

MLS Area: Northbrook



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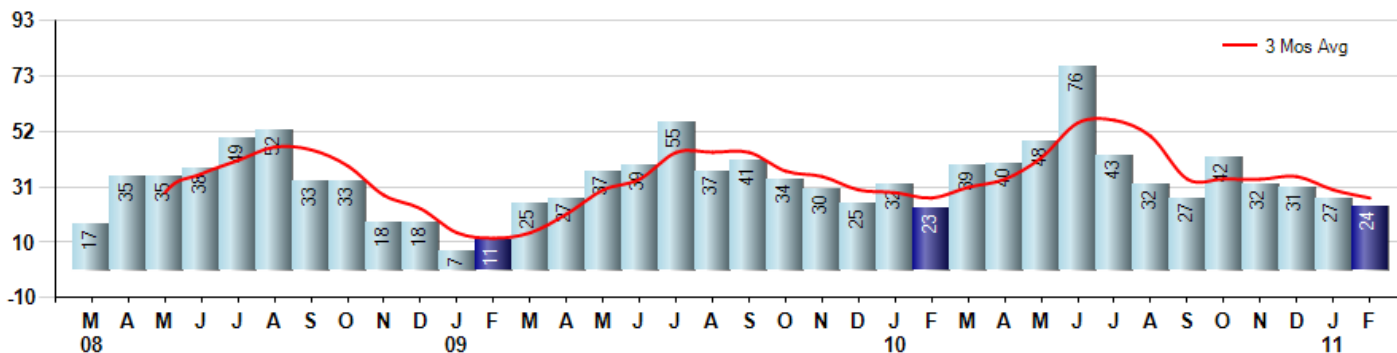
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$407,000	↑		↓				
Average List Price of all Current Listings	\$575,685	↔		↓				
February Median Sales Price	\$270,500	↓	↓	↓	↓	\$349,000	↓	↓
February Average Sales Price	\$369,736	↓	↓	↓	↓	\$388,918	↓	↓
Total Properties Currently for Sale (Inventory)	372	↓		↓				
February Number of Properties Sold	24	↓		↑		51	↓	
February Average Days on Market (Solds)	114	↓	↑	↓	↑	131	↑	↑
Asking Price per Square Foot (based on New Listings)	\$192	↓	↓	↓	↓	\$207	↔	↔
February Sold Price per Square Foot	\$164	↓	↓	↔	↓	\$169	↑	↔
February Month's Supply of Inventory	15.5	↑	↑	↓	↑	14.8	↓	↑
February Sale Price vs List Price Ratio	89.2%	↑	↑	↑	↑	86.9%	↑	↑

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

Property Sales

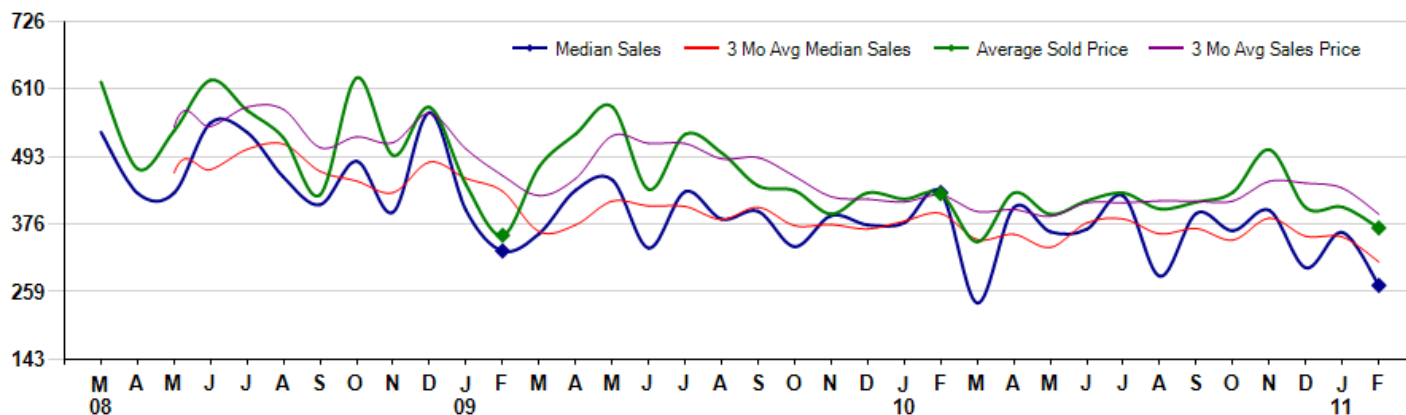
February Property sales were 24, up 4.3% from 23 in February of 2010 and -11.1% lower than the 27 sales last month. February 2011 sales were at their highest level compared to February of 2010 and 2009. February YTD sales of 51 are running -7.3% behind last year's year-to-date sales of 55.



