

## MLS Area: Northbrook



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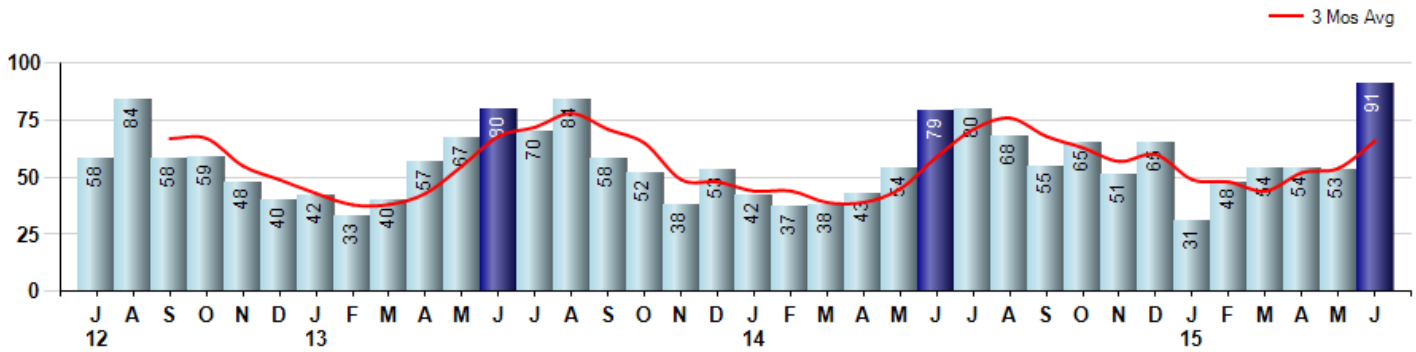
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$599,450	↔		↑				
Average List Price of all Current Listings	\$760,654	↑		↑				
June Median Sales Price	\$450,000	↑	↑	↓	↑	\$450,000	↑	↑
June Average Sales Price	\$506,571	↑	↑	↑	↑	\$494,046	↑	↑
Total Properties Currently for Sale (Inventory)	296	↑		↑				
June Number of Properties Sold	91	↑		↑		331	↑	
June Average Days on Market (Solds)	51	↓	↓	↑	↑	64	↑	↑
June Month's Supply of Inventory	3.3	↓	↓	↓	↓	4.7	↑	↑
June Sale Price vs List Price Ratio	97.1%	↑	↑	↓	↑	96.4%	↑	↑

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

### Property Sales

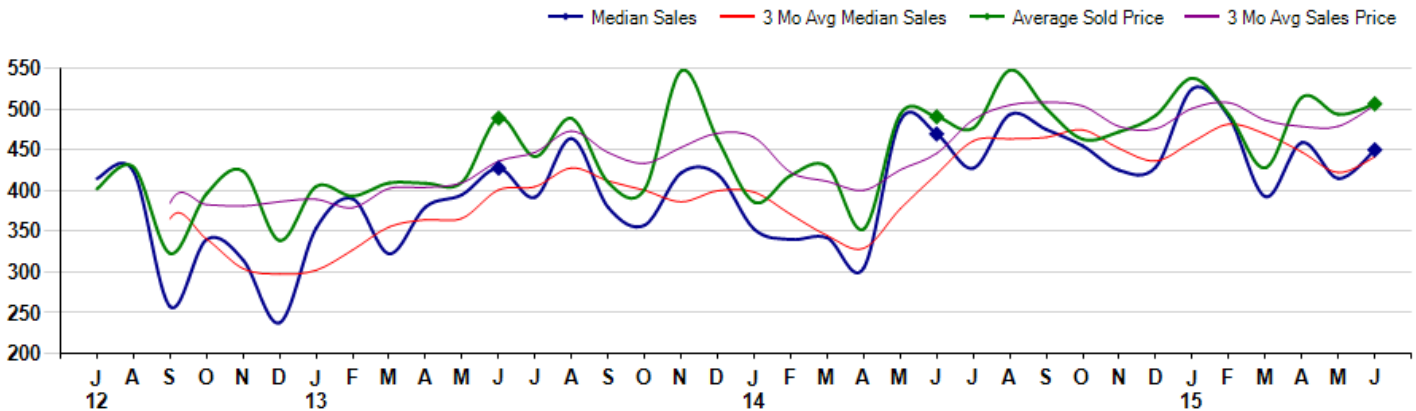
June Property sales were 91, up 15.2% from 79 in June of 2014 and 71.7% higher than the 53 sales last month. June 2015 sales were at their highest level compared to June of 2014 and 2013. June YTD sales of 331 are running 13.0% ahead of last year's year-to-date sales of 293.



### Prices

The Median Sales Price in June was \$450,000, down -4.2% from \$469,500 in June of 2014 and up 8.4% from \$415,000 last month. The Average Sales Price in June was \$506,571, up 3.2% from \$490,633 in June of 2014 and up 2.6% from \$493,565 last month. June 2015 ASP was at highest level compared to June of 2014 and 2013.

