

MLS Area: Northbrook



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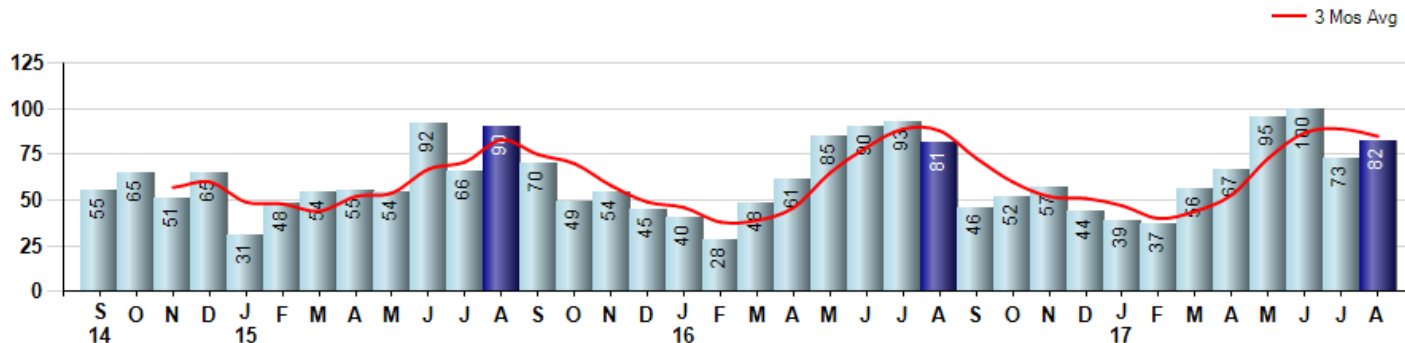
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|---|-----------|-------------------|-----|-----|----|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$554,212 | ↓ | | ↓ | | | | |
| Average List Price of all Current Listings | \$711,165 | ↓ | | ↓ | | | | |
| August Median Sales Price | \$499,450 | ↑ | ↑ | ↑ | ↑ | \$460,000 | ↑ | ↑ |
| August Average Sales Price | \$514,501 | ↑ | → | ↑ | ↑ | \$510,826 | ↑ | ↑ |
| Total Properties Currently for Sale (Inventory) | 333 | ↓ | | ↑ | | | | |
| August Number of Properties Sold | 82 | ↑ | | ↑ | | 549 | ↑ | |
| August Average Days on Market (Solds) | 33 | ↓ | ↓ | ↓ | ↓ | 48 | ↓ | ↓ |
| August Month's Supply of Inventory | 4.1 | ↓ | ↓ | ↑ | ↓ | 5.1 | ↑ | ↓ |
| August Sale Price vs List Price Ratio | 95.3% | ↑ | ↑ | ↑ | ↑ | 94.2% | → | ↑ |

