

City: Northbrook



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

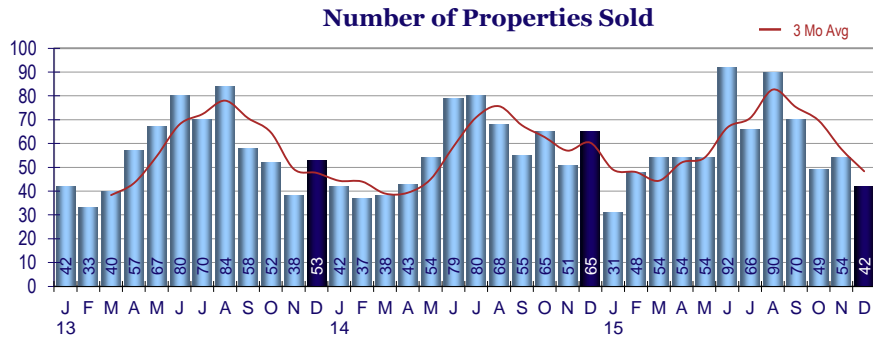
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$550,000	4%		11%				
Average List Price of all Current Listings	\$727,384	5%		11%				
December Median Sales Price	\$421,000	-13%	-3%	-2%	-2%	\$445,000	4%	3%
December Average Sales Price	\$451,158	-6%	-10%	-8%	-4%	\$495,689	6%	5%
Total Properties Currently for Sale (Inventory)	211	-16%		-3%				
December Number of Properties Sold	42	-22%		-35%		704	4%	
December Average Days on Market (Solds)	82	122%	58%	71%	64%	55	10%	10%
Asking Price per Square Foot (based on New Listings)	\$235	9%	6%	12%	4%	\$222	-2%	-2%
December Sold Price per Square Foot	\$199	-1%	-2%	-4%	-3%	\$205	0%	0%
December Month's Supply of Inventory	5.0	8%	-5%	50%	11%	4.8	5%	5%
December Sale Price vs List Price Ratio	95.6%	.4%	-2%	-3%	-3%	96.2%	.3%	.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)

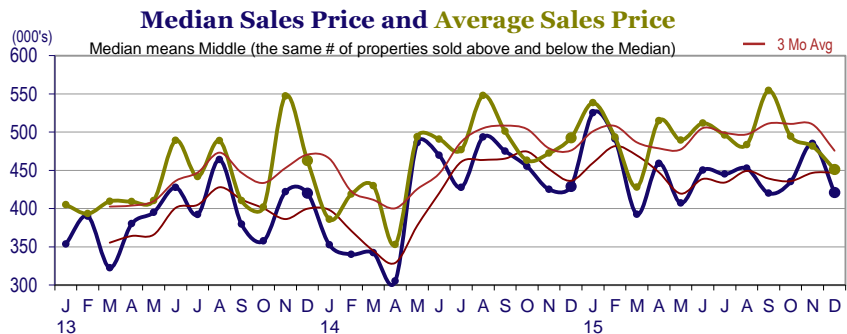
Property Sales

December Property sales were 42, down 35.4% from 65 in December of 2014 and 22.2% lower than the 54 sales last month. December 2015 sales were at their lowest level compared to December of 2014 and 2013. December YTD sales of 704 are running 4.0% ahead of last year's year-to-date sales of 677.



Prices

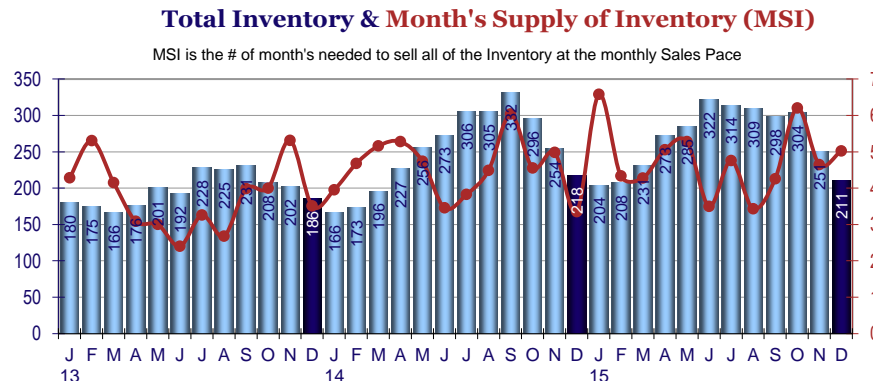
The Median Sales Price in December was \$421,000, down 1.9% from \$429,000 in December of 2014 and down 13.2% from \$485,000 last month. The Average Sales Price in December was \$451,158, down 8.4% from \$492,399 in December of 2014 and down 6.3% from \$481,351 last month. December 2015 ASP was at the lowest level compared to December of 2014 and 2013.



