

MLS Area: Northbrook



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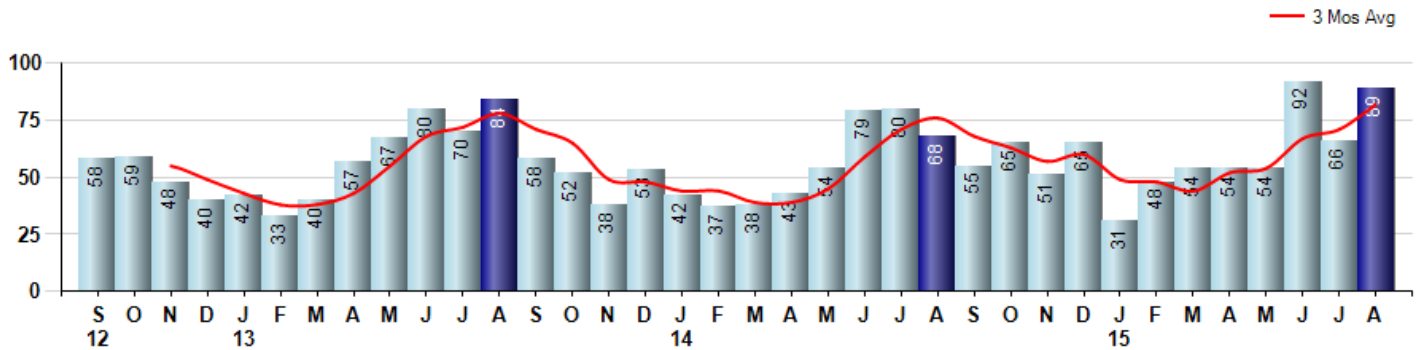
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$579,000	↓		↑				
Average List Price of all Current Listings	\$713,838	↓		↑				
August Median Sales Price	\$445,000	↔	↔	↓	↑	\$450,000	↑	↑
August Average Sales Price	\$480,608	↓	↓	↓	↑	\$492,379	↑	↑
Total Properties Currently for Sale (Inventory)	295	↓		↓				
August Number of Properties Sold	89	↑		↑		488	↑	
August Average Days on Market (Solds)	39	↓	↓	↓	↓	56	↑	↑
August Month's Supply of Inventory	3.3	↓	↓	↓	↓	4.6	↑	↑
August Sale Price vs List Price Ratio	96.5%	↑	↔	↑	↑	96.4%	↑	↑

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

Property Sales

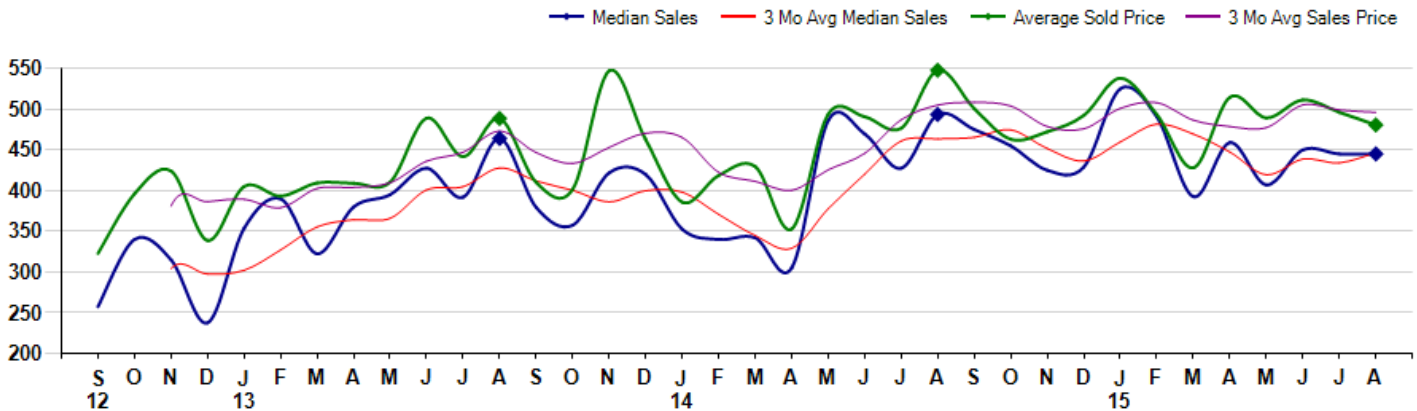
August Property sales were 89, up 30.9% from 68 in August of 2014 and 34.8% higher than the 66 sales last month. August 2015 sales were at their highest level compared to August of 2014 and 2013. August YTD sales of 488 are running 10.7% ahead of last year's year-to-date sales of 441.



