

MLS Area: Northbrook



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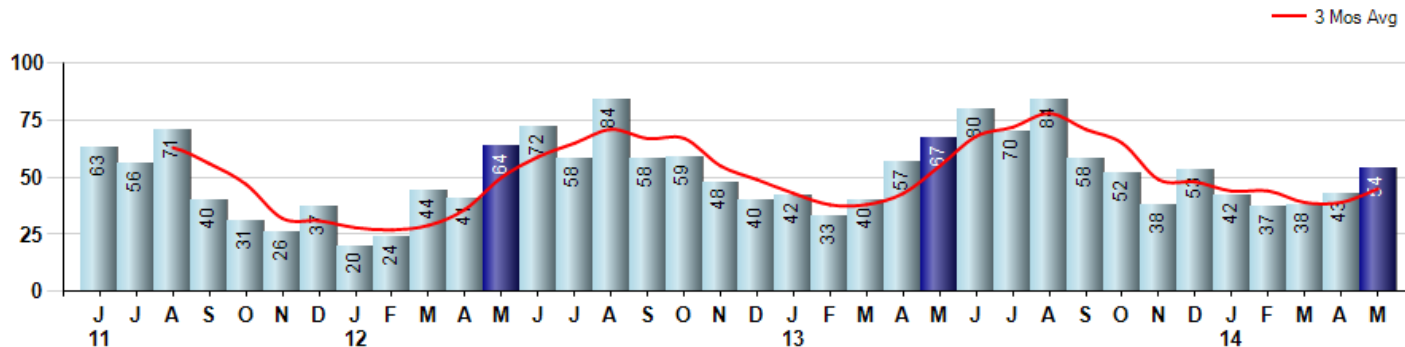
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$599,000	↔		↑				
Average List Price of all Current Listings	\$791,228	↑		↑				
May Median Sales Price	\$486,000	↑	↑	↑	↑	\$350,000	↓	↓
May Average Sales Price	\$493,836	↑	↑	↑	↑	\$419,911	↑	↓
Total Properties Currently for Sale (Inventory)	221	↑		↑				
May Number of Properties Sold	54	↑		↓		214	↓	
May Average Days on Market (Solds)	39	↓	↓	↓	↓	60	↓	↑
May Month's Supply of Inventory	4.1	↓	↓	↑	↑	4.3	↑	↑
May Sale Price vs List Price Ratio	95.8%	↑	↑	↓	↔	95.3%	↔	↓

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

Property Sales

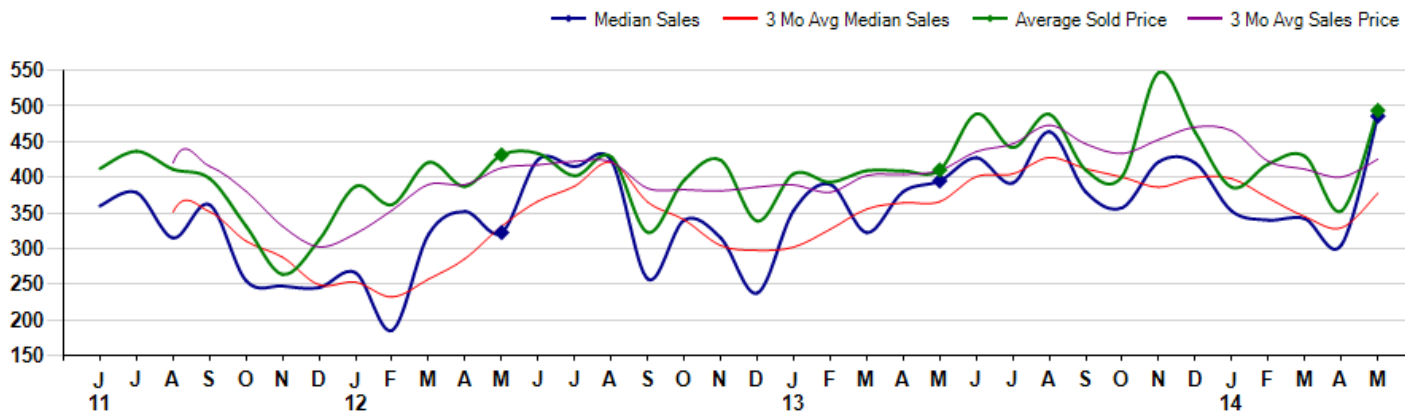
May Property sales were 54, down -19.4% from 67 in May of 2013 and 25.6% higher than the 43 sales last month. May 2014 sales were at their lowest level compared to May of 2013 and 2012. May YTD sales of 214 are running -10.5% behind last year's year-to-date sales of 239.



Prices

The Median Sales Price in May was \$486,000, up 23.0% from \$395,000 in May of 2013 and up 59.3% from \$305,000 last month. The Average Sales Price in May was \$493,836, up 20.3% from \$410,398 in May of 2013 and up 40.0% from \$352,768 last month. May 2014 ASP was at highest level compared to May of 2013 and 2012.

