

## MLS Area: Northbrook



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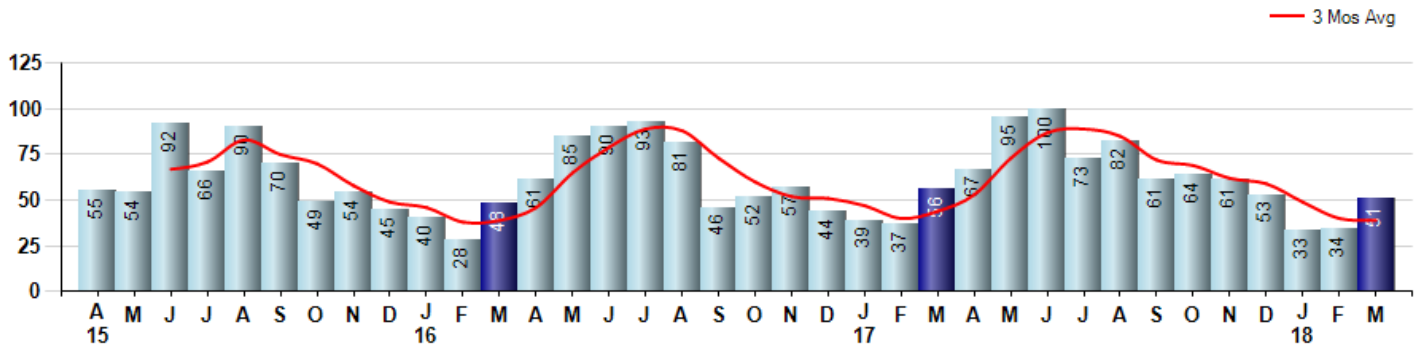
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$624,900	↑		↔				
Average List Price of all Current Listings	\$731,773	↑		↓				
March Median Sales Price	\$430,000	↑	↑	↓	↓	\$417,500	↓	↓
March Average Sales Price	\$486,949	↑	↑	↓	↓	\$460,309	↓	↓
Total Properties Currently for Sale (Inventory)	295	↑		↓				
March Number of Properties Sold	51	↑		↓		118	↓	
March Average Days on Market (Solds)	61	↑	↑	↓	↑	57	↓	↑
March Month's Supply of Inventory	5.8	↓	↓	↑	↑	6.8	↑	↑
March Sale Price vs List Price Ratio	92.5%	↓	↓	↓	↓	93.1%	↑	↓

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

### Property Sales

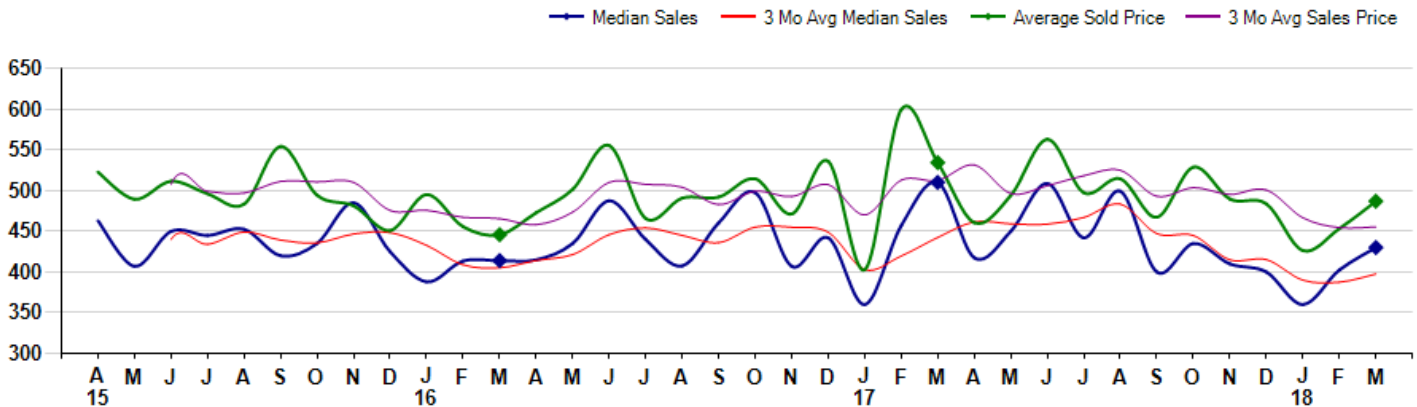
March Property sales were 51, down -8.9% from 56 in March of 2017 and 50.0% higher than the 34 sales last month. March 2018 sales were at a mid level compared to March of 2017 and 2016. March YTD sales of 118 are running -10.6% behind last year's year-to-date sales of 132.



### Prices

The Median Sales Price in March was \$430,000, down -15.7% from \$510,000 in March of 2017 and up 6.8% from \$402,500 last month. The Average Sales Price in March was \$486,949, down -8.9% from \$534,457 in March of 2017 and up 7.4% from \$453,313 last month. March 2018 ASP was at a mid range compared to March of 2017 and 2016.

