

MLS Area: Northbrook



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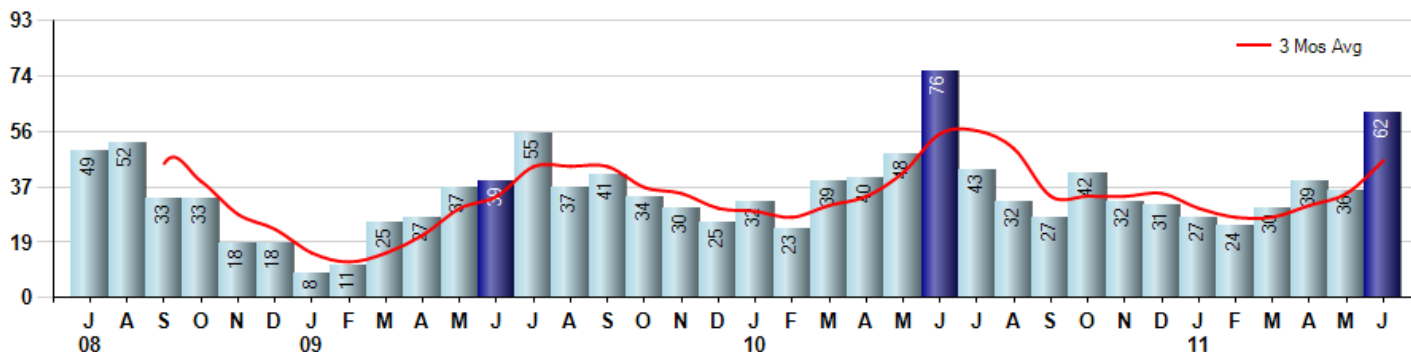
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$389,000	↓		↓				
Average List Price of all Current Listings	\$573,939	↑		↓				
June Median Sales Price	\$352,500	↓	↑	↓	↓	\$325,000	↓	↓
June Average Sales Price	\$413,144	↑	↑	↔	↔	\$399,238	↓	↓
Total Properties Currently for Sale (Inventory)	399	↓		↓				
June Number of Properties Sold	62	↑		↓		218	↓	
June Average Days on Market (Solds)	107	↑	↓	↓	↔	122	↑	↑
June Month's Supply of Inventory	6.4	↓	↓	↓	↓	12.3	↓	↓
June Sale Price vs List Price Ratio	86.1%	↓	↓	↓	↑	86.4%	↑	↑

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

Property Sales

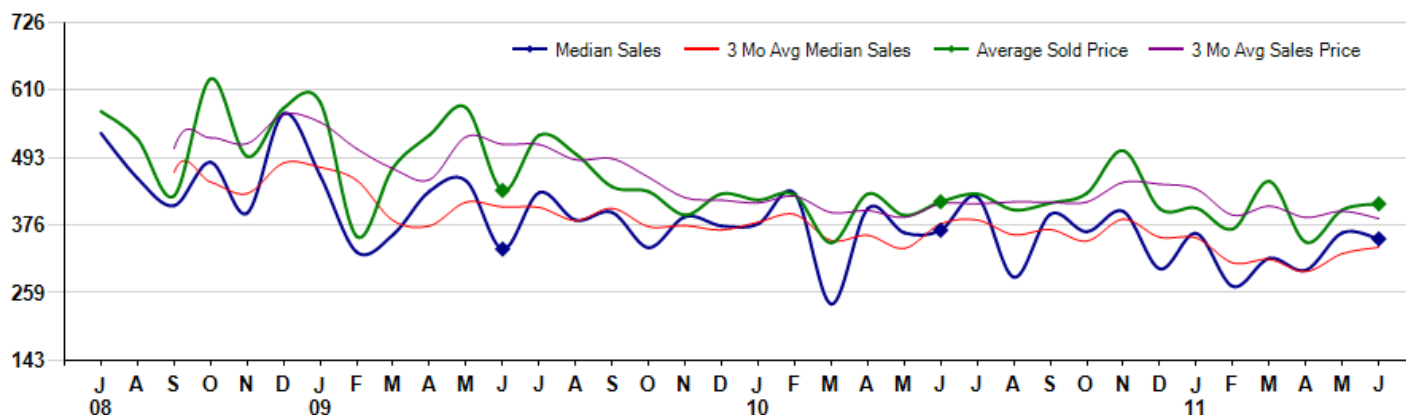
June Property sales were 62, down -18.4% from 76 in June of 2010 and 72.2% higher than the 36 sales last month. June 2011 sales were at a mid level compared to June of 2010 and 2009. June YTD sales of 218 are running -15.5% behind last year's year-to-date sales of 258.



