

City: Northbrook



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

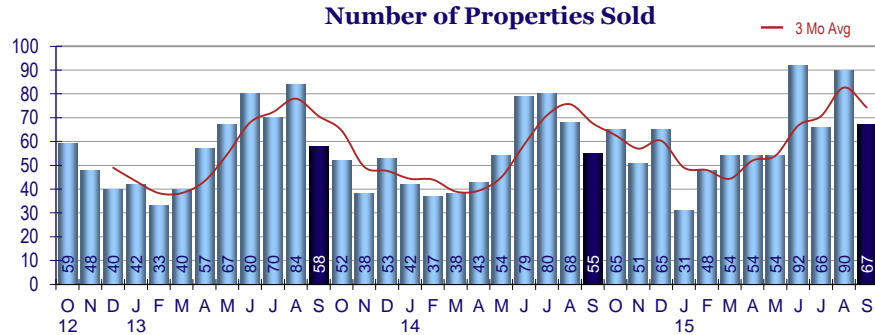
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$572,450	-1%		4%				
Average List Price of all Current Listings	\$720,124	1%		8%				
September Median Sales Price	\$430,000	-5%	-3%	-9%	-0%	\$445,000	4%	3%
September Average Sales Price	\$543,441	12%	7%	9%	15%	\$498,961	7%	6%
Total Properties Currently for Sale (Inventory)	282	-6%		-15%				
September Number of Properties Sold	67	-26%		22%		556	12%	
September Average Days on Market (Solds)	47	21%	4%	34%	-6%	55	10%	10%
Asking Price per Square Foot (based on New Listings)	\$230	12%	3%	2%	1%	\$224	-2%	-1%
September Sold Price per Square Foot	\$204	-1%	-1%	-3%	-0%	\$205	0%	0%
September Month's Supply of Inventory	4.2	26%	3%	-30%	-7%	4.6	-1%	1%
September Sale Price vs List Price Ratio	97.3%	.8%	1.1%	2.4%	1.4%	96.2%	.5%	.3%

\* 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

September Property sales were 67, up 21.8% from 55 in September of 2014 and 25.6% lower than the 90 sales last month. September 2015 sales were at their highest level compared to September of 2014 and 2013. September YTD sales of 556 are running 12.1% ahead of last year's year-to-date sales of 496.



## Prices

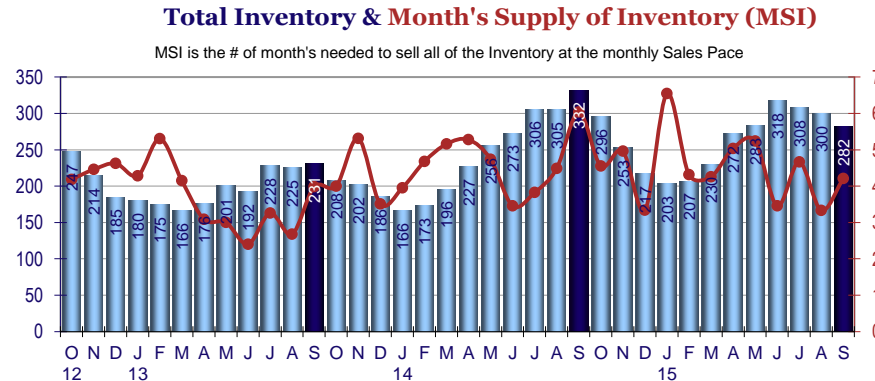
The Median Sales Price in September was \$430,000, down 9.5% from \$475,000 in September of 2014 and down 5.0% from \$452,500 last month. The Average Sales Price in September was \$543,441, up 8.5% from \$500,808 in September of 2014 and up 12.4% from \$483,390 last month. September 2015 ASP was at the highest level compared to September of 2014 and 2013.



## Inventory & MSI

The Total Inventory of Properties available for sale as of September was 282, down 6.0% from 300 last month and down 15.1% from 332 in September of last year. September 2015 Inventory was at a mid level compared with September of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2015 MSI of 4.2 months was at a mid level compared with September of 2014 and 2013.



