

## City: Northbrook



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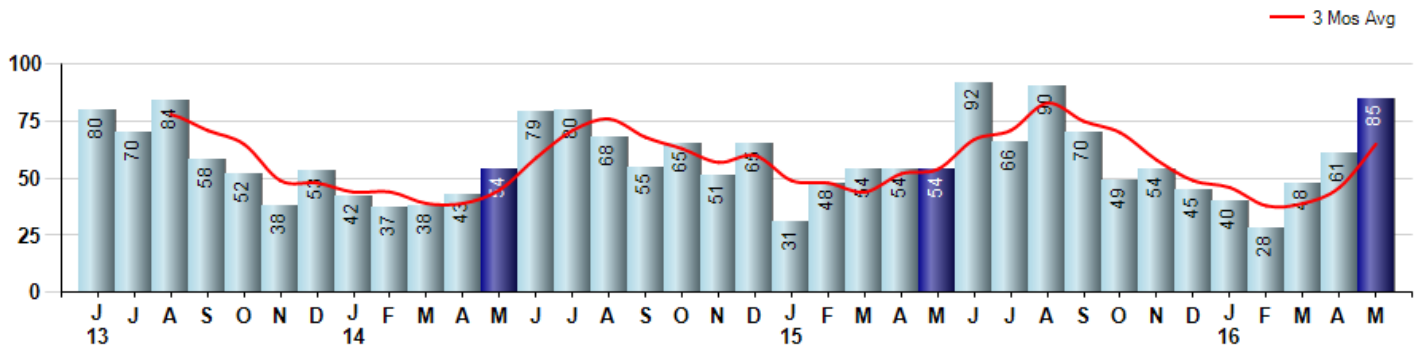
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$596,900	3%		1%				
Average List Price of all Current Listings	\$761,053	1%		5%				
May Median Sales Price	\$435,000	5%	2%	7%	-1%	\$422,000	-6%	-4%
May Average Sales Price	\$501,579	6%	5%	3%	1%	\$478,803	-2%	-3%
Total Properties Currently for Sale (Inventory)	311	7%		9%				
May Number of Properties Sold	85	39%		57%			9%	
May Average Days on Market (Solds)	50	-24%	-11%	-15%	-9%	56	-18%	2%
Asking Price per Square Foot (based on New Listings)	\$231	-1%	-1%	2%	5%	\$230	2%	4%
May Sold Price per Square Foot	\$213	5%	3%	1%	4%	\$204	-1%	0%
May Month's Supply of Inventory	3.7	-23%	-22%	-31%	-25%	5.7	12%	19%
May Sale Price vs List Price Ratio	96.0%	-1.0%	0%	-1%	-0.2%	95.9%	-0.3%	-0.2%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

### Property Sales

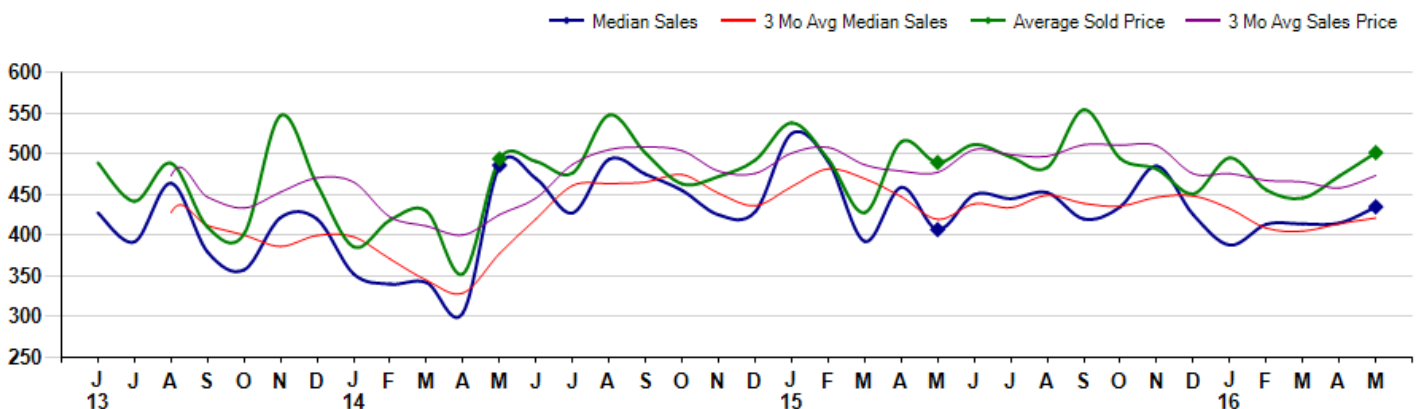
May Property sales were 85, up 57.4% from 54 in May of 2015 and 39.3% higher than the 61 sales last month. May 2016 sales were at their highest level compared to May of 2015 and 2014. May YTD sales of 262 are running 8.7% ahead of last year's year-to-date sales of 241.



