

MLS Area: Northbrook



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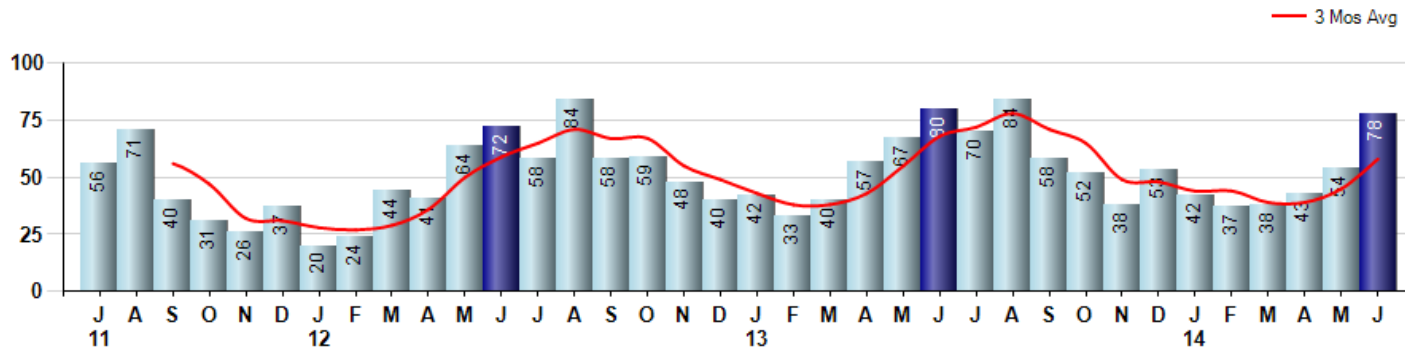
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$604,500	↑		↑				
Average List Price of all Current Listings	\$762,042	↔		↑				
June Median Sales Price	\$469,750	↓	↑	↑	↑	\$376,500	↔	↓
June Average Sales Price	\$491,362	↔	↑	↔	↑	\$438,997	↑	↔
Total Properties Currently for Sale (Inventory)	250	↑		↑				
June Number of Properties Sold	78	↑		↓		292	↓	
June Average Days on Market (Solds)	43	↑	↓	↓	↓	56	↓	↔
June Month's Supply of Inventory	3.2	↓	↓	↑	↓	4.3	↑	↑
June Sale Price vs List Price Ratio	97.5%	↑	↑	↑	↑	96.0%	↑	↔

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

Property Sales

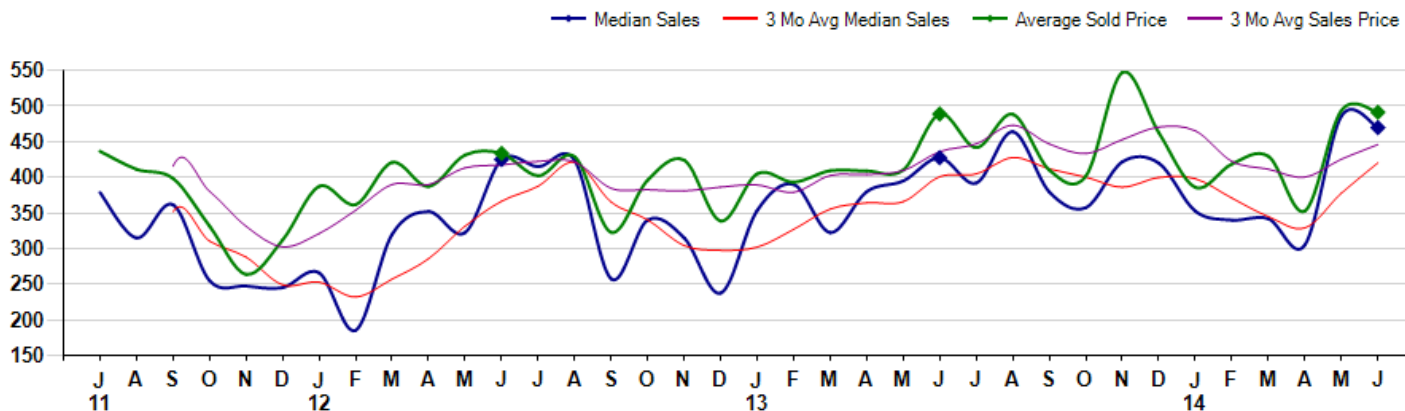
June Property sales were 78, down -2.5% from 80 in June of 2013 and 44.4% higher than the 54 sales last month. June 2014 sales were at a mid level compared to June of 2013 and 2012. June YTD sales of 292 are running -8.5% behind last year's year-to-date sales of 319.