Prices

The Median Sales Price in February was \$270,500, down -37.2% from \$431,000 in February of 2010 and down -25.3% from \$362,000 last month. The Average Sales Price in February was \$369,736, down -13.8% from \$428,835 in February of 2010 and down -8.9% from \$405,968 last month. February 2011 ASP was at a mid range compared to February of 2010 and 2009.

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



Based on information from Midwest Real Estate Data LLC for the period 3/1/2008 through 2/28/2011. 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.



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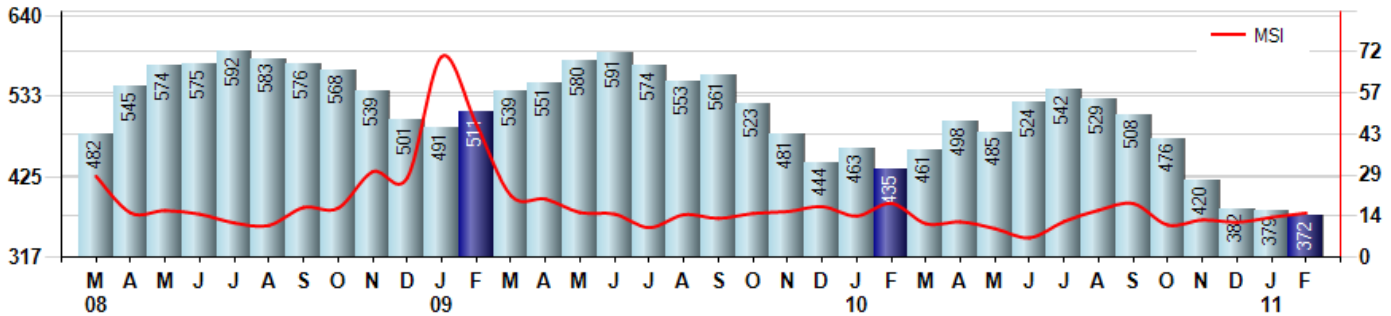
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 372, down -1.8% from 379 last month and down -14.5% from 435 in February of last year. February 2011 Inventory was at the lowest level compared to February of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2011 MSI of 15.5 months was at its lowest level compared with February of 2010 and 2009.