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



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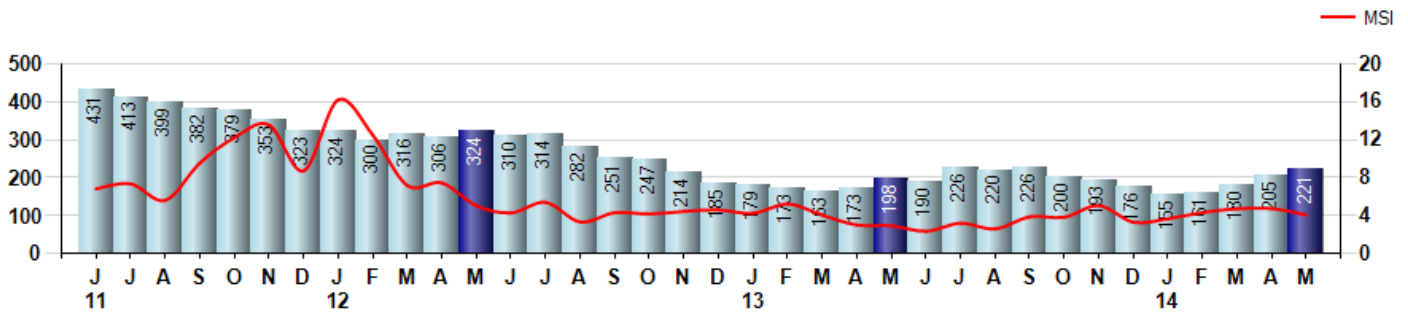
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Inventory & MSI

The Total Inventory of Properties available for sale as of May was 221, up 7.8% from 205 last month and up 11.6% from 198 in May of last year. May 2014 Inventory was at a mid range compared to May of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2014 MSI of 4.1 months was at a mid range compared with May of 2013 and 2012.

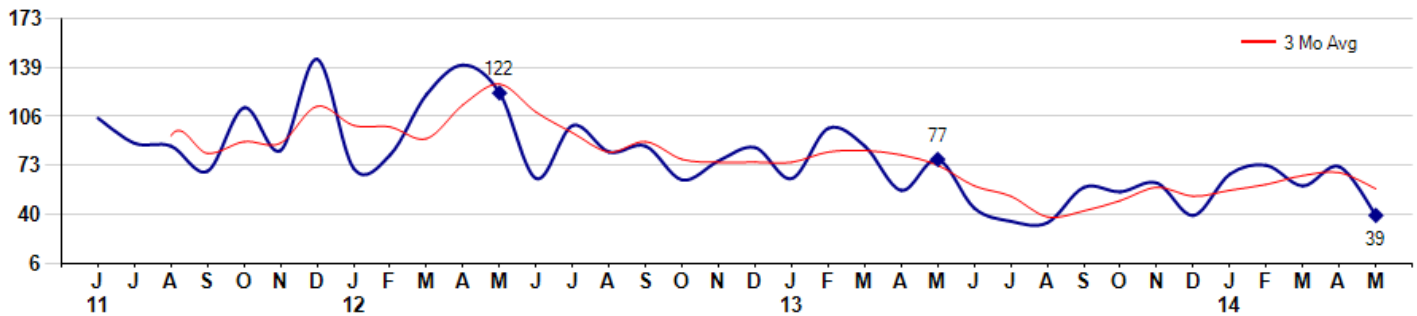
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 May was 39, down -45.8% from 72 days last month and down -49.4% from 77 days in May of last year. The May 2014 DOM was at its lowest level compared with May of 2013 and 2012.

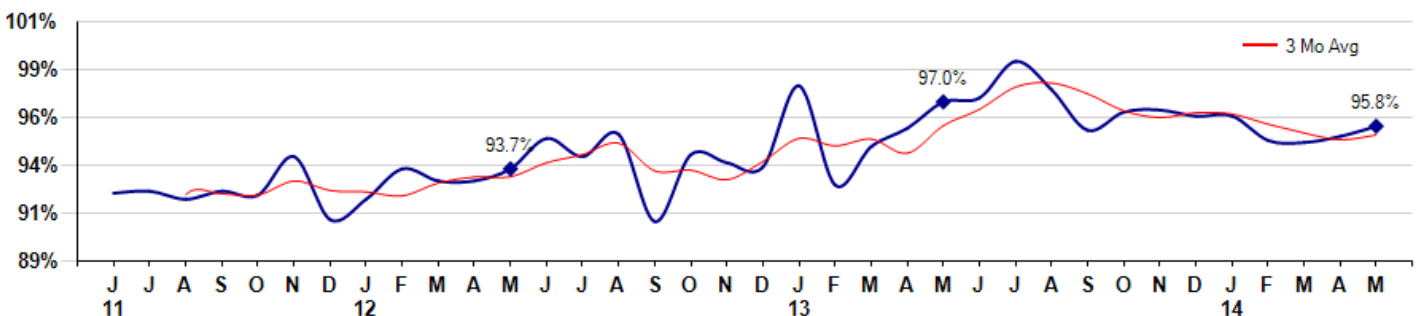
Average Days on Market(Listing to Contract) for properties sold during the month



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 May 2014 Selling Price vs List Price of 95.8% was up from 95.3% last month and down from 97.0% in May of last year.

