

## MLS Area: Northbrook



**ART WILSON**

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com



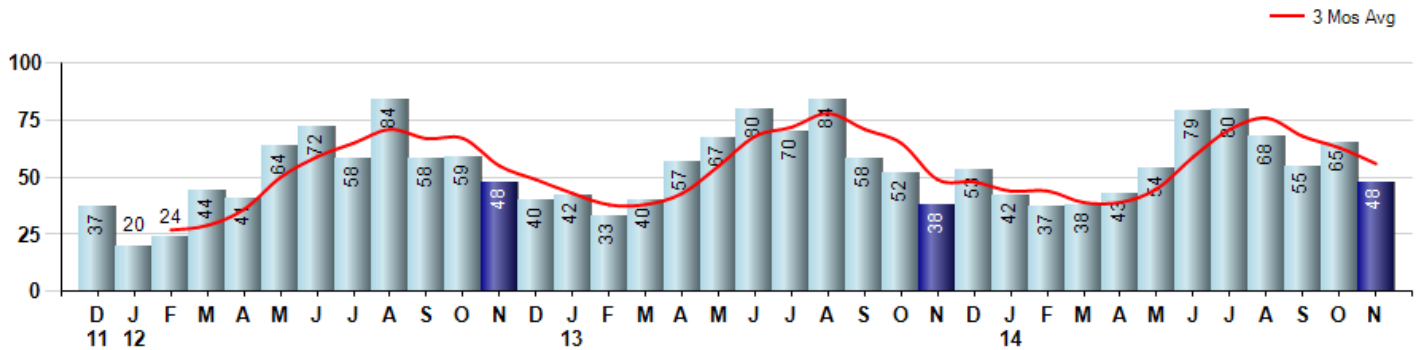
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview                | Month     | Trending Versus*: |     |     |    | YTD       | Trending Versus*: |           |
|---|-----------|-------------------|-----|-----|----|-----------|-------------------|-----------|
|   |           | LM                | L3M | PYM | LY |           | PriorYTD          | PriorYear |
| Median List Price of all Current Listings       | \$549,000 | ↔                 |     | ↑   |    |           |                   |           |
| Average List Price of all Current Listings      | \$708,294 | ↔                 |     | ↑   |    |           |                   |           |
| November Median Sales Price                     | \$423,875 | ↓                 | ↓   | ↔   | ↑  | \$430,000 | ↑                 | ↑         |
| November Average Sales Price                    | \$477,574 | ↑                 | ↓   | ↓   | ↑  | \$467,289 | ↑                 | ↑         |
| Total Properties Currently for Sale (Inventory) | 223       | ↓                 |     | ↑   |    |           |                   |           |
| November Number of Properties Sold              | 48        | ↓                 |     | ↑   |    | 609       | ↓                 |           |
| November Average Days on Market (Solds)         | 44        | ↓                 | ↓   | ↓   | ↓  | 50        | ↓                 | ↓         |
| November Month's Supply of Inventory            | 4.6       | ↑                 | ↓   | ↓   | ↑  | 4.5       | ↑                 | ↑         |
| November Sale Price vs List Price Ratio         | 96.7%     | ↓                 | ↑   | ↔   | ↑  | 96.0%     | ↔                 | ↔         |

