

MLS Area: Northbrook



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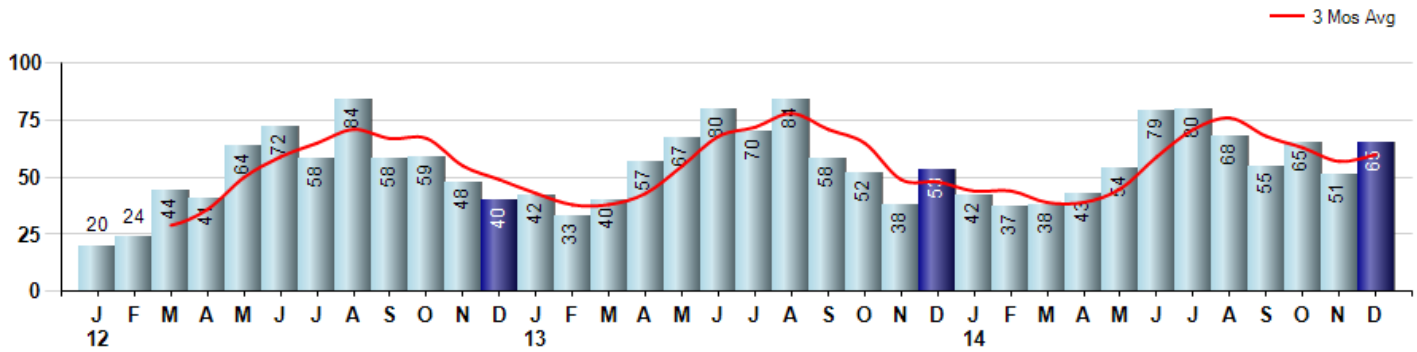
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$526,500	↓		↑				
Average List Price of all Current Listings	\$692,671	↑		↑				
December Median Sales Price	\$429,000	↔	↓	↑	↑	\$429,000	↑	↑
December Average Sales Price	\$492,399	↑	↑	↑	↑	\$469,348	↑	↑
Total Properties Currently for Sale (Inventory)	200	↓		↑				
December Number of Properties Sold	65	↑		↑		677	↔	
December Average Days on Market (Solds)	48	↑	↑	↑	↓	50	↓	↓
December Month's Supply of Inventory	3.1	↓	↓	↓	↓	4.4	↑	↑
December Sale Price vs List Price Ratio	95.9%	↓	↔	↓	↔	95.9%	↔	↔

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

Property Sales

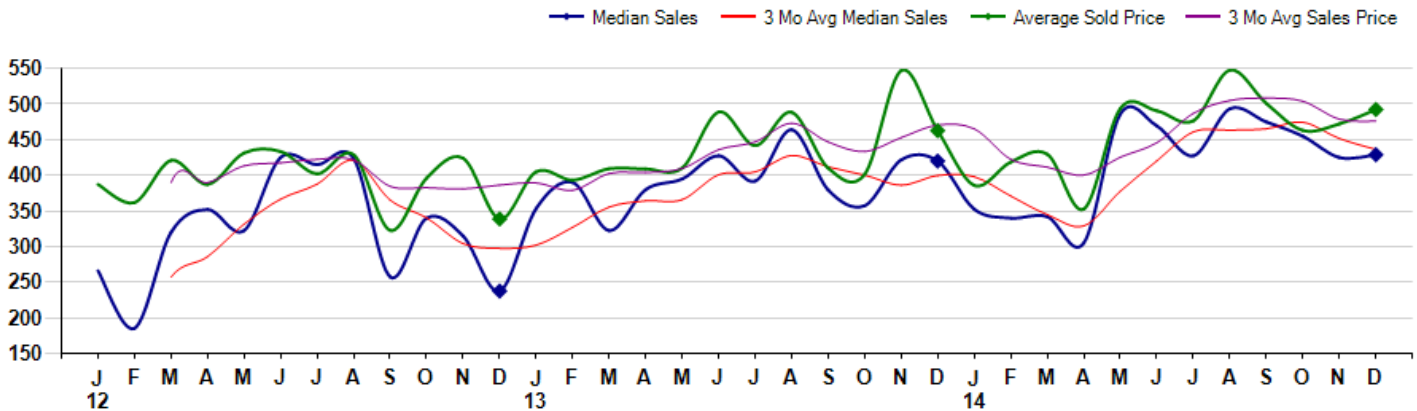
December Property sales were 65, up 22.6% from 53 in December of 2013 and 27.5% higher than the 51 sales last month. December 2014 sales were at their highest level compared to December of 2013 and 2012. December YTD sales of 677 are running 0.4% ahead of last year's year-to-date sales of 674.



Prices

The Median Sales Price in December was \$429,000, up 2.1% from \$420,000 in December of 2013 and up 0.9% from \$425,000 last month. The Average Sales Price in December was \$492,399, up 6.4% from \$462,794 in December of 2013 and up 4.3% from \$472,305 last month. December 2014 ASP was at highest level compared to December of 2013 and 2012.

