

City: Northbrook



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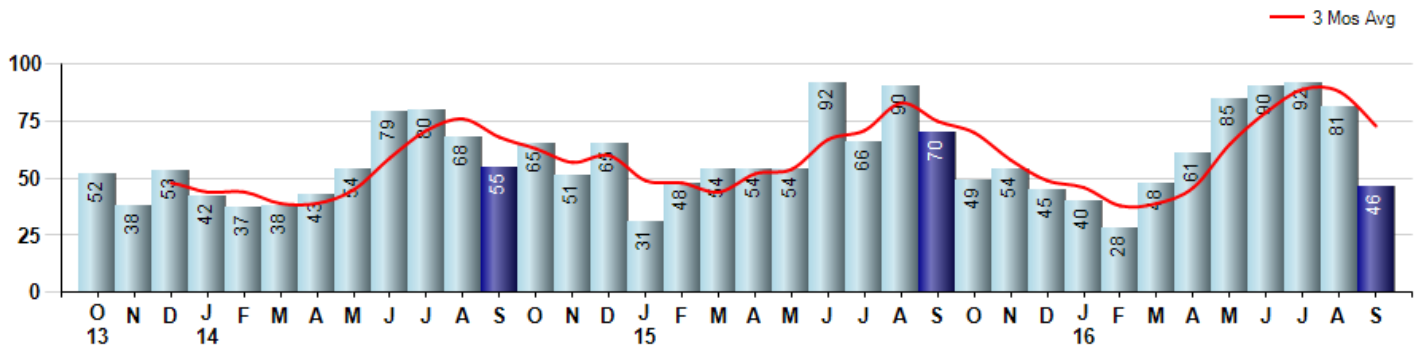
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$589,000	-2%		4%				
Average List Price of all Current Listings	\$750,739	-2%		7%				
September Median Sales Price	\$460,500	13%	4%	10%	5%	\$435,000	-2%	-1%
September Average Sales Price	\$492,074	0%	-2%	-11%	-1%	\$491,287	-2%	-1%
Total Properties Currently for Sale (Inventory)	327	7%		7%				
September Number of Properties Sold	46	-43%		-34%			2%	
September Average Days on Market (Solds)	41	-7%	-2%	-20%	-26%	48	-14%	-13%
Asking Price per Square Foot (based on New Listings)	\$236	2%	4%	5%	7%	\$227	2%	3%
September Sold Price per Square Foot	\$198	-2%	-3%	-3%	-3%	\$205	-1%	1%
September Month's Supply of Inventory	7.1	89%	47%	62%	47%	5.2	13%	8%
September Sale Price vs List Price Ratio	96.0%	0%	-1%	-0.2%	96.1%	-0.2%		

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

Property Sales

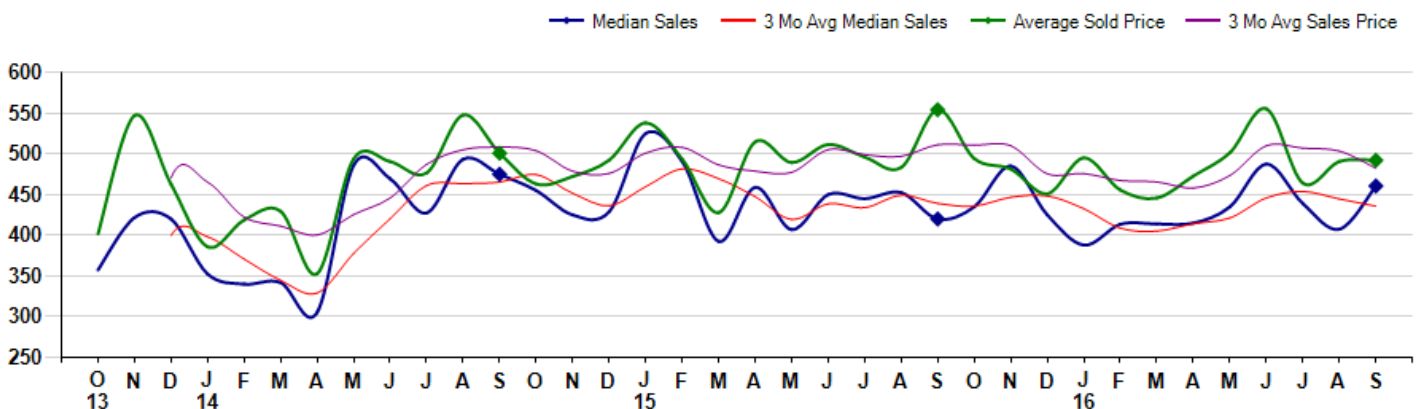
September Property sales were 46, down -34.3% from 70 in September of 2015 and -43.2% lower than the 81 sales last month. September 2016 sales were at their lowest level compared to September of 2015 and 2014. September YTD sales of 571 are running 2.1% ahead of last year's year-to-date sales of 559.



