MARKET ACTION REPORT

January 2014

MLS Area: Northbrook



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

| | | Ί | rending | Versus*: | | Trending V | √ersus*: | | |
|---|-----------|----|------------------|----------|----|------------|----------|-----------|--|
| Market Profile & Trends Overview | Month | LM | L ₃ M | PYM | LY | YTD | PriorYTD | PriorYear | |
| Median List Price of all Current Listings | \$485,000 | 1 | | * | | | | | |
| Average List Price of all Current Listings | \$688,264 | 1 | | 1 | | | | | |
| January Median Sales Price | \$350,000 | + | + | 1 | + | \$350,000 | 4 | 1 | |
| January Average Sales Price | \$380,662 | + | + | 1 | + | \$380,662 | 1 | 1 | |
| Total Properties Currently for Sale (Inventory) | 137 | + | | 1 | | | | | |
| January Number of Properties Sold | 41 | + | - | 1 | - | 41 | 4 | - | |
| January Average Days on Market (Solds) | 66 | 1 | * | 1 | * | 66 | 1 | 1 | |
| January Month's Supply of Inventory | 3.3 | 1 | + | + | + | 3.3 | 4 | 1 | |
| January Sale Price vs List Price Ratio | 96.2% | - | 1 | 1 | 1 | 96.2% | 1 | 1 | |

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

Property Sales

January Property sales were 41, down -2.4% from 42 in January of 2013 and -22.6% lower than the 53 sales last month. January 2014 sales were at a mid level compared to January of 2013 and 2012. January YTD sales of 41 are running -2.4% behind last year's year-to-date sales of 42.



The Median Sales Price in January was \$350,000, down -1.0% from \$353,500 in January of 2013 and down -16.7% from \$420,000 last month. The Average Sales Price in January was \$380,662, down -6.0% from \$404,982 in January of 2013 and down -17.7% from \$462,794 last month. January 2014 ASP was at the lowest level compared to January of 2013 and 2012.

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



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Based on information from Midwest Real Estate Data LLC for the period 2/1/2011 through 1/31/2014. 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.



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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 137, down -17.0% from 165 last month and down -23.0% from 178 in January of last year. January 2014 Inventory was at the lowest level compared to January of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2014 MSI of 3.3 months was at its lowest level compared with January of 2013 and 2012.

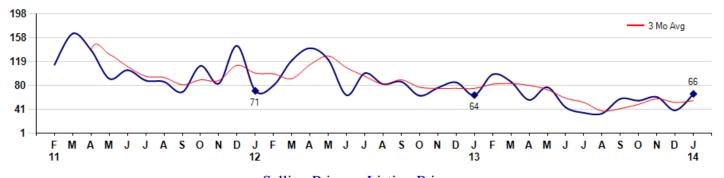
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 66, up 69.2% from 39 days last month and up 3.1% from 64 days in January of last year. The January 2014 DOM was at a mid range compared with January of 2013 and 2012.

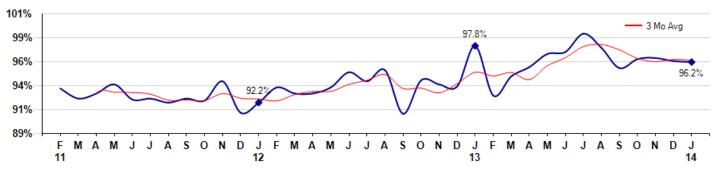
Average Days on Market(Listing to Contract) for properties sold during the month



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 January 2014 Selling Price vs List Price of 96.2% was down from 96.3% last month and down from 97.8% in January of last year.

