

## MLS Area: Northbrook



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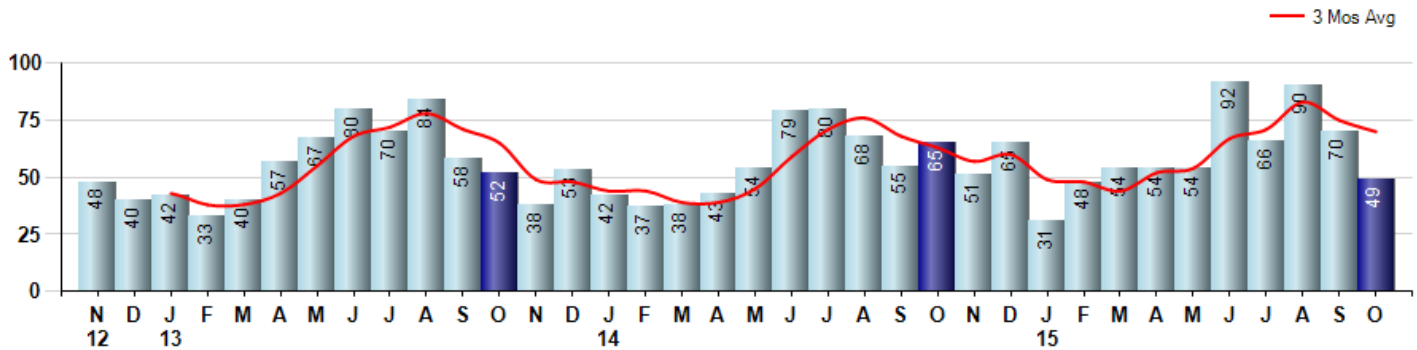
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$550,000	↓		↔				
Average List Price of all Current Listings	\$704,506	↔		↑				
October Median Sales Price	\$435,000	↑	↔	↓	↔	\$442,500	↑	↑
October Average Sales Price	\$494,356	↓	↓	↑	↑	\$500,039	↑	↑
Total Properties Currently for Sale (Inventory)	300	↑		↑				
October Number of Properties Sold	49	↓		↓		608	↑	
October Average Days on Market (Solds)	46	↓	↑	↓	↓	55	↑	↑
October Month's Supply of Inventory	6.1	↑	↑	↑	↑	4.8	↑	↑
October Sale Price vs List Price Ratio	96.6%	↓	↑	↓	↑	96.3%	↑	↑

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

### Property Sales

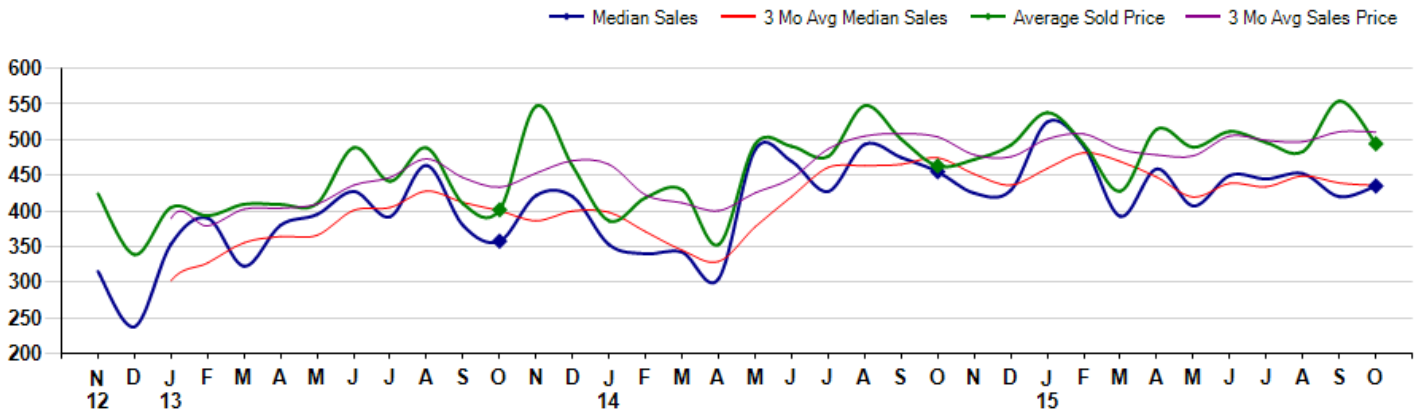
October Property sales were 49, down -24.6% from 65 in October of 2014 and -30.0% lower than the 70 sales last month. October 2015 sales were at their lowest level compared to October of 2014 and 2013. October YTD sales of 608 are running 8.4% ahead of last year's year-to-date sales of 561.



### Prices

The Median Sales Price in October was \$435,000, down -4.4% from \$455,000 in October of 2014 and up 3.6% from \$420,000 last month. The Average Sales Price in October was \$494,356, up 6.8% from \$463,078 in October of 2014 and down -10.8% from \$554,265 last month. October 2015 ASP was at highest level compared to October of 2014 and 2013.

