

MLS Area: Northbrook



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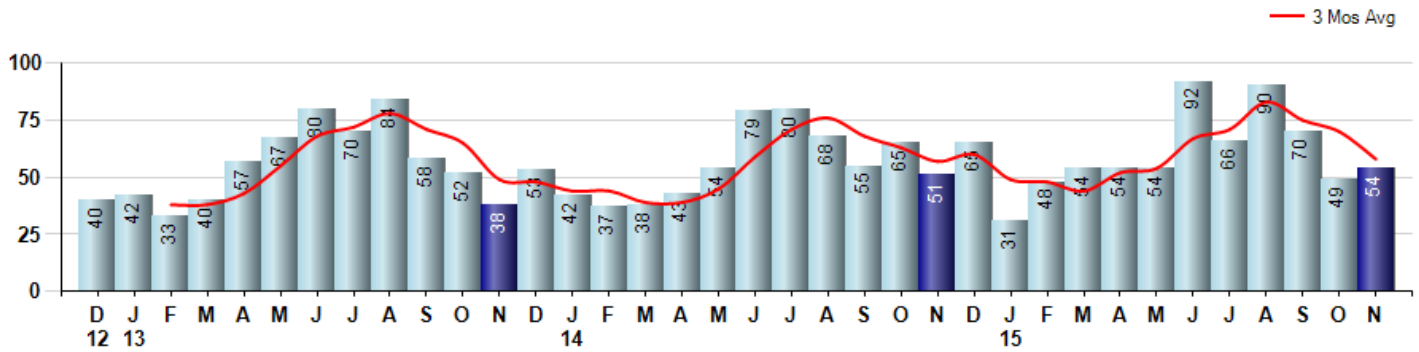
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|---|-----------|-------------------|-----|-----|----|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$536,950 | ↓ | | ↑ | | | | |
| Average List Price of all Current Listings | \$705,442 | ↔ | | ↑ | | | | |
| November Median Sales Price | \$485,000 | ↑ | ↑ | ↑ | ↑ | \$445,000 | ↑ | ↑ |
| November Average Sales Price | \$481,351 | ↓ | ↓ | ↑ | ↑ | \$498,515 | ↑ | ↑ |
| Total Properties Currently for Sale (Inventory) | 248 | ↓ | | ↓ | | | | |
| November Number of Properties Sold | 54 | ↑ | | ↑ | | 662 | ↑ | |
| November Average Days on Market (Solds) | 37 | ↓ | ↓ | ↓ | ↓ | 53 | ↑ | ↑ |
| November Month's Supply of Inventory | 4.6 | ↓ | ↓ | ↓ | ↑ | 4.7 | ↑ | ↑ |
| November Sale Price vs List Price Ratio | 95.2% | ↓ | ↓ | ↓ | ↓ | 96.2% | ↑ | ↑ |

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

Property Sales

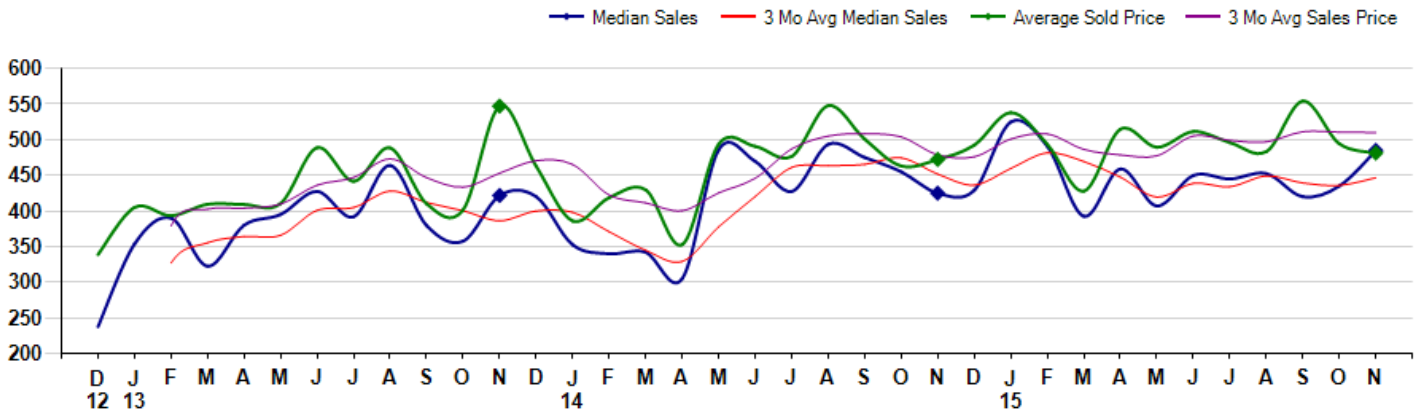
November Property sales were 54, up 5.9% from 51 in November of 2014 and 10.2% higher than the 49 sales last month. November 2015 sales were at their highest level compared to November of 2014 and 2013. November YTD sales of 662 are running 8.2% ahead of last year's year-to-date sales of 612.



