

## City: Northbrook



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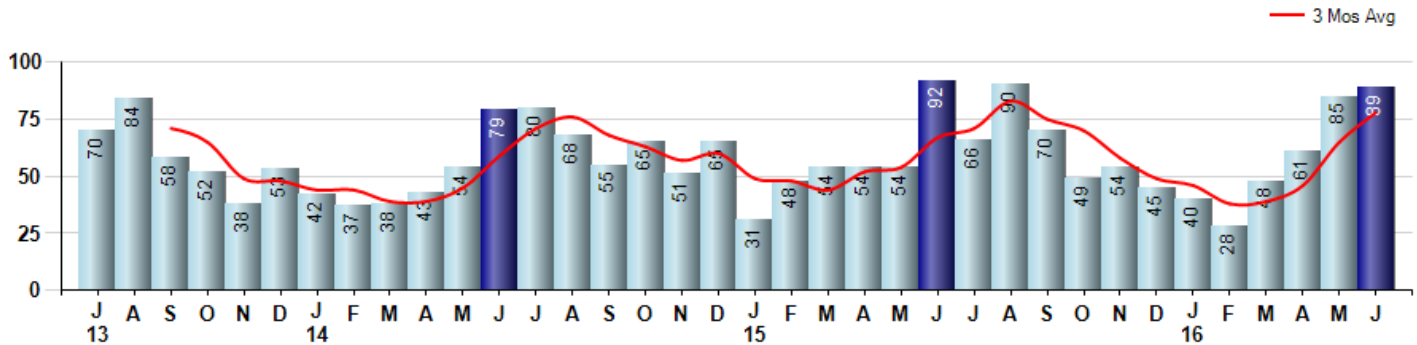
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$599,000	3%		4%				
Average List Price of all Current Listings	\$774,033	4%		7%				
June Median Sales Price	\$490,000	13%	11%	9%	11%	\$435,000	-3%	-1%
June Average Sales Price	\$557,392	11%	11%	9%	13%	\$498,730	1%	1%
Total Properties Currently for Sale (Inventory)	293	-9%		-9%				
June Number of Properties Sold	89	5%		-3%			5%	
June Average Days on Market (Solds)	46	-8%	-10%	-10%	-16%	54	-14%	-2%
Asking Price per Square Foot (based on New Listings)	\$221	-4%	-4%	-3%	0%	\$228	1%	3%
June Sold Price per Square Foot	\$220	3%	4%	6%	8%	\$208	1%	2%
June Month's Supply of Inventory	3.3	-13%	-17%	-6%	-32%	5.4	11%	11%
June Sale Price vs List Price Ratio	97.6%	1.7%	1%	1%	1.5%	96.2%	-0.1%	0.1%

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

### Property Sales

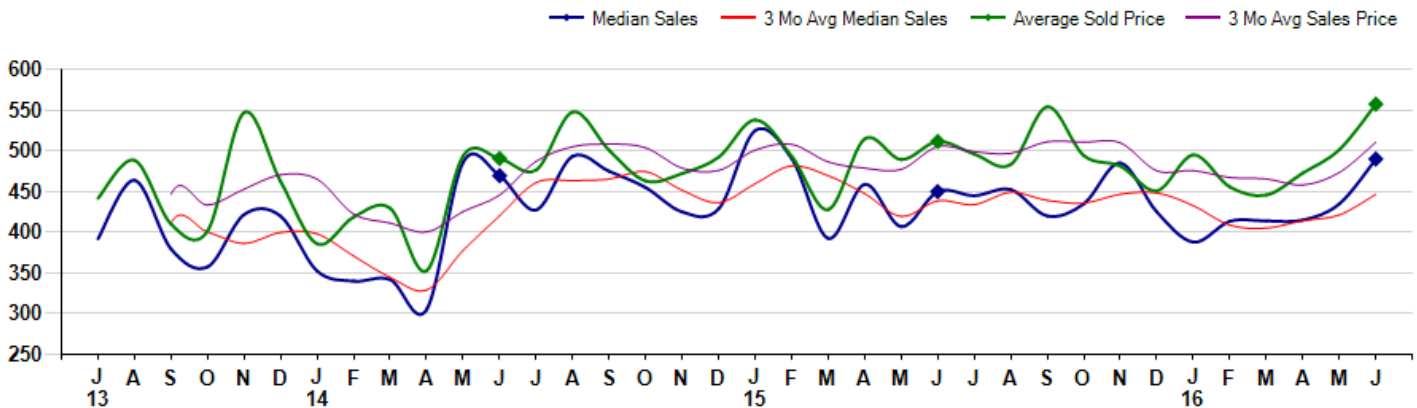
June Property sales were 89, down -3.3% from 92 in June of 2015 and 4.7% higher than the 85 sales last month. June 2016 sales were at a mid level compared to June of 2015 and 2014. June YTD sales of 351 are running 5.4% ahead of last year's year-to-date sales of 333.