### Prices

The Median Sales Price in May was \$435,000, up 6.9% from \$407,000 in May of 2015 and up 4.8% from \$415,000 last month. The Average Sales Price in May was \$501,579, up 2.5% from \$489,388 in May of 2015 and up 6.1% from \$472,892 last month. May 2016 ASP was at highest level compared to May of 2015 and 2014.

Median means Middle (the same # of properties sold above and below Median) (000's)



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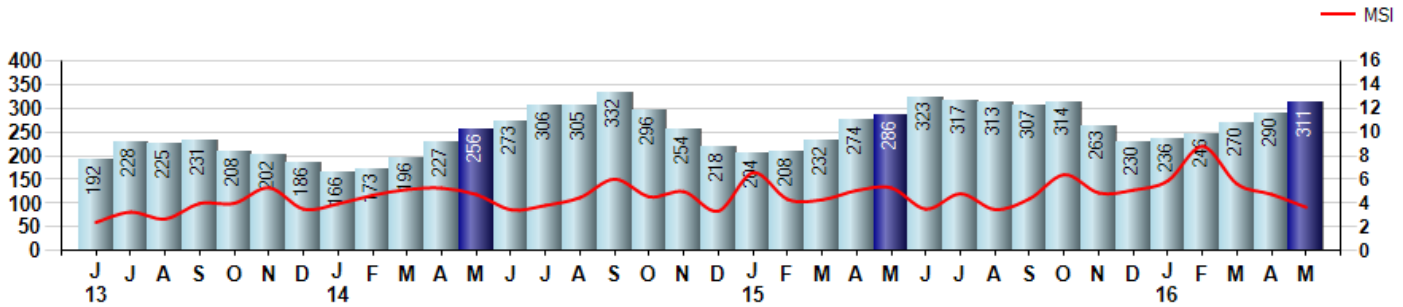
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### Inventory & MSI

The Total Inventory of Properties available for sale as of May was 311, up 7.2% from 290 last month and up 8.7% from 286 in May of last year. May 2016 Inventory was at highest level compared to May of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2016 MSI of 3.7 months was at its lowest level compared with May of 2015 and 2014.

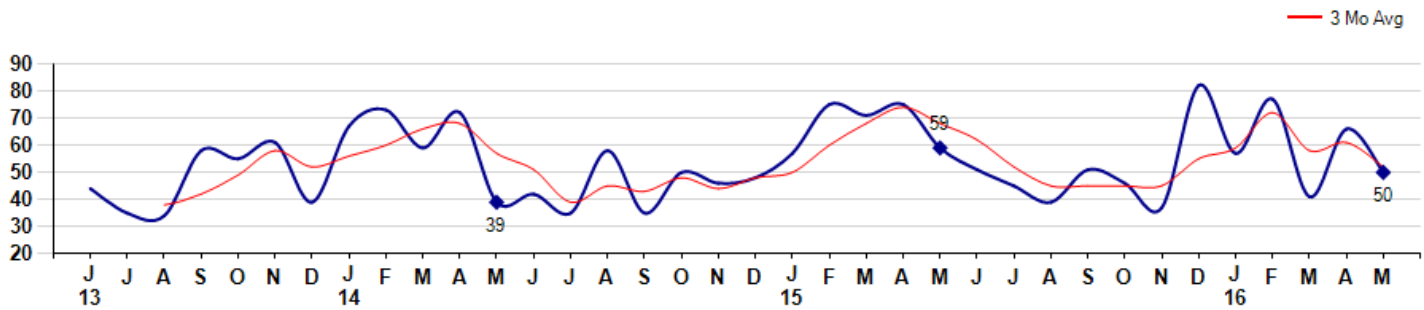
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 May was 50, down -24.2% from 66 days last month and down -15.3% from 59 days in May of last year. The May 2016 DOM was at a mid range compared with May of 2015 and 2014.

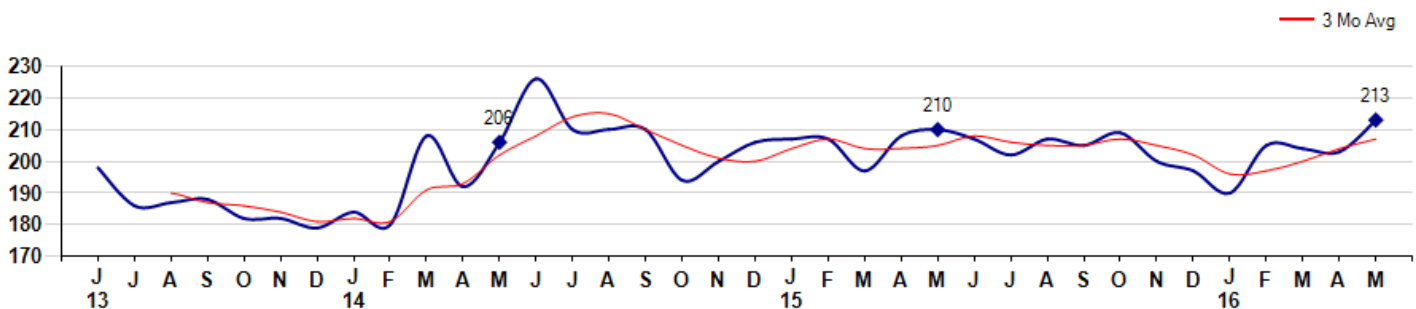
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 May 2016 Selling Price per Square Foot of \$213 was up 4.9% from \$203 last month and up 1.4% from \$210 in May of last year.

