

City: Northbrook



Price Range: All | Properties: SFH - Condo - TwnHm

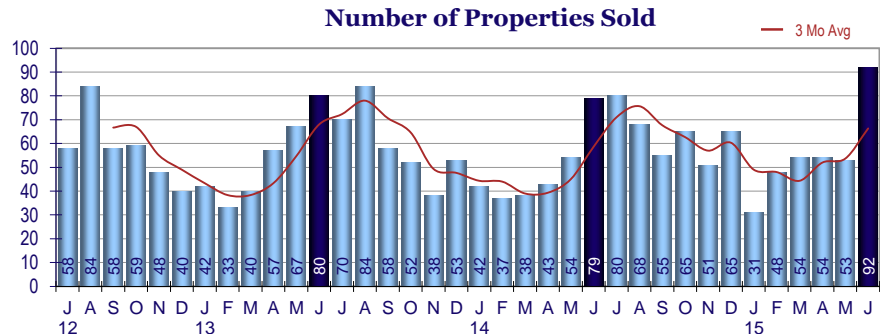
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$599,000	0%		9%				
Average List Price of all Current Listings	\$750,043	2%		8%				
June Median Sales Price	\$450,000	8%	5%	-4%	4%	\$450,000	19%	4%
June Average Sales Price	\$511,500	4%	4%	4%	8%	\$495,450	13%	5%
Total Properties Currently for Sale (Inventory)	304	10%		11%				
June Number of Properties Sold	92	74%		16%		332	13%	
June Average Days on Market (Solds)	51	-15%	-18%	21%	2%	63	15%	26%
Asking Price per Square Foot (based on New Listings)	\$229	1%	1%	2%	1%	\$227	-1%	0%
June Sold Price per Square Foot	\$207	-2%	1%	-8%	2%	\$206	2%	1%
June Month's Supply of Inventory	3.3	-37%	-26%	-4%	-27%	4.7	4%	4%
June Sale Price vs List Price Ratio	97.1%	.2%	.7%	-4%	1.2%	96.4%	.4%	.4%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2014) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

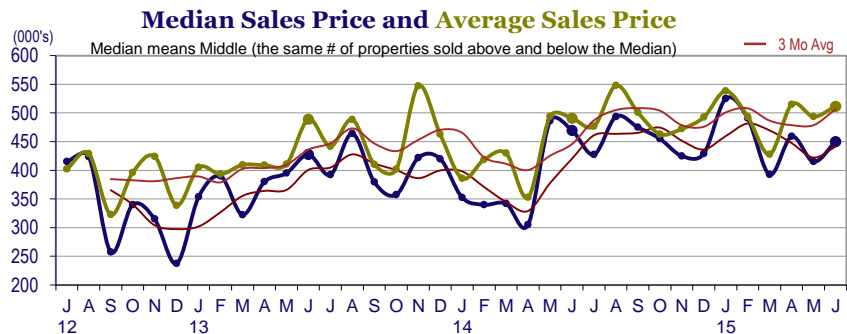
Property Sales

June Property sales were 92, up 16.5% from 79 in June of 2014 and 73.6% higher than the 53 sales last month. June 2015 sales were at their highest level compared to June of 2014 and 2013. June YTD sales of 332 are running 13.3% ahead of last year's year-to-date sales of 293.



Prices

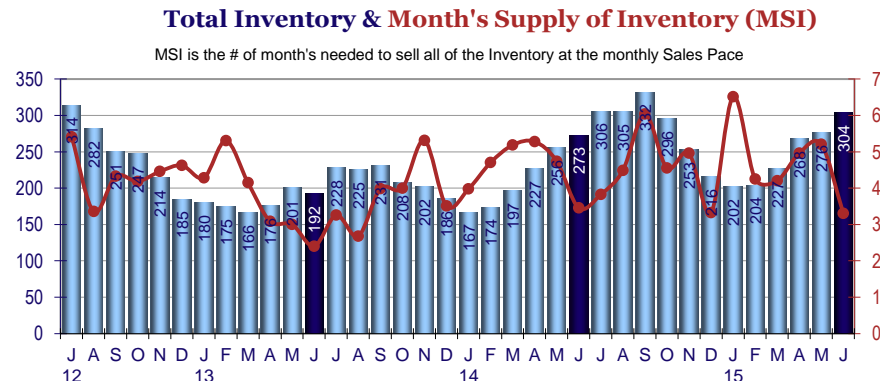
The Median Sales Price in June was \$450,000, down 4.2% from \$469,500 in June of 2014 and up 8.4% from \$415,000 last month. The Average Sales Price in June was \$511,500, up 4.3% from \$490,633 in June of 2014 and up 3.6% from \$493,565 last month. June 2015 ASP was at the highest level compared to June of 2014 and 2013.



