

MLS Area: Northbrook



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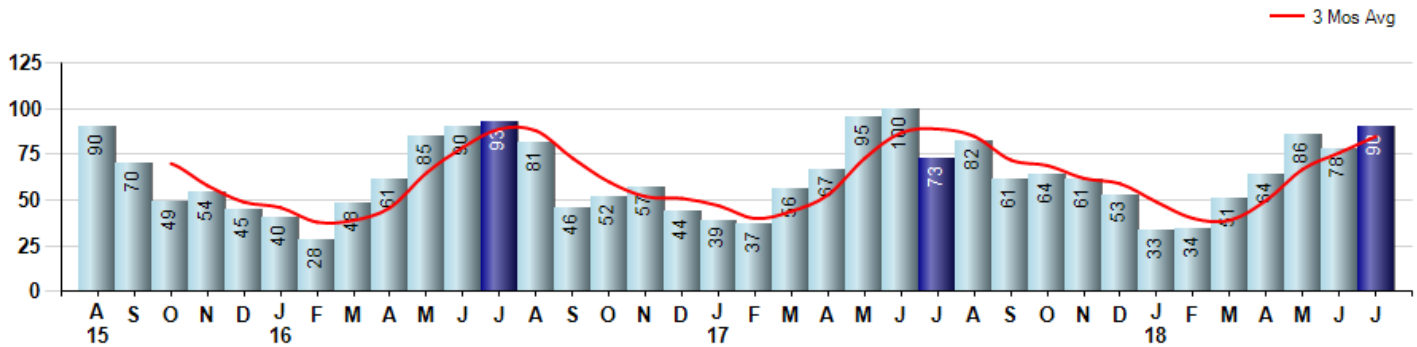
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|---|-----------|-------------------|-----|-----|----|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$599,900 | ↔ | | ↑ | | | | |
| Average List Price of all Current Listings | \$710,147 | ↔ | | ↓ | | | | |
| July Median Sales Price | \$535,500 | ↔ | ↑ | ↑ | ↑ | \$449,500 | ↔ | ↔ |
| July Average Sales Price | \$560,117 | ↓ | ↑ | ↑ | ↑ | \$511,977 | ↔ | ↑ |
| Total Properties Currently for Sale (Inventory) | 367 | ↓ | | ↑ | | | | |
| July Number of Properties Sold | 90 | ↑ | | ↑ | | 436 | ↓ | |
| July Average Days on Market (Solds) | 39 | ↑ | ↓ | ↓ | ↓ | 45 | ↓ | ↓ |
| July Month's Supply of Inventory | 4.1 | ↓ | ↓ | ↓ | ↓ | 5.5 | ↑ | ↑ |
| July Sale Price vs List Price Ratio | 95.3% | ↑ | ↑ | ↑ | ↑ | 94.5% | ↑ | ↑ |

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

Property Sales

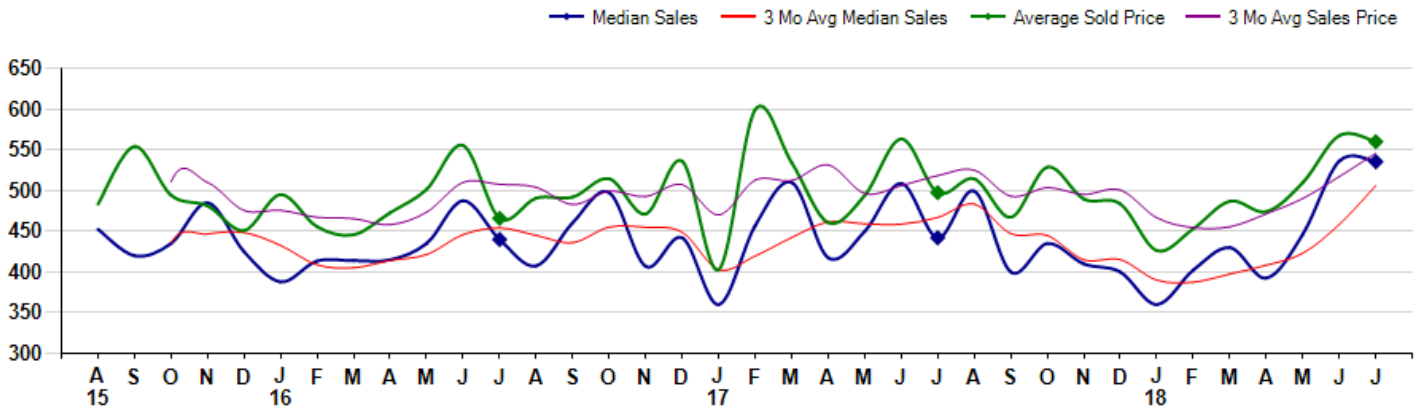
July Property sales were 90, up 23.3% from 73 in July of 2017 and 15.4% higher than the 78 sales last month. July 2018 sales were at a mid level compared to July of 2017 and 2016. July YTD sales of 436 are running -6.6% behind last year's year-to-date sales of 467.