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



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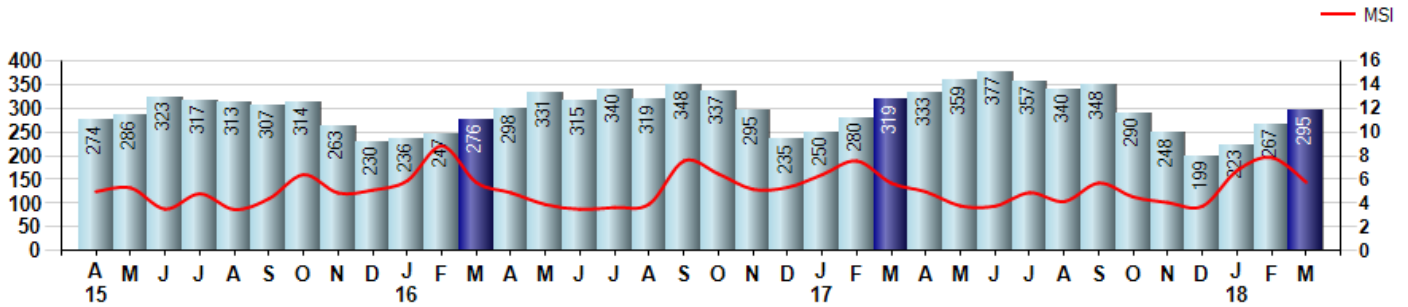
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### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 295, up 10.5% from 267 last month and down -7.5% from 319 in March of last year. March 2018 Inventory was at a mid range compared to March of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2018 MSI of 5.8 months was at its highest level compared with March of 2017 and 2016.

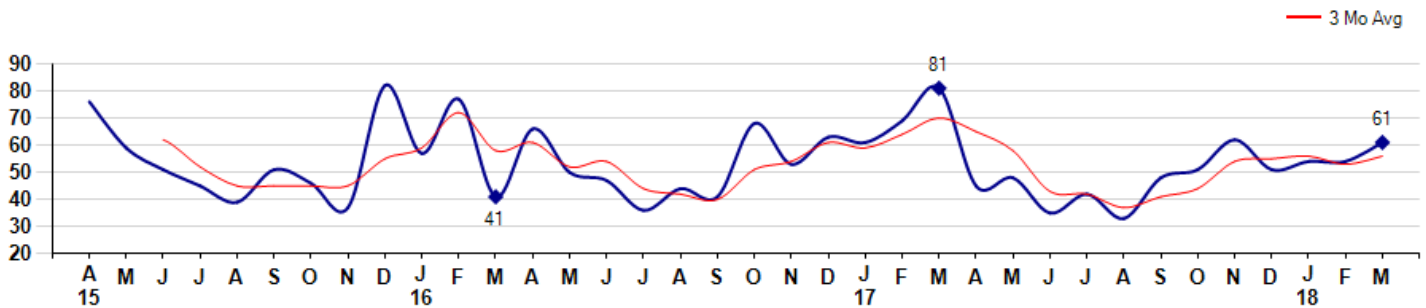
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 March was 61, up 13.0% from 54 days last month and down -24.7% from 81 days in March of last year. The March 2018 DOM was at a mid range compared with March of 2017 and 2016.

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



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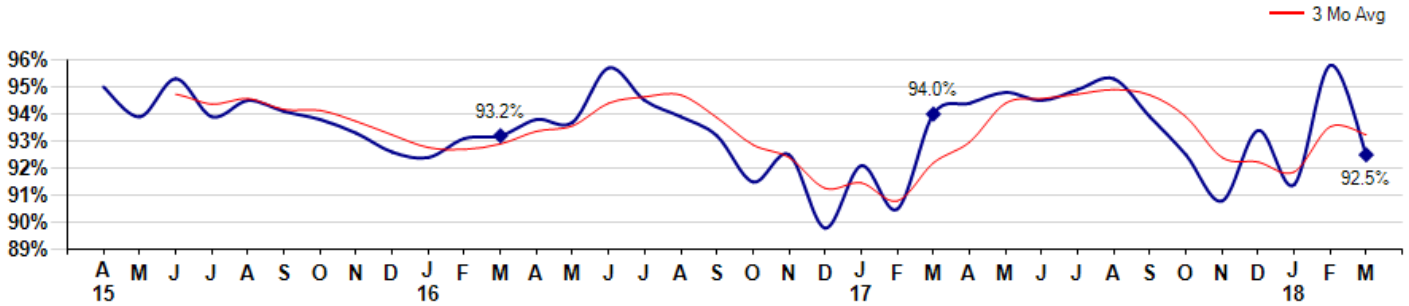


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### Selling Price vs Listing Price