Prices

The Median Sales Price in June was \$469,750, up 9.9% from \$427,500 in June of 2013 and down -3.3% from \$486,000 last month. The Average Sales Price in June was \$491,362, up 0.5% from \$488,922 in June of 2013 and down -0.5% from \$493,836 last month. June 2014 ASP was at highest level compared to June of 2013 and 2012.

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



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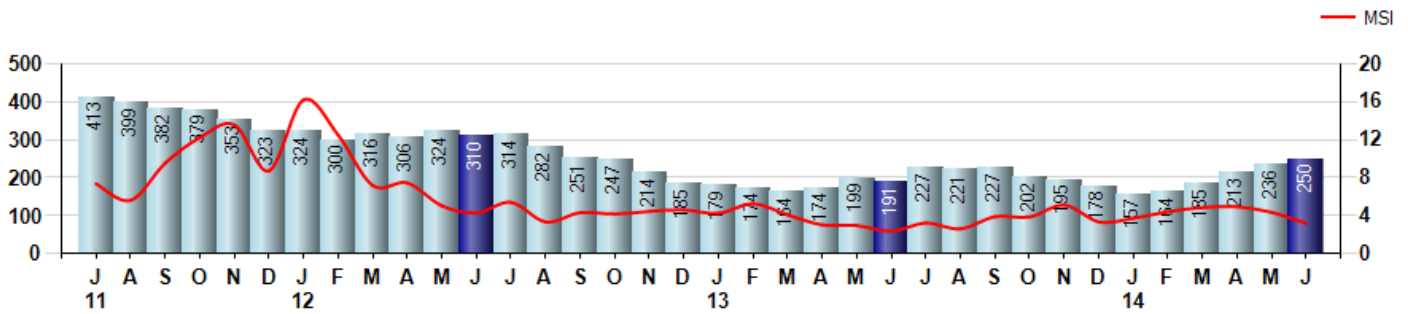
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Inventory & MSI

The Total Inventory of Properties available for sale as of June was 250, up 5.9% from 236 last month and up 30.9% from 191 in June of last year. June 2014 Inventory was at a mid range compared to June of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2014 MSI of 3.2 months was at a mid range compared with June of 2013 and 2012.

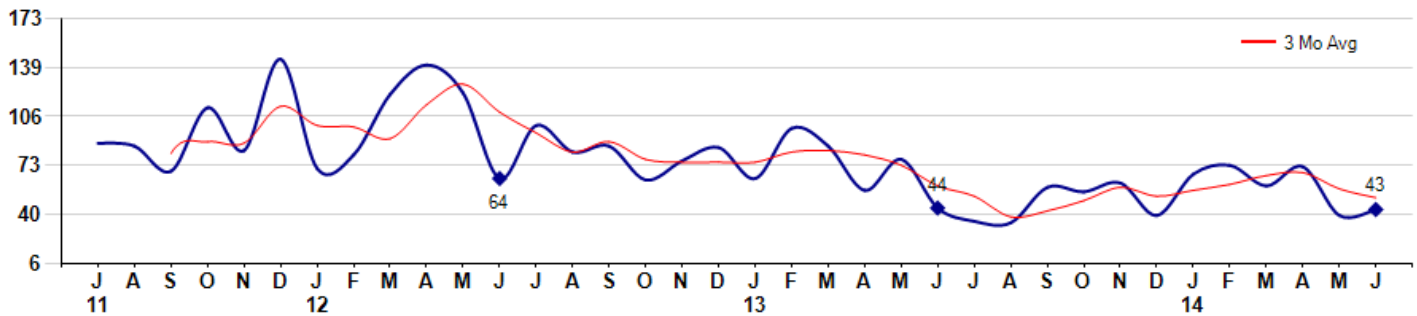
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 June was 43, up 10.3% from 39 days last month and down -2.3% from 44 days in June of last year. The June 2014 DOM was at its lowest level compared with June of 2013 and 2012.