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



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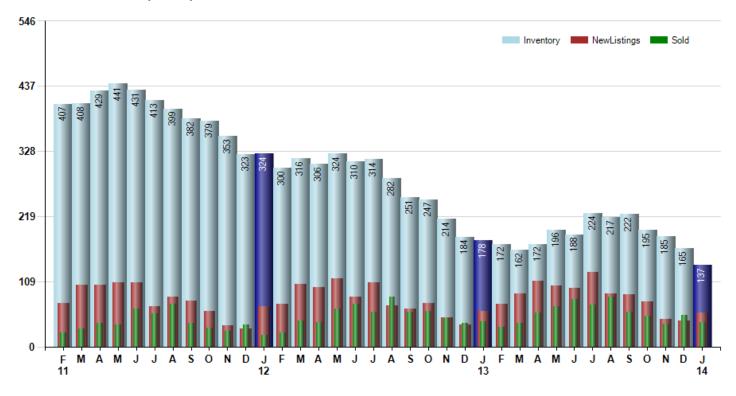
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Inventory / New Listings / Sales

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 January 2014 was 57, up 29.5% from 44 last month and down -3.4% from 59 in January of last year.



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| Homes Sold | F 11 | M 30 | A 39 | M 37 | 63 | J 56 | 71 | 40 | 31 | N 26 | D 37 | J 12 20 | F 24 | M 44 | 41 | M 64 | 72 | <u>J</u> 58 | A 84 | 58 | O 59 | N 48 | 40 | J 13 42 | F 33 | M 40 | A 57 | M 67 | - J - 80 | 70 | A 84 | 58 | O 52 | N 38 | D J 14 53 41 |
|-----------------------------------|-------------|----------|------------|------------|------------|------------|------------|------------|-------|------------------|----------|-------------|------------|------------|----------|------------|-------|----------------|------------|------------|---------|-------------|----------|-------------|-------|------------|------------|------------|-------------|------------|---------|------------|------------|------------|--------------------|
| 3 Mo. Roll Avg | 24 | 30 | 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 | 55 | 68 | 72 | 78 | 71 | 65 | 49 | 48 44 |
| <u>B</u> | | 1 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| (000's) | 1 11 | M | A | M | J | J | A | S | О | N | | | F | M | A | M | J | J | A | S | О | N | D | J 13 | F | M | A | M | J | J | A | S | О | N | D J 14 |
| MedianSalePrice | 271 | 319 | 299 296 | 402 340 | 360 354 | 379 380 | 315 351 | 362 352 | | 248 288 | 245 | 266 | 185 232 | 320 | 352 | 323 | 425 | 415 | 424 421 | 258 365 | | 315 304 | 238 | 354 302 | 390 | 323 355 | 380 364 | 395 366 | 428 401 | 392 405 | | 380 412 | 358 400 | 422 386 | 420 350 |
| 3 Mo. Roll Avg | | | 290 | 340 | 354 | 380 | 351 | 352 | 311 | 288 | 249 | 253 | 232 | 257 | 286 | 332 | 366 | 387 | 421 | 305 | 340 | 304 | 298 | 302 | 327 | 355 | 304 | 300 | 401 | 405 | 428 | 412 | 400 | 380 | 400 397 |
| | F 11 | М | Α | M | J | J | A | S | O | N | D | J 12 | F | M | Α | M | .T | .T | A | S | О | N | D | J 13 | F | M | A | M | J | .II | A | S | 0 | N | D J 14 |
| Inventory | 407 | 408 | 429 | 441 | 431 | 413 | 399 | 382 | 379 | 353 | 323 | 324 | 300 | 316 | | 324 | 310 | 314 | 282 | | | | 184 | 178 | 172 | 162 | 172 | | 188 | 224 | 217 | | | 185 | 165 137 |
| MSI | 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 | 4 | 4 | 5 | 3 3 |
| | T 44 | 3.6 | | 3.6 | - | _ | | al | | X Y | | T 10 | - | 3.5 | | 3.6 | - | - | | al | | N. 71 | | T 10 | - | 3.5 | | 3.6 | - | _ | | al | | X 7 | D 114 |
| Days On Market | F 11 114 | M 165 | 138 | 91 | 105 | 88 | 86 | 69 | 112 | 83 | 145 | J 12 71 | 80 | M 121 | 141 | M 122 | 64 | 100 | 82 | 86 | 63 | 76 | | J 13 64 | 98 | M 86 | 56 | 77 | 44 | 35 | 34 | 58 | 55 | N 61 | D J 14 39 66 |
