

## MLS Area: Northbrook



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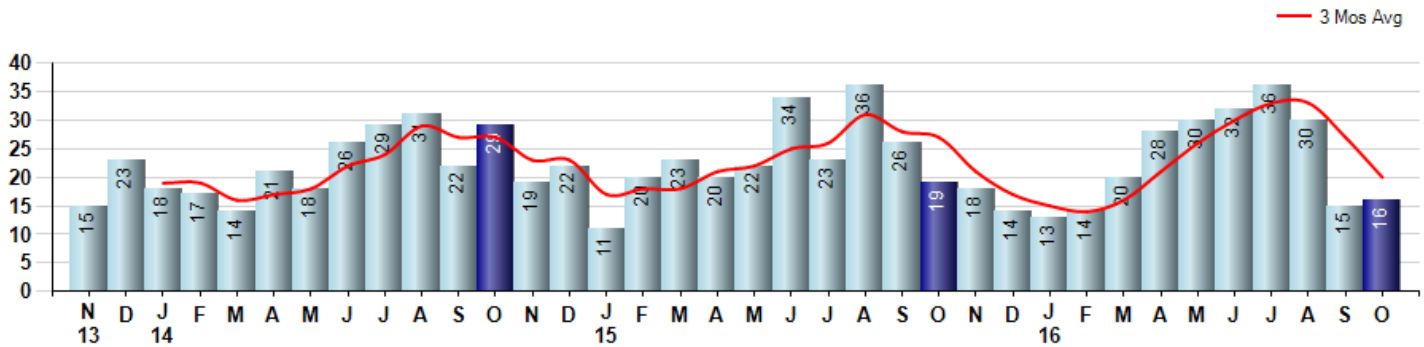
Price Range: \$0 to \$999,999,000 | Properties: Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$339,000	↓		↓				
Average List Price of all Current Listings	\$382,017	↑		↑				
October Median Sales Price	\$274,500	↓	↓	↓	↓	\$299,000	↑	↑
October Average Sales Price	\$271,031	↓	↓	↓	↓	\$304,056	↔	↓
Total Properties Currently for Sale (Inventory)	84	↓		↓				
October Number of Properties Sold	16	↑		↓		234	↔	
October Average Days on Market (Solds)	75	↑	↑	↑	↑	52	↓	↓
October Month's Supply of Inventory	5.3	↓	↑	↑	↑	3.7	↔	↓
October Sale Price vs List Price Ratio	94.5%	↓	↓	↓	↓	96.3%	↓	↓

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

### Property Sales

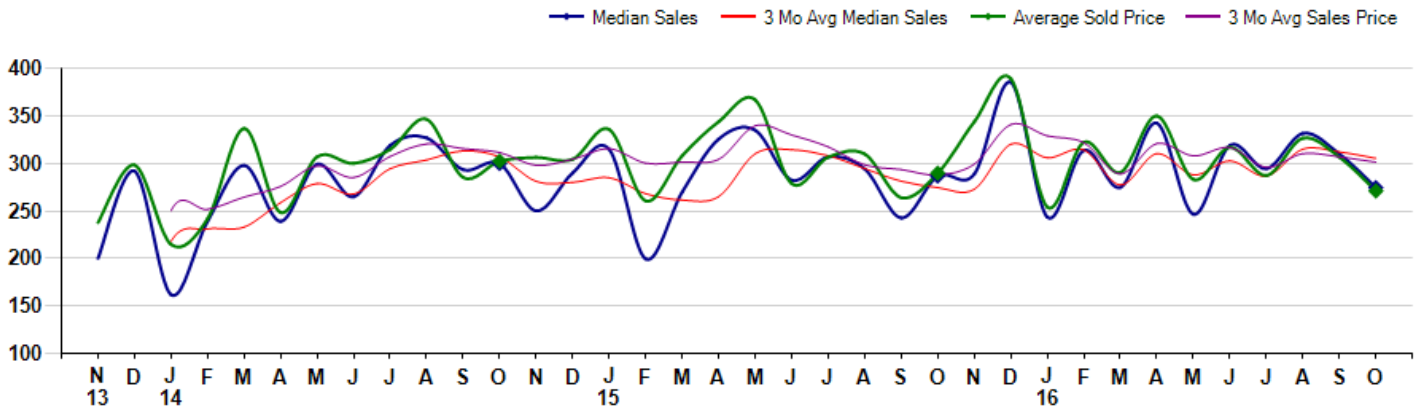
October Property sales were 16, down -15.8% from 19 in October of 2015 and 6.7% higher than the 15 sales last month. October 2016 sales were at their lowest level compared to October of 2015 and 2014. October YTD sales of 234 are running equal to last year's year-to-date sales of 234.



