

## City: Northbrook



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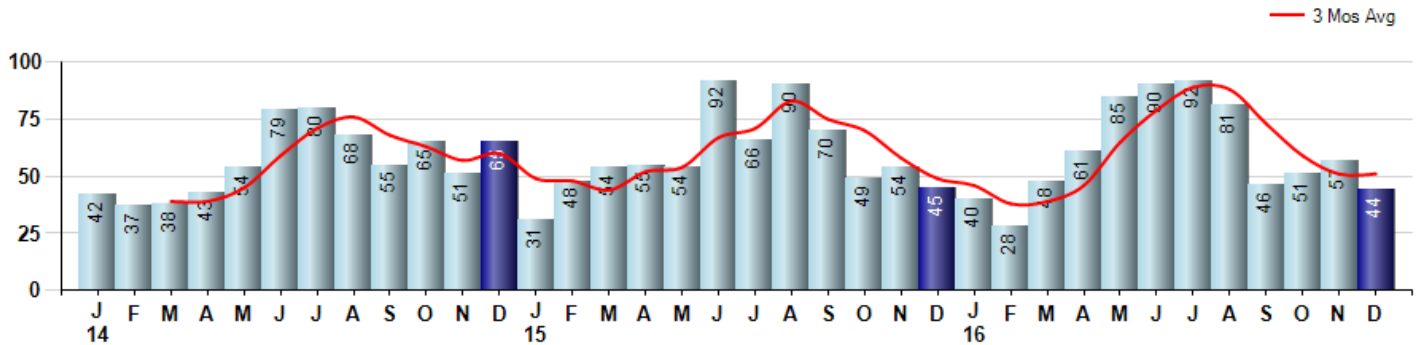
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$619,000	7%		14%				
Average List Price of all Current Listings	\$794,570	7%		13%				
December Median Sales Price	\$442,000	9%	-3%	4%	0%	\$436,000	-2%	-2%
December Average Sales Price	\$536,134	14%	7%	19%	8%	\$494,138	0%	0%
Total Properties Currently for Sale (Inventory)	218	-23%		-5%				
December Number of Properties Sold	44	-23%		-2%			2%	
December Average Days on Market (Solds)	63	19%	13%	-23%	15%	51	-7%	-7%
Asking Price per Square Foot (based on New Listings)	\$231	6%	2%	1%	5%	\$226	2%	2%
December Sold Price per Square Foot	\$214	12%	7%	9%	5%	\$204	-1%	0%
December Month's Supply of Inventory	5.0	0%	-9%	-3%	3%	5.3	10%	10%
December Sale Price vs List Price Ratio	94.3%	-0.6%	0%	-1%	-1.9%	95.7%	-0.5%	-0.4%

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

### Property Sales

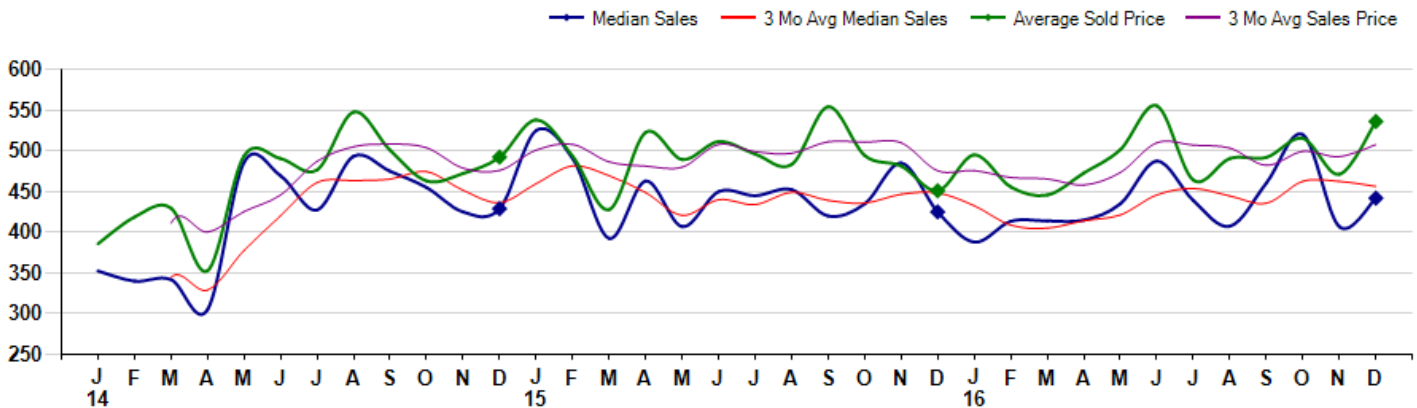
December Property sales were 44, down -2.2% from 45 in December of 2015 and -22.8% lower than the 57 sales last month. December 2016 sales were at their lowest level compared to December of 2015 and 2014. December YTD sales of 723 are running 2.1% ahead of last year's year-to-date sales of 708.