Average Selling Price per Square Foot for properties that sold during the month



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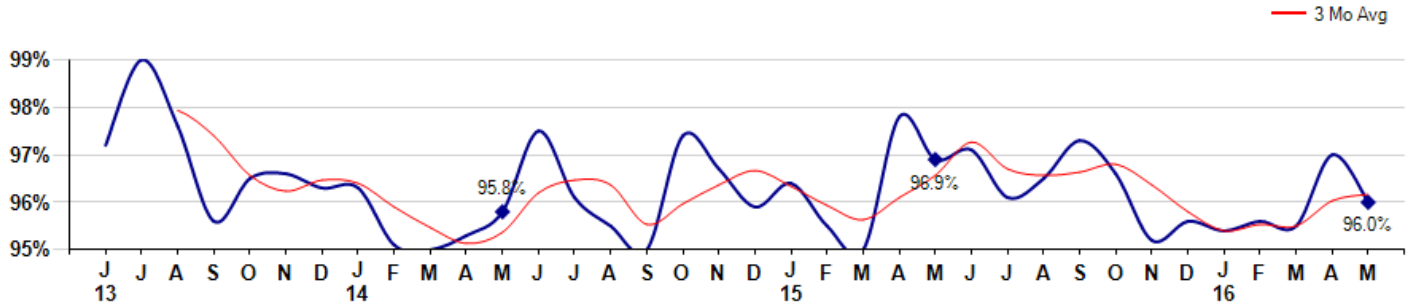


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### Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their 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 May 2016 Selling Price vs List Price of 96.0% was down from 97.0% last month and down from 96.9% in May of last year.

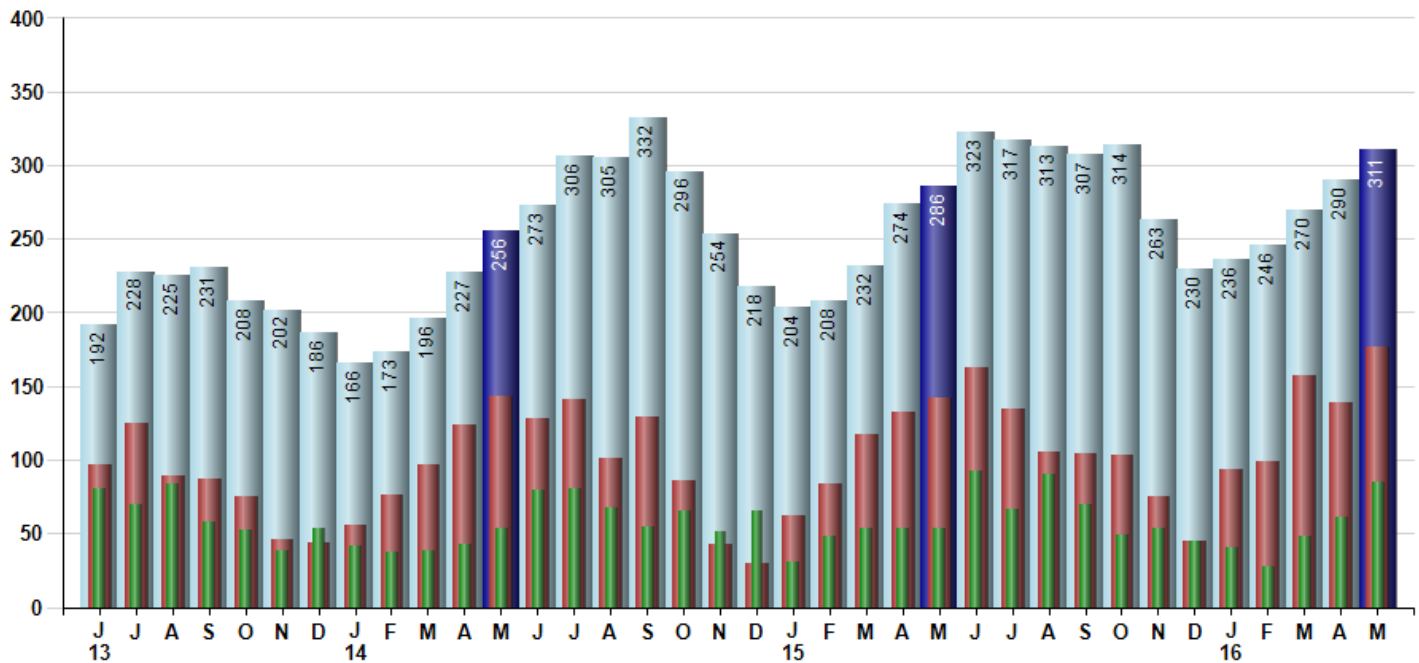
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 May 2016 was 177, up 27.3% from 139 last month and up 24.6% from 142 in May of last year.