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

Property Sales

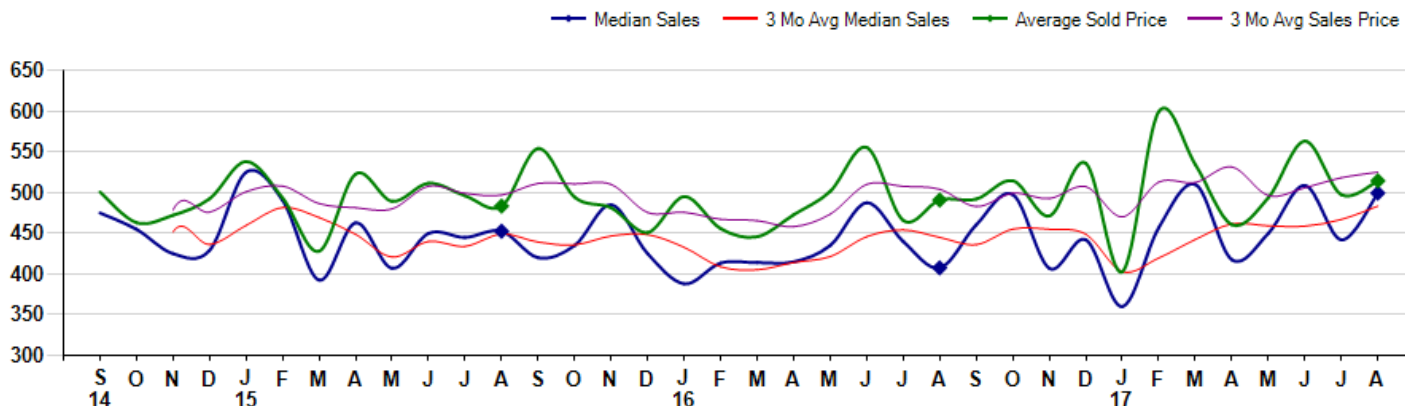
August Property sales were 82, up 1.2% from 81 in August of 2016 and 12.3% higher than the 73 sales last month. August 2017 sales were at a mid level compared to August of 2016 and 2015. August YTD sales of 549 are running 4.4% ahead of last year's year-to-date sales of 526.



Prices

The Median Sales Price in August was \$499,450, up 22.6% from \$407,500 in August of 2016 and up 13.0% from \$442,000 last month. The Average Sales Price in August was \$514,501, up 4.8% from \$490,793 in August of 2016 and up 3.4% from \$497,449 last month. August 2017 ASP was at highest level compared to August of 2016 and 2015.

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



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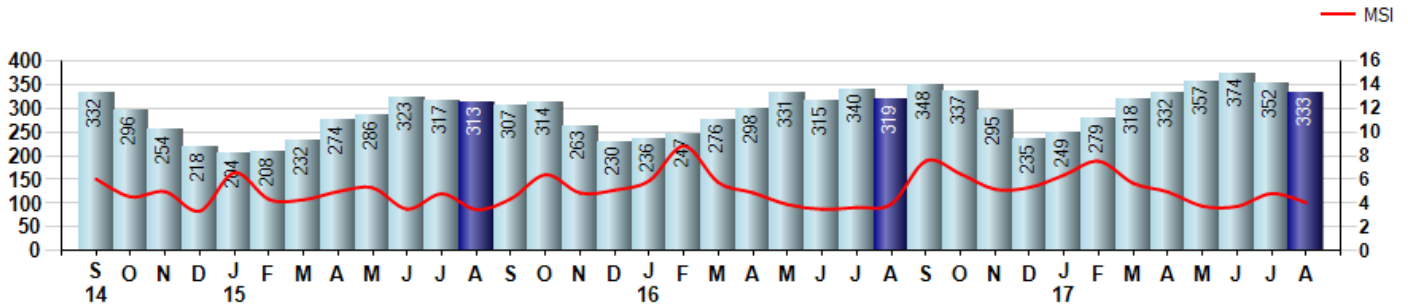
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Inventory & MSI

The Total Inventory of Properties available for sale as of August was 333, down -5.4% from 352 last month and up 4.4% from 319 in August of last year. August 2017 Inventory was at highest level compared to August of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2017 MSI of 4.1 months was at its highest level compared with August of 2016 and 2015.