### Prices

The Median Sales Price in June was \$490,000, up 8.9% from \$450,000 in June of 2015 and up 12.6% from \$435,000 last month. The Average Sales Price in June was \$557,392, up 9.0% from \$511,500 in June of 2015 and up 11.1% from \$501,579 last month. June 2016 ASP was at highest level compared to June of 2015 and 2014.

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



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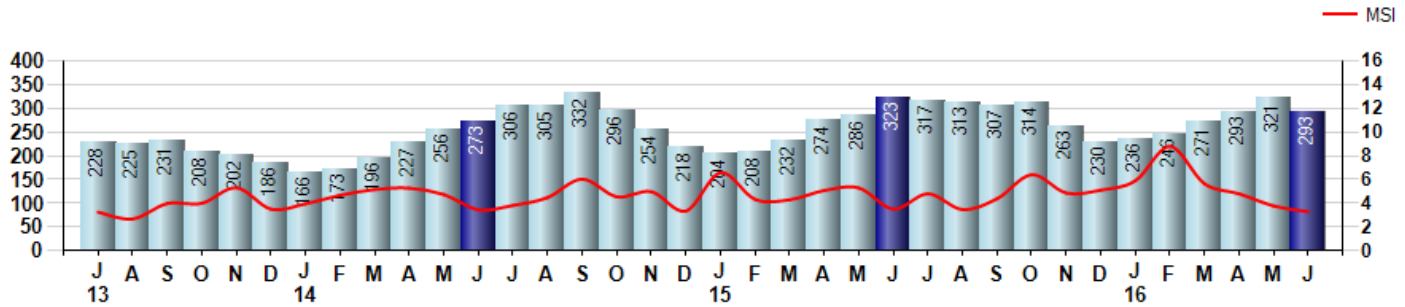
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### Inventory & MSI

The Total Inventory of Properties available for sale as of June was 293, down -8.7% from 321 last month and down -9.3% from 323 in June of last year. June 2016 Inventory was at a mid range compared to June of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2016 MSI of 3.3 months was at its lowest level compared with June of 2015 and 2014.

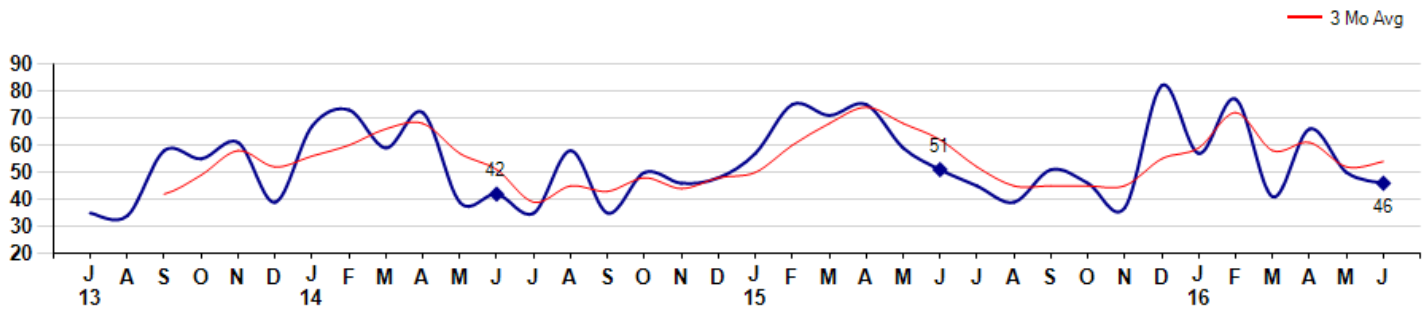
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 June was 46, down -8.0% from 50 days last month and down -9.8% from 51 days in June of last year. The June 2016 DOM was at a mid range compared with June of 2015 and 2014.