Prices

The Median Sales Price in September was \$460,500, up 9.6% from \$420,000 in September of 2015 and up 13.0% from \$407,500 last month. The Average Sales Price in September was \$492,074, down -11.2% from \$554,265 in September of 2015 and up 0.3% from \$490,793 last month. September 2016 ASP was at the lowest level compared to September of 2015 and 2014.

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



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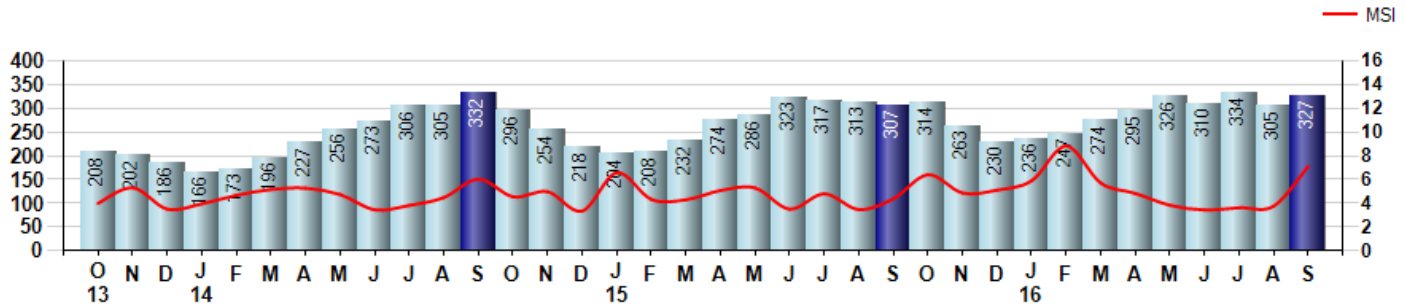
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Inventory & MSI

The Total Inventory of Properties available for sale as of September was 327, up 7.2% from 305 last month and up 6.5% from 307 in September of last year. September 2016 Inventory was at a mid range compared to September of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2016 MSI of 7.1 months was at its highest level compared with September of 2015 and 2014.

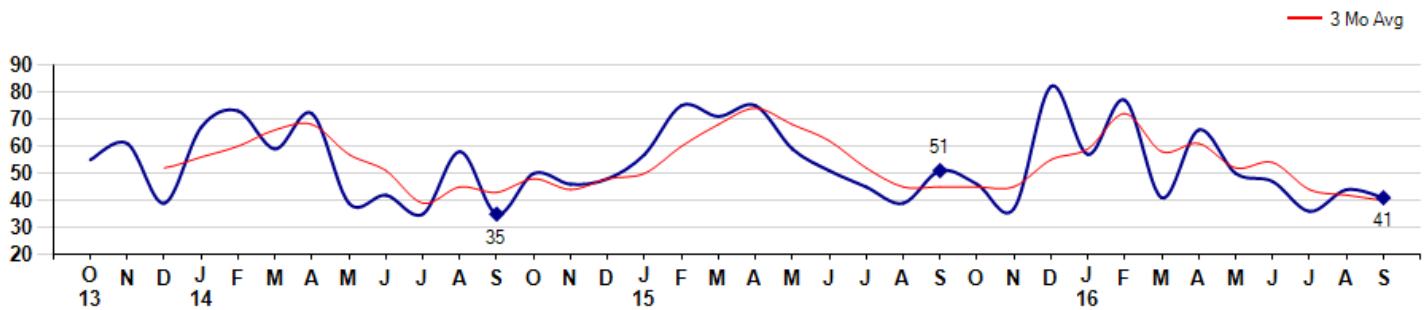
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 September was 41, down -6.8% from 44 days last month and down -19.6% from 51 days in September of last year. The September 2016 DOM was at a mid range compared with September of 2015 and 2014.