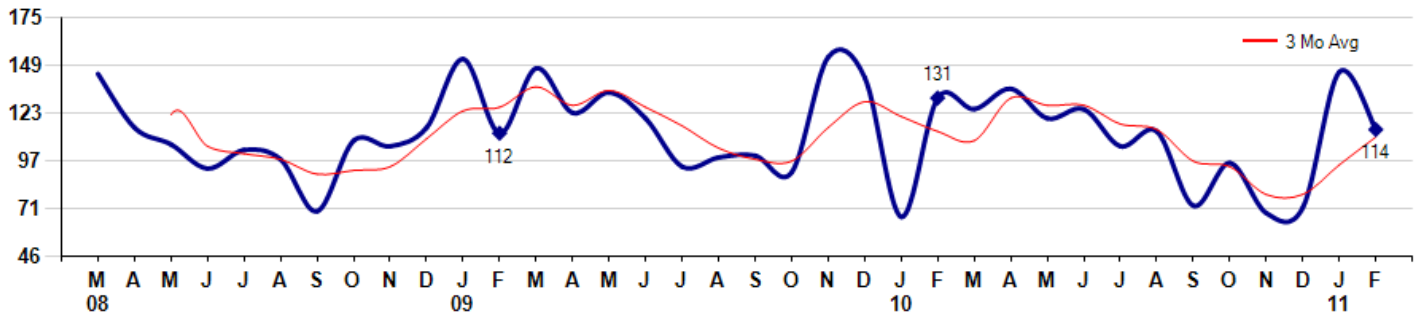
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 February was 114, down -21.4% from 145 days last month and down -13.0% from 131 days in February of last year. The February 2011 DOM was at a mid range compared with February of 2010 and 2009.

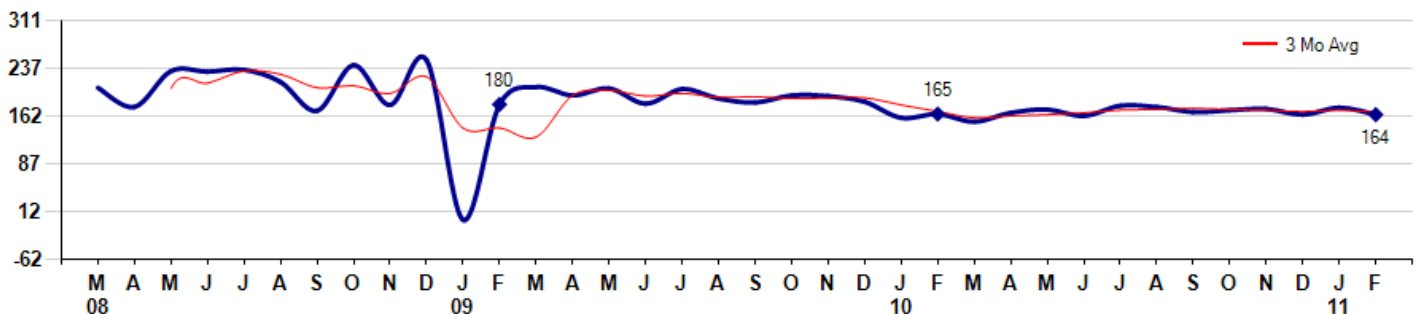
Average Days on Market (Listing to Contract) for properties sold during the month



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The February 2011 Selling Price per Square Foot of \$164 was down -6.3% from \$175 last month and down -0.6% from \$165 in February of last year.

Average Selling Price per Square Foot for properties that sold during the month



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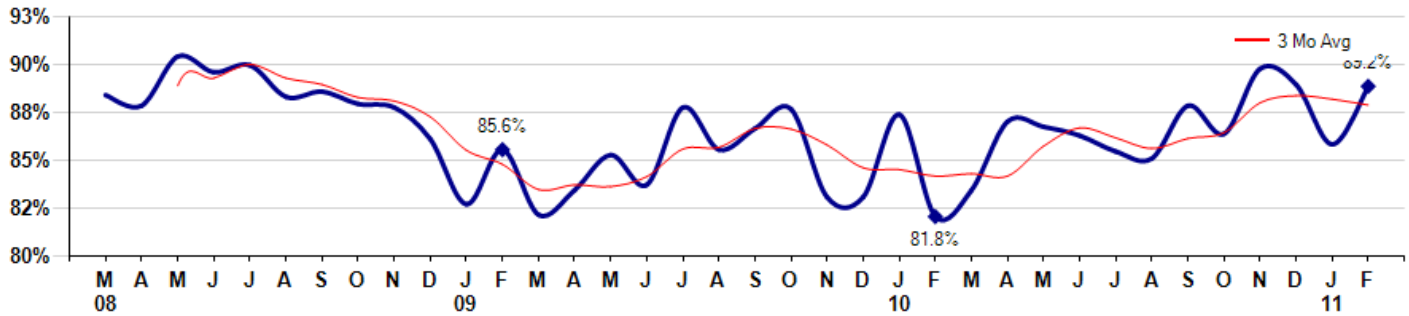