Inventory & MSI

The Total Inventory of Properties available for sale as of June was 304, up 10.1% from 276 last month and up 11.4% from 273 in June of last year. June 2015 Inventory was at its highest level compared with June of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2015 MSI of 3.3 months was at a mid level compared with June of 2014 and 2013.



City: *Northbrook*

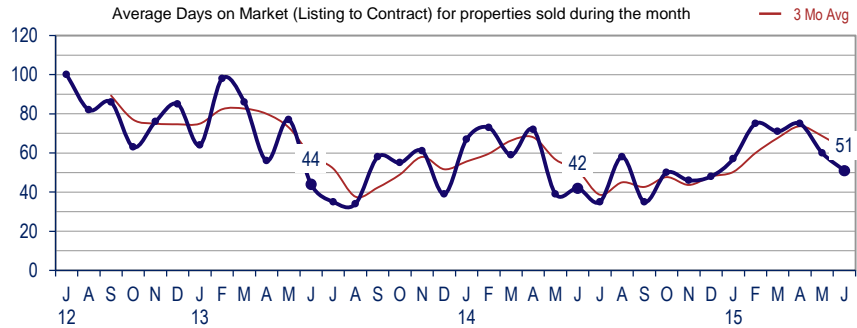


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Market Time

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 June was 51, down 15.0% from 60 days last month and up 21.4% from 42 days in June of last year. The June 2015 DOM was at a mid level compared with June of 2014 and 2013.

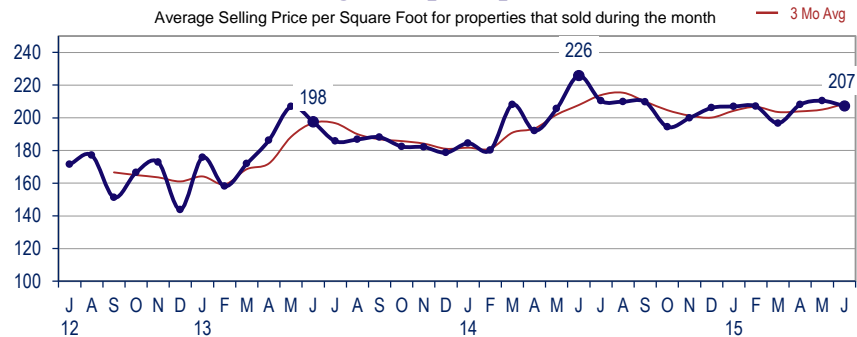
Days On Market for Sold Properties



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 June 2015 Selling Price per Square Foot of \$207 was down 1.5% from \$210 last month and down 8.2% from 226 in June 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 June 2015 Selling Price vs Original List Price of 97.1% was up from 96.9% last month and down from 97.5% in June of last year.

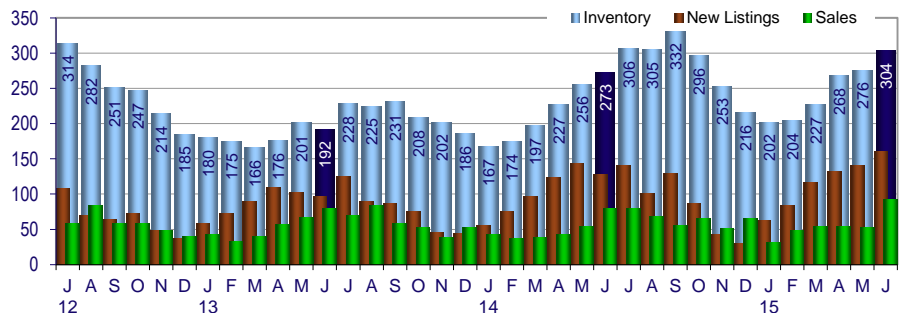
Selling Price versus Listing Price Ratio



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 June 2015 was 161, up 14.2% from 141 last month and up 25.8% from 128 in June of last year.

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