Prices

The Median Sales Price in June was \$352,500, down -4.1% from \$367,500 in June of 2010 and down -3.0% from \$363,295 last month. The Average Sales Price in June was \$413,144, down -0.9% from \$416,774 in June of 2010 and up 2.6% from \$402,641 last month. June 2011 ASP was at the lowest level compared to June of 2010 and 2009.

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



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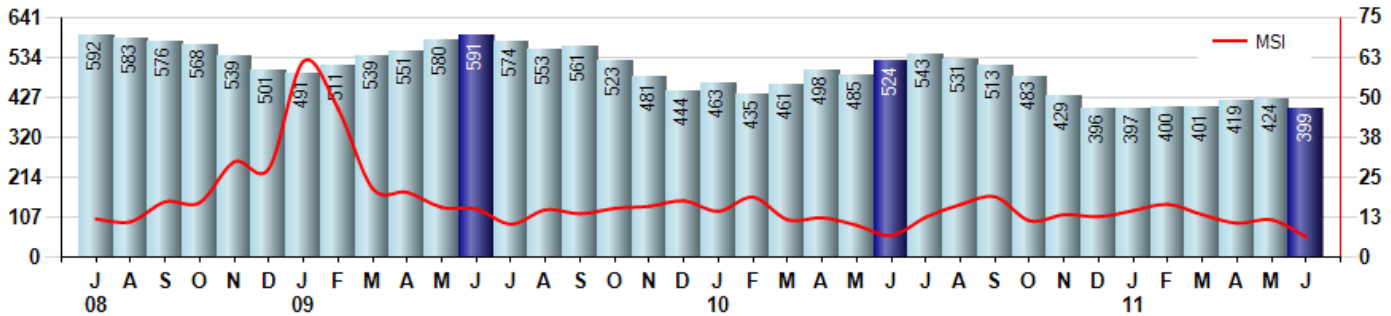
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Inventory & MSI

The Total Inventory of Properties available for sale as of June was 399, down -5.9% from 424 last month and down -23.9% from 524 in June of last year. June 2011 Inventory was at the lowest level compared to June of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2011 MSI of 6.4 months was at its lowest level compared with June of 2010 and 2009.

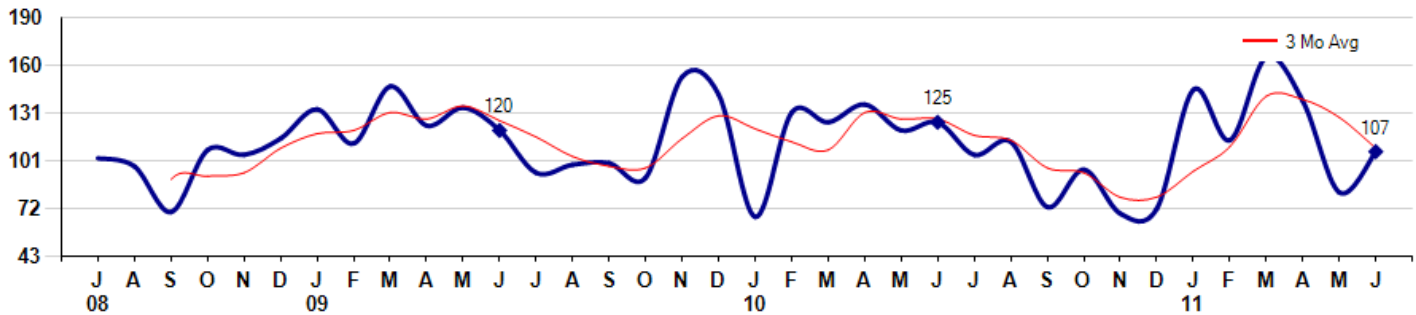
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 107, up 30.5% from 82 days last month and down -14.4% from 125 days in June of last year. The June 2011 DOM was at its lowest level compared with June of 2010 and 2009.

