

City: Northbrook



Price Range: All | Properties: Single Family - Condo - TwnHm

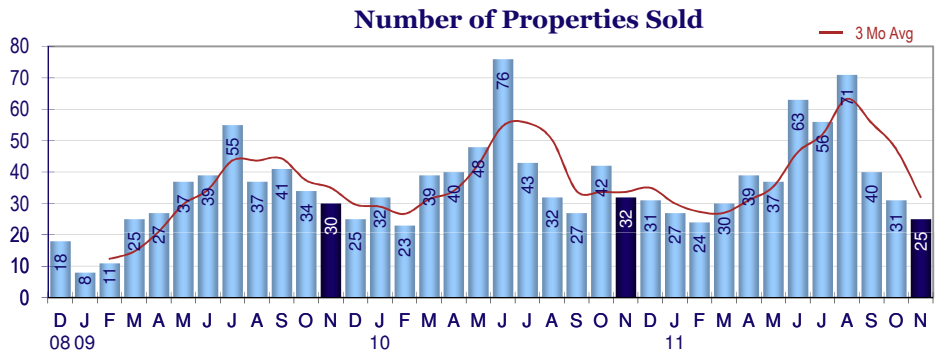
Market Profile & Trends Overview

	Trending versus*:					Trending versus*:		
	Month	LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$392,450	-2%		2%				
Average List Price of all Current Listings	\$534,916	1%		-4%				
November Median Sales Price	\$245,000	-4%	-16%	-39%	-32%	\$325,000	-12%	-10%
November Average Sales Price	\$263,920	-20%	-29%	-48%	-37%	\$393,580	-6%	-5%
Total Properties Currently for Sale (Inventory)	318	-11%		-27%				
November Number of Properties Sold	25	-19%		-22%		443	2%	
November Average Days on Market (Solds)	86	-23%	-1%	25%	-20%	105	-3%	-3%
Asking Price per Square Foot (based on New Listings)	\$172	-8%	-8%	-11%	-17%	\$199	-3%	-3%
November Sold Price per Square Foot	\$163	13%	1%	-6%	-3%	\$167	-1%	-1%
November Month's Supply of Inventory	12.7	11%	15%	-6%	-5%	10.9	-19%	-18%
November Sale Price vs List Price Ratio	86.4%	2%	-2.1%	-4.2%	6%	87.1%	1.5%	1.4%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2010) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

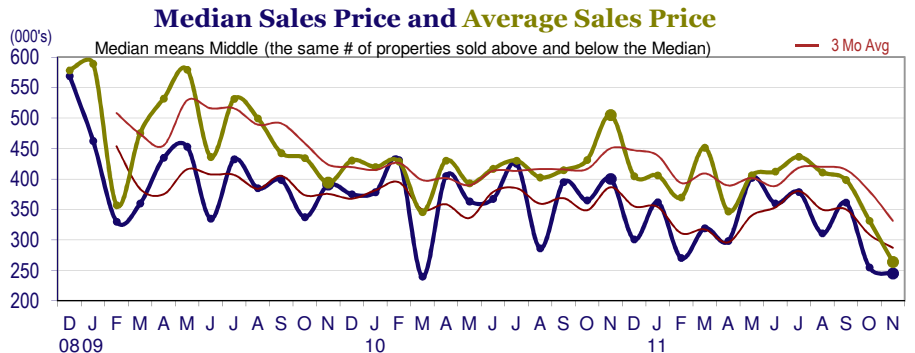
Property Sales

November Property sales were 25, down 21.9% from 32 in November of 2010 and 19.4% lower than the 31 sales last month. November 2011 sales were at their lowest level compared to November of 2010 and 2009. November YTD sales of 443 are running 2.1% ahead of last year's year-to-date sales of 434.



Prices

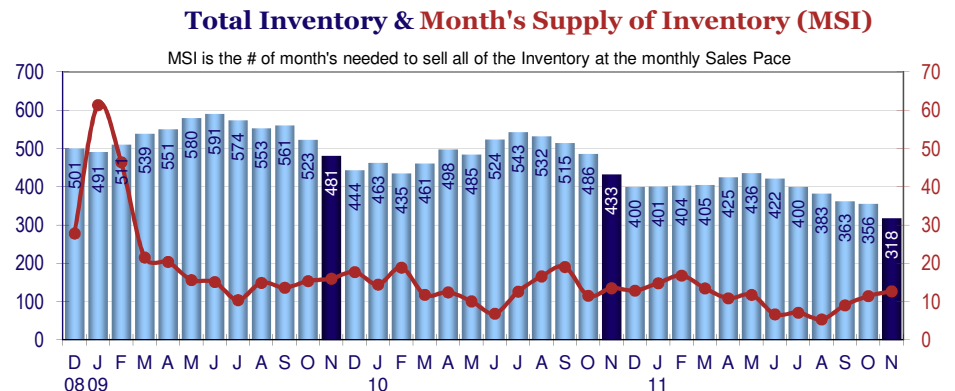
The Median Sales Price in November was \$245,000, down 38.8% from \$400,000 in November of 2010 and down 3.9% from \$255,000 last month. The Average Sales Price in November was \$263,920, down 47.7% from \$504,953 in November of 2010 and down 20.4% from \$331,578 last month. November 2011 ASP was at the lowest level compared to November of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of November was 318, down 10.7% from 356 last month and down 26.6% from 433 in November of last year. November 2011 Inventory was at its lowest level compared with November of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2011 MSI of 12.7 months was at its lowest level compared with November of 2010 and 2009.