| 3 Mo. Roll Avg | | 100 | 139 | | 111 | 95 | 93 | 81 | 89 | | 113 | 100 | 99 | 91 | 114 | 128 | 109 | 95 | 82 | 89 | 77 | 75 | 85 75 | 75 | 82 | 83 | 80 | 73 | 59 | 35 52 | 38 | 42 | 49 | 58 | 39 66 52 55 |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | F 11 | M | A | M | J | J | A | S | O | N | | J 12 | F | M | A | M | J | J | A | S | O | N | | J 13 | F | M | A | M | J | J | A | S | 0 | N | D J 14 |
| Price per Sq Ft 3 Mo. Roll Avg | 164 | 169 | | 171 169 | 170 169 | 175 172 | | 166 169 | | | | 159 160 | | 178 159 | | 160 166 | | | 177 176 | | | | | | | | | | 198 197 | 186 197 | | | | | 179 184 181 182 |
| 5 Mo. Koli Avg | | | 107 | 107 | 107 | 1/2 | 1/1 | 102 | 137 | 137 | 130 | 100 | 134 | 137 | 133 | 100 | 100 | 1/1 | 1/0 | 107 | 103 | 104 | 101 | 104 | 133 | 102 | 1/2 | 100 | 171 | 171 | 170 | 107 | 100 | 104 | 101 102 |
| | F 11 | M | A | M | J | J | A | S | 0 | N | D | J 12 | F | M | Α | M | J | J | A | S | 0 | N | D | J 13 | F | M | A | M | J | J | A | S | 0 | N | D J 14 |
| Sale to List Price | 0.936 | 0.926 | | | | | 0.922 | | 0.924 | | | | 0.937 | | | | | | | | | 0.940 | | | 0.929 | | | | | 0.990 | | | | | 0.963 0.962 |
| 3 Mo. Roll Avg | | | 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 | 0.952 | 0.945 | 0.958 | 0.966 | 0.977 | 0.979 | 0.974 | 0.966 | .962 | 0.965 0.964 |
| | TC 11 | NA | A.I. | 3.4 | T | т | A.I | C | | N.T | D | T 10 | 177 | М | A 1 | 3.4 | T | т | A.I | C) | | MI | ъ | T 12 | TO | 3.4 | A | 3.4 | T | т | A I | C) | | MI | D 114 |
| New Listings | F 11 | M 103 | 103 | M 107 | 107 | 68 | A 84 | 77 | 60 | 35 | 30 | J 12 | 72 | 105 | 100 | M 114 | 83 | 108 | 69 | 64 | 73 | 49 | 37 | J 13 | 72 | M 89 | 110 | M 102 | 98 | 125 | 89 | 87 | 75 | 46 | D J 14 44 57 |
| Inventory | 407 | 408 | 429 | 441 | 431 | 413 | 399 | 382 | 379 | 353 | 323 | 324 | 300 | 316 | 306 | 324 | 310 | 314 | 282 | 251 | 247 | 214 | 184 | 178 | 172 | | 172 | 196 | 188 | 224 | 217 | 222 | 195 | 185 | 165 137 |
| Sales | 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 | 40 | 57 | 67 | 80 | 70 | 84 | 58 | 52 | 38 | 53 41 |
| (000%) | TD 44 | 3.6 | | 3.6 | ¥I. | FI | A 1 | CI. | 01 | N 7 ¹ | T | T 10 | T-1 | 3.5 | | 3.6 | - FI | ¥1 | | GI. | 0 | N 71 | D | T 12 | T. | 3.6 | • | 3.6 | ¥I. | ᆔ | A 1 | GI. | | NT | D 114 |
| Avg Sale Price | F 11 | M 451 | A 347 | M 406 | 412 | 437 | 411 | 399 | 332 | N 264 | 312 | J 12 387 | 362 | M 421 | A 387 | M 431 | 434 | 402 | 429 | 323 | 396 | N 424 | 339 | J 13 405 | 393 | M 409 | A 409 | M 410 | 489 | 442 | 489 | 410 | O 402 | N 547 | D J 14 463 381 |
| 3 Mo. Roll Avg | 370 | 101 | 389 | 402 | 388 | 418 | | 415 | 380 | | | 321 | | 390 | | 413 | | | 422 | | 383 | | | | | | | | 436 | 447 | | | | | 471 464 |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

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