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

### Property Sales

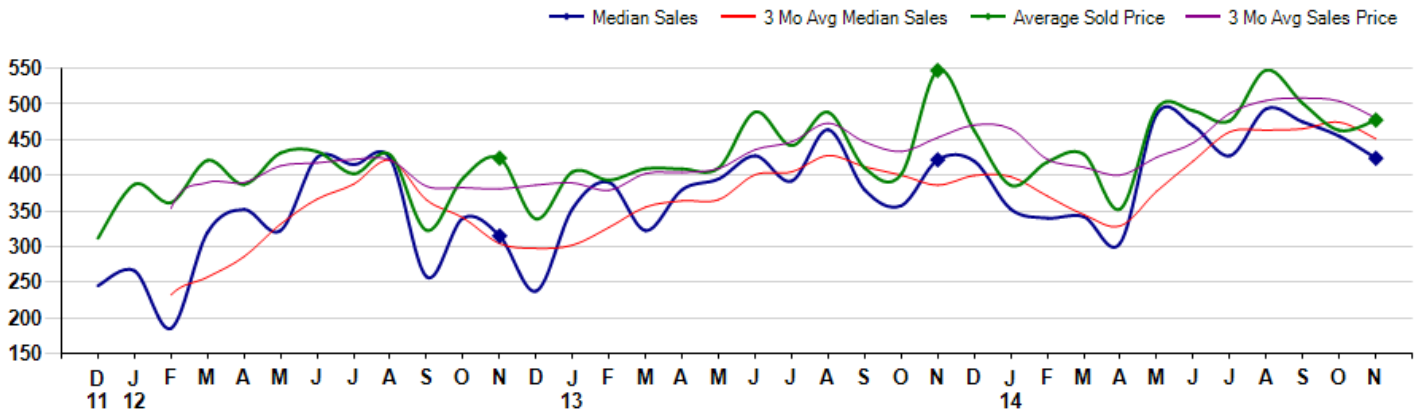
November Property sales were 48, up 26.3% from 38 in November of 2013 and -26.2% lower than the 65 sales last month. November 2014 sales were at a mid level compared to November of 2013 and 2012. November YTD sales of 609 are running -1.9% behind last year's year-to-date sales of 621.



### Prices

The Median Sales Price in November was \$423,875, up 0.5% from \$421,750 in November of 2013 and down -6.8% from \$455,000 last month. The Average Sales Price in November was \$477,574, down -12.7% from \$547,182 in November of 2013 and up 3.1% from \$463,078 last month. November 2014 ASP was at a mid range compared to November of 2013 and 2012.

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



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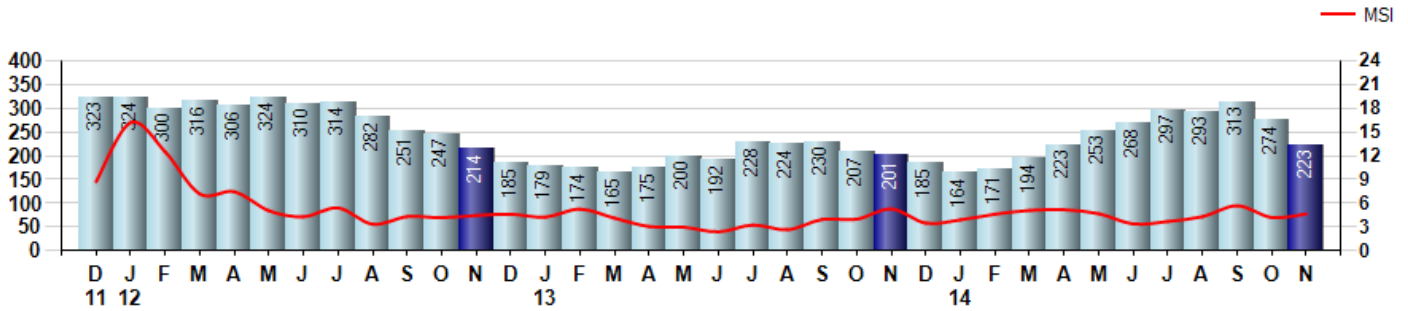
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### Inventory & MSI

The Total Inventory of Properties available for sale as of November was 223, down -18.6% from 274 last month and up 10.9% from 201 in November of last year. November 2014 Inventory was at highest level compared to November of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2014 MSI of 4.6 months was at a mid range compared with November of 2013 and 2012.