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



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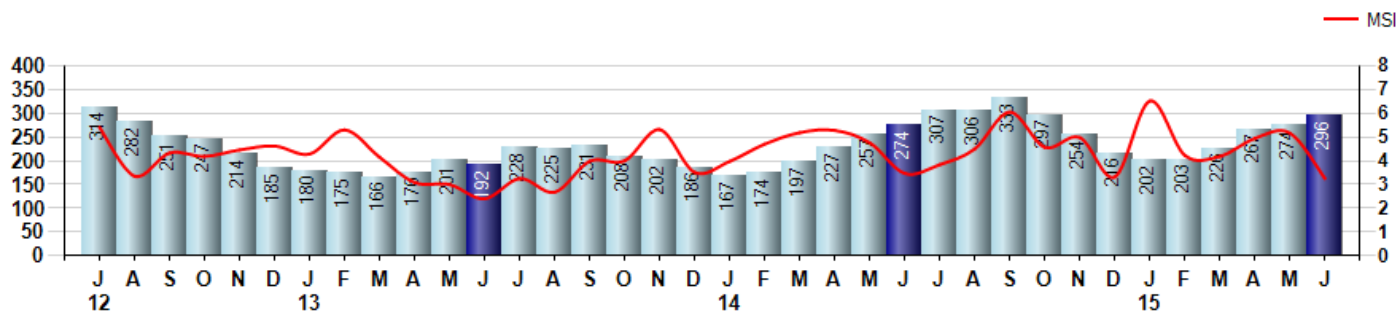
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### Inventory & MSI

The Total Inventory of Properties available for sale as of June was 296, up 8.0% from 274 last month and up 8.0% from 274 in June of last year. June 2015 Inventory was at highest level compared to June of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2015 MSI of 3.3 months was at a mid range compared with June of 2014 and 2013.

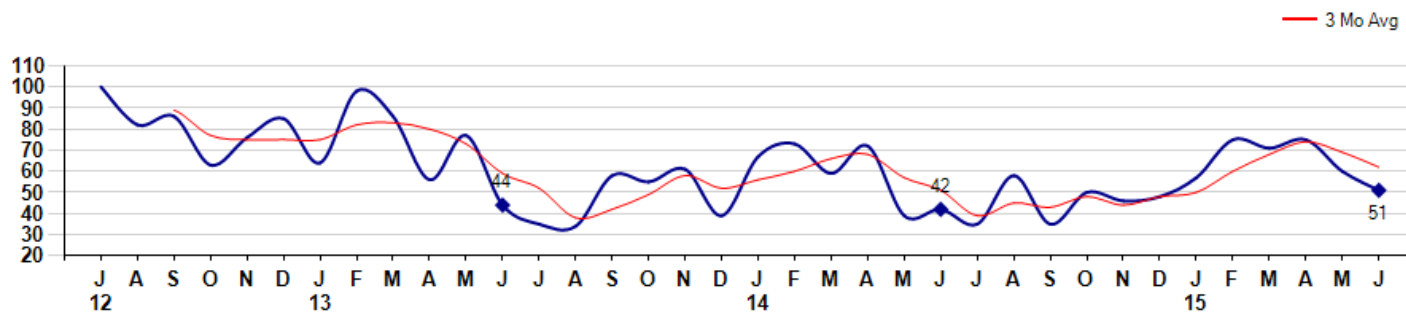
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 June was 51, down -15.0% from 60 days last month and up 21.4% from 42 days in June of last year. The June 2015 DOM was at its highest level compared with June of 2014 and 2013.

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



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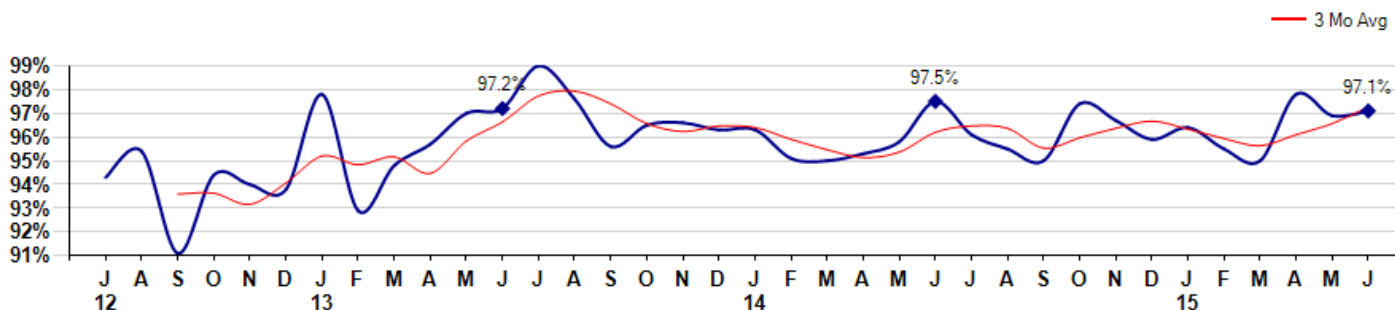


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### Selling Price vs Listing Price

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 June 2015 Selling Price vs List Price of 97.1% was up from 96.9% last month and down from 97.5% in June of last year.

