

MLS Area: Northbrook



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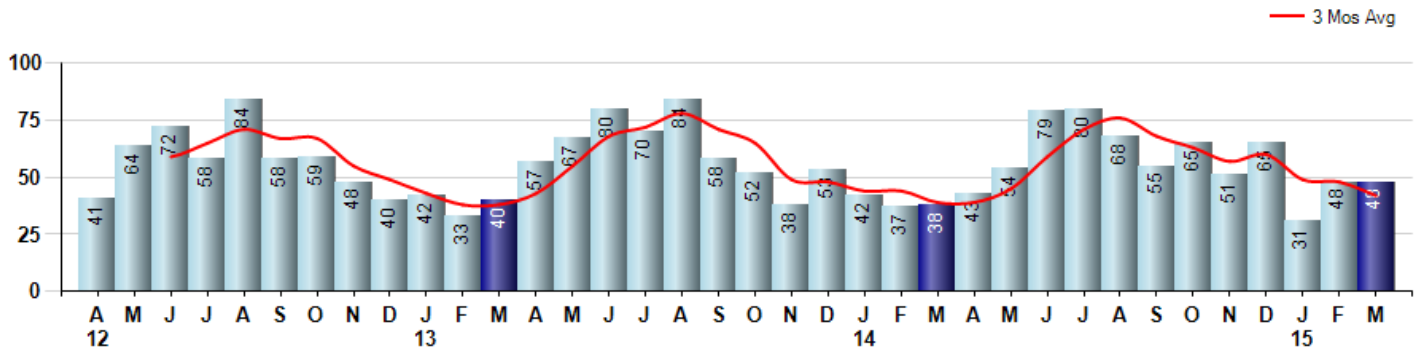
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$599,450	↑		↑				
Average List Price of all Current Listings	\$723,895	↑		↑				
March Median Sales Price	\$392,500	↓	↓	↑	↓	\$449,000	↑	↑
March Average Sales Price	\$420,577	↓	↓	↓	↓	\$476,831	↑	↔
Total Properties Currently for Sale (Inventory)	208	↑		↑				
March Number of Properties Sold	48	↔		↑		127	↑	
March Average Days on Market (Solds)	70	↓	↑	↑	↑	69	↑	↑
March Month's Supply of Inventory	4.3	↑	↓	↓	↓	4.9	↑	↑
March Sale Price vs List Price Ratio	94.8%	↓	↓	↓	↓	95.8%	↑	↔

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

Property Sales

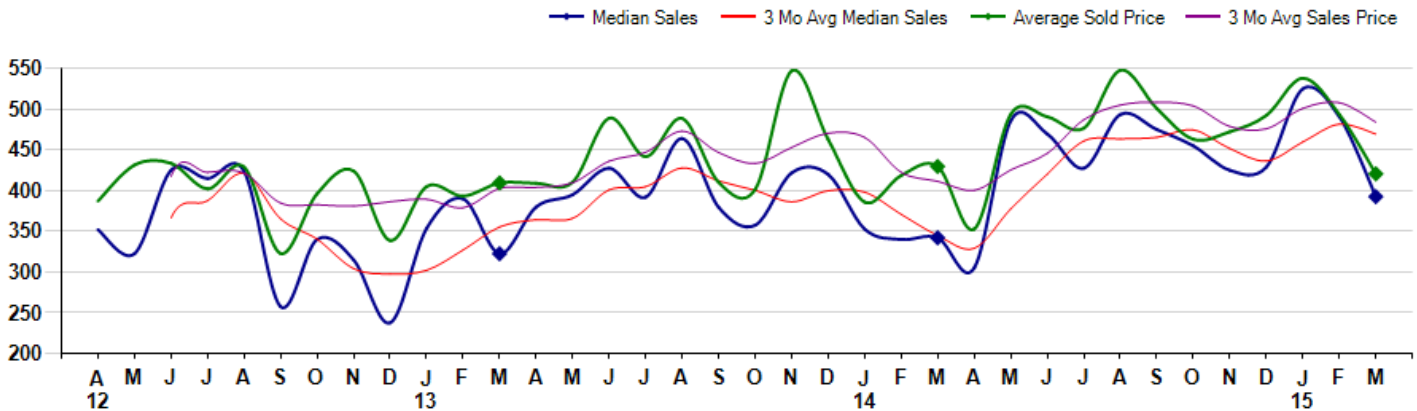
March Property sales were 48, up 26.3% from 38 in March of 2014 and equal to 0.0% 48 sales last month. March 2015 sales were at their highest level compared to March of 2014 and 2013. March YTD sales of 127 are running 8.5% ahead of last year's year-to-date sales of 117.



Prices

The Median Sales Price in March was \$392,500, up 14.8% from \$342,000 in March of 2014 and down -20.0% from \$490,750 last month. The Average Sales Price in March was \$420,577, down -2.1% from \$429,660 in March of 2014 and down -14.8% from \$493,495 last month. March 2015 ASP was at a mid range compared to March of 2014 and 2013.