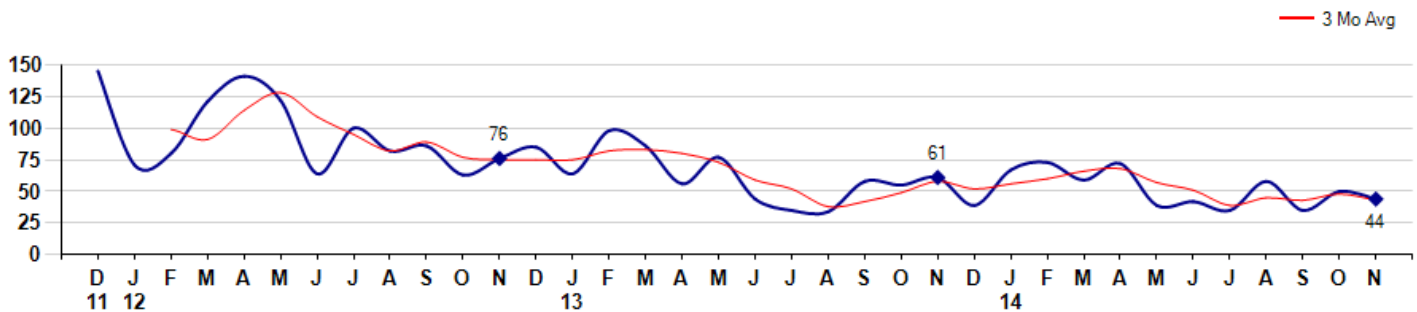
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 November was 44, down -12.0% from 50 days last month and down -27.9% from 61 days in November of last year. The November 2014 DOM was at its lowest level compared with November of 2013 and 2012.

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



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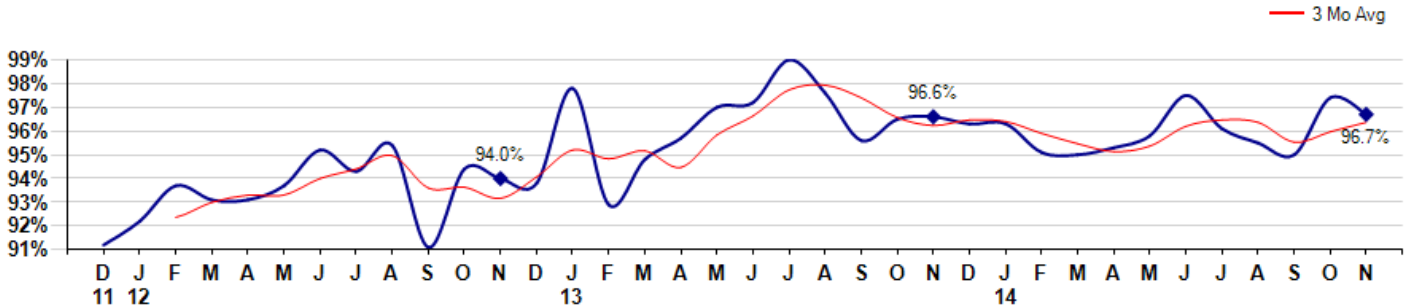


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### Selling Price vs Listing Price