Prices

The Median Sales Price in July was \$535,500, up 21.2% from \$442,000 in July of 2017 and down -0.2% from \$536,500 last month. The Average Sales Price in July was \$560,117, up 12.6% from \$497,449 in July of 2017 and down -1.3% from \$567,748 last month. July 2018 ASP was at highest level compared to July of 2017 and 2016.

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



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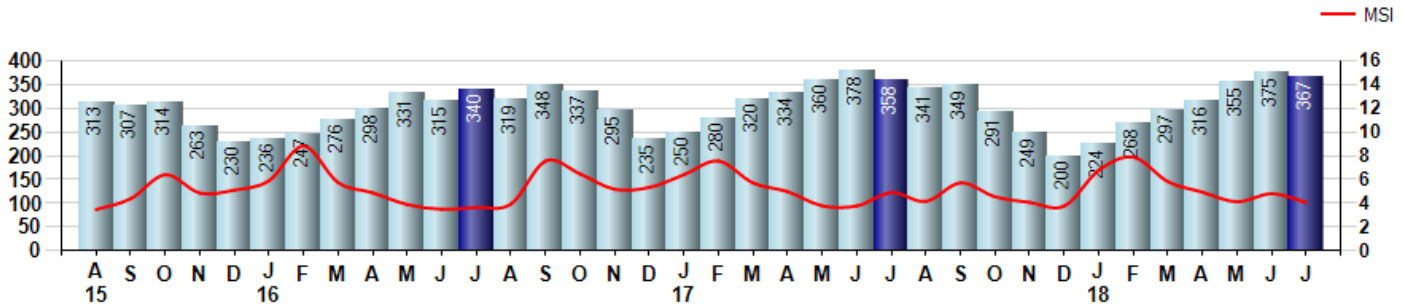
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Inventory & MSI

The Total Inventory of Properties available for sale as of July was 367, down -2.1% from 375 last month and up 2.5% from 358 in July of last year. July 2018 Inventory was at highest level compared to July of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2018 MSI of 4.1 months was at a mid range compared with July of 2017 and 2016.

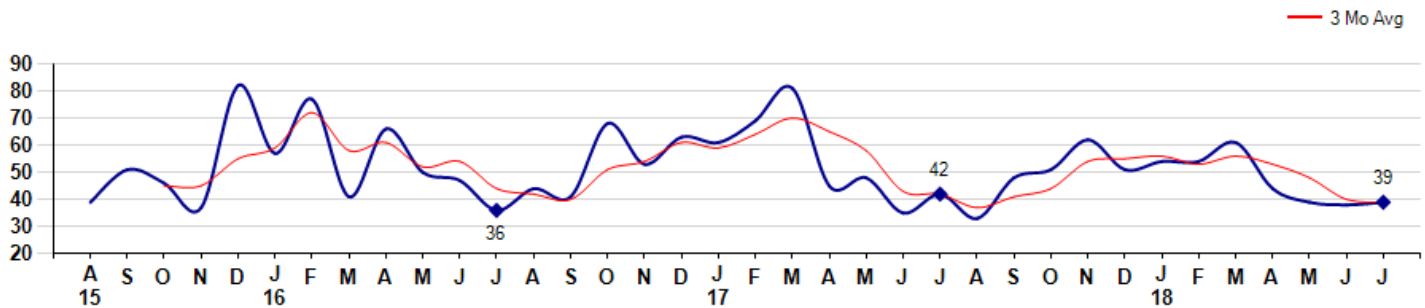
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 July was 39, up 2.6% from 38 days last month and down -7.1% from 42 days in July of last year. The July 2018 DOM was at a mid range compared with July of 2017 and 2016.