Inventory & MSI

The Total Inventory of Properties available for sale as of December was 211, down 15.9% from 251 last month and down 3.2% from 218 in December of last year. December 2015 Inventory was at a mid level compared with December of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2015 MSI of 5.0 months was at its highest level compared with December of 2014 and 2013.



City: *Northbrook*

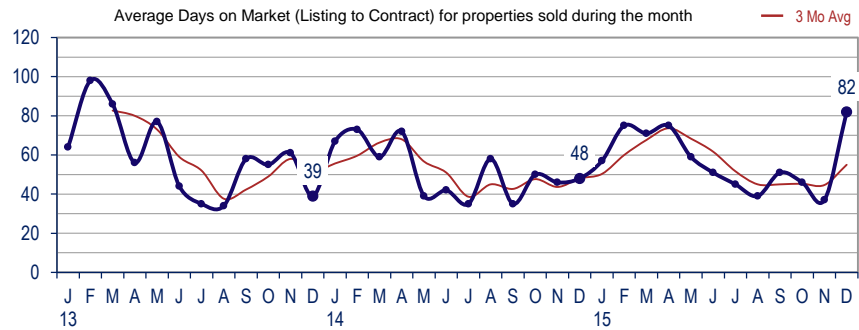


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Market Time

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 December was 82, up 121.6% from 37 days last month and up 70.8% from 48 days in December of last year. The December 2015 DOM was at a mid level compared with December of 2014 and 2013.

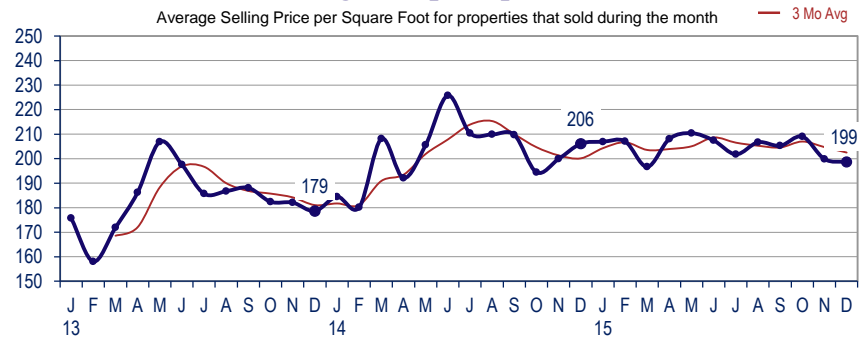
Days On Market for Sold Properties



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 December 2015 Selling Price per Square Foot of \$199 was down 0.6% from \$200 last month and down 3.6% from 206 in December of last year.

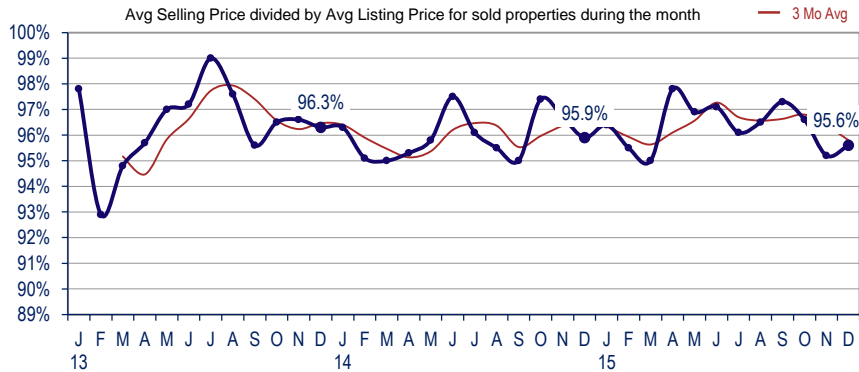
Selling Price per Square Foot



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 December 2015 Selling Price vs Original List Price of 95.6% was up from 95.2% last month and down from 95.9% in December of last year.

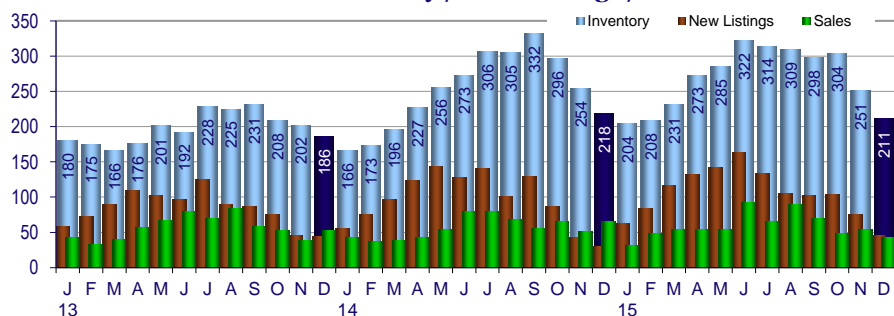
Selling Price versus Listing Price Ratio



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 December 2015 was 45, down 40.0% from 75 last month and up 50.0% from 30 in December of last year.

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