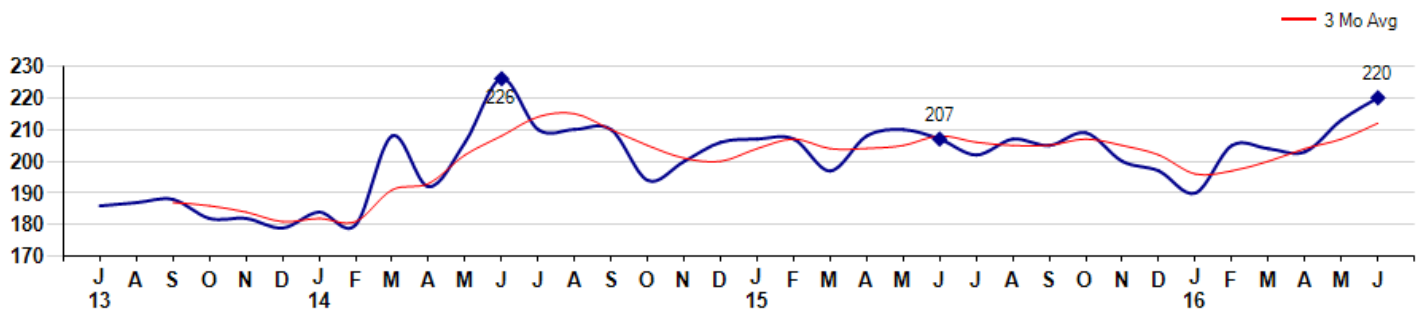
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 June 2016 Selling Price per Square Foot of \$220 was up 3.3% from \$213 last month and up 6.3% from \$207 in June of last year.

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



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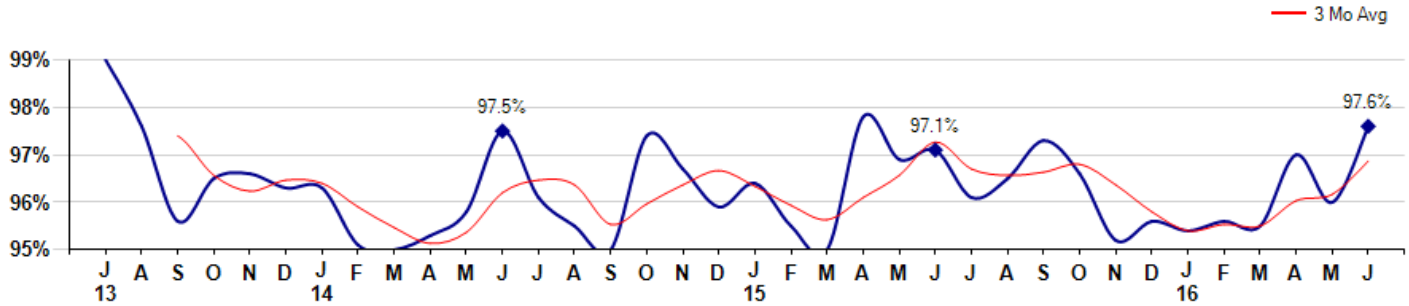


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### Selling Price vs Listing Price

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 June 2016 Selling Price vs List Price of 97.6% was up from 96.0% last month and up from 97.1% in June of last year.