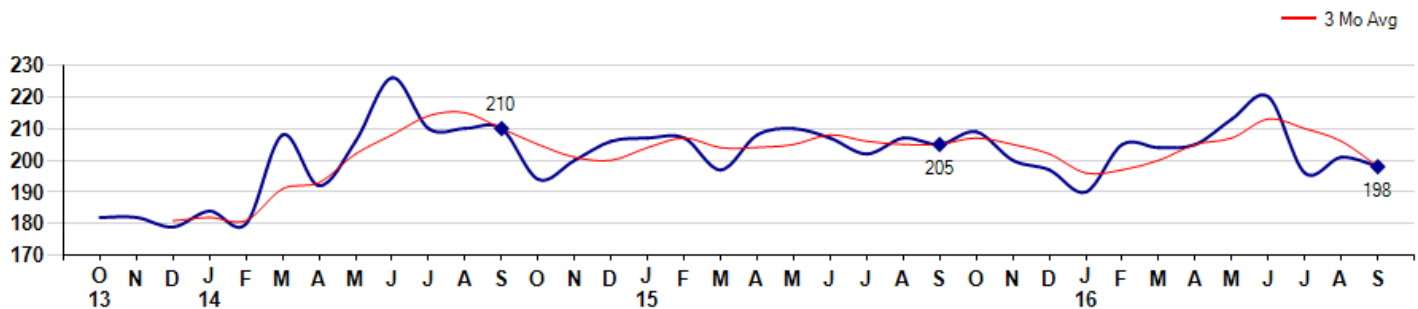
Average Days on Market(Listing to Contract) for properties sold during the month



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 September 2016 Selling Price per Square Foot of \$198 was down -1.5% from \$201 last month and down -3.4% from \$205 in September of last year.

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



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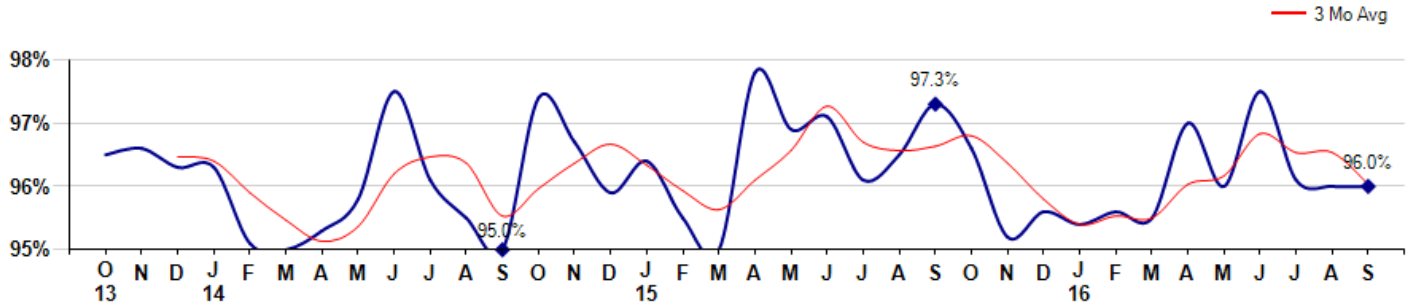


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Selling Price vs Listing Price

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 September 2016 Selling Price vs List Price of 96.0% was equal to 96.0% last month and down from 97.3% in September of last year.