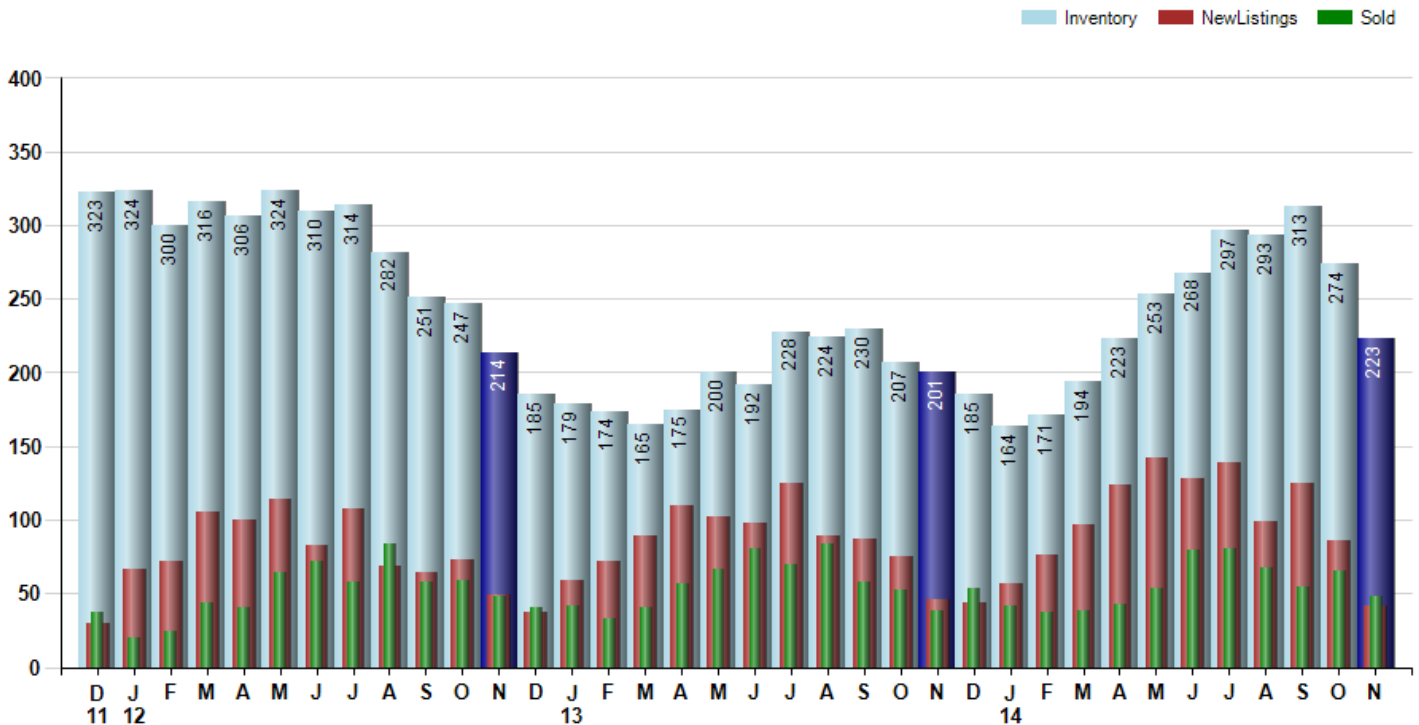
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The November 2014 Selling Price vs List Price of 96.7% was down from 97.4% last month and up from 96.6% in November of last year.

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



### 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 November 2014 was 42, down -51.2% from 86 last month and down -8.7% from 46 in November of last year.



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Based on information from Midwest Real Estate Data LLC for the period 12/1/2011 through 11/30/2014. 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.



# MARKET ACTION REPORT

November 2014

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|                | D 11 | J 12 | F  | M  | A  | M  | J  | J  | A  | S  | O  | N  | D  | J 13 | F  | M  | A  | M  | J  | J  | A  | S  | O  | N  | D  | J 14 | F  | M  | A  | M  | J  | J  | A  | S  | O  | N  |
|----------------|------|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|
| Homes Sold     | 37   | 20   | 24 | 44 | 41 | 64 | 72 | 58 | 84 | 58 | 59 | 48 | 40 | 42   | 33 | 40 | 57 | 67 | 80 | 70 | 84 | 58 | 52 | 38 | 53 | 42   | 37 | 38 | 43 | 54 | 79 | 80 | 68 | 55 | 65 | 48 |
| 3 Mo. Roll Avg |      |      | 27 | 29 | 36 | 50 | 59 | 65 | 71 | 67 | 67 | 55 | 49 | 43   | 38 | 38 | 43 | 55 | 68 | 72 | 78 | 71 | 65 | 49 | 48 | 44   | 44 | 39 | 39 | 45 | 59 | 71 | 76 | 68 | 63 | 56 |