Prices

The Median Sales Price in November was \$485,000, up 14.1% from \$425,000 in November of 2014 and up 11.5% from \$435,000 last month. The Average Sales Price in November was \$481,351, up 1.9% from \$472,305 in November of 2014 and down -2.6% from \$494,356 last month. November 2015 ASP was at a mid range compared to November of 2014 and 2013.

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



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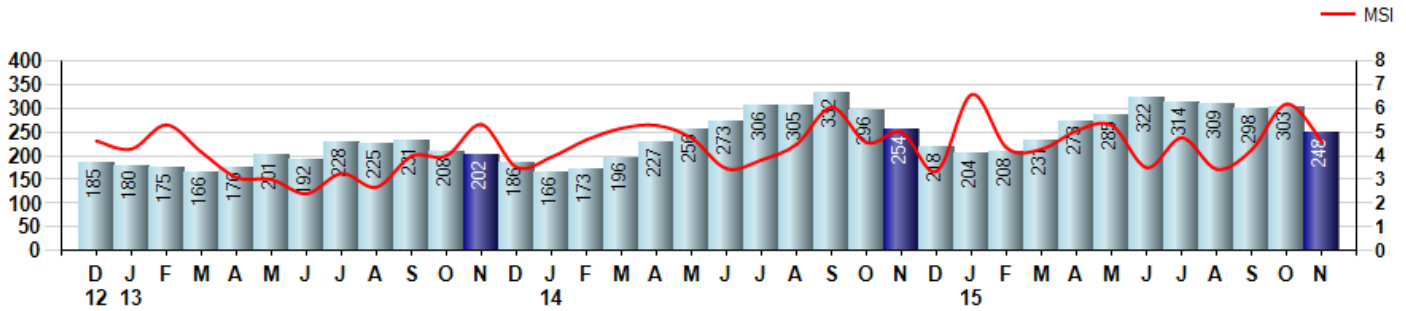
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Inventory & MSI

The Total Inventory of Properties available for sale as of November was 248, down -18.2% from 303 last month and down -2.4% from 254 in November of last year. November 2015 Inventory was at a mid range compared to November of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2015 MSI of 4.6 months was at its lowest level compared with November of 2014 and 2013.

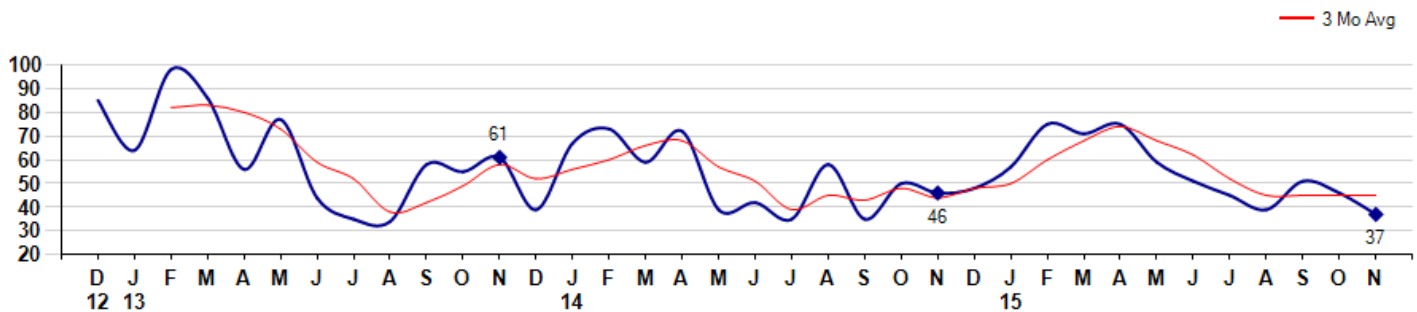
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 November was 37, down -19.6% from 46 days last month and down -19.6% from 46 days in November of last year. The November 2015 DOM was at its lowest level compared with November of 2014 and 2013.