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



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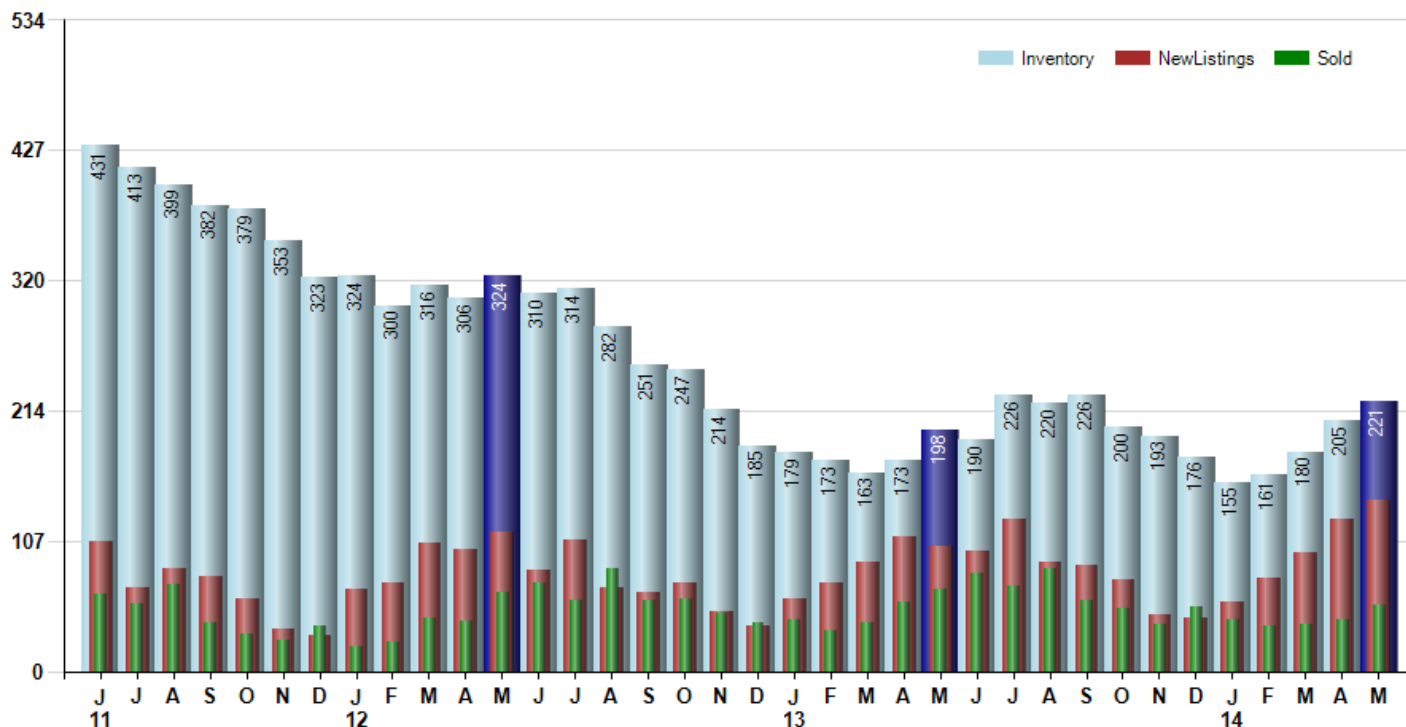
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Inventory / New Listings / Sales

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 May 2014 was 140, up 12.9% from 124 last month and up 37.3% from 102 in May of last year.



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Homes Sold	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	42	37	38	43	54
3 Mo. Roll Avg			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	44	39	39	45

(000's)	J 11	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	O	N	D	J 14	F	M	A	M
Median Sale Price	360	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
3 Mo. Roll Avg			351	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

	J 11	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	O	N	D	J 14	F	M	A	M
Inventory	431	413	399	382	379	353	323	324	300	316	306	324	310	314	282	251	247	214	185	179	173	163	173	198	190	226	220	226	200	193	176	155	161	180	205	221
MSI	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	4	4	5	5	4

	J 11	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	O	N	D	J 14	F	M	A	M
Days On Market	105	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
3 Mo. Roll Avg			93	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

	J 11	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	O	N	D	J 14	F	M	A	M
Price per Sq Ft	170	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
3 Mo. Roll Avg			171	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

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

	J 11	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	O	N	D	J 14	F	M	A	M
New Listings	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	75	46	44	57	76	97	124	140
Inventory	431	413	399	382	379	353	323	324	300	316	306	324	310	314	282	251	247	214	185	179	173	163	173	198	190	226	220	226	200	193	176	155	161	180	205	221
Sales	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	42	37	38	43	54

(000's)	J 11	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	O	N	D	J 14	F	M	A	M
Avg Sale Price	412	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
3 Mo. Roll Avg			420	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

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