|                   | (000's) D 11 | J 12 | F   | M   | A   | M   | J   | J   | A   | S   | O   | N   | D   | J 13 | F   | M   | A   | M   | J   | J   | A   | S   | O   | N   | D   | J 14 | F   | M   | A   | M   | J   | J   | A   | S   | O   | N   |
|-------------------|--------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Median Sale Price | 245          | 266  | 185 | 320 | 352 | 323 | 425 | 415 | 424 | 258 | 340 | 315 | 238 | 354  | 390 | 323 | 380 | 395 | 428 | 392 | 464 | 380 | 358 | 422 | 420 | 353  | 340 | 342 | 305 | 486 | 470 | 428 | 494 | 475 | 455 | 424 |
| 3 Mo. Roll Avg    |              |      | 232 | 257 | 286 | 332 | 366 | 387 | 421 | 365 | 340 | 304 | 298 | 302  | 327 | 355 | 364 | 366 | 401 | 405 | 428 | 412 | 400 | 386 | 400 | 398  | 371 | 345 | 329 | 378 | 420 | 461 | 464 | 465 | 475 | 451 |

|           | D 11 | J 12 | F   | M   | A   | M   | J   | J   | A   | S   | O   | N   | D   | J 13 | F   | M   | A   | M   | J   | J   | A   | S   | O   | N   | D   | J 14 | F   | M   | A   | M   | J   | J   | A   | S   | O   | N   |
|-----------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Inventory | 323  | 324  | 300 | 316 | 306 | 324 | 310 | 314 | 282 | 251 | 247 | 214 | 185 | 179  | 174 | 165 | 175 | 200 | 192 | 228 | 224 | 230 | 207 | 201 | 185 | 164  | 171 | 194 | 223 | 253 | 268 | 297 | 293 | 313 | 274 | 223 |
| MSI       | 9    | 16   | 13  | 7   | 7   | 5   | 4   | 5   | 3   | 4   | 4   | 4   | 5   | 4    | 5   | 4   | 3   | 3   | 2   | 3   | 3   | 4   | 4   | 5   | 3   | 4    | 5   | 5   | 5   | 5   | 3   | 4   | 4   | 6   | 4   | 5   |

|                | D 11 | J 12 | F  | M   | A   | M   | J   | J   | A  | S  | O  | N  | D  | J 13 | F  | M  | A  | M  | J  | J  | A  | S  | O  | N  | D  | J 14 | F  | M  | A  | M  | J  | J  | A  | S  | O  | N  |
|----------------|------|------|----|-----|-----|-----|-----|-----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|
| Days On Market | 145  | 71   | 80 | 121 | 141 | 122 | 64  | 100 | 82 | 86 | 63 | 76 | 85 | 64   | 98 | 86 | 56 | 77 | 44 | 35 | 34 | 58 | 55 | 61 | 39 | 67   | 73 | 59 | 72 | 39 | 42 | 35 | 58 | 35 | 50 | 44 |
| 3 Mo. Roll Avg |      |      | 99 | 91  | 114 | 128 | 109 | 95  | 82 | 89 | 77 | 75 | 75 | 82   | 83 | 80 | 73 | 59 | 52 | 38 | 42 | 49 | 58 | 52 | 56 | 60   | 66 | 68 | 57 | 51 | 39 | 45 | 43 | 48 | 43 |    |

|                 | D 11 | J 12 | F   | M   | A   | M   | J   | J   | A   | S   | O   | N   | D   | J 13 | F   | M   | A   | M   | J   | J   | A   | S   | O   | N   | D   | J 14 | F   | M   | A   | M   | J   | J   | A   | S   | O   | N   |
|-----------------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Price per Sq Ft | 157  | 159  | 140 | 178 | 159 | 160 | 180 | 172 | 177 | 151 | 167 | 173 | 144 | 176  | 158 | 172 | 186 | 207 | 198 | 186 | 187 | 188 | 182 | 182 | 179 | 184  | 180 | 208 | 192 | 206 | 226 | 210 | 209 | 210 | 194 | 196 |
| 3 Mo. Roll Avg  |      |      | 152 | 159 | 159 | 166 | 166 | 171 | 176 | 167 | 165 | 164 | 161 | 164  | 159 | 169 | 172 | 188 | 197 | 197 | 190 | 187 | 186 | 184 | 181 | 182  | 181 | 191 | 193 | 202 | 208 | 214 | 215 | 210 | 204 | 200 |