### Prices

The Median Sales Price in October was \$274,500, down -4.3% from \$286,725 in October of 2015 and down -11.5% from \$310,000 last month. The Average Sales Price in October was \$271,031, down -6.5% from \$289,749 in October of 2015 and down -11.6% from \$306,607 last month. October 2016 ASP was at the lowest level compared to October of 2015 and 2014.

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



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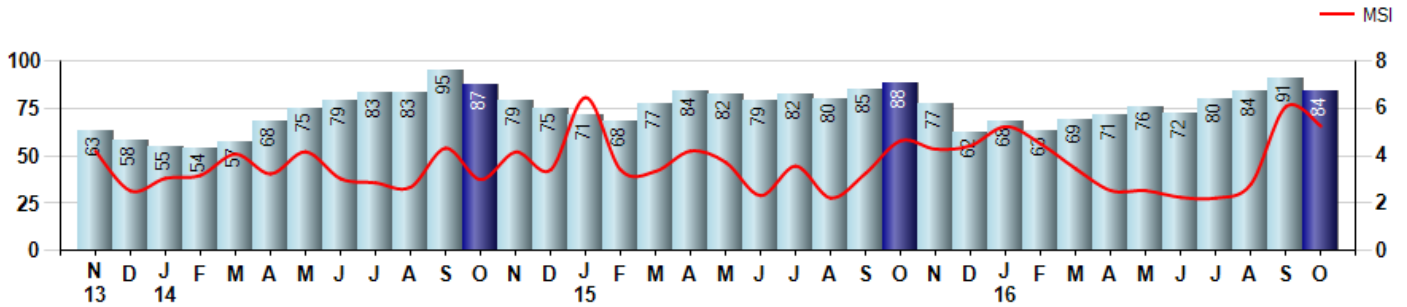
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### Inventory & MSI

The Total Inventory of Properties available for sale as of October was 84, down -7.7% from 91 last month and down -4.5% from 88 in October of last year. October 2016 Inventory was at the lowest level compared to October of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2016 MSI of 5.3 months was at its highest level compared with October of 2015 and 2014.

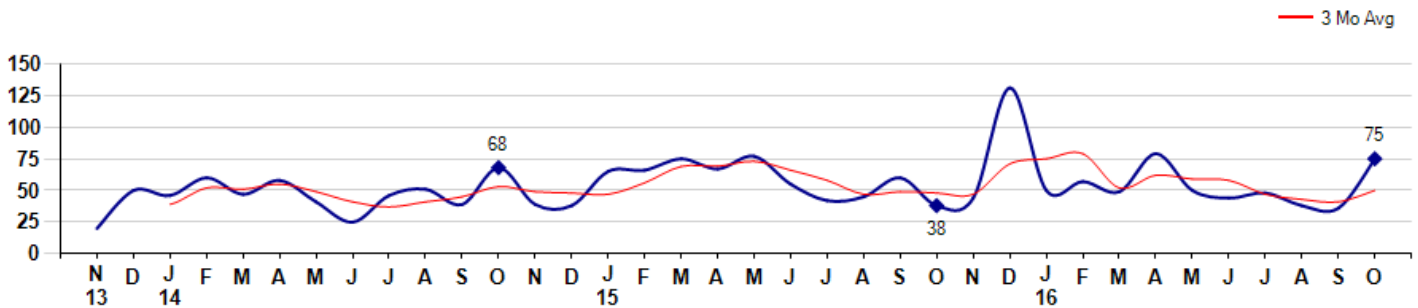
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 75, up 108.3% from 36 days last month and up 97.4% from 38 days in October of last year. The October 2016 DOM was at its highest level compared with October of 2015 and 2014.