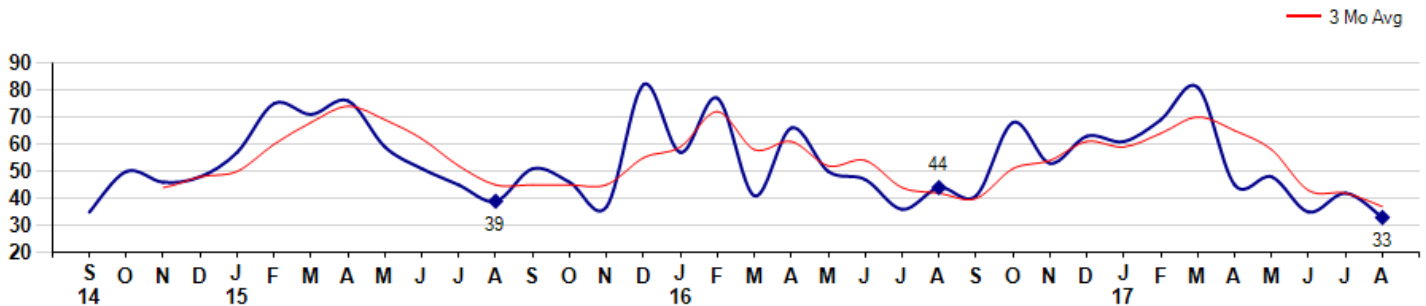
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 August was 33, down -21.4% from 42 days last month and down -25.0% from 44 days in August of last year. The August 2017 DOM was at its lowest level compared with August of 2016 and 2015.

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



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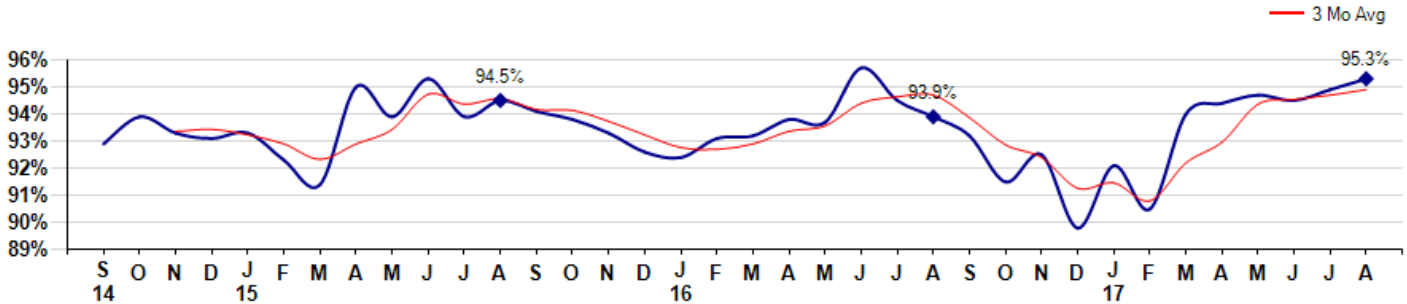


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Selling Price vs Listing Price

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 August 2017 Selling Price vs List Price of 95.3% was up from 94.9% last month and up from 93.9% in August of last year.