|                    | D 11  | J 12  | F     | M     | A     | M     | J     | J     | A     | S     | O     | N     | D     | J 13  | F     | M     | A     | M     | J     | J     | A     | S     | O     | N     | D     | J 14  | F     | M     | A     | M     | J     | J     | A     | S     | O     | N     |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.948 | 0.957 | 0.970 | 0.972 | 0.990 | 0.976 | 0.956 | 0.965 | 0.966 | 0.963 | 0.963 | 0.951 | 0.950 | 0.953 | 0.958 | 0.975 | 0.961 | 0.955 | 0.950 | 0.974 | 0.967 |
| 3 Mo. Roll Avg     |       |       | 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 | 0.952 | 0.945 | 0.958 | 0.966 | 0.977 | 0.979 | 0.974 | 0.966 | 0.962 | 0.965 | 0.964 | 0.959 | 0.955 | 0.951 | 0.954 | 0.962 | 0.965 | 0.964 | 0.955 | 0.960 | 0.964 |

|              | D 11 | J 12 | F   | M   | A   | M   | J   | J   | A   | S   | O   | N   | D   | J 13 | F   | M   | A   | M   | J   | J   | A   | S   | O   | N   | D   | J 14 | F   | M   | A   | M   | J   | J   | A   | S   | O   | N   |
|--------------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| New Listings | 30   | 67   | 72  | 105 | 100 | 114 | 83  | 108 | 69  | 64  | 73  | 49  | 37  | 59   | 72  | 89  | 110 | 102 | 98  | 125 | 89  | 87  | 75  | 46  | 44  | 57   | 76  | 97  | 124 | 142 | 128 | 139 | 99  | 125 | 86  | 42  |
| Inventory    | 323  | 324  | 300 | 316 | 306 | 324 | 310 | 314 | 282 | 251 | 247 | 214 | 185 | 179  | 174 | 165 | 175 | 200 | 192 | 228 | 224 | 230 | 207 | 201 | 185 | 164  | 171 | 194 | 223 | 253 | 268 | 297 | 293 | 313 | 274 | 223 |
| Sales        | 37   | 20   | 24  | 44  | 41  | 64  | 72  | 58  | 84  | 58  | 59  | 48  | 40  | 42   | 33  | 40  | 57  | 67  | 80  | 70  | 84  | 58  | 52  | 38  | 53  | 42   | 37  | 38  | 43  | 54  | 79  | 80  | 68  | 55  | 65  | 48  |

|                | (000's) D 11 | J 12 | F   | M   | A   | M   | J   | J   | A   | S   | O   | N   | D   | J 13 | F   | M   | A   | M   | J   | J   | A   | S   | O   | N   | D   | J 14 | F   | M   | A   | M   | J   | J   | A   | S   | O   | N   |
|----------------|--------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Avg Sale Price | 312          | 387  | 362 | 421 | 387 | 431 | 434 | 402 | 429 | 323 | 396 | 424 | 339 | 405  | 393 | 409 | 409 | 410 | 489 | 442 | 489 | 410 | 402 | 547 | 463 | 386  | 419 | 430 | 353 | 494 | 491 | 477 | 548 | 501 | 463 | 478 |
| 3 Mo. Roll Avg |              |      | 354 | 390 | 390 | 413 | 417 | 422 | 422 | 385 | 383 | 381 | 386 | 389  | 379 | 403 | 404 | 410 | 436 | 447 | 473 | 447 | 433 | 453 | 471 | 465  | 422 | 411 | 400 | 425 | 446 | 487 | 505 | 508 | 504 | 481 |

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