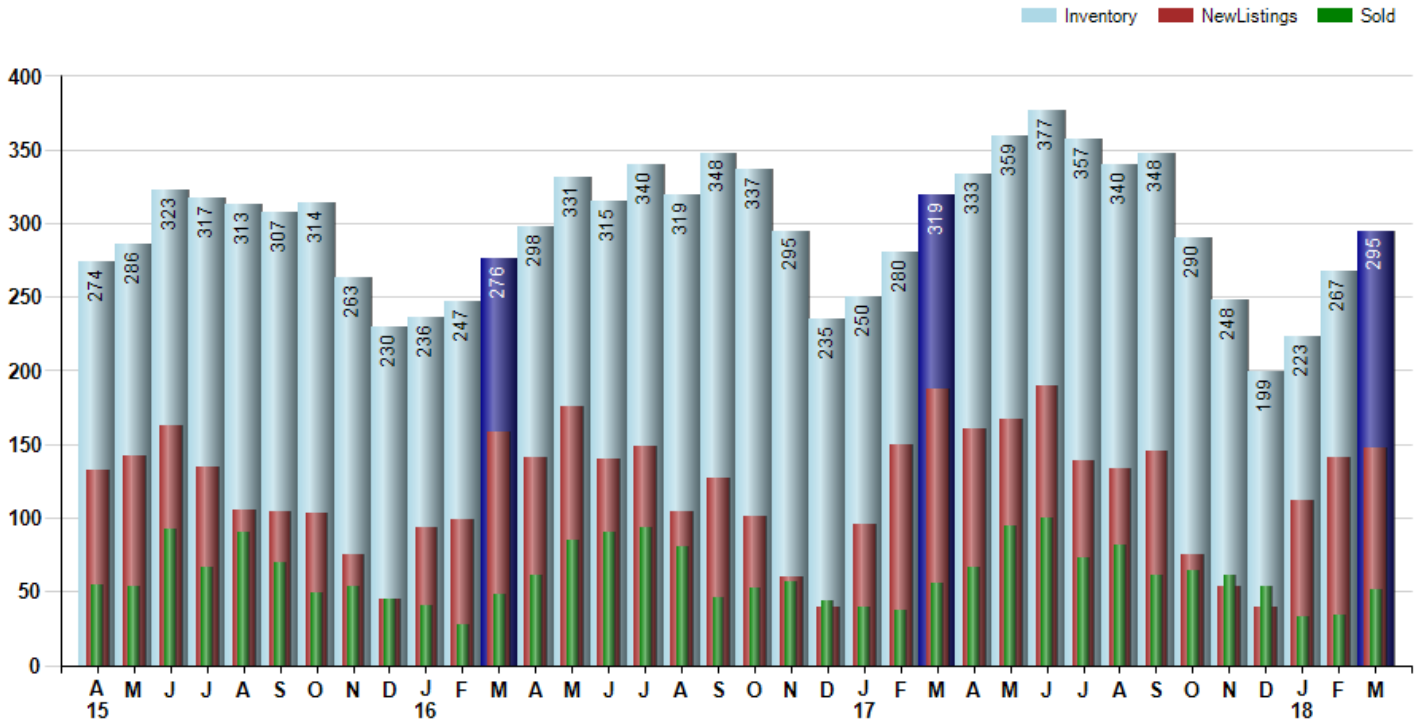
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2018 Selling Price vs List Price of 92.5% was down from 95.8% last month and down from 94.0% in March 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 March 2018 was 147, up 4.3% from 141 last month and down -21.8% from 188 in March of last year.



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# MARKET ACTION REPORT

March 2018

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	A 15	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	D	J 18	F	M
Homes Sold	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	53	33	34	51
3 Mo. Roll Avg			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	59	49	40	39

(000's)	A 15	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	D	J 18	F	M
Median Sale Price	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	400	360	403	430
3 Mo. Roll Avg			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	415	390	388	398

	A 15	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	D	J 18	F	M
Inventory	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	357	340	348	290	248	199	223	267	295
MSI	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	5	4	4	7	8	6

	A 15	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	D	J 18	F	M
Days On Market	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	51	54	54	61
3 Mo. Roll Avg			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	55	56	53	56

	A 15	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	D	J 18	F	M
Price per Sq Ft	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	205	215	198	190	221	201
3 Mo. Roll Avg			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	214	212	206	201	203	204

	A 15	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	D	J 18	F	M
Sale to List Price	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	0.948	0.945	0.949	0.953	0.939	0.925	0.908	0.934	0.914	0.958	0.925
3 Mo. Roll Avg			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	0.946	0.947	0.949	0.947	0.939	0.924	0.922	0.919	0.935	0.932

	A 15	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	D	J 18	F	M
New Listings	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	75	54	39	112	141	147
Inventory	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	357	340	348	290	248	199	223	267	295
Sales	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	53	33	34	51

(000's)	A 15	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	D	J 18	F	M
Avg Sale Price	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	484	426	453	487
3 Mo. Roll Avg			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	501	467	454	456

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