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



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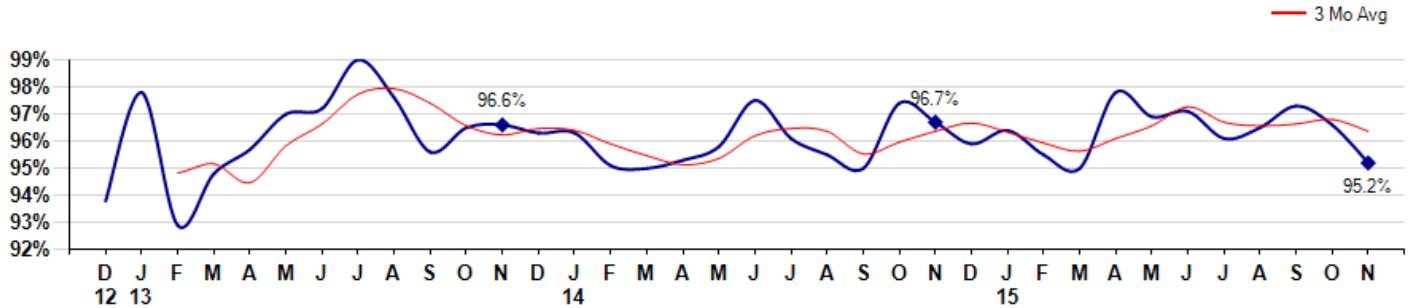


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Selling Price vs Listing Price

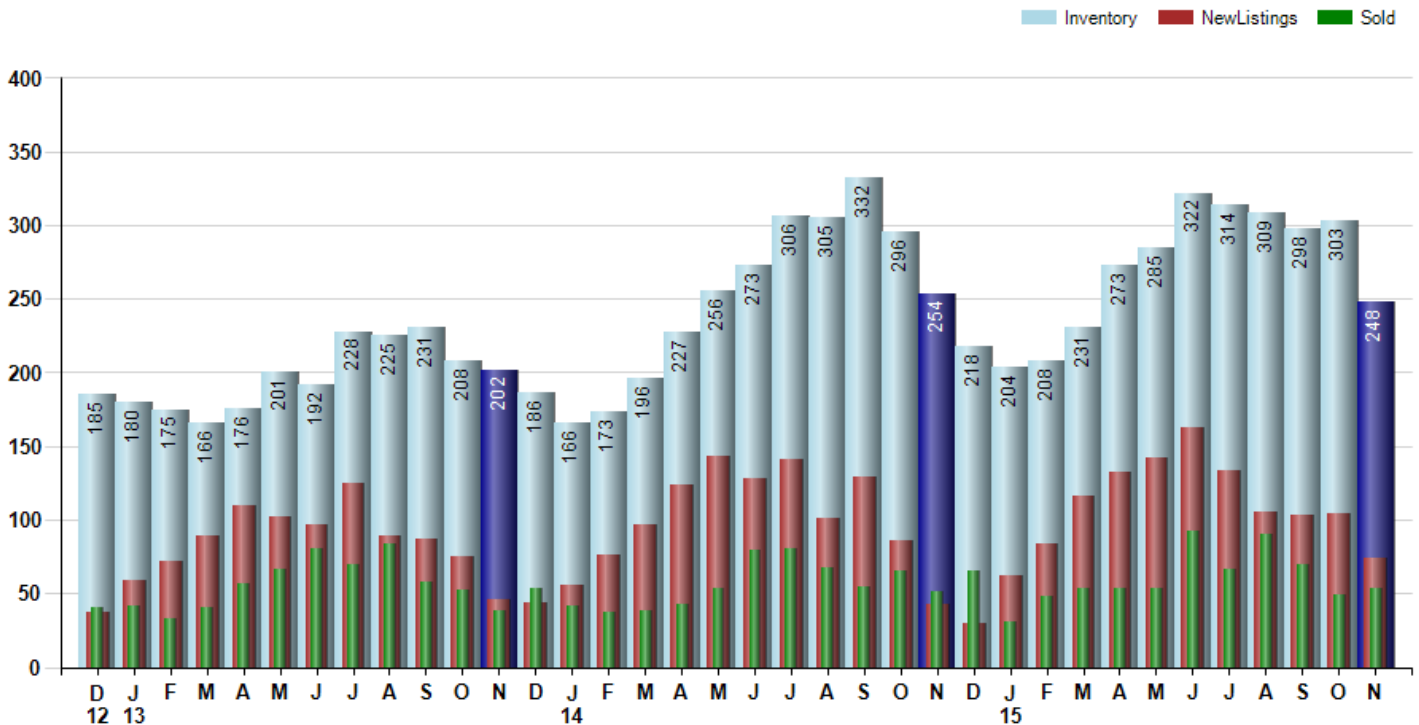
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The November 2015 Selling Price vs List Price of 95.2% was down from 96.6% last month and down from 96.7% in November 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 November 2015 was 74, down -28.8% from 104 last month and up 72.1% from 43 in November of last year.