Prices

The Median Sales Price in August was \$445,000, down -9.8% from \$493,500 in August of 2014 and equal to \$445,000 last month. The Average Sales Price in August was \$480,608, down -12.3% from \$547,800 in August of 2014 and down -3.1% from \$496,203 last month. August 2015 ASP was at the lowest level compared to August of 2014 and 2013.

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



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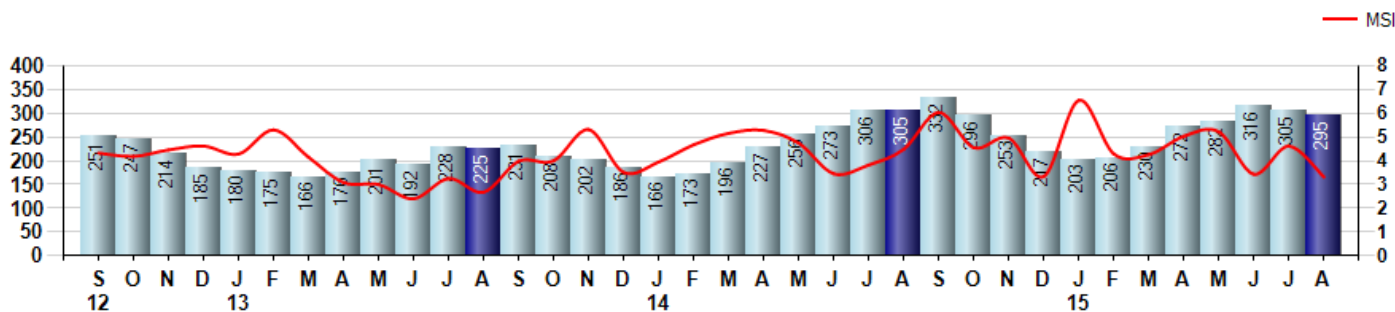
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Inventory & MSI

The Total Inventory of Properties available for sale as of August was 295, down -3.3% from 305 last month and down -3.3% from 305 in August of last year. August 2015 Inventory was at a mid range compared to August of 2014 and 2013.

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

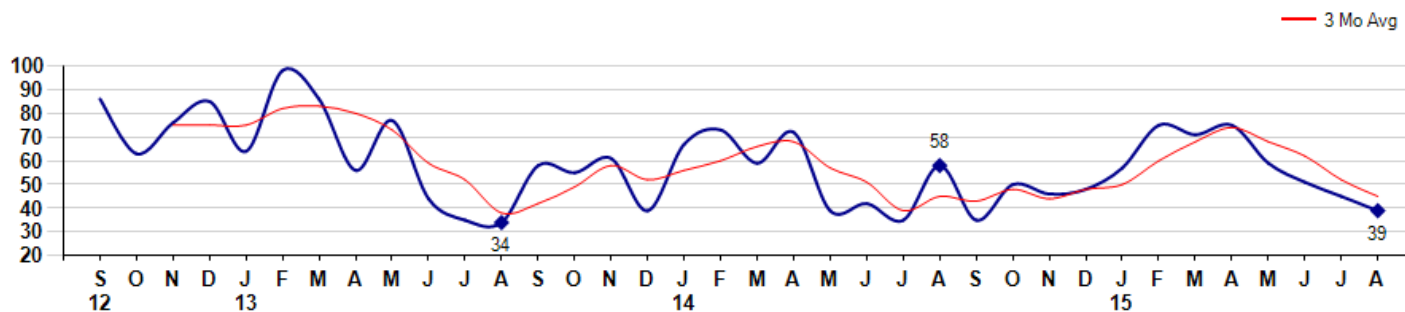
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 August was 39, down -13.3% from 45 days last month and down -32.8% from 58 days in August of last year. The August 2015 DOM was at a mid range compared with August of 2014 and 2013.

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



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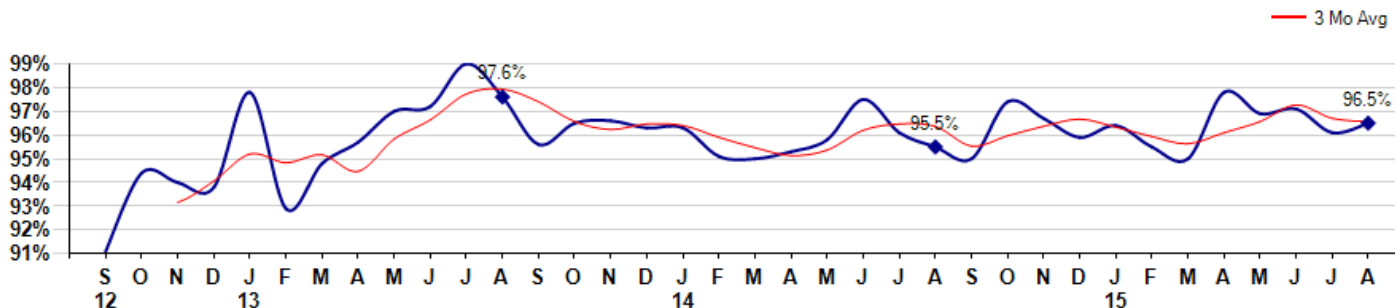


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Selling Price vs Listing Price

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 August 2015 Selling Price vs List Price of 96.5% was up from 96.1% last month and up from 95.5% in August of last year.