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Selling Price vs Original Listing Price

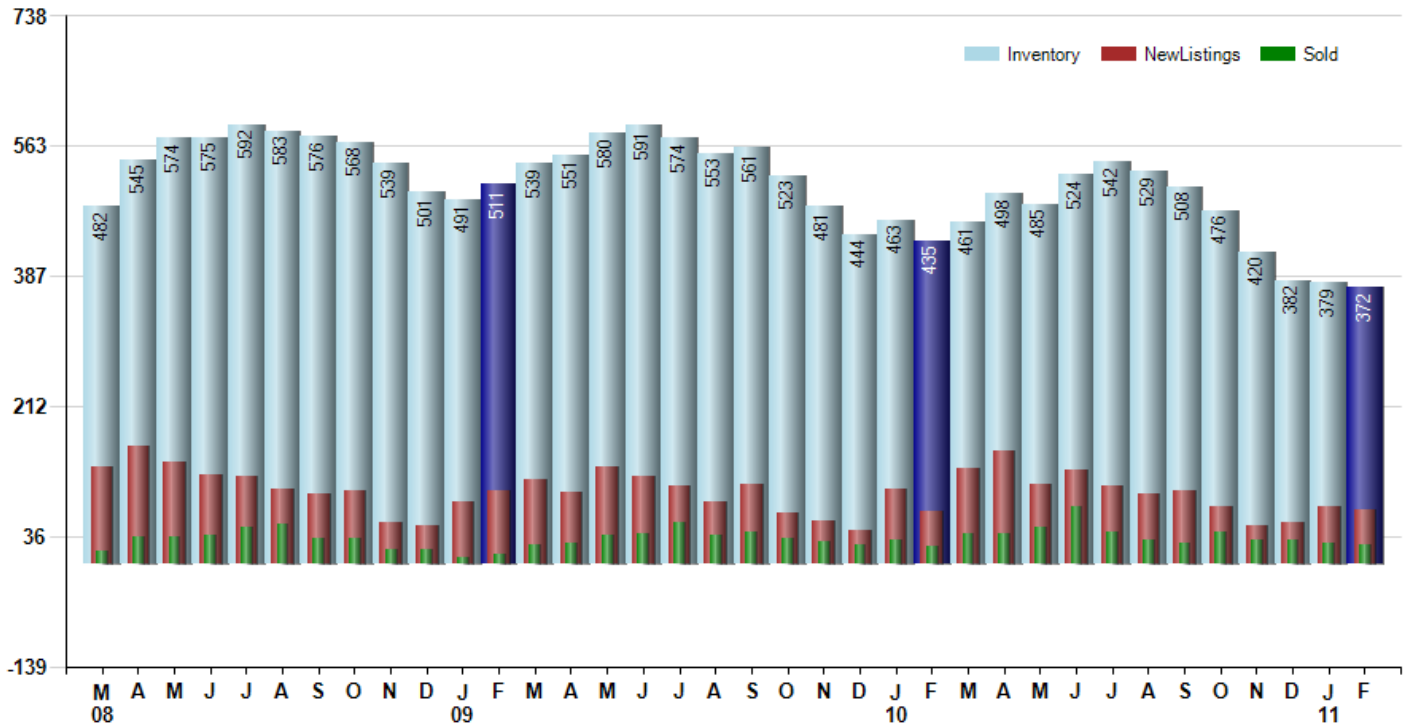
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The February 2011 Selling Price vs Original List Price of 89.2% was up from 85.9% last month and up from 81.8% 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 2011 was 73, down 3.9% from 76 last month and up 5.8% from 69 in February of last year.