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



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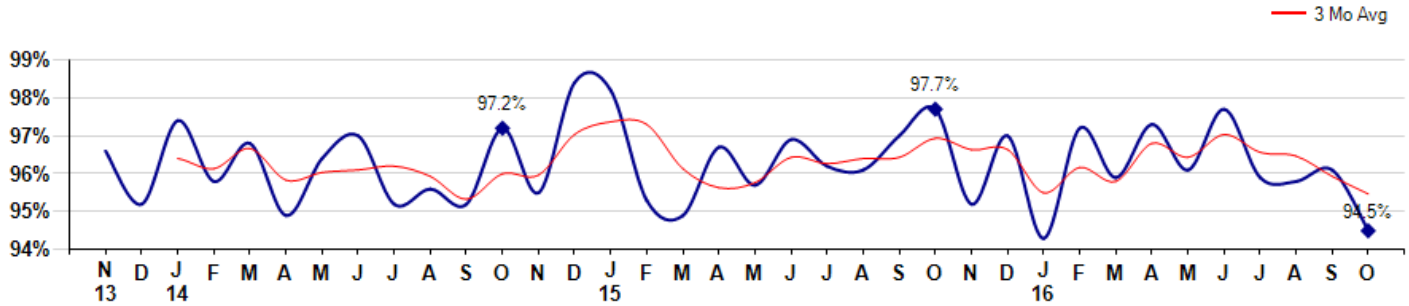


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### Selling Price vs Listing Price

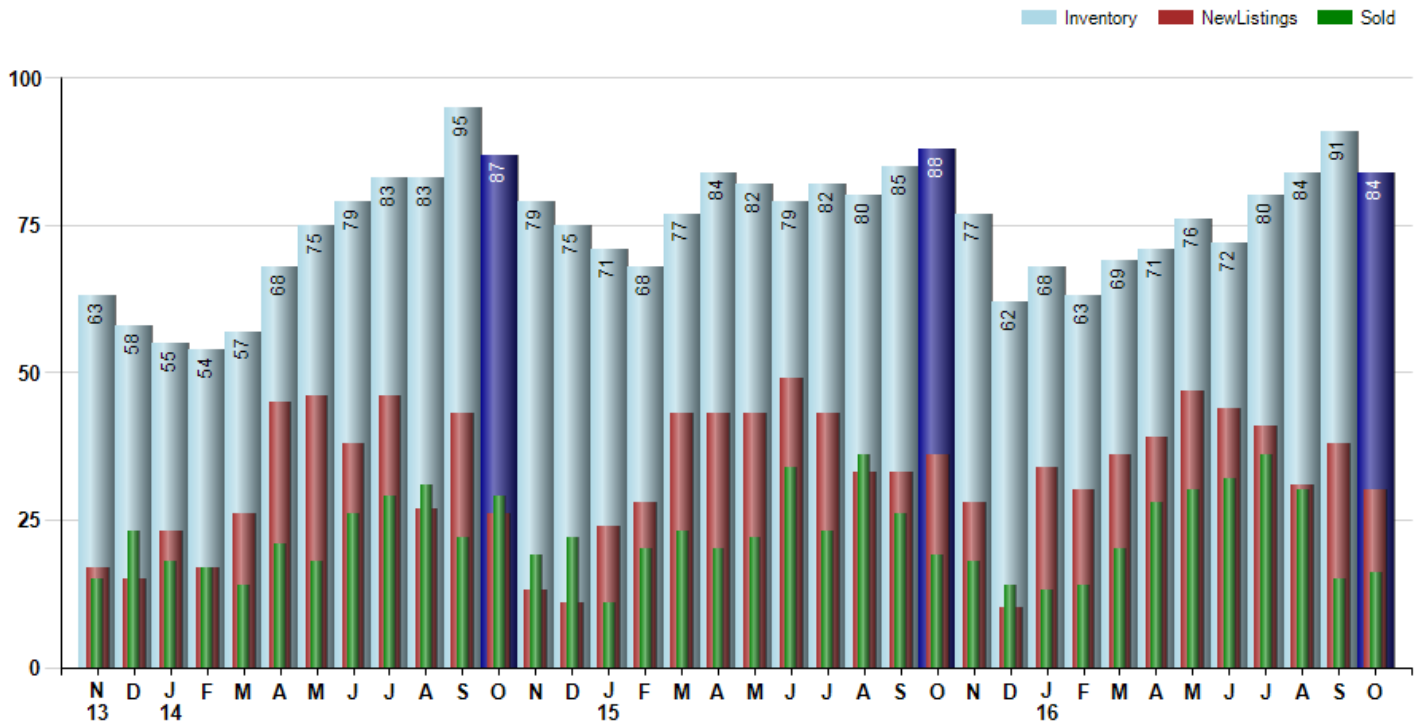
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The October 2016 Selling Price vs List Price of 94.5% was down from 96.1% last month and down from 97.7% 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 2016 was 30, down -21.1% from 38 last month and down -16.7% from 36 in October of last year.