### Prices

The Median Sales Price in December was \$442,000, up 4.0% from \$425,000 in December of 2015 and up 8.6% from \$407,000 last month. The Average Sales Price in December was \$536,134, up 18.9% from \$451,003 in December of 2015 and up 13.8% from \$471,313 last month. December 2016 ASP was at highest level compared to December of 2015 and 2014.

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



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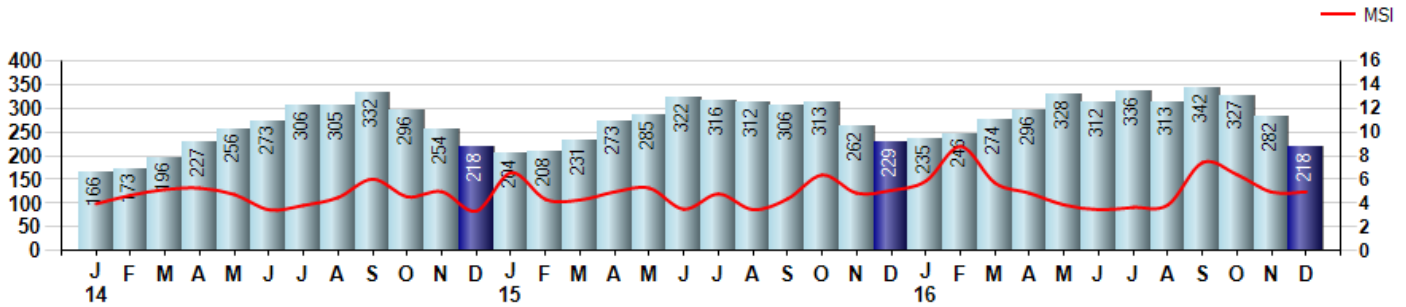
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### Inventory & MSI

The Total Inventory of Properties available for sale as of December was 218, down -22.7% from 282 last month and down -4.8% from 229 in December of last year. December 2016 Inventory was at the lowest level compared to December of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2016 MSI of 5.0 months was at a mid range compared with December of 2015 and 2014.

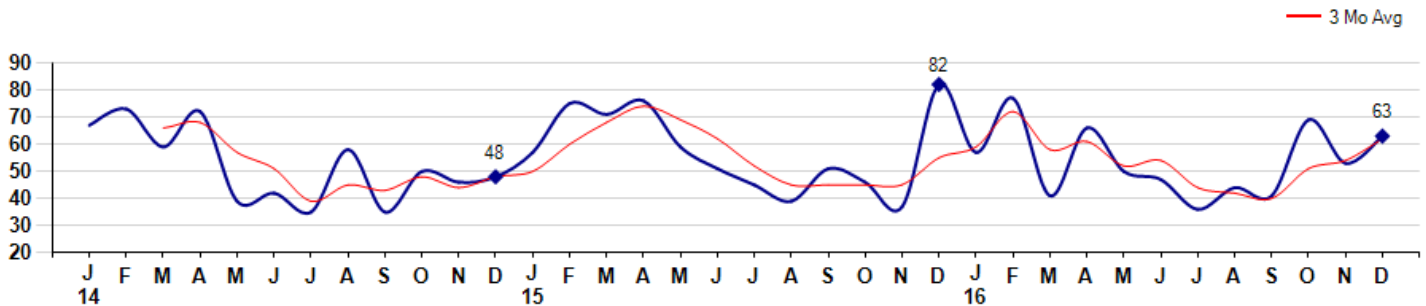
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 December was 63, up 18.9% from 53 days last month and down -23.2% from 82 days in December of last year. The December 2016 DOM was at a mid range compared with December of 2015 and 2014.