Inventory NewListings Sold



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# MARKET ACTION REPORT

May 2016

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	J 13	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M
Homes Sold	80	70	84	58	52	38	53	42	37	38	43	54	79	80	68	55	65	51	65	31	48	54	54	54	92	66	90	70	49	54	45	40	28	48	61	85
3 Mo. Roll Avg			78	71	65	49	48	44	44	39	39	45	59	71	76	68	63	57	60	49	48	44	52	54	67	71	83	75	70	58	49	46	38	39	46	65

	(000's) J 13	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M
Median Sale Price	428	392	464	380	358	422	420	353	340	342	305	486	470	428	494	475	455	425	429	525	491	393	459	407	450	445	453	420	435	485	425	388	414	414	415	435
3 Mo. Roll Avg			428	412	400	386	400	398	371	345	329	378	420	461	464	465	475	452	436	460	482	469	447	420	439	434	449	439	436	447	448	433	409	405	414	421

	J 13	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M
Inventory	192	228	225	231	208	202	186	166	173	196	227	256	273	306	305	332	296	254	218	204	208	232	274	286	323	317	313	307	314	263	230	236	246	270	290	311
MSI	2	3	3	4	4	5	4	4	5	5	5	5	3	4	4	6	5	5	3	7	4	4	5	5	4	5	3	4	6	5	5	6	9	6	5	4

	J 13	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M
Days On Market	44	35	34	58	55	61	39	67	73	59	72	39	42	35	58	35	50	46	48	57	75	71	75	59	51	45	39	51	46	37	82	57	77	41	66	50
3 Mo. Roll Avg			38	42	49	58	52	56	60	66	68	57	51	39	45	43	48	44	48	50	60	68	74	68	62	52	45	45	45	45	55	59	72	58	61	52

	J 13	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M
Price per Sq Ft	198	186	187	188	182	179	184	180	208	192	206	226	210	210	210	194	200	206	207	207	197	208	210	207	202	207	205	209	200	197	190	205	204	203	213	
3 Mo. Roll Avg			190	187	186	184	181	182	181	191	193	202	208	214	215	210	205	201	200	204	207	204	204	205	208	206	205	205	207	205	202	196	197	200	204	207

	J 13	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M
Sale to List Price	0.972	0.990	0.976	0.956	0.965	0.966	0.963	0.963	0.951	0.950	0.953	0.958	0.975	0.961	0.955	0.950	0.974	0.967	0.959	0.964	0.955	0.950	0.978	0.969	0.971	0.961	0.965	0.973	0.966	0.952	0.956	0.954	0.956	0.955	0.970	0.960
3 Mo. Roll Avg			0.979	0.974	0.966	0.962	0.965	0.964	0.959	0.955	0.951	0.954	0.962	0.965	0.964	0.955	0.960	0.964	0.967	0.963	0.959	0.956	0.961	0.966	0.973	0.967	0.966	0.966	0.968	0.964	0.958	0.954	0.955	0.955	0.960	0.962

	J 13	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M
New Listings	97	125	89	87	75	46	44	56	76	97	124	143	128	141	101	129	86	43	30	62	84	117	132	142	163	135	105	104	103	75	45	94	99	157	139	177
Inventory	192	228	225	231	208	202	186	166	173	196	227	256	273	306	305	332	296	254	218	204	208	232	274	286	323	317	313	307	314	263	230	236	246	270	290	311
Sales	80	70	84	58	52	38	53	42	37	38	43	54	79	80	68	55	65	51	65	31	48	54	54	54	92	66	90	70	49	54	45	40	28	48	61	85

	(000's) J 13	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M
Avg Sale Price	489	442	489	410	402	547	463	386	419	430	353	494	491	477	548	501	463	472	492	538	493	428	515	489	511	496	483	554	494	481	451	495	456	446	473	502
3 Mo. Roll Avg			473	447	433	453	471	465	422	411	400	425	446	487	505	508	504	479	476	501	508	487	479	477	505	499	497	511	511	510	476	476	467	466	458	473

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