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



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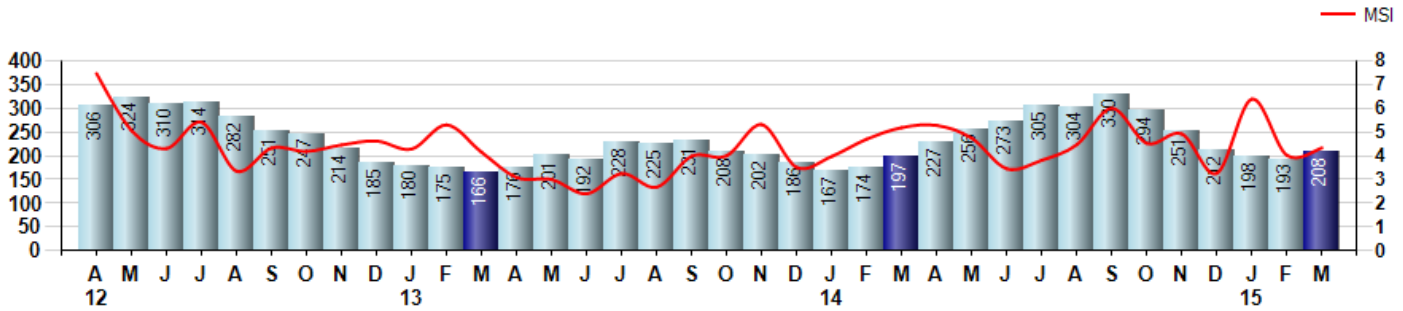
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Inventory & MSI

The Total Inventory of Properties available for sale as of March was 208, up 7.8% from 193 last month and up 5.6% from 197 in March of last year. March 2015 Inventory was at highest level compared to March of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2015 MSI of 4.3 months was at a mid range compared with March of 2014 and 2013.

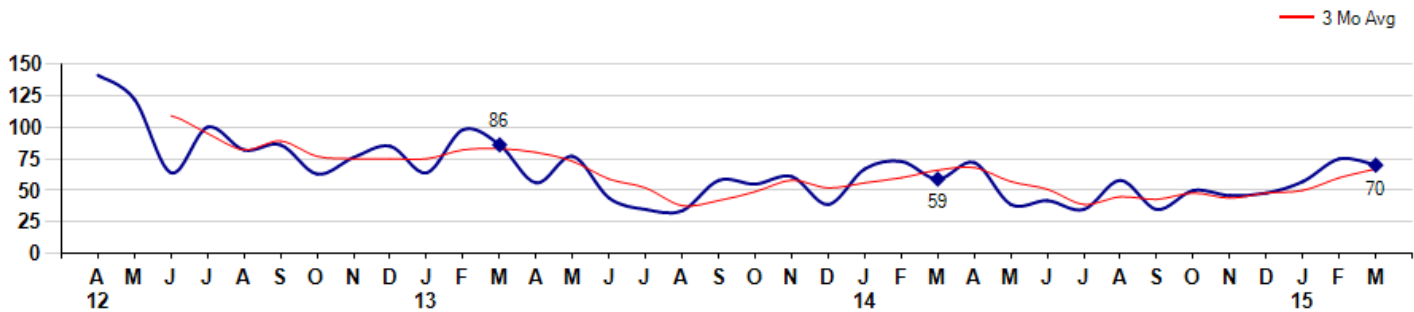
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 March was 70, down -6.7% from 75 days last month and up 18.6% from 59 days in March of last year. The March 2015 DOM was at a mid range compared with March of 2014 and 2013.

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



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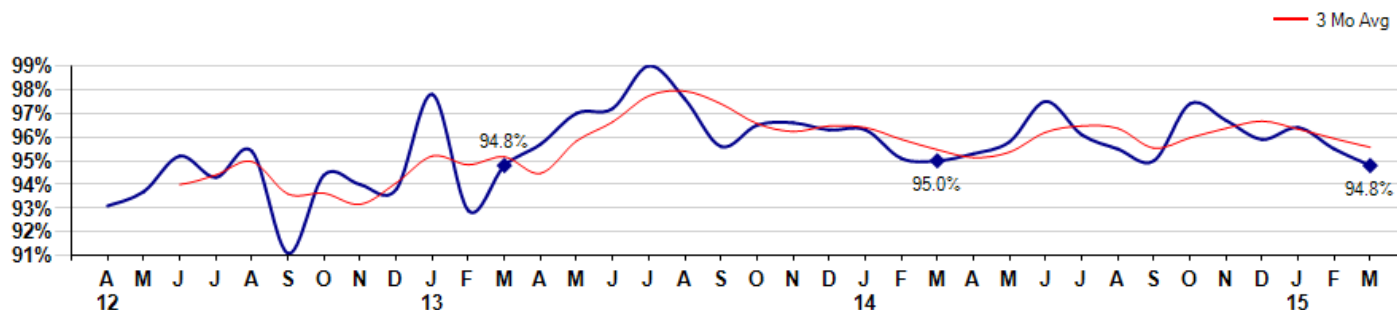


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Selling Price vs Listing Price

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 March 2015 Selling Price vs List Price of 94.8% was down from 95.5% last month and down from 95.0% in March of last year.