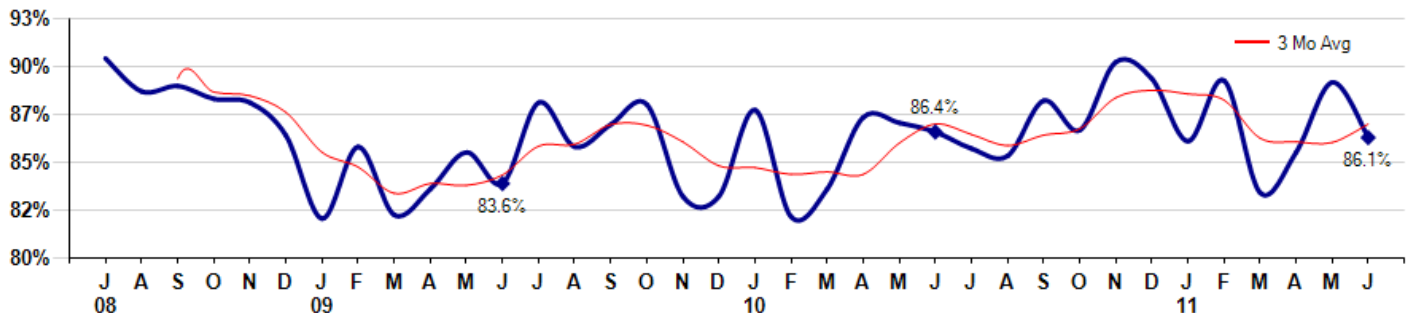
Average Days on Market(Listing to Contract) for properties sold during the month



Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original 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 2011 Selling Price vs Original List Price of 86.1% was down from 89.1% last month and down from 86.4% in June of last year.

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



Based on information from Midwest Real Estate Data LLC for the period 7/1/2008 through 6/30/2011. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



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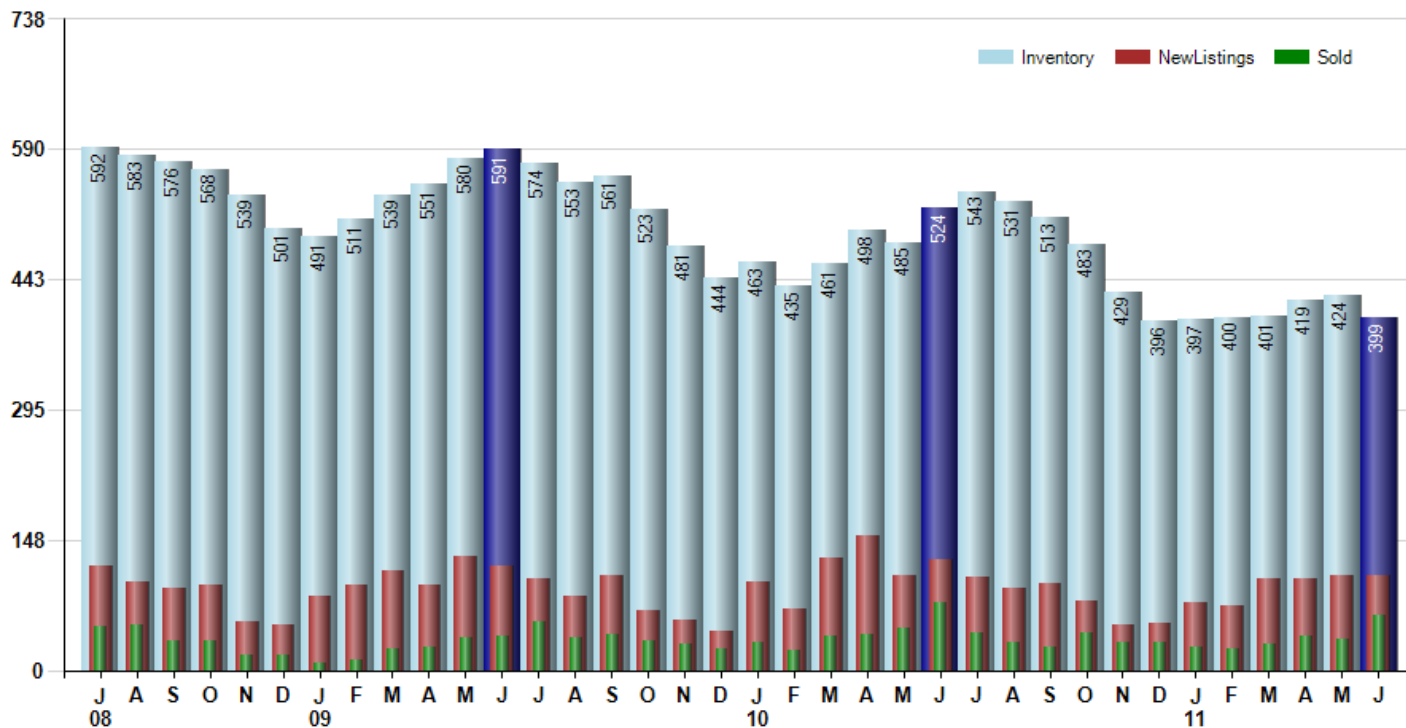
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Inventory / New Listings / Sales

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 2011 was 107, equal to 107 last month and down -14.4% from 125 in June of last year.



