

MLS Area: Northbrook



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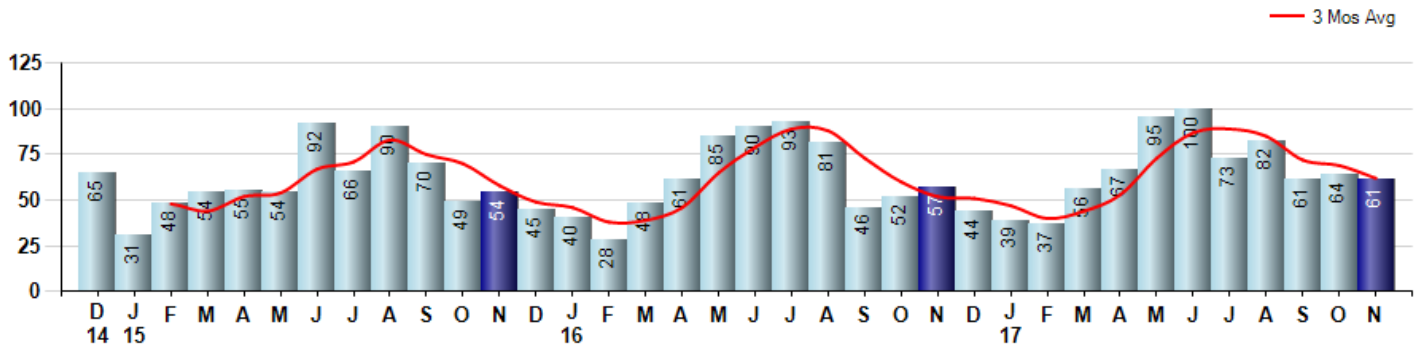
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|---|-----------|-------------------|-----|-----|----|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$575,000 | ↓ | | ↔ | | | | |
| Average List Price of all Current Listings | \$767,779 | ↑ | | ↑ | | | | |
| November Median Sales Price | \$410,000 | ↓ | ↓ | ↔ | ↓ | \$450,000 | ↑ | ↑ |
| November Average Sales Price | \$489,665 | ↓ | ↓ | ↑ | ↔ | \$507,026 | ↑ | ↑ |
| Total Properties Currently for Sale (Inventory) | 238 | ↓ | | ↓ | | | | |
| November Number of Properties Sold | 61 | ↓ | | ↑ | | 735 | ↑ | |
| November Average Days on Market (Solds) | 62 | ↑ | ↑ | ↑ | ↑ | 49 | ↓ | ↓ |
| November Month's Supply of Inventory | 3.9 | ↓ | ↓ | ↓ | ↓ | 5.0 | ↓ | ↓ |
| November Sale Price vs List Price Ratio | 90.8% | ↓ | ↓ | ↓ | ↓ | 93.8% | ↔ | ↑ |

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

Property Sales

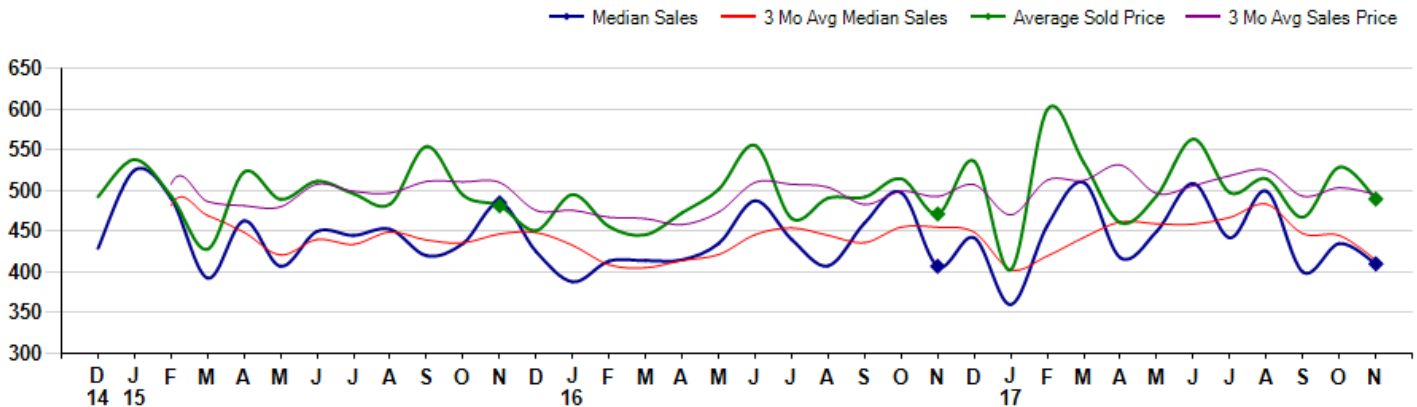
November Property sales were 61, up 7.0% from 57 in November of 2016 and -4.7% lower than the 64 sales last month. November 2017 sales were at their highest level compared to November of 2016 and 2015. November YTD sales of 735 are running 7.9% ahead of last year's year-to-date sales of 681.