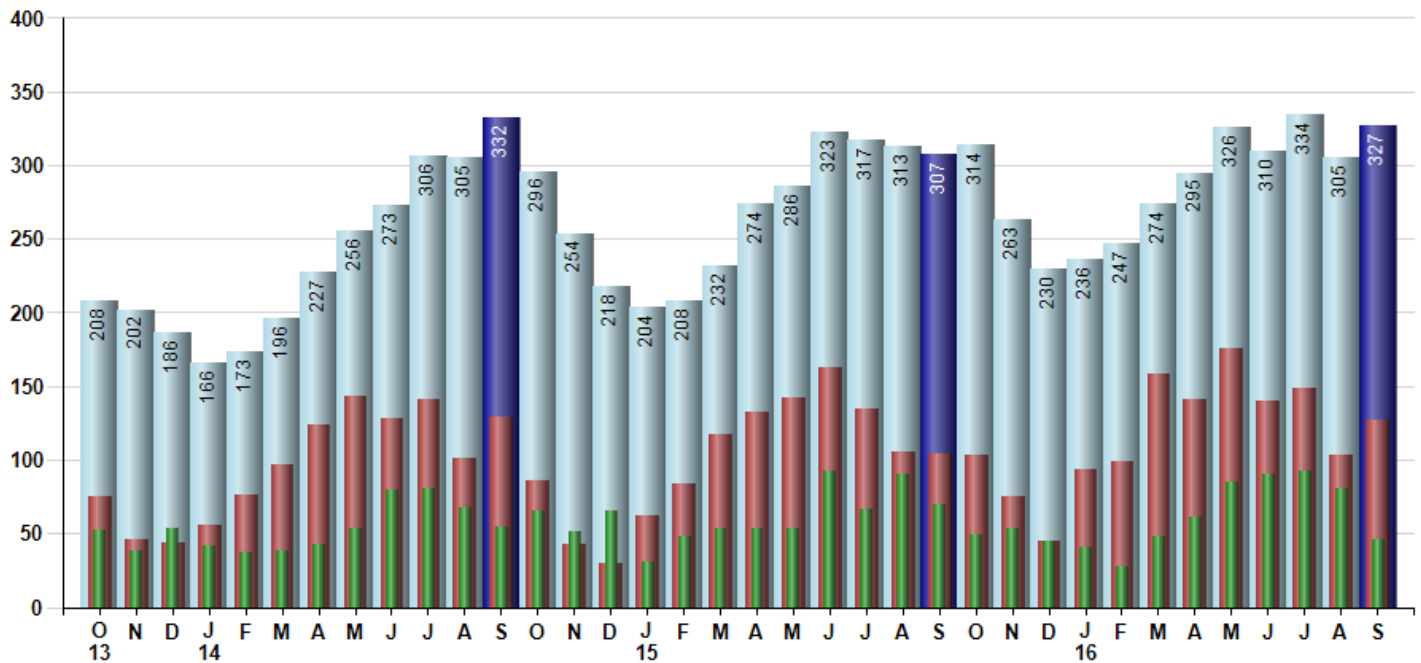
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 September 2016 was 127, up 23.3% from 103 last month and up 22.1% from 104 in September of last year.

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



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MARKET ACTION REPORT

September 2016

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	O 13	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	J	A	S
Homes Sold	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	90	92	81	46
3 Mo. Roll Avg			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	79	89	88	73

	(000's) O 13	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	J	A	S
Median Sale Price	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	488	439	408	461
3 Mo. Roll Avg			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	446	454	445	436

	O 13	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	J	A	S
Inventory	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	247	274	295	326	310	334	305	327
MSI	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	4	4	7

	O 13	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	J	A	S
Days On Market	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	47	36	44	41
3 Mo. Roll Avg			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	44	42	40

	O 13	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	J	A	S
Price per Sq Ft	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	205	213	220	196	201	198
3 Mo. Roll Avg			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	205	207	213	210	206	198

	O 13	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	J	A	S
Sale to List Price	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	0.975	0.961	0.960	0.960
3 Mo. Roll Avg			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	0.968	0.965	0.965	0.960

	O 13	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	J	A	S
New Listings	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	158	141	176	140	149	103	127
Inventory	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	247	274	295	326	310	334	305	327
Sales	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	90	92	81	46

	(000's) O 13	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	J	A	S
Avg Sale Price	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	555	464	491	492
3 Mo. Roll Avg			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	510	507	503	482

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