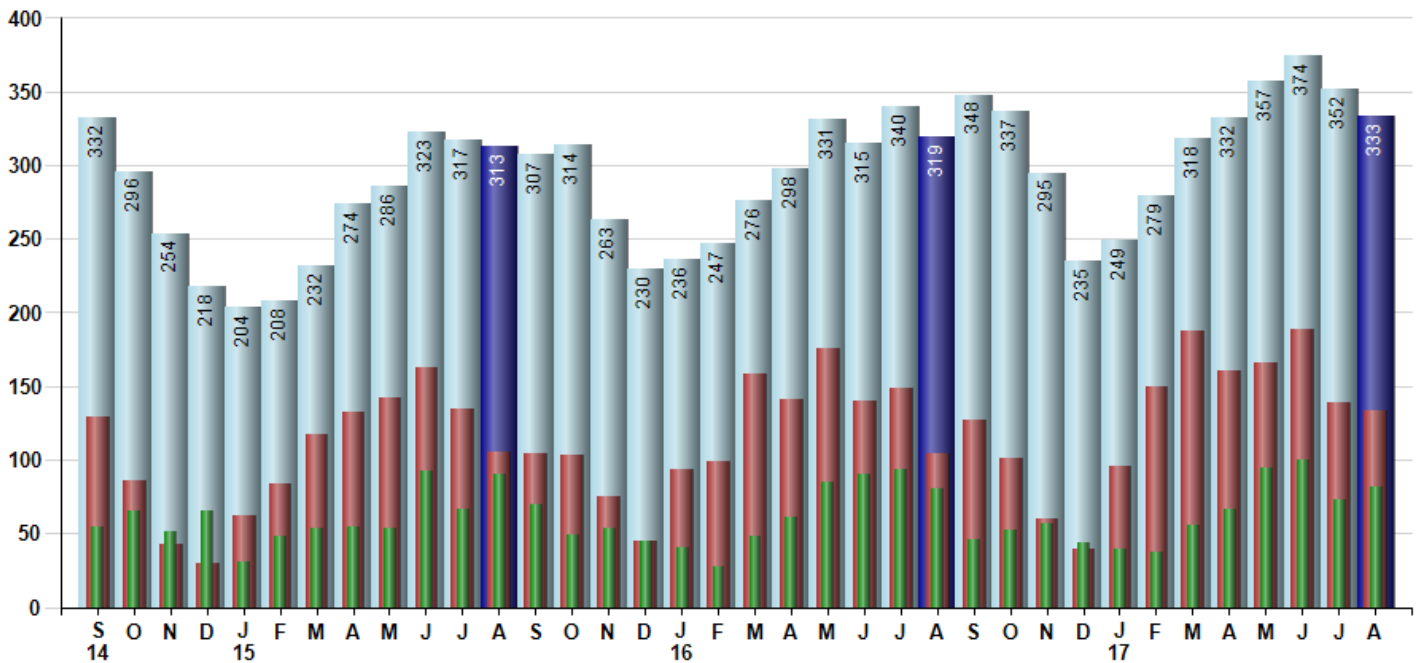
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2017 was 133, down -4.3% from 139 last month and up 27.9% from 104 in August of last year.

Inventory New Listings Sold



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| | S 14 | O | N | D | 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 |
|----------------|------|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|-----|----|----|
| Homes Sold | 55 | 65 | 51 | 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 |
| 3 Mo. Roll Avg | | | 57 | 60 | 49 | 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 |

| | (000's) S 14 | O | N | D | 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 |
|-------------------|--------------|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|
| Median Sale Price | 475 | 455 | 425 | 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 |
| 3 Mo. Roll Avg | | | 452 | 436 | 460 | 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 |

| | S 14 | O | N | D | 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 |
|-----------|------|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|
| Inventory | 332 | 296 | 254 | 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 | 249 | 279 | 318 | 332 | 357 | 374 | 352 | 333 |
| MSI | 6 | 5 | 5 | 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 |

| | S 14 | O | N | D | 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 |
|----------------|------|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|
| Days On Market | 35 | 50 | 46 | 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 |
| 3 Mo. Roll Avg | | | 44 | 48 | 50 | 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 |

| | S 14 | O | N | D | 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 |
|-----------------|------|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|
| Price per Sq Ft | 210 | 194 | 200 | 206 | 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 | |
| 3 Mo. Roll Avg | | | 201 | 200 | 204 | 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 |

| | S 14 | O | N | D | 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 |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 0.929 | 0.939 | 0.933 | 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 |
| 3 Mo. Roll Avg | | | 0.934 | 0.934 | 0.932 | 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 |

| | S 14 | O | N | D | 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 |
|--------------|------|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|
| New Listings | 129 | 86 | 43 | 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 | 166 | 189 | 139 | 133 |
| Inventory | 332 | 296 | 254 | 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 | 249 | 279 | 318 | 332 | 357 | 374 | 352 | 333 |
| Sales | 55 | 65 | 51 | 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 |

| | (000's) S 14 | O | N | D | 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 |
|----------------|--------------|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|
| Avg Sale Price | 501 | 463 | 472 | 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 |
| 3 Mo. Roll Avg | | | 479 | 476 | 501 | 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 |

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