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MARKET ACTION REPORT

February 2011

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	M 08	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F
Homes Sold	17	35	35	38	49	52	33	33	18	18	7	11	25	27	37	39	55	37	41	34	30	25	32	23	39	40	48	76	43	32	27	42	32	31	27	24
3 Mo. Roll Avg			29	36	41	46	45	39	28	23	14	12	14	21	30	34	44	44	44	37	35	30	29	27	31	34	42	55	56	50	34	34	34	35	30	27

	(000's) M 08	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F
Median Sale Price	535	430	430	551	535	458	410	485	397	569	400	330	360	435	453	335	433	385	399	338	391	375	379	431	240	405	363	368	425	286	395	365	400	301	362	271
3 Mo. Roll Avg			465	470	505	515	468	451	431	484	455	433	363	375	416	408	407	384	405	374	376	368	382	395	350	359	336	379	385	360	369	349	387	355	354	311

	M 08	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F
Inventory	482	545	574	575	592	583	576	568	539	501	491	511	539	551	580	591	574	553	561	523	481	444	463	435	461	498	485	524	542	529	508	476	420	382	379	372
MSI	28	16	16	15	12	11	17	17	30	28	70	46	22	20	16	15	10	15	14	15	16	18	14	19	12	12	10	7	13	17	19	11	13	12	14	16

	M 08	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F
Days On Market	144	115	106	93	103	98	70	108	105	115	152	112	147	123	134	120	94	99	100	91	153	142	67	131	125	136	120	125	105	113	73	96	69	72	145	114
3 Mo. Roll Avg			122	105	101	98	90	92	94	109	124	126	137	127	135	126	116	104	98	97	115	129	121	113	108	131	127	127	117	114	97	94	79	79	95	110

	M 08	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F
Price per Sq Ft	206	176	232	231	234	215	170	241	179	249	0	180	207	194	205	181	204	189	183	194	193	184	159	165	153	167	172	162	178	176	168	171	173	164	175	164
3 Mo. Roll Avg			205	213	232	227	206	209	197	223	143	143	129	194	202	193	197	191	192	189	190	190	179	169	159	162	164	167	171	172	174	172	171	169	171	168

	M 08	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F
Sale to List Price	0.887	0.881	0.909	0.900	0.904	0.886	0.889	0.882	0.880	0.862	0.825	0.856	0.819	0.833	0.853	0.836	0.880	0.856	0.868	0.879	0.829	0.829	0.876	0.818	0.833	0.872	0.869	0.864	0.855	0.851	0.881	0.865	0.902	0.893	0.859	0.892
3 Mo. Roll Avg			0.892	0.897	0.904	0.897	0.893	0.886	0.884	0.875	0.856	0.848	0.833	0.836	0.835	0.841	0.856	0.857	0.868	0.868	0.859	0.846	0.845	0.841	0.842	0.841	0.858	0.868	0.863	0.857	0.862	0.866	0.883	0.887	0.885	0.881

	M 08	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F
New Listings	131	157	137	119	118	101	93	97	55	51	83	97	113	96	129	118	104	83	107	67	57	44	100	69	128	152	107	125	105	93	98	77	51	54	76	73
Inventory	482	545	574	575	592	583	576	568	539	501	491	511	539	551	580	591	574	553	561	523	481	444	463	435	461	498	485	524	542	529	508	476	420	382	379	372
Sales	17	35	35	38	49	52	33	33	18	18	7	11	25	27	37	39	55	37	41	34	30	25	32	23	39	40	48	76	43	32	27	42	32	31	27	24

	(000's) M 08	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F
Avg Sale Price	622	472	537	625	573	525	427	629	495	578	445	357	475	532	579	436	532	499	443	434	394	430	420	429	346	430	393	417	430	403	415	431	505	405	406	370
3 Mo. Roll Avg			544	545	578	574	508	527	517	568	506	460	426	455	529	516	516	489	491	459	424	420	415	426	398	402	390	413	413	416	416	416	450	447	439	393