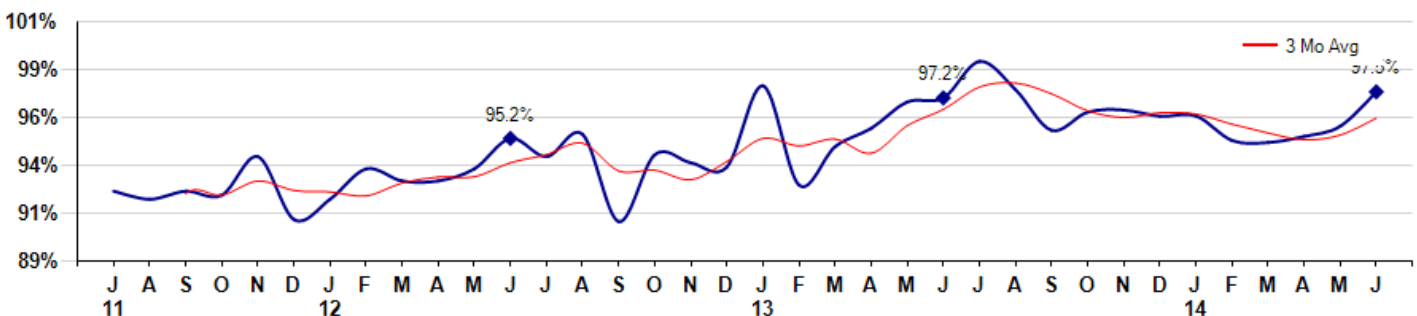
Average Days on Market(Listing to Contract) for properties sold during the month



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 June 2014 Selling Price vs List Price of 97.5% was up from 95.8% last month and up from 97.2% in June of last year.