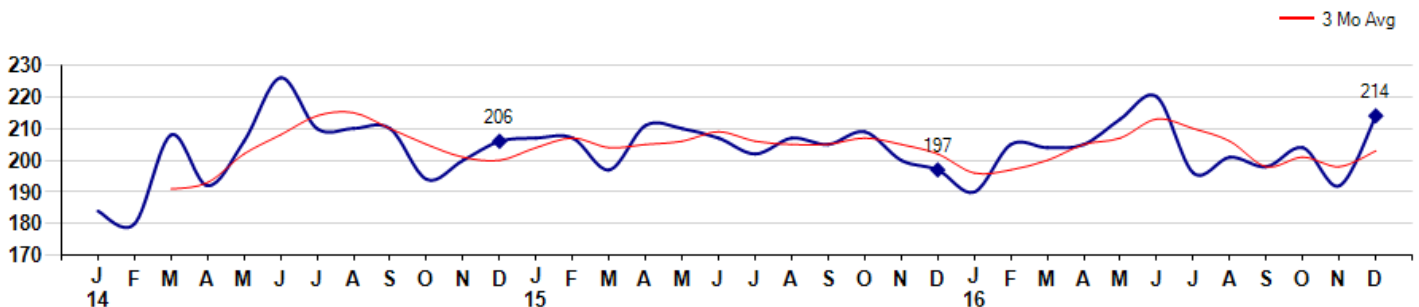
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 December 2016 Selling Price per Square Foot of \$214 was up 11.5% from \$192 last month and up 8.6% from \$197 in December of last year.

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



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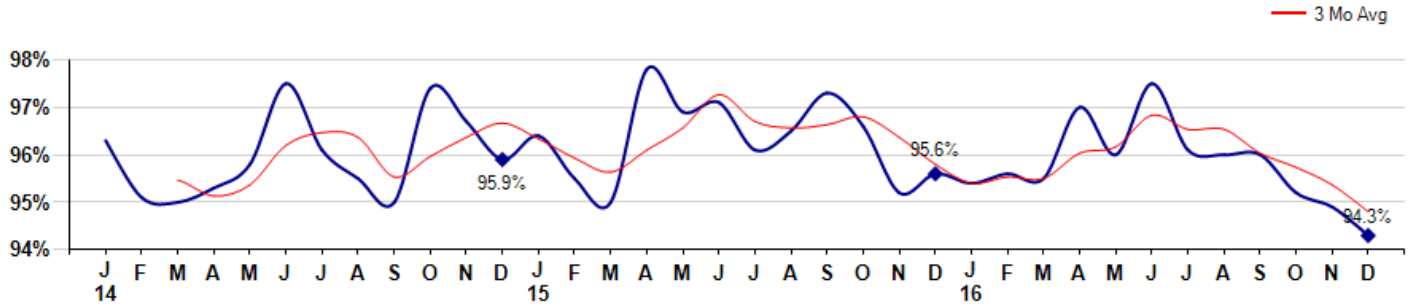


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### Selling Price vs Listing Price

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 December 2016 Selling Price vs List Price of 94.3% was down from 94.9% last month and down from 95.6% in December of last year.

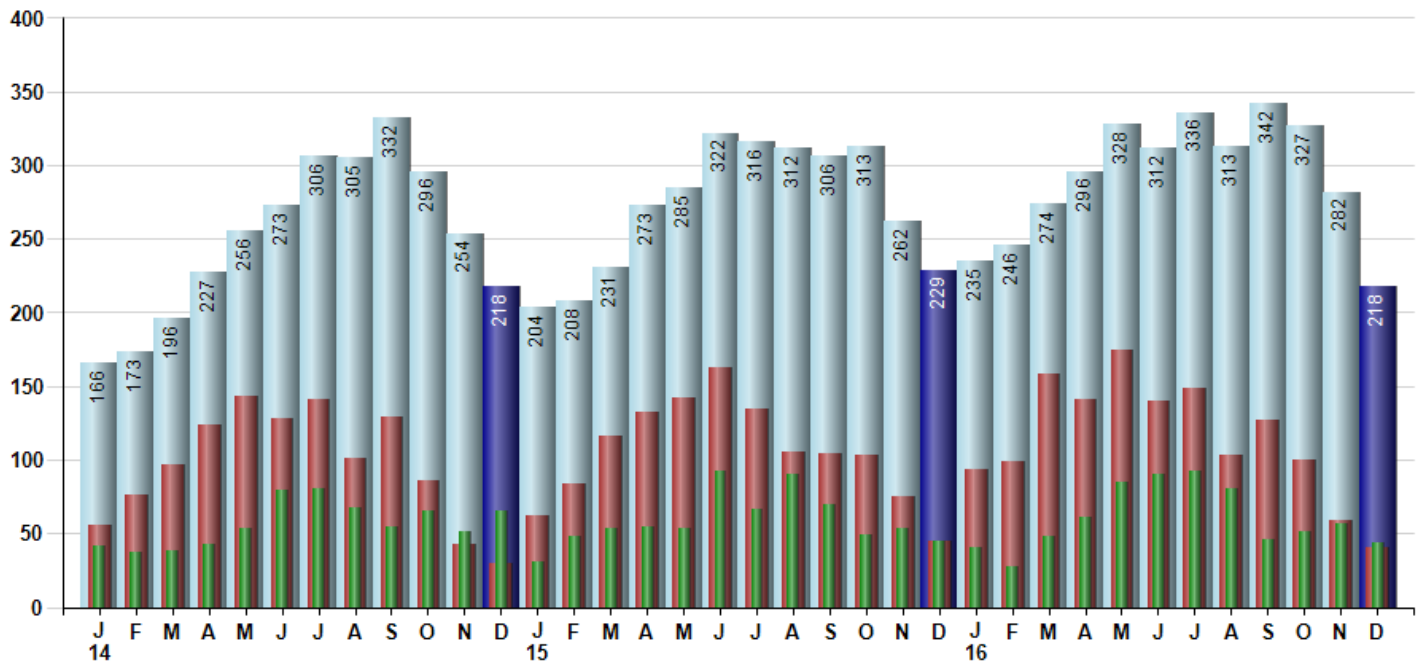
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 December 2016 was 40, down -32.2% from 59 last month and down -11.1% from 45 in December of last year.