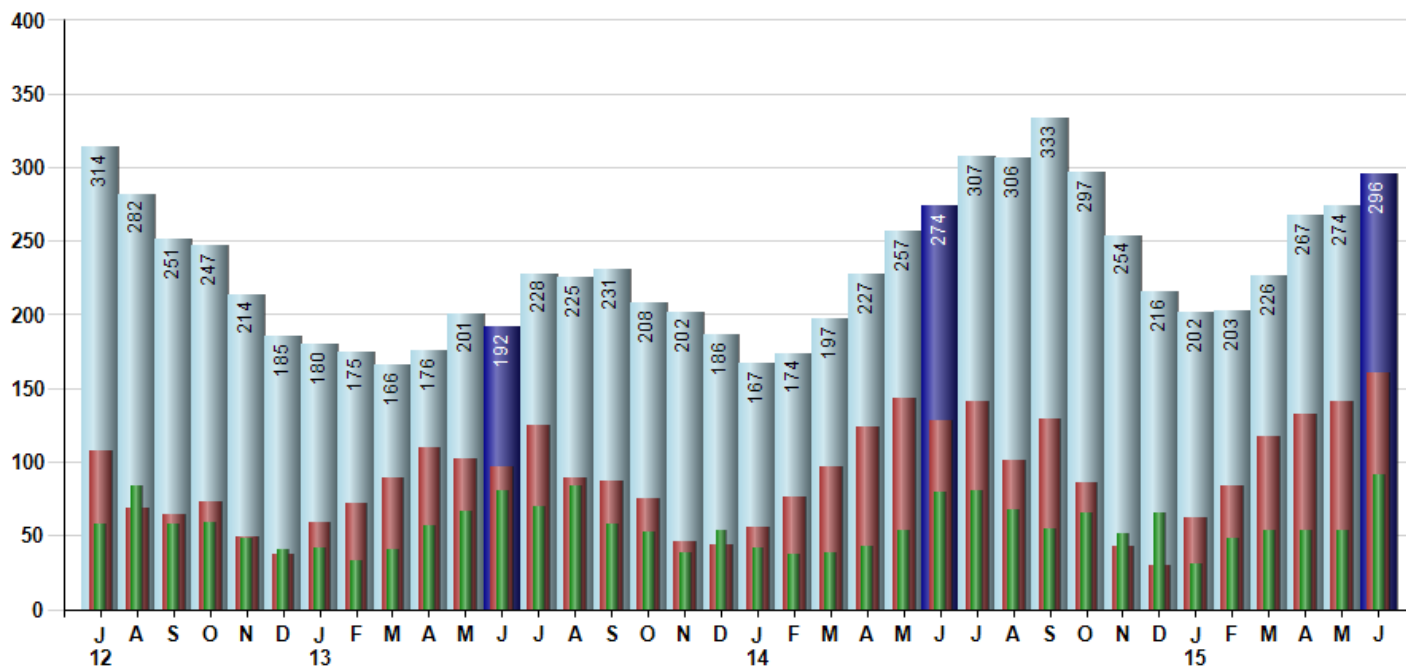
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 June 2015 was 161, up 14.2% from 141 last month and up 25.8% from 128 in June of last year.

Inventory    New Listings    Sold



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	J 12	A	S	O	N	D	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
Homes Sold	58	84	58	59	48	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	53	91
3 Mo. Roll Avg			67	67	55	49	43	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	66

	(000's) J 12	A	S	O	N	D	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
Median Sale Price	415	424	258	340	315	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	415	450
3 Mo. Roll Avg			365	340	304	298	302	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	422	441

	J 12	A	S	O	N	D	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
Inventory	314	282	251	247	214	185	180	175	166	176	201	192	228	225	231	208	202	186	167	174	197	227	257	274	307	306	333	297	254	216	202	203	226	267	274	296
MSI	5	3	4	4	4	5	4	5	4	3	3	2	3	3	4	4	5	4	4	5	5	5	5	3	4	5	6	5	5	3	7	4	4	5	5	3

	J 12	A	S	O	N	D	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
Days On Market	100	82	86	63	76	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	60	51
3 Mo. Roll Avg			89	77	75	75	75	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	69	62

	J 12	A	S	O	N	D	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
Price per Sq Ft	172	177	151	167	173	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	206
3 Mo. Roll Avg			167	165	164	161	164	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

	J 12	A	S	O	N	D	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
Sale to List Price	0.943	0.954	0.911	0.944	0.940	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
3 Mo. Roll Avg			0.936	0.936	0.932	0.941	0.952	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

	J 12	A	S	O	N	D	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
New Listings	108	69	64	73	49	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	117	132	141	161
Inventory	314	282	251	247	214	185	180	175	166	176	201	192	228	225	231	208	202	186	167	174	197	227	257	274	307	306	333	297	254	216	202	203	226	267	274	296
Sales	58	84	58	59	48	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	53	91

	(000's) J 12	A	S	O	N	D	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
Avg Sale Price	402	429	323	396	424	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	494	507
3 Mo. Roll Avg			385	383	381	386	389	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	479	505

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