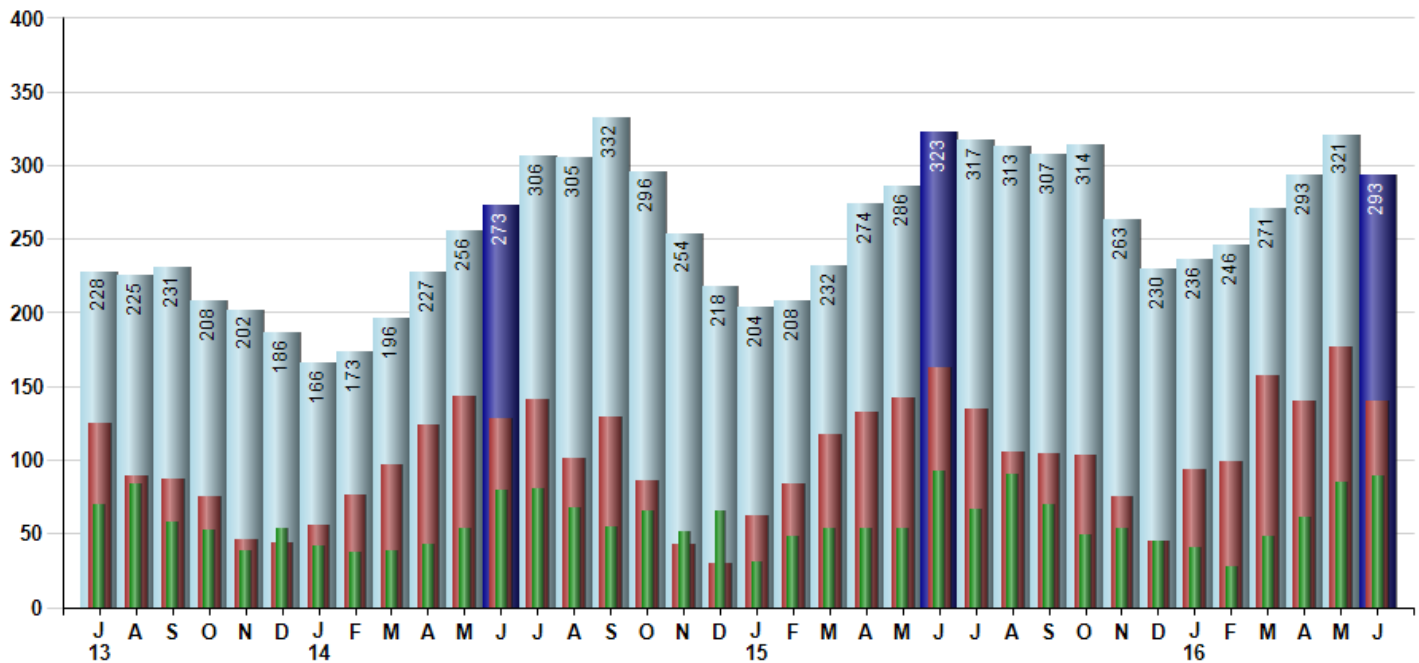
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 June 2016 was 140, down -20.9% from 177 last month and down -14.1% from 163 in June of last year.

Inventory (light blue), New Listings (red), Sold (green)



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# MARKET ACTION REPORT

June 2016

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	J 13	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	J
Homes Sold	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	89
3 Mo. Roll Avg			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	78

(000's)	J 13	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	J
Median Sale Price	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	490
3 Mo. Roll Avg			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	447

	J 13	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	J
Inventory	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	271	293	321	293
MSI	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	3

	J 13	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	J
Days On Market	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	46
3 Mo. Roll Avg			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	54

	J 13	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	J
Price per Sq Ft	186	187	188	182	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	220
3 Mo. Roll Avg			187	186	184	181	182	181	191	193	202	208	214	215	210	205	201	200	204	207	204	204	205	208	206	205	207	205	202	196	197	200	204	207	212	

	J 13	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	J
Sale to List Price	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	0.976
3 Mo. Roll Avg			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	0.969

	J 13	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	J
New Listings	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	140	177	140
Inventory	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	271	293	321	293
Sales	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	89

(000's)	J 13	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	J
Avg Sale Price	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	557
3 Mo. Roll Avg			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	511

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