Prices

The Median Sales Price in November was \$410,000, up 0.7% from \$407,000 in November of 2016 and down -5.7% from \$435,000 last month. The Average Sales Price in November was \$489,665, up 3.9% from \$471,313 in November of 2016 and down -7.4% from \$528,864 last month. November 2017 ASP was at highest level compared to November of 2016 and 2015.

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



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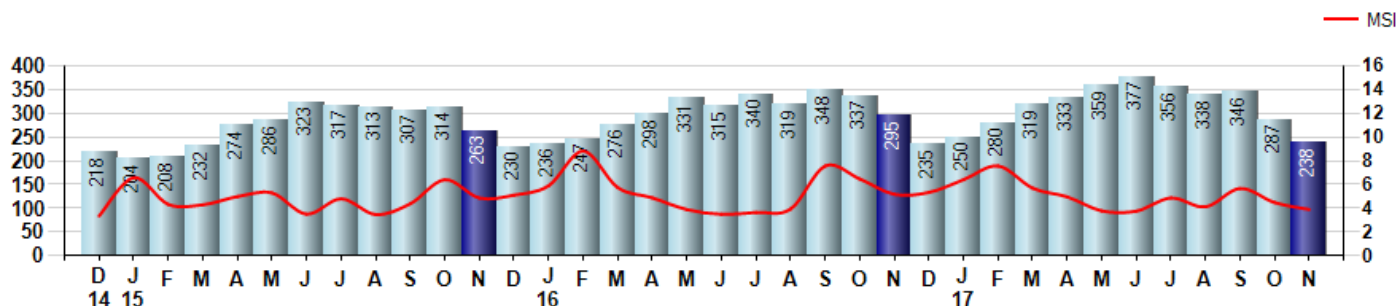
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Inventory & MSI

The Total Inventory of Properties available for sale as of November was 238, down -17.1% from 287 last month and down -19.3% from 295 in November of last year. November 2017 Inventory was at the lowest level compared to November of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2017 MSI of 3.9 months was at its lowest level compared with November of 2016 and 2015.

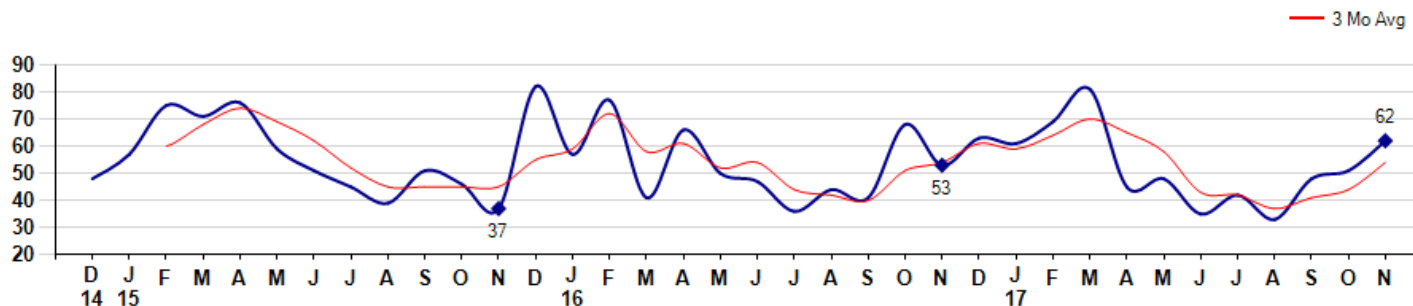
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 62, up 21.6% from 51 days last month and up 17.0% from 53 days in November of last year. The November 2017 DOM was at its highest level compared with November of 2016 and 2015.