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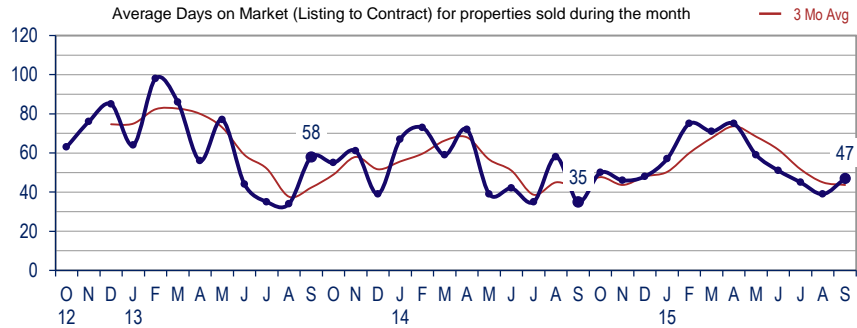


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## Market Time

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 September was 47, up 20.5% from 39 days last month and up 34.3% from 35 days in September of last year. The September 2015 DOM was at a mid level compared with September of 2014 and 2013.

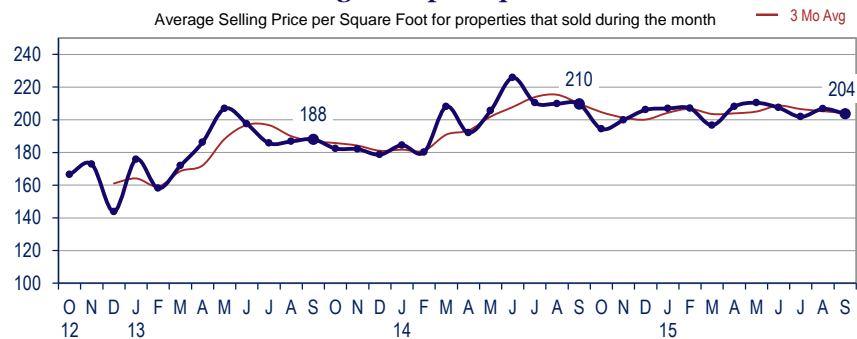
## Days On Market for Sold Properties



## 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 September 2015 Selling Price per Square Foot of \$204 was down 1.4% from \$207 last month and down 2.9% from 210 in September of last year.

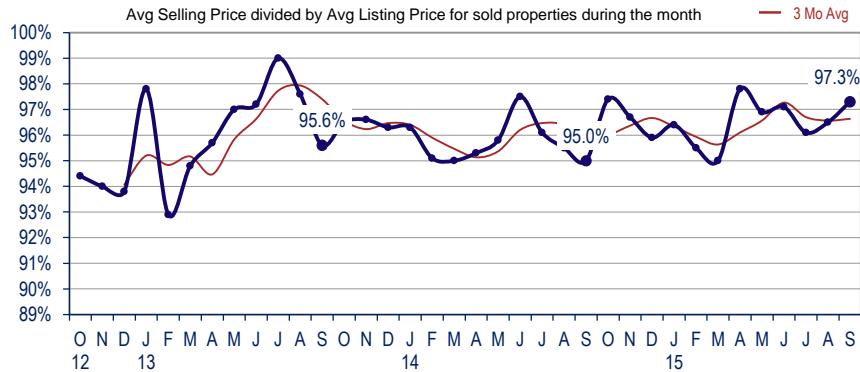
## Selling Price per Square Foot



## 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 September 2015 Selling Price vs Original List Price of 97.3% was up from 96.5% last month and up from 95.0% in September of last year.

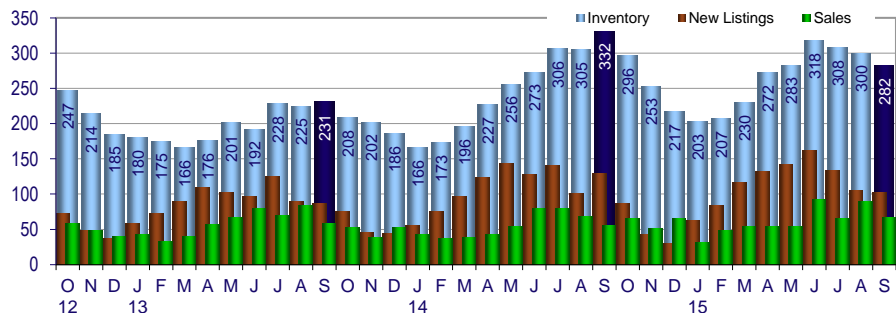
## Selling Price versus Listing Price Ratio



## 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 September 2015 was 102, down 2.9% from 105 last month and down 20.9% from 129 in September of last year.

## Inventory / New Listings / Sales





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