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MARKET ACTION REPORT

June 2011

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	J 08	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J
Homes Sold	49	52	33	33	18	18	8	11	25	27	37	39	55	37	41	34	30	25	32	23	39	40	48	76	43	32	27	42	32	31	27	24	30	39	36	62
3 Mo. Roll Avg			45	39	28	23	15	12	15	21	30	34	44	44	44	37	35	30	29	27	31	34	42	55	56	50	34	34	34	35	30	27	27	31	35	46

(000's)	J 08	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J
Median Sale Price	535	458	410	485	397	569	463	330	360	435	453	335	433	385	399	338	391	375	379	431	240	405	363	368	425	286	395	365	400	301	362	271	319	299	363	353
3 Mo. Roll Avg			468	451	431	484	476	454	384	375	416	408	407	384	405	374	376	368	382	395	350	359	336	379	385	360	369	349	387	355	354	311	317	296	327	338

	J 08	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J
Inventory	592	583	576	568	539	501	491	511	539	551	580	591	574	553	561	523	481	444	463	435	461	498	485	524	543	531	513	483	429	396	397	400	401	419	424	399
MSI	12	11	17	17	30	28	61	46	22	20	16	15	10	15	14	15	16	18	14	19	12	12	10	7	13	17	19	12	13	13	15	17	13	11	12	6

	J 08	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J
Days On Market	103	98	70	108	105	115	133	112	147	123	134	120	94	99	100	91	153	142	67	131	125	136	120	125	105	113	73	96	69	72	145	114	165	138	82	107
3 Mo. Roll Avg			90	92	94	109	118	120	131	127	135	126	116	104	98	97	115	129	121	113	108	131	127	127	117	114	97	94	79	79	95	110	141	139	128	109

	J 08	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J
Price per Sq Ft	234	215	170	241	179	249	0	180	207	194	205	181	204	189	183	194	193	184	159	165	153	167	172	162	178	176	168	171	173	164	175	164	169	167	171	170
3 Mo. Roll Avg			206	209	197	223	143	143	129	194	202	193	197	191	192	189	190	190	179	169	159	162	164	167	171	172	174	172	171	169	171	168	169	167	169	169

	J 08	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J
Sale to List Price	0.904	0.886	0.889	0.882	0.880	0.862	0.817	0.856	0.819	0.833	0.853	0.836	0.880	0.856	0.868	0.879	0.829	0.829	0.876	0.818	0.833	0.872	0.869	0.864	0.855	0.851	0.881	0.865	0.902	0.893	0.859	0.892	0.831	0.853	0.891	0.861
3 Mo. Roll Avg			0.893	0.886	0.884	0.875	0.853	0.845	0.831	0.836	0.835	0.841	0.856	0.857	0.868	0.868	0.859	0.846	0.845	0.841	0.842	0.841	0.858	0.868	0.863	0.857	0.862	0.866	0.883	0.887	0.885	0.881	0.861	0.859	0.858	0.868

	J 08	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J
New Listings	118	101	93	97	55	52	83	97	113	96	129	118	104	83	107	67	57	44	100	69	128	152	107	125	105	93	98	78	51	54	76	73	104	103	107	107
Inventory	592	583	576	568	539	501	491	511	539	551	580	591	574	553	561	523	481	444	463	435	461	498	485	524	543	531	513	483	429	396	397	400	401	419	424	399
Sales	49	52	33	33	18	18	8	11	25	27	37	39	55	37	41	34	30	25	32	23	39	40	48	76	43	32	27	42	32	31	27	24	30	39	36	62

(000's)	J 08	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J
Avg Sale Price	573	525	427	629	495	578	589	357	475	532	579	436	532	499	443	434	394	430	420	429	346	430	393	417	430	403	415	431	505	405	406	370	452	347	403	413
3 Mo. Roll Avg			508	527	517	568	554	508	474	455	529	516	516	489	491	459	424	420	415	426	398	402	390	413	413	416	416	450	447	439	393	409	390	401	388	