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



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	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	O	N	D
Homes Sold	42	37	38	43	54	79	80	68	55	65	51	65	31	48	54	55	54	92	66	90	70	49	54	45	40	28	48	61	85	90	92	81	46	51	57	44
3 Mo. Roll Avg			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	59	51	51

(000's)	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	O	N	D
Median Sale Price	353	340	342	305	486	470	428	494	475	455	425	429	525	491	393	463	407	450	445	453	420	435	485	425	388	414	414	415	435	488	439	408	461	520	407	442
3 Mo. Roll Avg			345	329	378	420	461	464	465	475	452	436	460	482	469	449	421	440	434	449	439	436	447	448	433	409	405	414	421	446	454	445	436	463	463	456

	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	O	N	D
Inventory	166	173	196	227	256	273	306	305	332	296	254	218	204	208	231	273	285	322	316	312	306	313	262	229	235	246	274	296	328	312	336	313	342	327	282	218
MSI	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	6	5	5

	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	O	N	D
Days On Market	67	73	59	72	39	42	35	58	35	50	46	48	57	75	71	76	59	51	45	39	51	46	37	82	57	77	41	66	50	47	36	44	41	69	53	63
3 Mo. Roll Avg			66	68	57	51	39	45	43	48	44	48	50	60	68	74	69	62	52	45	45	45	45	55	59	72	58	61	52	54	44	42	40	51	54	62

	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	O	N	D
Price per Sq Ft	184	180	208	192	206	226	210	210	210	194	200	206	207	207	197	211	210	207	202	207	205	209	200	197	190	205	204	205	213	220	196	201	198	204	192	214
3 Mo. Roll Avg			191	193	202	208	214	215	210	205	201	200	204	207	204	205	206	209	206	205	205	207	205	202	196	197	200	205	207	213	210	206	198	201	198	203

	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	O	N	D
Sale to List Price	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	0.952	0.949	0.943
3 Mo. Roll Avg			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	0.957	0.954	0.948

	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	O	N	D
New Listings	56	76	97	124	143	128	141	101	129	86	43	30	62	84	116	132	142	163	135	105	104	103	75	45	94	99	158	141	175	140	149	103	127	100	59	40
Inventory	166	173	196	227	256	273	306	305	332	296	254	218	204	208	231	273	285	322	316	312	306	313	262	229	235	246	274	296	328	312	336	313	342	327	282	218
Sales	42	37	38	43	54	79	80	68	55	65	51	65	31	48	54	55	54	92	66	90	70	49	54	45	40	28	48	61	85	90	92	81	46	51	57	44

(000's)	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	O	N	D
Avg Sale Price	386	419	430	353	494	491	477	548	501	463	472	492	538	493	428	523	489	511	496	483	554	494	481	451	495	456	446	473	502	555	464	491	492	515	471	536
3 Mo. Roll Avg			411	400	425	446	487	505	508	504	479	476	501	508	487	481	480	508	499	497	511	511	510	476	476	467	466	458	473	510	507	503	482	499	493	508

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