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



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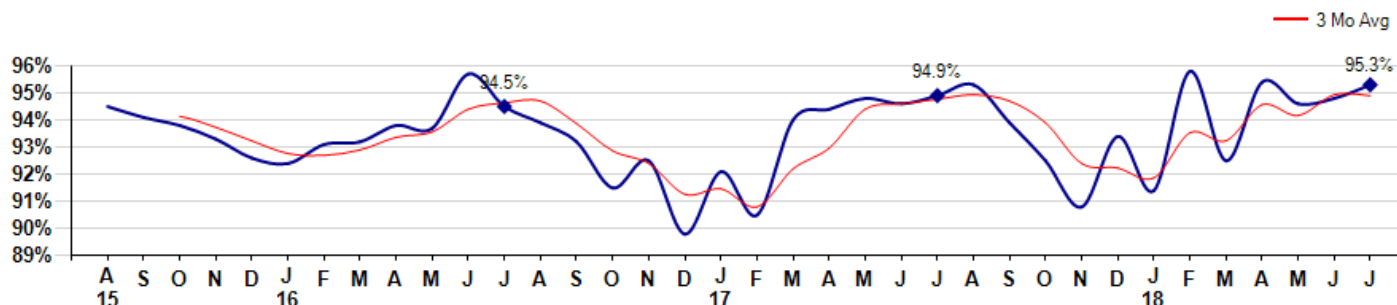


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Selling Price vs Listing Price

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 July 2018 Selling Price vs List Price of 95.3% was up from 94.8% last month and up from 94.9% in July of last year.

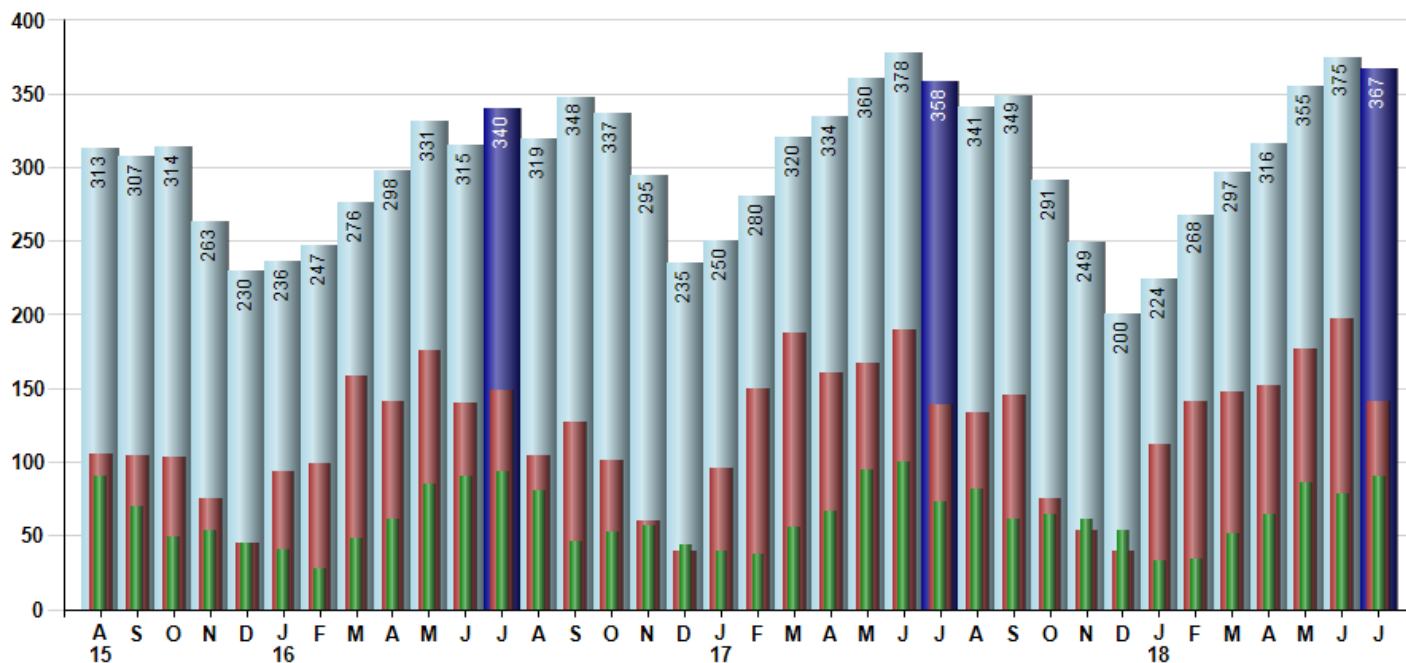
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 July 2018 was 141, down -28.4% from 197 last month and up 1.4% from 139 in July of last year.

