MARKET ACTION REPORT

City: Northbrook

All | Properties: SFH - Condo - TwnHm

January 2016

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		Trending versus*:			Trending versus*:			
Market Profile & Trends Overview	Month	LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$549,500	0%		7%				
Average List Price of all Current Listings	\$711,050	-2%		6%				
January Median Sales Price	\$388,000	-9%	-10%	-26%	-12%	\$388,000	-26%	-12%
January Average Sales Price	\$495,138	10%	3%	-8%	-0%	\$495,138	-8%	-0%
Total Properties Currently for Sale (Inventory)	218	0%		7%				
January Number of Properties Sold	40	-11%		29%		40	29%	
January Average Days on Market (Solds)	57	-30%	6%	0%	4%	57	0%	4%
Asking Price per Square Foot (based on New Listings)	\$219	-6%	0%	0%	-1%	\$219	0%	-1%
January Sold Price per Square Foot	\$190	-4%	-5%	-8%	-7%	\$190	-8%	-7%
January Month's Supply of Inventory	5.5	13%	9%	-17%	14%	5.5	-17%	14%
January Sale Price vs List Price Ratio	95.4%	2%		-1.0%	8%	95.7%	3%	5%
* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2015) / YTD = Year-to-date Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)								

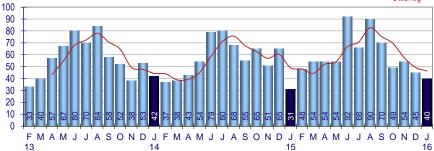
Property Sales

January Property sales were 40, up 29.0% from 31 in January of 2015 and 11.1% lower than the 45 sales last month. January 2016 sales were at a mid level compared to January of 2015 and 2014. January YTD sales of 40 are running 29.0% ahead of last year's year-to-date sales of 31.

Number of Properties Sold



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Prices

Inventory & MSI

with January of 2015 and 2014.

of 2015 and 2014.

The Median Sales Price in January was \$388,000, down 26.1% from \$525,000 in January of 2015 and down 8.7% from \$425,000 last month. The Average Sales Price in January was \$495,138, down 8.0% from \$538,132 in January of 2015 and up 9.8% from \$451,003 last month. January 2016 ASP was at a mid range compared to January of 2015 and 2014.

The Total Inventory of Properties available for sale as of

Inventory was at its highest level compared with January

A comparatively lower MSI is more beneficial for sellers

while a higher MSI is better for buyers. The January

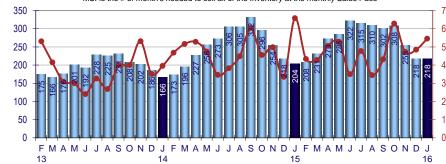
2016 MSI of 5.5 months was at a mid level compared

January was 218, equal to 218 last month and up 6.9%

from 204 in January of last year. January 2016



Total Inventory & Month's Supply of Inventory (MSI)



MSI is the # of month's needed to sell all of the Inventory at the monthly Sales Pace

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compared with January of 2015 and 2014.

Selling Price per Square Foot

207 in January of last year.

96.4% in January of last year.

Days On Market for Sold Properties

Average Days on Market (Listing to Contract) for properties sold during the month — 3 Mo Ava 120 The average Days On Market (DOM) shows how many days the average Property is on the market before it 100 sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward 80 67 trend a move towards more of a Seller's market. The 60 DOM for January was 57, down 30.5% from 82 days last month and equal to 57 days in January of last year. 40 The January 2016 DOM was at its lowest level 20 0 FMAMJJASONDJFMAMJ J A S O N D J F M A M J J A S O N D J 13 15 14 16 **Selling Price per Square Foot** — 3 Mo Avg Average Selling Price per Square Foot for properties that sold during the month 250 The Selling Price per Square Foot is a great indicator for 240 the direction of Property values. Since Median Sales 230 Price and Average Sales price can be impacted by the 220 207 'mix' of high or low end Properties in the market, the 210 selling price per square foot is a more normalized 200 190 184 indicator on the direction of Property values. The 190 January 2016 Selling Price per Square Foot of \$190 was 180 down 3.8% from \$197 last month and down 8.3% from 170 160 150 F M A M J J A S O N D J F M A M J J A S O N D J F M A M J J A S O N D J 13 14 15 16 Selling Price versus Listing Price Ratio - 3 Mo Avg Avg Selling Price divided by Avg Listing Price for sold properties during the month 100% Selling Price vs Original Listing Price 99% The Selling Price vs Original Listing Price reveals the 98% average amount that Sellers are agreeing to come down 96.3% 96.49 97% 95.4% from their original list price. The lower the ratio is 96% below 100% the more of a Buyer's market exists, a ratio 95% at or above 100% indicates more of a Seller's market. 94% The January 2016 Selling Price vs Original List Price of 93% 95.4% was down from 95.6% last month and down from 92% 91% 90% 89% F M A M J J A S O N D J F M A M J J A S O N D J F M A M J J A S O N D J 13 14 15 16 Inventory / New Listings / Sales 350 Inventory Inventory / New Listings / Sales Sales This last view of the market combines monthly 300 inventory of Properties for sale along with New Listings 250 and Sales. The graph shows the basic annual 200 seasonality of the market as well as the relationship between these items. The number of New Listings in 150 January 2016 was 94, up 108.9% from 45 last month 100 and up 51.6% from 62 in January of last year. 50

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Market Time

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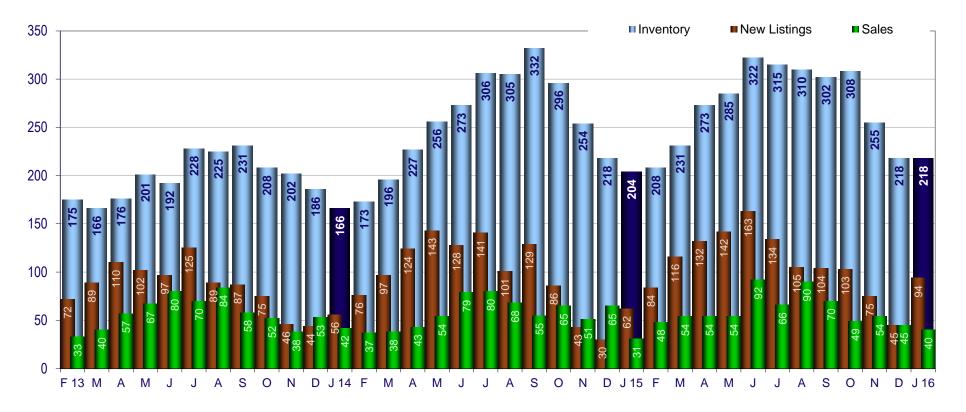




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Inventory / New Listings / Sales

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 January 2016 was 94, up 108.9% from 45 last month and up 51.6% from 62 in January of last year.



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