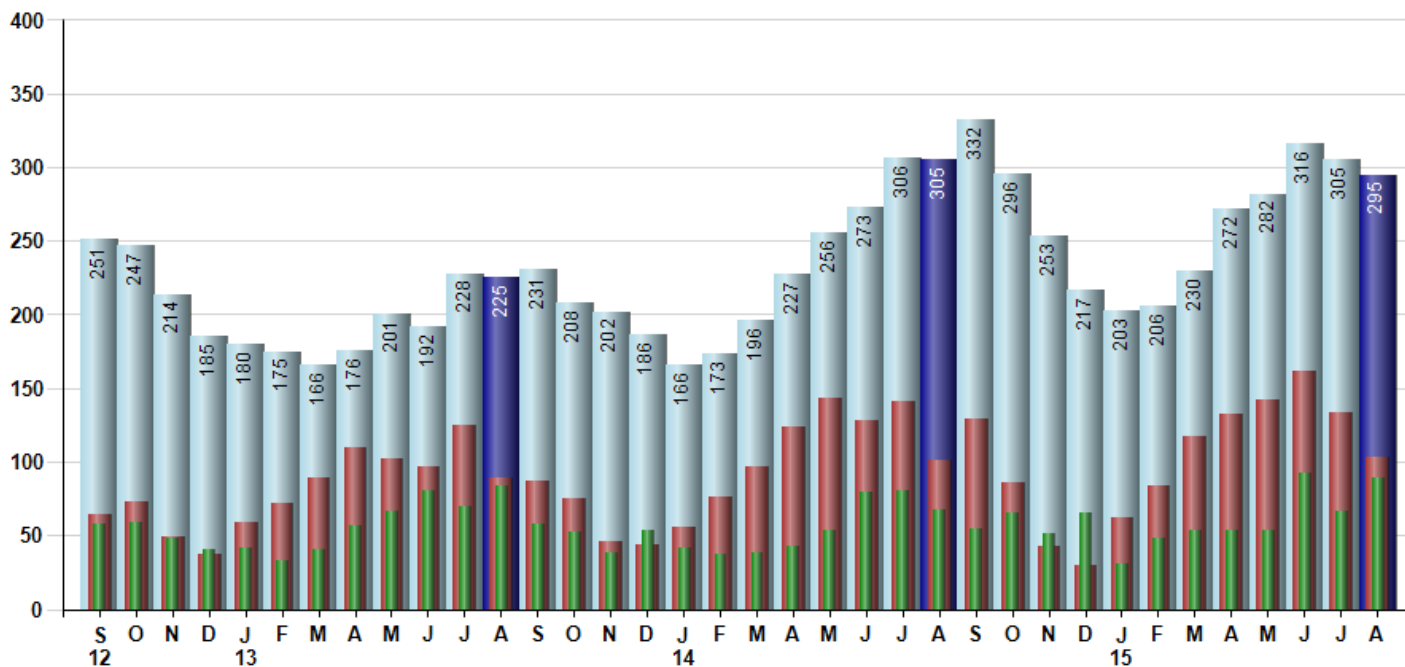
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 August 2015 was 103, down -23.1% from 134 last month and up 2.0% from 101 in August of last year.

Inventory NewListings Sold



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MARKET ACTION REPORT

August 2015

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	S 12	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	J	A
Homes Sold	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	54	92	66	89
3 Mo. Roll Avg			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	67	71	82

	(000's) S 12	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	J	A
Median Sale Price	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	407	450	445	445
3 Mo. Roll Avg			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	420	439	434	447

	S 12	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	J	A
Inventory	251	247	214	185	180	175	166	176	201	192	228	225	231	208	202	186	166	173	196	227	256	273	306	305	332	296	253	217	203	206	230	272	282	316	305	295
MSI	4	4	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

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

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

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

	S 12	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	J	A
New Listings	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	142	162	134	103
Inventory	251	247	214	185	180	175	166	176	201	192	228	225	231	208	202	186	166	173	196	227	256	273	306	305	332	296	253	217	203	206	230	272	282	316	305	295
Sales	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	92	66	89	

	(000's) S 12	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	J	A
Avg Sale Price	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	489	511	496	481
3 Mo. Roll Avg			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	477	505	499	496

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