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



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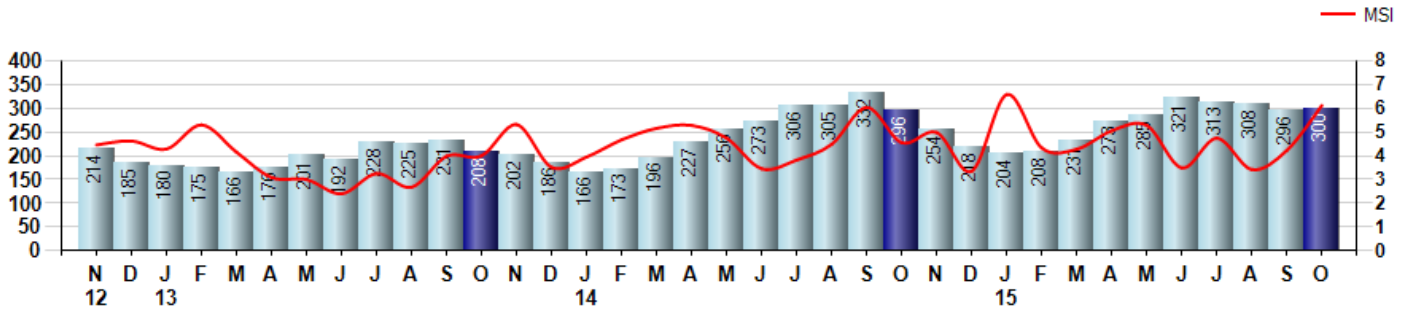
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### Inventory & MSI

The Total Inventory of Properties available for sale as of October was 300, up 1.4% from 296 last month and up 1.4% from 296 in October of last year. October 2015 Inventory was at highest level compared to October of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2015 MSI of 6.1 months was at its highest level compared with October of 2014 and 2013.

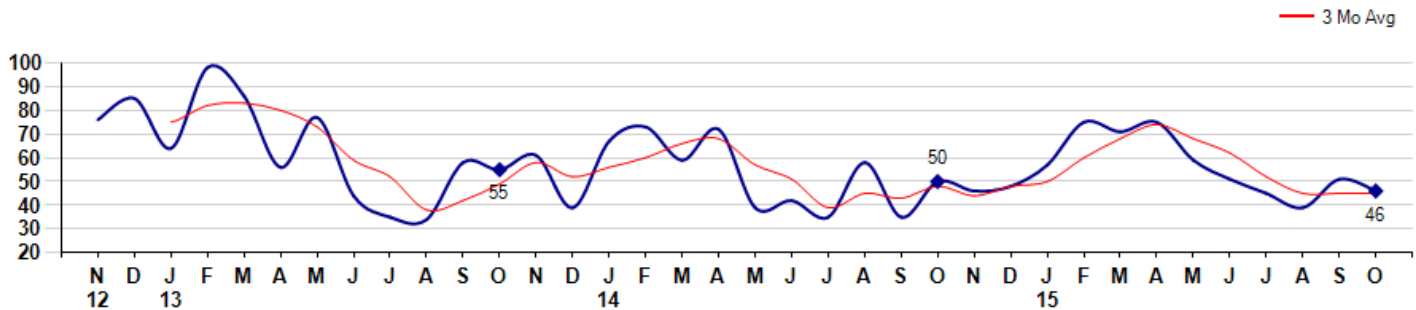
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 October was 46, down -9.8% from 51 days last month and down -8.0% from 50 days in October of last year. The October 2015 DOM was at its lowest level compared with October of 2014 and 2013.

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



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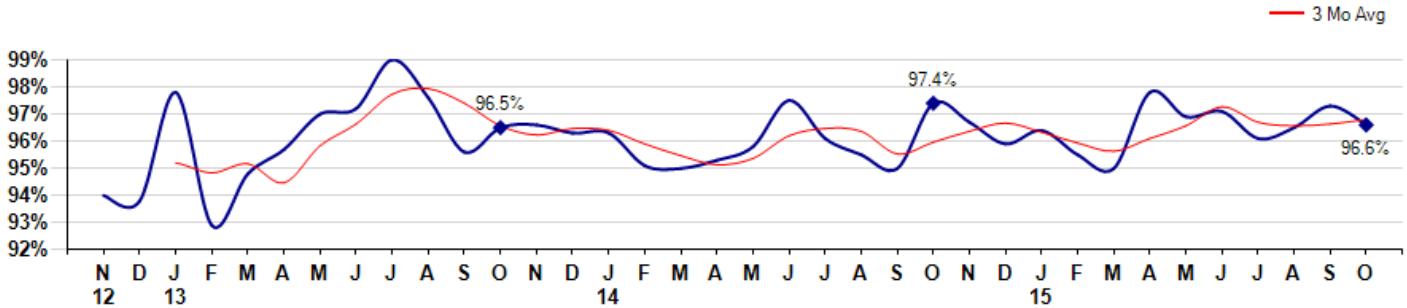