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



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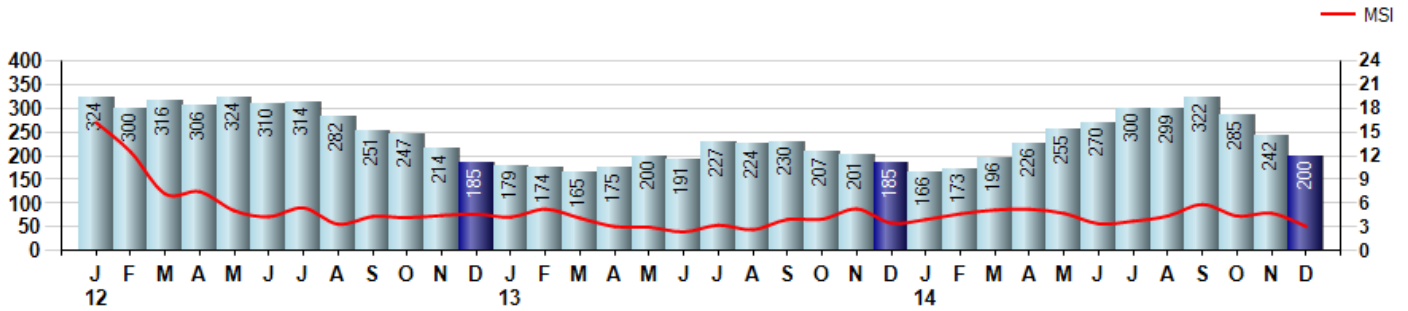
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 200, down -17.4% from 242 last month and up 8.1% from 185 in December of last year. December 2014 Inventory was at highest level compared to December of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2014 MSI of 3.1 months was at its lowest level compared with December of 2013 and 2012.

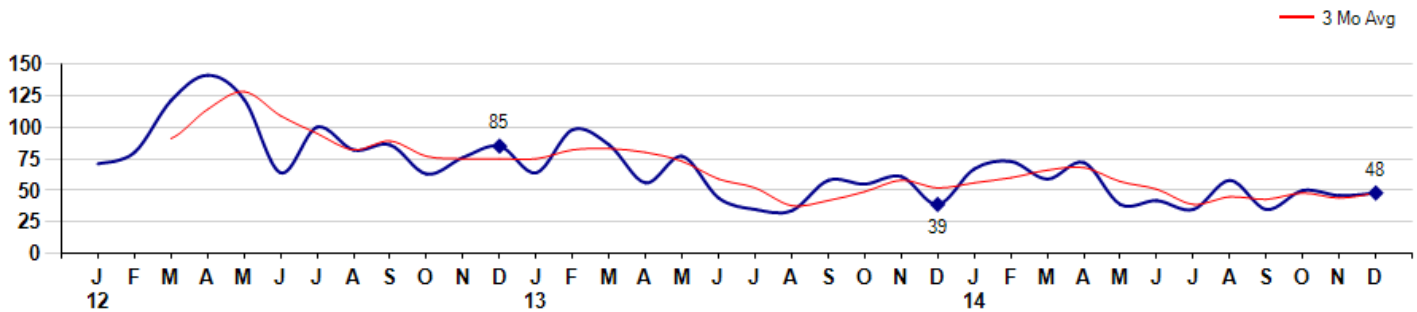
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 48, up 4.3% from 46 days last month and up 23.1% from 39 days in December of last year. The December 2014 DOM was at a mid range compared with December of 2013 and 2012.

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



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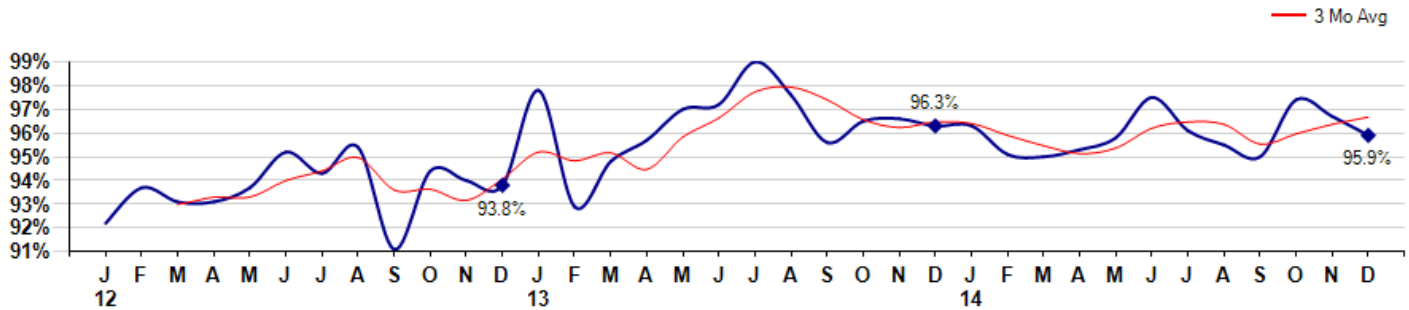


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Selling Price vs Listing Price

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 December 2014 Selling Price vs List Price of 95.9% was down from 96.7% last month and down from 96.3% in December of last year.