Inventory New Listings Sold



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| | A 15 | S | O | N | D | J 16 | F | M | A | M | J | J | A | S | O | N | D | J 17 | F | M | A | M | J | J | A | S | O | N | D | J 18 | F | M | A | M | J | J |
|----------------|------|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|-----|----|----|----|----|----|----|------|----|----|----|----|----|----|
| Homes Sold | 90 | 70 | 49 | 54 | 45 | 40 | 28 | 48 | 61 | 85 | 90 | 93 | 81 | 46 | 52 | 57 | 44 | 39 | 37 | 56 | 67 | 95 | 100 | 73 | 82 | 61 | 64 | 61 | 53 | 33 | 34 | 51 | 64 | 86 | 78 | 90 |
| 3 Mo. Roll Avg | | | 70 | 58 | 49 | 46 | 38 | 39 | 46 | 65 | 79 | 89 | 88 | 73 | 60 | 52 | 51 | 47 | 40 | 44 | 53 | 73 | 87 | 89 | 85 | 72 | 69 | 62 | 59 | 49 | 40 | 39 | 50 | 67 | 76 | 85 |

| | (000's) A 15 | S | O | N | D | J 16 | F | M | A | M | J | J | A | S | O | N | D | J 17 | F | M | A | M | J | J | A | S | O | N | D | J 18 | F | M | A | M | J | J |
|-------------------|--------------|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|
| Median Sale Price | 453 | 420 | 435 | 485 | 425 | 388 | 414 | 414 | 415 | 435 | 488 | 440 | 408 | 461 | 498 | 407 | 442 | 360 | 457 | 510 | 418 | 450 | 509 | 442 | 499 | 400 | 435 | 410 | 400 | 360 | 403 | 430 | 393 | 447 | 537 | 536 |
| 3 Mo. Roll Avg | | | 436 | 447 | 448 | 433 | 409 | 405 | 414 | 421 | 446 | 454 | 445 | 436 | 455 | 455 | 449 | 403 | 420 | 442 | 462 | 459 | 459 | 467 | 483 | 447 | 445 | 415 | 415 | 390 | 388 | 398 | 408 | 423 | 459 | 506 |

| | A 15 | S | O | N | D | J 16 | F | M | A | M | J | J | A | S | O | N | D | J 17 | F | M | A | M | J | J | A | S | O | N | D | J 18 | F | M | A | M | J | J |
|-----------|------|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|
| Inventory | 313 | 307 | 314 | 263 | 230 | 236 | 247 | 276 | 298 | 331 | 315 | 340 | 319 | 348 | 337 | 295 | 235 | 250 | 280 | 320 | 334 | 360 | 378 | 358 | 341 | 349 | 291 | 249 | 200 | 224 | 268 | 297 | 316 | 355 | 375 | 367 |
| MSI | 3 | 4 | 6 | 5 | 5 | 6 | 9 | 6 | 5 | 4 | 4 | 4 | 4 | 8 | 6 | 5 | 5 | 6 | 8 | 6 | 5 | 4 | 4 | 5 | 4 | 6 | 5 | 4 | 4 | 7 | 8 | 6 | 5 | 4 | 5 | 4 |

| | A 15 | S | O | N | D | J 16 | F | M | A | M | J | J | A | S | O | N | D | J 17 | F | M | A | M | J | J | A | S | O | N | D | J 18 | F | M | A | M | J | J |
|----------------|------|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|
| Days On Market | 39 | 51 | 46 | 37 | 82 | 57 | 77 | 41 | 66 | 50 | 47 | 36 | 44 | 41 | 68 | 53 | 63 | 61 | 69 | 81 | 45 | 48 | 35 | 42 | 33 | 48 | 51 | 62 | 51 | 54 | 54 | 61 | 44 | 39 | 38 | 39 |
| 3 Mo. Roll Avg | | | 45 | 45 | 55 | 59 | 72 | 58 | 61 | 52 | 54 | 44 | 42 | 40 | 51 | 54 | 61 | 59 | 64 | 70 | 65 | 58 | 43 | 42 | 37 | 41 | 44 | 54 | 55 | 56 | 53 | 56 | 53 | 48 | 40 | 39 |