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### Selling Price vs Listing Price

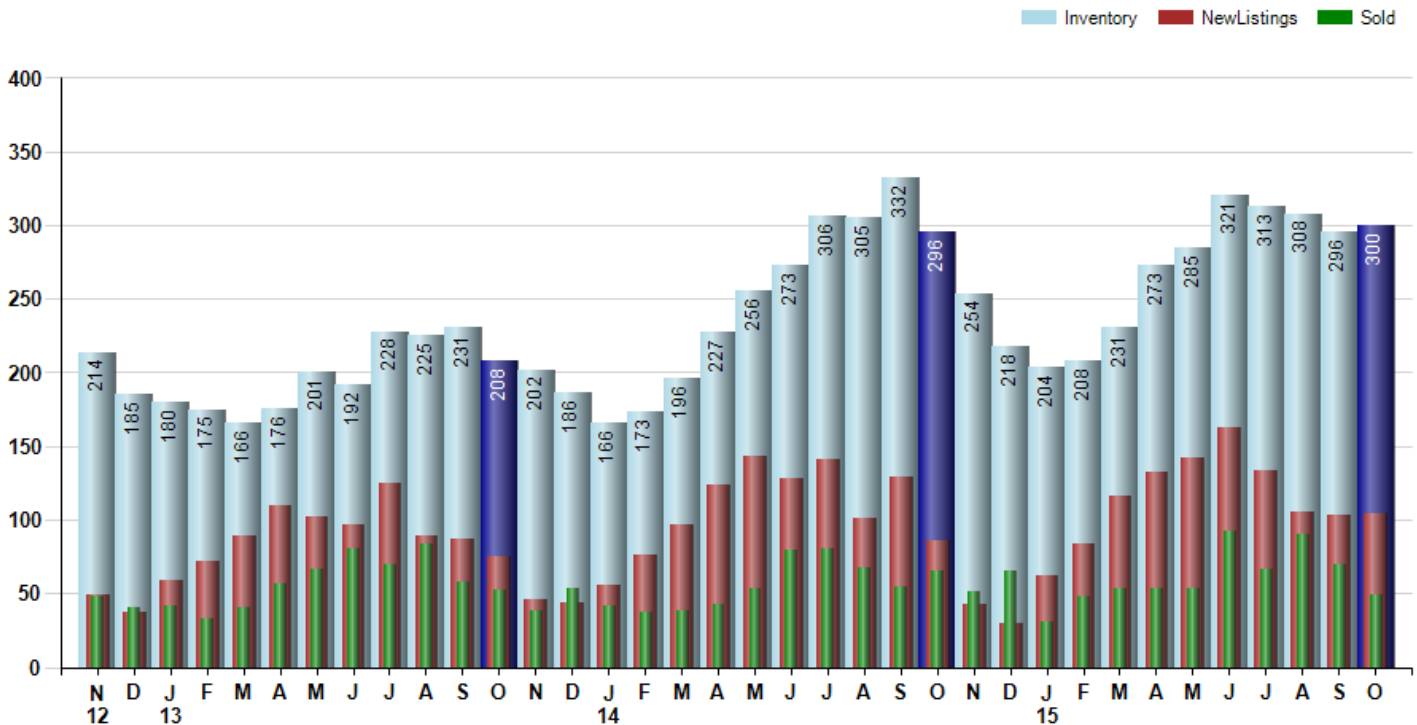
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The October 2015 Selling Price vs List Price of 96.6% was down from 97.3% last month and down from 97.4% in October 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 October 2015 was 104, up 1.0% from 103 last month and up 20.9% from 86 in October of last year.



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	N 12	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	J	A	S	O
Homes Sold	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	54	92	66	90	70	49
3 Mo. Roll Avg			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	67	71	83	75	70

	(000's) N 12	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	J	A	S	O
Median Sale Price	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	407	450	445	453	420	435
3 Mo. Roll Avg			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	420	439	434	449	439	436

	N 12	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	J	A	S	O
Inventory	214	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	321	313	308	296	300
MSI	4	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	3	5	3	4	6

	N 12	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	J	A	S	O
Days On Market	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	59	51	45	39	51	46
3 Mo. Roll Avg			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	68	62	52	45	45	45

	N 12	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	J	A	S	O
Price per Sq Ft	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	207	202	207	205	209
3 Mo. Roll Avg			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	206	205	205	207

	N 12	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	J	A	S	O
Sale to List Price	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	0.961	0.965	0.973	0.966
3 Mo. Roll Avg			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	0.967	0.966	0.966	0.968

	N 12	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	J	A	S	O
New Listings	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	116	132	142	163	134	105	103	104
Inventory	214	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	321	313	308	296	300
Sales	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	54	92	66	90	70	49

	(000's) N 12	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	J	A	S	O
Avg Sale Price	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	489	511	496	483	554	494
3 Mo. Roll Avg			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	477	505	499	497	511	511

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