MARKET ACTION REPORT

February 2015

MLS Area: Northbrook



ART WILSON Broker, Realtor 847-363-1599 www.NorthShoreHomesOnline.com Art.Wilson@cbexchange.com



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

		7	rending		Trending V	Versus*:		
Market Profile & Trends Overview	Month	LM	L ₃ M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$558,500	1		1				
Average List Price of all Current Listings	\$684,876	-		1				
February Median Sales Price	\$490,750	+	*	*	1	\$505,000	*	*
February Average Sales Price	\$493,495	1	-	1	1	\$511,011	•	•
Total Properties Currently for Sale (Inventory)	190	+		1			-	
February Number of Properties Sold	48	1		*	-	79	-	-
February Average Days on Market (Solds)	75	1	1	1	1	68	+	•
February Month's Supply of Inventory	4.0	+	+	+	+	5.1	•	1
February Sale Price vs List Price Ratio	95.5%	+	+	1	+	96.0%	•	-

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

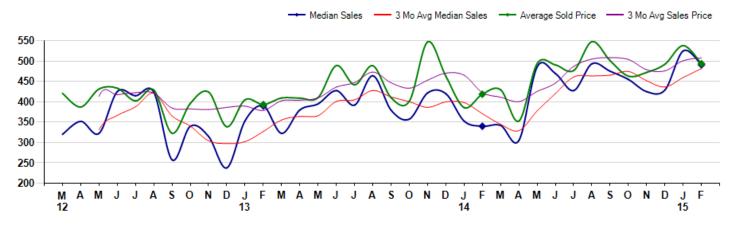
Property Sales

February Property sales were 48, up 29.7% from 37 in February of 2014 and 54.8% higher than the 31 sales last month. February 2015 sales were at their highest level compared to February of 2014 and 2013. February YTD sales of 79 are running equal to last year's year-to-date sales of 79.



The Median Sales Price in February was \$490,750, up 44.3% from \$340,000 in February of 2014 and down -6.5% from \$525,000 last month. The Average Sales Price in February was \$493,495, up 17.9% from \$418,664 in February of 2014 and down -8.3% from \$538,132 last month. February 2015 ASP was at highest level compared to February of 2014 and 2013.

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



© 2015 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 3/1/2012 through 2/28/2015. 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.



MARKET ACTION REPORT

February 2015

MLS Area: Northbrook



ART WILSON
Broker, Realtor
847-363-1599
www.NorthShoreHomesOnline.com
Art.Wilson@cbexchange.com



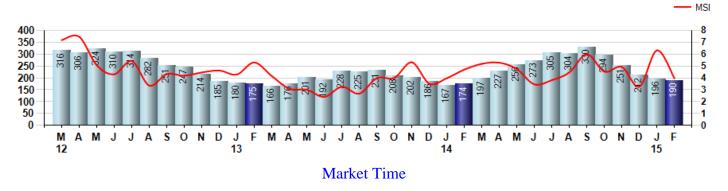
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of February was 190, down -3.1% from 196 last month and up 9.2% from 174 in February of last year. February 2015 Inventory was at highest level compared to February of 2014 and 2013.

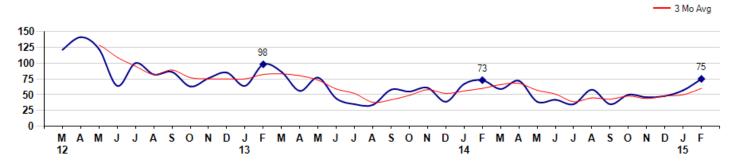
A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2015 MSI of 4.0 months was at its lowest level compared with February of 2014 and 2013.

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



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 February was 75, up 31.6% from 57 days last month and up 2.7% from 73 days in February of last year. The February 2015 DOM was at a mid range compared with February of 2014 and 2013.

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



© 2015 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.



MARKET ACTION REPORT

February 2015

MLS Area: Northbrook



ART WILSON Broker, Realtor 847-363-1599 www.NorthShoreHomesOnline.com Art.Wilson@cbexchange.com

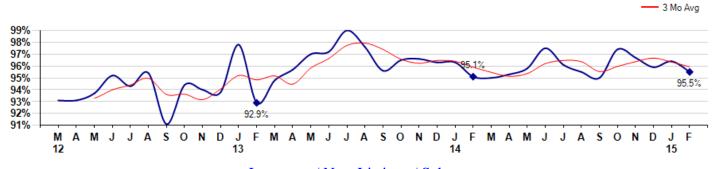


Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Selling Price vs Listing Price

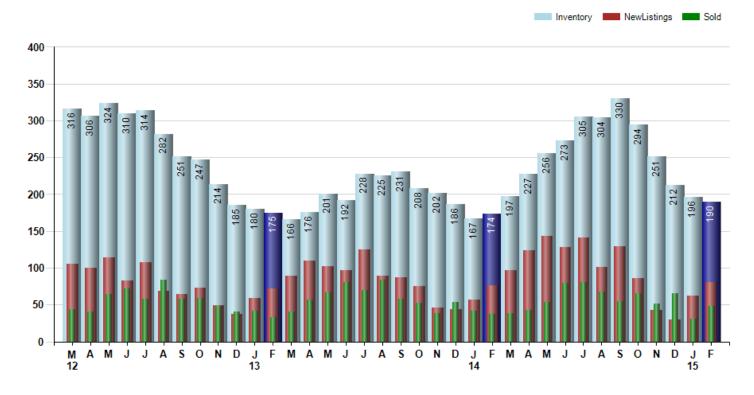
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The February 2015 Selling Price vs List Price of 95.5% was down from 96.4% last month and up from 95.1% in February of last year.