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



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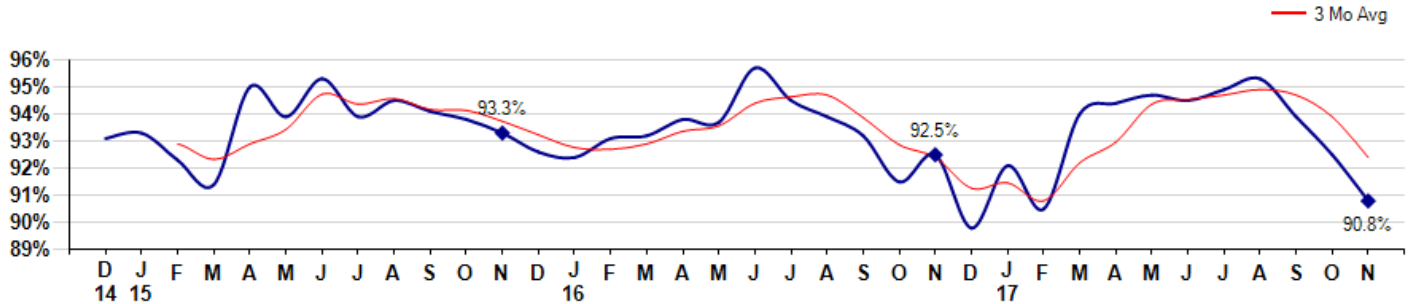


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Selling Price vs Listing Price

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 2017 Selling Price vs List Price of 90.8% was down from 92.5% last month and down from 92.5% in November of last year.

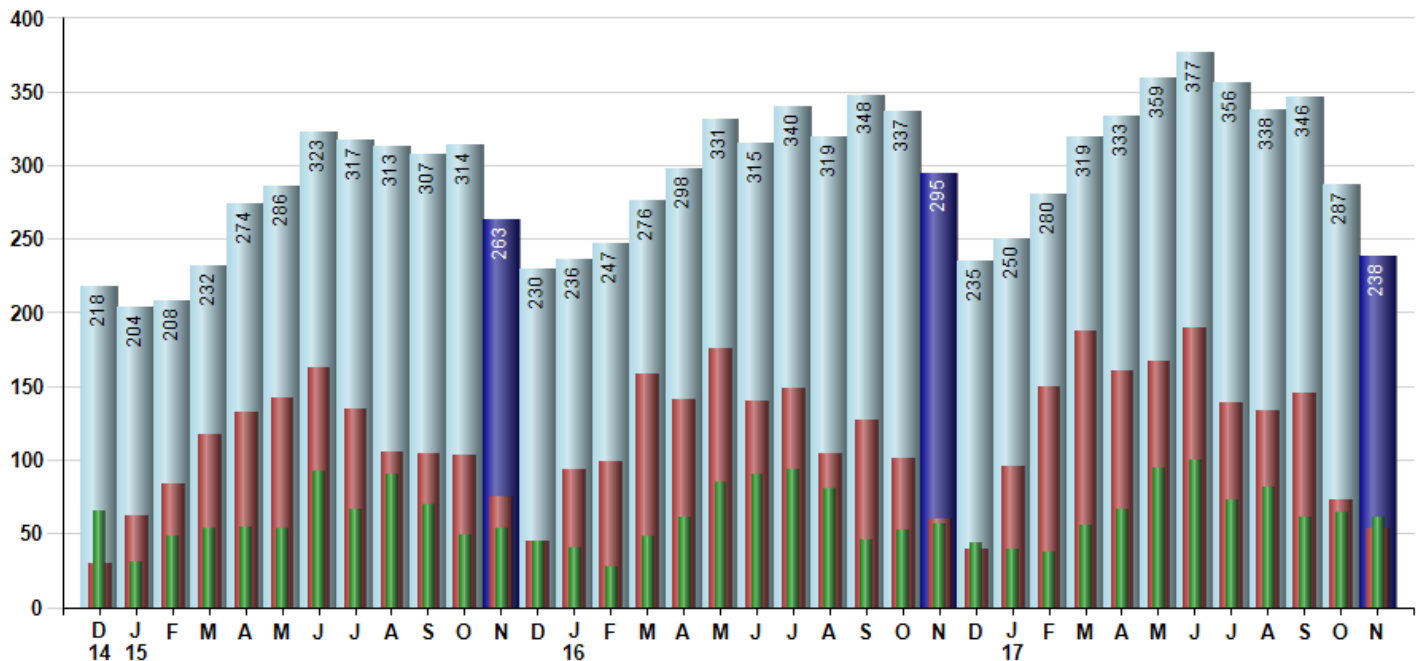
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2017 was 53, down -27.4% from 73 last month and down -11.7% from 60 in November of last year.