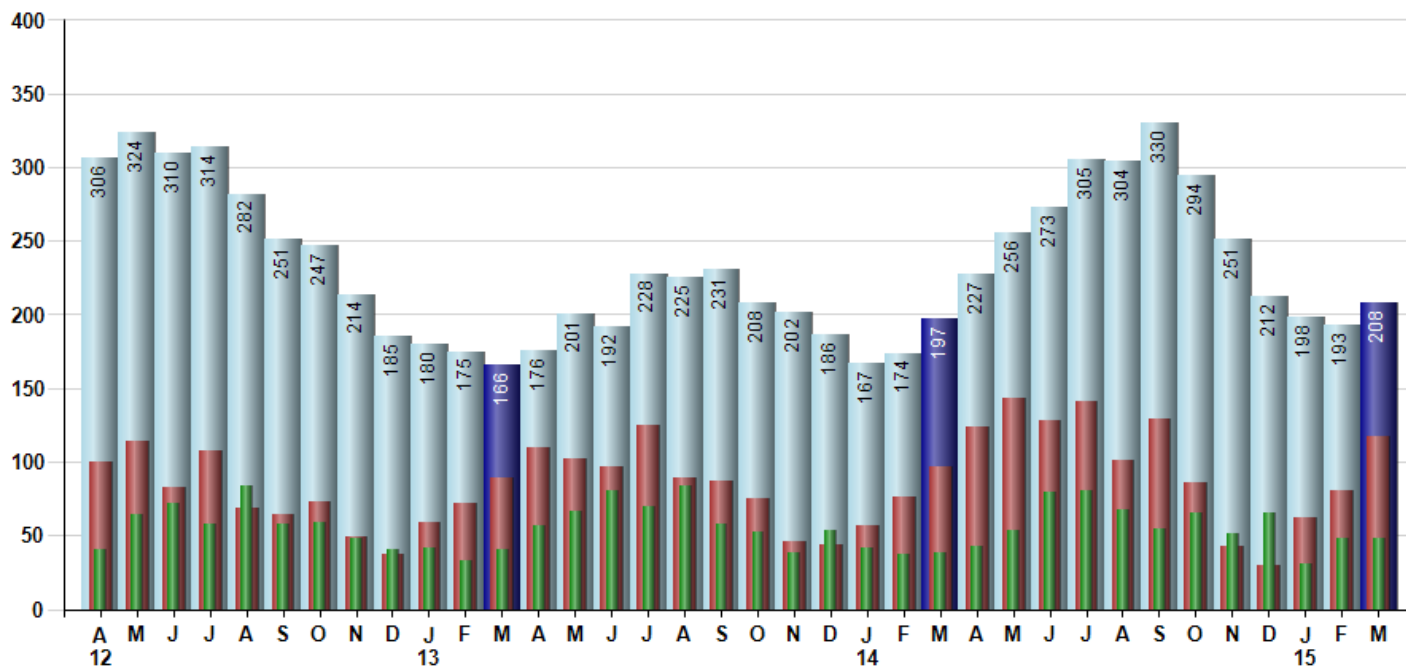
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 March 2015 was 117, up 44.4% from 81 last month and up 20.6% from 97 in March of last year.

Inventory New Listings Sold



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	A 12	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	J 15	F	M
Homes Sold	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	31	48	48
3 Mo. Roll Avg			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	49	48	42

	(000's) A 12	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	J 15	F	M
Median Sale Price	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	525	491	393
3 Mo. Roll Avg			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	460	482	469

	A 12	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	J 15	F	M
Inventory	306	324	310	314	282	251	247	214	185	180	175	166	176	201	192	228	225	231	208	202	186	167	174	197	227	256	273	305	304	330	294	251	212	198	193	208
MSI	7	5	4	5	3	4	4	4	5	4	5	4	3	3	2	3	3	4	4	5	4	4	5	5	5	5	3	4	4	6	5	5	3	6	4	4

	A 12	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	J 15	F	M
Days On Market	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	57	75	70
3 Mo. Roll Avg			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	39	45	43	48	44	48	50	60	67

	A 12	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	J 15	F	M
Price per Sq Ft	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	210	194	200	206	207	207	198
3 Mo. Roll Avg			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	200	204	207	204

	A 12	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	J 15	F	M
Sale to List Price	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	0.964	0.955	0.948
3 Mo. Roll Avg			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	0.963	0.959	0.956

	A 12	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	J 15	F	M
New Listings	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	141	101	129	86	43	30	62	81	117
Inventory	306	324	310	314	282	251	247	214	185	180	175	166	176	201	192	228	225	231	208	202	186	167	174	197	227	256	273	305	304	330	294	251	212	198	193	208
Sales	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	31	48	48

	(000's) A 12	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	J 15	F	M
Avg Sale Price	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	538	493	421
3 Mo. Roll Avg			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	501	508	484

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