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

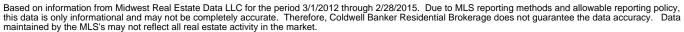


Inventory / New Listings / Sales

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 February 2015 was 81, up 30.6% from 62 last month and up 6.6% from 76 in February of last year.



© 2015 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.





February 2015

MLS Area: Northbrook



ART WILSON Broker, Realtor 847-363-1599 www.NorthShoreHomesOnline.com Art.Wilson@cbexchange.com



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

Homes Sold 3 Mo. Roll Avg	44 41	M J 64 72 50 59		A 84 71	S 58 67	O 59 67	N 48 55	D 40 49	J 13 42 43	F 33 38	M 40 38	A 57 43	M 67 55	J 80 68	J 70 72	A 84 78	S 58 71	O 52 65	N 38 49	D 53	J 14 42 44	F 37 44	M 38 39	A 43 39	M 54 45	J 79 59	J 80 71	A 68 76	S 55 68	O 65 63			15 F 81 48 19 48
MedianSalePrice 3 Mo. Roll Avg	320 352 3	M J 23 425 32 366		A 424 421	S 258 365	340 340	N 315 304	238		F 390 327	M 323 355	A 380 364	M 395 366	J 428 401	J 392 405	A 464 428		O 358 400	N 422 386	D 420 400	J 14 353 398				M 486 378	J 470 420	J 428 461	A 494 464				D J 1 129 52 136 46	25 491
Inventory MSI		M J 24 310 5 4	314 5	A 282 3	S 251 4	O 247 4	N 214 4		J 13 180 4	F 175 5	M 166 4	A 176 3	M 201 3	J 192 2	J 228 3	A 225 3	S 231 4	O 208 4	N 202 5		J 14 167 4	F 174 5	M 197 5	A 227 5	M 256 5	J 273 3	J 305 4	A 304 4	S 330 6	O 294 5	N 251 2 5	D J 1 212 19 3	
Days On Market 3 Mo. Roll Avg	121 141 1	M J 22 64 28 109		82 82	S 86 89	0 63 77	N 76 75	D 85 75	J 13 64 75	F 98 82	M 86 83	A 56 80	M 77 73	J 44 59	J 35 52	A 34 38	58 42	O 55 49	N 61 58	D 39 52	J 14 67 56	F 73 60	M 59 66	A 72 68	M 39 57	J 42 51	J 35 39	A 58 45	S 35 43	O 50 48			15 F 57 75 50 60
Price per Sq Ft 3 Mo. Roll Avg	178 159 1	M J 60 180 66 166					N 173 164	144		F 158 159	M 172 169	A 186 172	M 207 188	J 198 197		A 187 190				179			M 208 191				J 210 214					D J 1 206 20 200 20	207
Sale to List Price 3 Mo. Roll Avg	M 12 A 0.931 0.931 0.9 0.931 0.931 0.9		J 0.943 0.944							F 0.929 0.948			M 0.970 0.958			A 0.976 0.979		O 0.965 0.966		0.963	J 14 0.963 0.964	F 0.951 0.959	M 0.950 0.955					A 0.955 0.964	S 0.950 0.955				15 F 64 0.955 63 0.959
New Listings Inventory Sales	105 100 1 316 306 3	M J 14 83 24 310 64 72	314	A 69 282 84	S 64 251 58	73 247 59	N 49 214 48	37	J 13 59 180 42	F 72 175 33	M 89 166 40	A 110 176 57	M 102 201 67	J 97 192 80	J 125 228 70	A 89 225 84	S 87 231 58	75 208 52	N 46 202 38	44	J 14 57 167 42	F 76 174 37				J 128 273 79	J 141 305 80	A 101 304 68	S 129 330 55	O 86 294 65		212 19	52 81
Avg Sale Price 3 Mo. Roll Avg	421 387 4	M J 31 434 13 417		A 429 422	S 323 385	O 396 383	N 424 381	339		F 393 379	M 409 403	A 409 404	M 410 410	J 489 436	J 442 447	A 489 473	S 410 447	O 402 433	N 547 453	463			M 430 411		M 494 425	J 491 446	J 477 487	A 548 505				D J 1 192 53 176 50	88 493

© 2015 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

