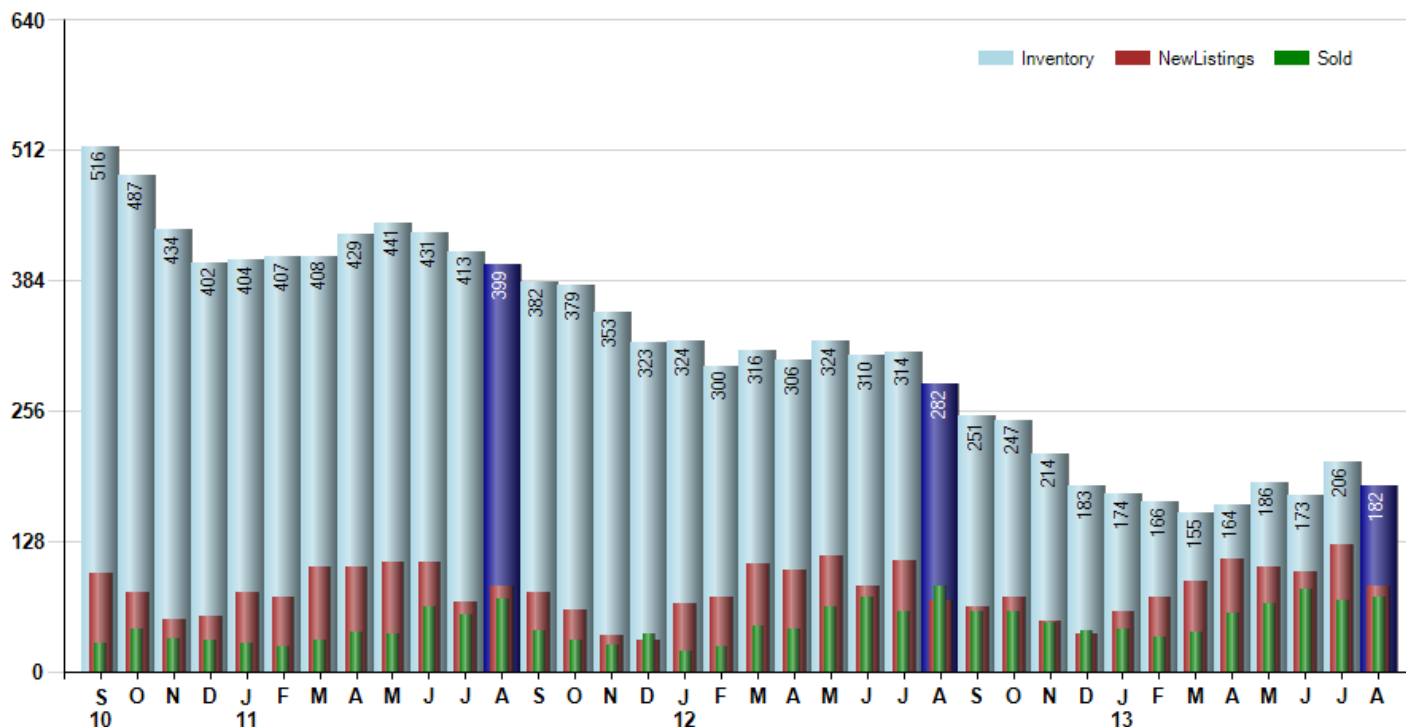
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Inventory / New Listings / Sales

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 August 2013 was 84, down -32.8% from 125 last month and up 21.7% from 69 in August of last year.



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MARKET ACTION REPORT

August 2013

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	S 10	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	J	J	A
Homes Sold	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	67	80	70	72
3 Mo. Roll Avg			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	54	68	72	74

	(000's) S 10	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	J	J	A
Median Sale Price	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	395	428	392	456
3 Mo. Roll Avg			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	367	401	405	425

	S 10	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	J	J	A
Inventory	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	247	214	183	174	166	155	164	186	173	206	182
MSI	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	3	2	3	3

	S 10	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	J	J	A
Days On Market	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	77	44	35	37
3 Mo. Roll Avg			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	82	82	79	72	59	52	39	

	S 10	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	J	J	A
Price per Sq Ft	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	207	198	186	183
3 Mo. Roll Avg			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	197	197	189

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

	S 10	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	J	J	A
New Listings	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	102	98	125	84
Inventory	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	247	214	183	174	166	155	164	186	173	206	182
Sales	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	67	80	70	72

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

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