| | A 15 | S | O | N | D | J 16 | F | M | A | M | J | J | A | S | O | N | D | J 17 | F | M | A | M | J | J | A | S | O | N | D | J 18 | F | M | A | M | J | J |
|-----------------|------|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|
| Price per Sq Ft | 207 | 205 | 209 | 200 | 197 | 190 | 205 | 204 | 205 | 213 | 220 | 196 | 201 | 198 | 204 | 192 | 214 | 189 | 205 | 205 | 195 | 208 | 226 | 212 | 219 | 217 | 205 | 215 | 198 | 190 | 221 | 201 | 215 | 211 | 207 | 214 |
| 3 Mo. Roll Avg | | | 207 | 205 | 202 | 196 | 197 | 200 | 205 | 207 | 213 | 210 | 206 | 198 | 201 | 198 | 203 | 198 | 203 | 200 | 202 | 203 | 210 | 215 | 219 | 216 | 214 | 212 | 206 | 201 | 203 | 204 | 212 | 209 | 211 | 211 |

| | A 15 | S | O | N | D | J 16 | F | M | A | M | J | J | A | S | O | N | D | J 17 | F | M | A | M | J | J | A | S | O | N | D | J 18 | F | M | A | M | J | J |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 0.945 | 0.941 | 0.938 | 0.933 | 0.926 | 0.924 | 0.931 | 0.932 | 0.938 | 0.937 | 0.957 | 0.945 | 0.939 | 0.932 | 0.915 | 0.925 | 0.898 | 0.921 | 0.905 | 0.940 | 0.944 | 0.948 | 0.946 | 0.949 | 0.953 | 0.939 | 0.925 | 0.908 | 0.934 | 0.914 | 0.958 | 0.925 | 0.954 | 0.946 | 0.948 | 0.953 |
| 3 Mo. Roll Avg | | | 0.941 | 0.937 | 0.932 | 0.928 | 0.927 | 0.929 | 0.934 | 0.936 | 0.944 | 0.946 | 0.947 | 0.939 | 0.929 | 0.924 | 0.913 | 0.915 | 0.908 | 0.922 | 0.930 | 0.944 | 0.946 | 0.948 | 0.949 | 0.947 | 0.939 | 0.924 | 0.922 | 0.919 | 0.935 | 0.932 | 0.946 | 0.942 | 0.949 | 0.949 |

| | A 15 | S | O | N | D | J 16 | F | M | A | M | J | J | A | S | O | N | D | J 17 | F | M | A | M | J | J | A | S | O | N | D | J 18 | F | M | A | M | J | J |
|--------------|------|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|
| New Listings | 105 | 104 | 103 | 75 | 45 | 94 | 99 | 158 | 141 | 176 | 140 | 149 | 104 | 127 | 101 | 60 | 39 | 96 | 150 | 188 | 160 | 167 | 190 | 139 | 134 | 145 | 75 | 54 | 39 | 112 | 141 | 147 | 152 | 177 | 197 | 141 |
| Inventory | 313 | 307 | 314 | 263 | 230 | 236 | 247 | 276 | 298 | 331 | 315 | 340 | 319 | 348 | 337 | 295 | 235 | 250 | 280 | 320 | 334 | 360 | 378 | 358 | 341 | 349 | 291 | 249 | 200 | 224 | 268 | 297 | 316 | 355 | 375 | 367 |
| Sales | 90 | 70 | 49 | 54 | 45 | 40 | 28 | 48 | 61 | 85 | 90 | 93 | 81 | 46 | 52 | 57 | 44 | 39 | 37 | 56 | 67 | 95 | 100 | 73 | 82 | 61 | 64 | 61 | 53 | 33 | 34 | 51 | 64 | 86 | 78 | 90 |

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|----------------|--------------|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|
| Avg Sale Price | 483 | 554 | 494 | 481 | 451 | 495 | 456 | 446 | 473 | 502 | 555 | 466 | 491 | 492 | 515 | 471 | 536 | 403 | 600 | 534 | 461 | 494 | 563 | 497 | 515 | 467 | 529 | 490 | 484 | 426 | 453 | 487 | 474 | 510 | 568 | 560 |
| 3 Mo. Roll Avg | | | 511 | 510 | 476 | 476 | 467 | 466 | 458 | 473 | 510 | 508 | 504 | 483 | 499 | 493 | 507 | 470 | 513 | 512 | 532 | 496 | 506 | 518 | 525 | 493 | 504 | 495 | 501 | 467 | 454 | 456 | 472 | 490 | 517 | 546 |

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