Inventory (light blue), New Listings (red), Sold (green)



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Based on information from Midwest Real Estate Data LLC for the period 12/1/2014 through 11/30/2017. 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

November 2017

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| | D 14 | J 15 | F | M | A | M | J | J | A | 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 |
|----------------|------|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|-----|----|----|----|----|----|
| Homes Sold | 65 | 31 | 48 | 54 | 55 | 54 | 92 | 66 | 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 |
| 3 Mo. Roll Avg | | | 48 | 44 | 52 | 54 | 67 | 71 | 83 | 75 | 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 |

| | (000's) D 14 | J 15 | F | M | A | M | J | J | A | 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 |
|-------------------|--------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Median Sale Price | 429 | 525 | 491 | 393 | 463 | 407 | 450 | 445 | 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 |
| 3 Mo. Roll Avg | | | 482 | 469 | 449 | 421 | 440 | 434 | 449 | 439 | 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 |

| | D 14 | J 15 | F | M | A | M | J | J | A | 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 |
|-----------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Inventory | 218 | 204 | 208 | 232 | 274 | 286 | 323 | 317 | 313 | 307 | 314 | 263 | 230 | 236 | 247 | 276 | 298 | 331 | 315 | 340 | 319 | 348 | 337 | 295 | 235 | 250 | 280 | 319 | 333 | 359 | 377 | 356 | 338 | 346 | 287 | 238 |
| MSI | 3 | 7 | 4 | 4 | 5 | 5 | 4 | 5 | 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 | 4 | 4 |

| | D 14 | J 15 | F | M | A | M | J | J | A | 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 |
|----------------|------|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|
| Days On Market | 48 | 57 | 75 | 71 | 76 | 59 | 51 | 45 | 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 |
| 3 Mo. Roll Avg | | | 60 | 68 | 74 | 69 | 62 | 52 | 45 | 45 | 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 |

| | D 14 | J 15 | F | M | A | M | J | J | A | 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 |
|-----------------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Price per Sq Ft | 206 | 207 | 207 | 197 | 211 | 210 | 207 | 202 | 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 | 204 | 215 |
| 3 Mo. Roll Avg | | | 207 | 204 | 205 | 206 | 209 | 206 | 205 | 205 | 207 | 205 | 202 | 196 | 197 | 200 | 205 | 207 | 213 | 210 | 206 | 198 | 201 | 198 | 203 | 198 | 203 | 200 | 202 | 203 | 210 | 215 | 219 | 216 | 213 | 212 |

| | D 14 | J 15 | F | M | A | M | J | J | A | 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 |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 0.931 | 0.933 | 0.923 | 0.914 | 0.950 | 0.939 | 0.953 | 0.939 | 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 | 0.947 | 0.945 | 0.949 | 0.953 | 0.939 | 0.925 | 0.908 |
| 3 Mo. Roll Avg | | | 0.929 | 0.923 | 0.929 | 0.934 | 0.947 | 0.944 | 0.946 | 0.942 | 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 | 0.945 | 0.947 | 0.949 | 0.947 | 0.939 | 0.924 |

| | D 14 | J 15 | F | M | A | M | J | J | A | 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 |
|--------------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| New Listings | 30 | 62 | 84 | 117 | 132 | 142 | 163 | 135 | 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 | 73 | 53 |
| Inventory | 218 | 204 | 208 | 232 | 274 | 286 | 323 | 317 | 313 | 307 | 314 | 263 | 230 | 236 | 247 | 276 | 298 | 331 | 315 | 340 | 319 | 348 | 337 | 295 | 235 | 250 | 280 | 319 | 333 | 359 | 377 | 356 | 338 | 346 | 287 | 238 |
| Sales | 65 | 31 | 48 | 54 | 55 | 54 | 92 | 66 | 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 |

| | (000's) D 14 | J 15 | F | M | A | M | J | J | A | 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 |
|----------------|--------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Avg Sale Price | 492 | 538 | 493 | 428 | 523 | 489 | 511 | 496 | 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 |
| 3 Mo. Roll Avg | | | 508 | 487 | 481 | 480 | 508 | 499 | 497 | 511 | 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 |

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