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



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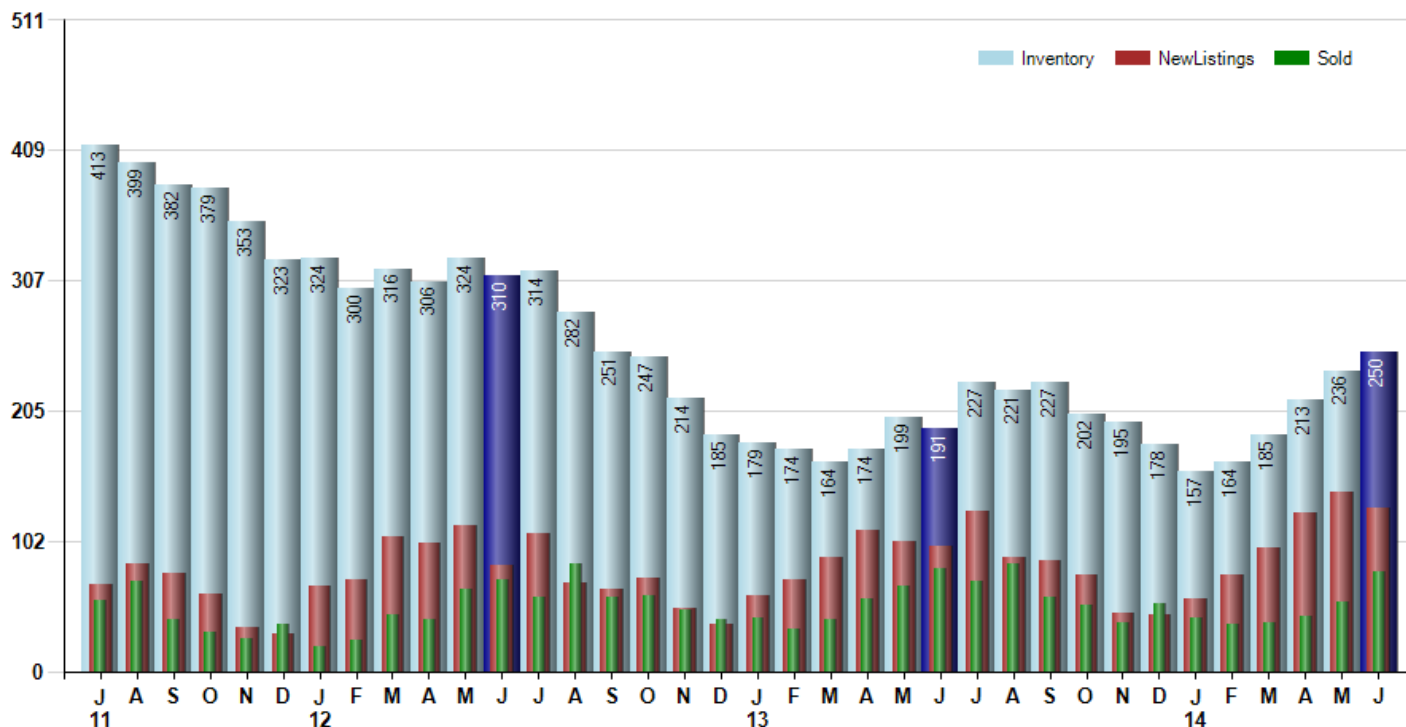
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Inventory / New Listings / Sales

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 June 2014 was 128, down -8.6% from 140 last month and up 30.6% from 98 in June of last year.



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MARKET ACTION REPORT

June 2014

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	J 11	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	O	N	D	J 14	F	M	A	M	J
Homes Sold	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	42	37	38	43	54	78
3 Mo. Roll Avg			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	44	39	39	45	58

	(000's) J 11	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	O	N	D	J 14	F	M	A	M	J
Median Sale Price	379	315	362	255	248	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
3 Mo. Roll Avg			352	311	288	249	253	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

	J 11	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	O	N	D	J 14	F	M	A	M	J
Inventory	413	399	382	379	353	323	324	300	316	306	324	310	314	282	251	247	214	185	179	174	164	174	199	191	227	221	227	202	195	178	157	164	185	213	236	250
MSI	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	4	4	5	5	4	3

	J 11	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	O	N	D	J 14	F	M	A	M	J
Days On Market	88	86	69	112	83	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	43
3 Mo. Roll Avg			81	89	88	113	100	99	91	114	128	109	95	82	89	77	75	75	75	82	83	80	73	59	52	38	42	49	58	52	56	60	66	68	57	51

	J 11	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	O	N	D	J 14	F	M	A	M	J
Price per Sq Ft	175	167	166	145	165	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	225
3 Mo. Roll Avg			169	159	159	156	160	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

	J 11	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	O	N	D	J 14	F	M	A	M	J
Sale to List Price	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	0.948	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
3 Mo. Roll Avg			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	0.962	0.965	0.964	0.959	0.955	0.951	0.954	0.962

	J 11	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	O	N	D	J 14	F	M	A	M	J
New Listings	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	75	46	44	57	76	97	124	140	128
Inventory	413	399	382	379	353	323	324	300	316	306	324	310	314	282	251	247	214	185	179	174	164	174	199	191	227	221	227	202	195	178	157	164	185	213	236	250
Sales	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	42	37	38	43	54	78

	(000's) J 11	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	O	N	D	J 14	F	M	A	M	J
Avg Sale Price	437	411	399	332	264	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
3 Mo. Roll Avg			415	380	331	302	321	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

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