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MARKET ACTION REPORT

November 2015

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| | D 12 | 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 | A | M | J | J | A | S | O | N |
|----------------|------|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|
| Homes Sold | 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 | 54 | 54 | 54 | 92 | 66 | 90 | 70 | 49 | 54 |
| 3 Mo. Roll Avg | | | 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 | 44 | 52 | 54 | 67 | 71 | 83 | 75 | 70 | 58 |

| (⁰⁰⁰ s) | D 12 | 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 | A | M | J | J | A | S | O | N |
|---------------------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Median Sale Price | 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 | 459 | 407 | 450 | 445 | 453 | 420 | 435 | 485 |
| 3 Mo. Roll Avg | | | 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 | 447 | 420 | 439 | 434 | 449 | 439 | 436 | 447 |

| | D 12 | 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 | A | M | J | J | A | S | O | N |
|-----------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Inventory | 185 | 180 | 175 | 166 | 176 | 201 | 192 | 228 | 225 | 231 | 208 | 202 | 186 | 166 | 173 | 196 | 227 | 256 | 273 | 306 | 305 | 332 | 296 | 254 | 218 | 204 | 208 | 231 | 273 | 285 | 322 | 314 | 309 | 298 | 303 | 248 |
| MSI | 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 | 7 | 4 | 4 | 5 | 5 | 4 | 5 | 3 | 4 | 6 | 5 |

| | D 12 | 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 | A | M | J | J | A | S | O | N |
|----------------|------|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|
| Days On Market | 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 | 71 | 75 | 59 | 51 | 45 | 39 | 51 | 46 | 37 |
| 3 Mo. Roll Avg | | | 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 | 68 | 74 | 68 | 62 | 52 | 45 | 45 | 45 | 45 |

| | D 12 | 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 | A | M | J | J | A | S | O | N |
|-----------------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Price per Sq Ft | 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 | 197 | 208 | 210 | 207 | 202 | 207 | 205 | 209 | 200 |
| 3 Mo. Roll Avg | | | 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 | 204 | 205 | 208 | 206 | 205 | 205 | 207 | 205 |

| | D 12 | 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 | A | M | J | J | A | S | O | N |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.950 | 0.978 | 0.969 | 0.971 | 0.961 | 0.965 | 0.973 | 0.966 | 0.952 |
| 3 Mo. Roll Avg | | | 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 | 0.961 | 0.966 | 0.973 | 0.967 | 0.966 | 0.966 | 0.968 | 0.964 |

| | D 12 | 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 | A | M | J | J | A | S | O | N |
|--------------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| New Listings | 37 | 59 | 72 | 89 | 110 | 102 | 97 | 125 | 89 | 87 | 75 | 46 | 44 | 56 | 76 | 97 | 124 | 143 | 128 | 141 | 101 | 129 | 86 | 43 | 30 | 62 | 84 | 116 | 132 | 142 | 163 | 134 | 105 | 103 | 104 | 74 |
| Inventory | 185 | 180 | 175 | 166 | 176 | 201 | 192 | 228 | 225 | 231 | 208 | 202 | 186 | 166 | 173 | 196 | 227 | 256 | 273 | 306 | 305 | 332 | 296 | 254 | 218 | 204 | 208 | 231 | 273 | 285 | 322 | 314 | 309 | 298 | 303 | 248 |
| Sales | 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 | 54 | 54 | 92 | 66 | 90 | 70 | 49 | 54 | |

| (⁰⁰⁰ s) | D 12 | 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 | A | M | J | J | A | S | O | N |
|---------------------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Avg Sale Price | 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 | 428 | 515 | 489 | 511 | 496 | 483 | 554 | 494 | 481 |
| 3 Mo. Roll Avg | | | 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 | 487 | 479 | 477 | 505 | 499 | 497 | 511 | 511 | 510 |

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