City: *Northbrook*

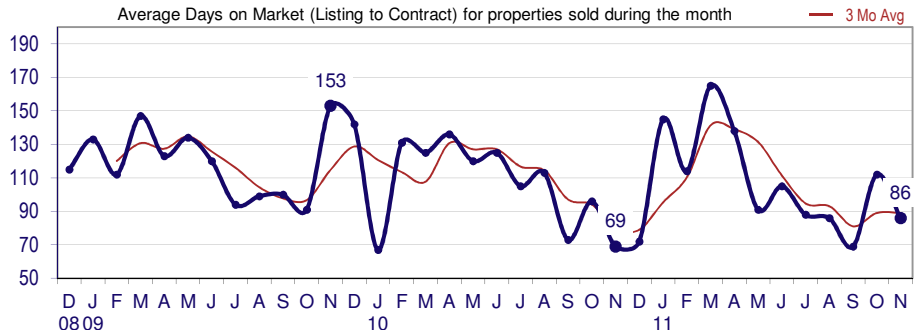


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Market Time

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 November was 86, down 23.2% from 112 days last month and up 24.6% from 69 days in November of last year. The November 2011 DOM was at a mid level compared with November of 2010 and 2009.

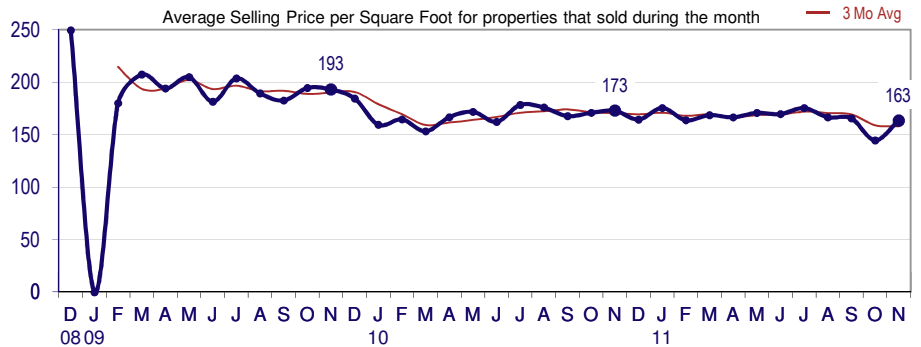
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The November 2011 Selling Price per Square Foot of \$163 was up 12.9% from \$145 last month and down 5.5% from 173 in November of last year.

Selling Price per Square Foot



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 November 2011 Selling Price vs Original List Price of 86.4% was up from 86.2% last month and down from 90.2% in November of last year.

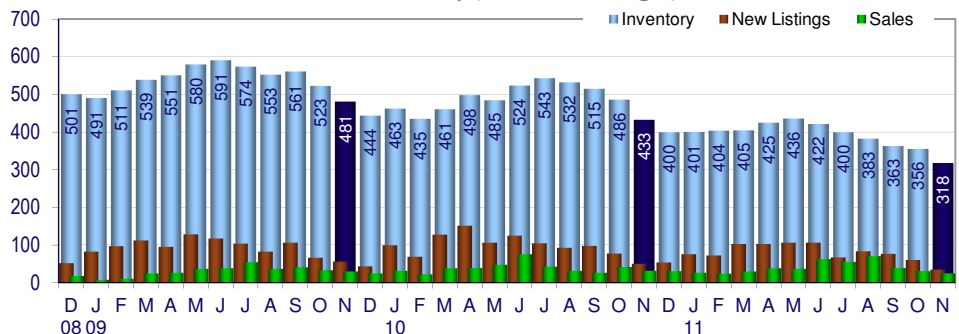
Selling Price versus Listing Price Ratio



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 November 2011 was 35, down 42.6% from 61 last month and down 31.4% from 51 in November of last year.

Inventory / New Listings / Sales





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