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	N 13	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	N	D	J 16	F	M	A	M	J	J	A	S	O
Homes Sold	15	23	18	17	14	21	18	26	29	31	22	29	19	22	11	20	23	20	22	34	23	36	26	19	18	14	13	14	20	28	30	32	36	30	15	16
3 Mo. Roll Avg			19	19	16	17	18	22	24	29	27	27	23	23	17	18	18	21	22	25	26	31	28	27	21	17	15	14	16	21	26	30	33	33	27	20

	(000's) N 13	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	N	D	J 16	F	M	A	M	J	J	A	S	O
Median Sale Price	200	292	162	239	298	239	299	265	319	327	294	300	250	290	315	200	270	326	335	283	307	294	243	287	289	386	244	314	275	343	247	319	295	332	310	275
3 Mo. Roll Avg			218	231	233	259	279	268	294	304	313	307	281	280	285	268	262	265	310	314	308	295	281	275	273	320	306	314	277	310	288	303	287	315	312	305

	N 13	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	N	D	J 16	F	M	A	M	J	J	A	S	O
Inventory	63	58	55	54	57	68	75	79	83	83	95	87	79	75	71	68	77	84	82	79	82	80	85	88	77	62	68	63	69	71	76	72	80	84	91	84
MSI	4	3	3	3	4	3	4	3	3	3	4	3	4	3	6	3	3	4	4	2	4	2	3	5	4	4	5	5	3	3	3	2	2	3	6	5

	N 13	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	N	D	J 16	F	M	A	M	J	J	A	S	O
Days On Market	20	50	46	60	47	58	41	25	46	51	39	68	39	38	65	66	75	67	77	55	42	45	60	38	44	131	50	57	49	79	50	44	48	38	36	75
3 Mo. Roll Avg			39	52	51	55	49	41	37	41	45	53	49	48	47	56	69	69	73	66	58	47	49	48	47	71	75	79	52	62	59	58	47	43	41	50

	N 13	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	N	D	J 16	F	M	A	M	J	J	A	S	O
Price per Sq Ft	144	145	131	140	178	152	169	192	159	173	167	163	172	163	183	157	172	183	173	165	161	169	148	160	181	175	158	186	172	174	153	173	163	168	167	158
3 Mo. Roll Avg			140	139	150	157	166	171	173	175	166	168	167	166	173	168	171	171	176	174	166	165	159	159	163	172	171	173	172	177	166	167	163	168	166	164

	N 13	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	N	D	J 16	F	M	A	M	J	J	A	S	O
Sale to List Price	0.966	0.952	0.974	0.958	0.968	0.949	0.964	0.970	0.952	0.956	0.952	0.972	0.955	0.984	0.982	0.953	0.949	0.967	0.957	0.969	0.962	0.961	0.970	0.977	0.952	0.970	0.943	0.972	0.959	0.973	0.961	0.977	0.959	0.958	0.961	0.945
3 Mo. Roll Avg			0.964	0.961	0.967	0.958	0.960	0.961	0.962	0.959	0.953	0.960	0.960	0.970	0.974	0.973	0.961	0.956	0.958	0.964	0.963	0.964	0.964	0.969	0.966	0.966	0.955	0.962	0.958	0.968	0.964	0.970	0.966	0.965	0.959	0.955

	N 13	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	N	D	J 16	F	M	A	M	J	J	A	S	O
New Listings	17	15	23	17	26	45	46	38	46	27	43	26	13	11	24	28	43	43	43	49	43	33	33	36	28	10	34	30	36	39	47	44	41	31	38	30
Inventory	63	58	55	54	57	68	75	79	83	83	95	87	79	75	71	68	77	84	82	79	82	80	85	88	77	62	68	63	69	71	76	72	80	84	91	84
Sales	15	23	18	17	14	21	18	26	29	31	22	29	19	22	11	20	23	20	22	34	23	36	26	19	18	14	13	14	20	28	30	32	36	30	15	16

	(000's) N 13	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	N	D	J 16	F	M	A	M	J	J	A	S	O
Avg Sale Price	238	298	215	242	337	248	307	300	315	347	285	302	306	304	336	261	308	344	367	279	307	310	264	290	344	389	254	322	291	350	283	317	287	327	307	271
3 Mo. Roll Avg			250	252	264	276	297	285	307	320	316	311	298	304	316	300	302	304	340	330	317	298	294	288	299	341	329	322	289	321	308	317	296	310	307	301

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