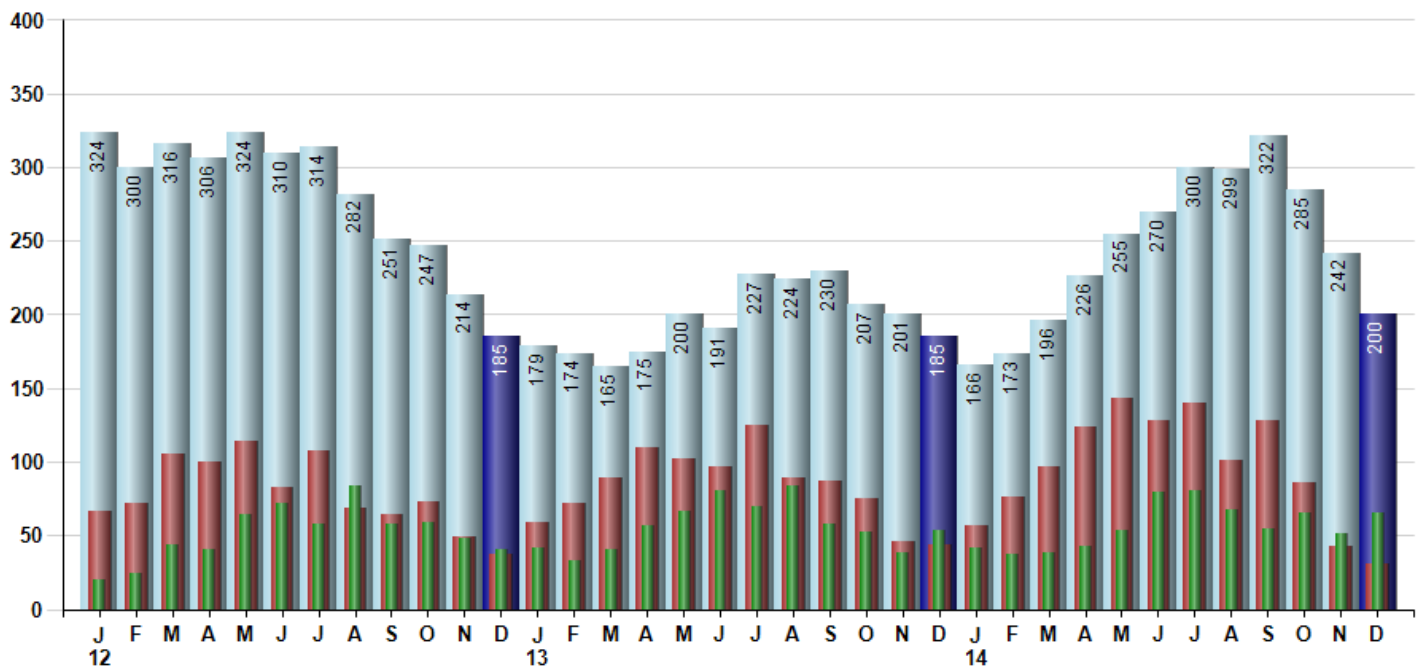
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 December 2014 was 31, down -27.9% from 43 last month and down -29.5% from 44 in December of last year.

Inventory NewListings Sold



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	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	D
Homes Sold	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	51	65
3 Mo. Roll Avg			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	57	60

(000's)	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	D
Median Sale Price	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	425	429
3 Mo. Roll Avg			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	452	436

	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	D
Inventory	324	300	316	306	324	310	314	282	251	247	214	185	179	174	165	175	200	191	227	224	230	207	201	185	166	173	196	226	255	270	300	299	322	285	242	200
MSI	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	3	4	4	6	4	5	3	

	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	D
Days On Market	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	46	48
3 Mo. Roll Avg			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	44	48	

	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	D
Price per Sq Ft	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	210	194	200	204	
3 Mo. Roll Avg			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	205	201	199

	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	D
Sale to List Price	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	0.959
3 Mo. Roll Avg			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	0.967

	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	D
New Listings	67	72	105	100	114	83	108	69	64	73	49	37	59	72	89	110	102	97	125	89	87	75	46	44	57	76	97	124	143	128	140	101	128	86	43	31
Inventory	324	300	316	306	324	310	314	282	251	247	214	185	179	174	165	175	200	191	227	224	230	207	201	185	166	173	196	226	255	270	300	299	322	285	242	200
Sales	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	51	65

(000's)	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	D
Avg Sale Price	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	472	492
3 Mo. Roll Avg			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	479	476

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