

City: Northbrook



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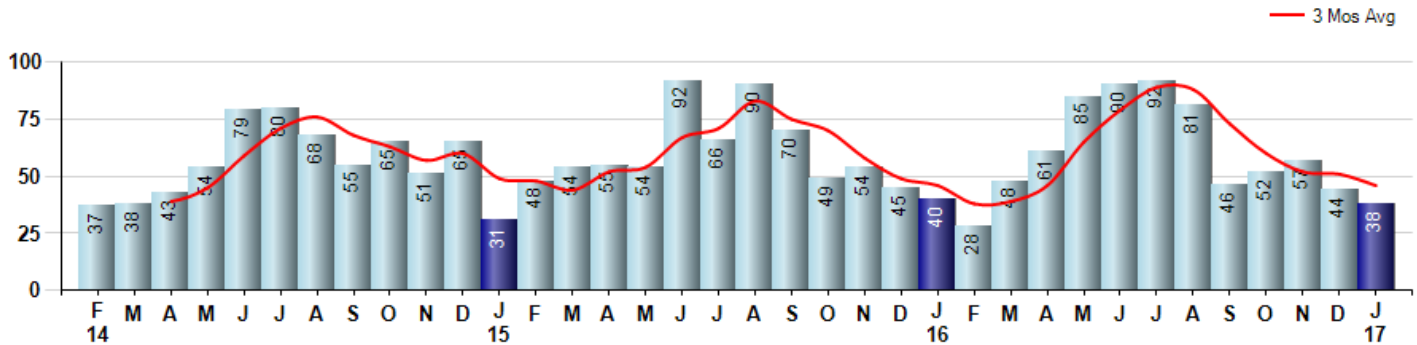
Price Range: \$0 to \$999,999,999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$595,000	-4%		11%				
Average List Price of all Current Listings	\$726,514	-7%		6%				
January Median Sales Price	\$362,500	-18%	-15%	-7%	-16%	\$362,500	-7%	-16%
January Average Sales Price	\$409,795	-24%	-16%	-17%	-16%	\$409,795	-17%	-16%
Total Properties Currently for Sale (Inventory)	236	3%		0%				
January Number of Properties Sold	38	-14%		-5%			0%	
January Average Days on Market (Solds)	62	-2%	2%	9%	19%	62	9%	10%
Asking Price per Square Foot (based on New Listings)	\$235	3%	4%	9%	4%	\$235	9%	4%
January Sold Price per Square Foot	\$189	-12%	-6%	-1%	-7%	\$189	-1%	-7%
January Month's Supply of Inventory	6.2	19%	13%	5%	15%	6.2	5%	15%
January Sale Price vs List Price Ratio	91.9%	2.3%	1%	-1%	-1.6%	91.9%	-0.6%	-1.6%

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

Property Sales

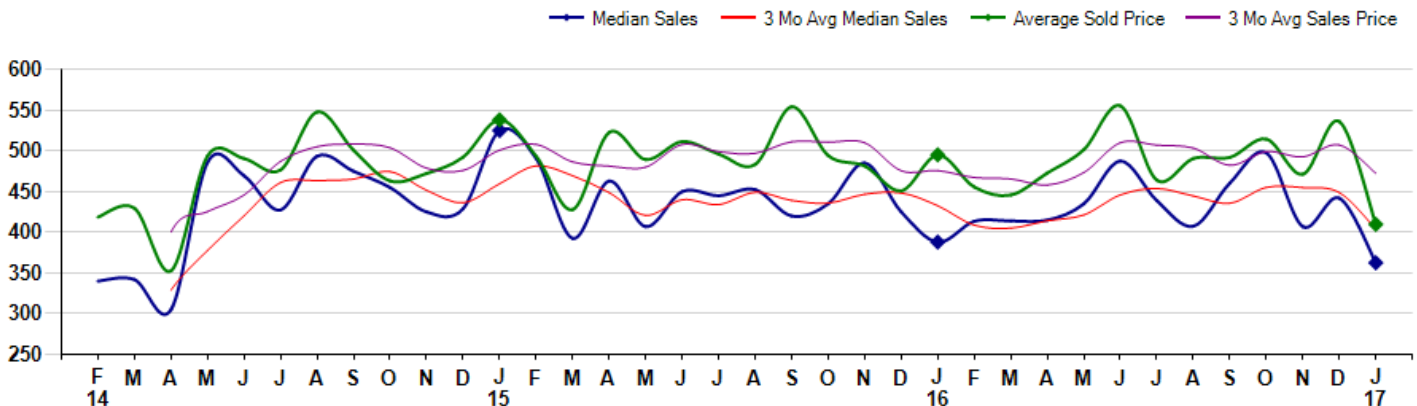
January Property sales were 38, down -5.0% from 40 in January of 2016 and -13.6% lower than the 44 sales last month. January 2017 sales were at a mid level compared to January of 2016 and 2015. January YTD sales of 38 are running -5.0% behind last year's year-to-date sales of 40.



Prices

The Median Sales Price in January was \$362,500, down -6.6% from \$388,000 in January of 2016 and down -18.0% from \$442,000 last month. The Average Sales Price in January was \$409,795, down -17.2% from \$495,138 in January of 2016 and down -23.6% from \$536,134 last month. January 2017 ASP was at the lowest level compared to January of 2016 and 2015.

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



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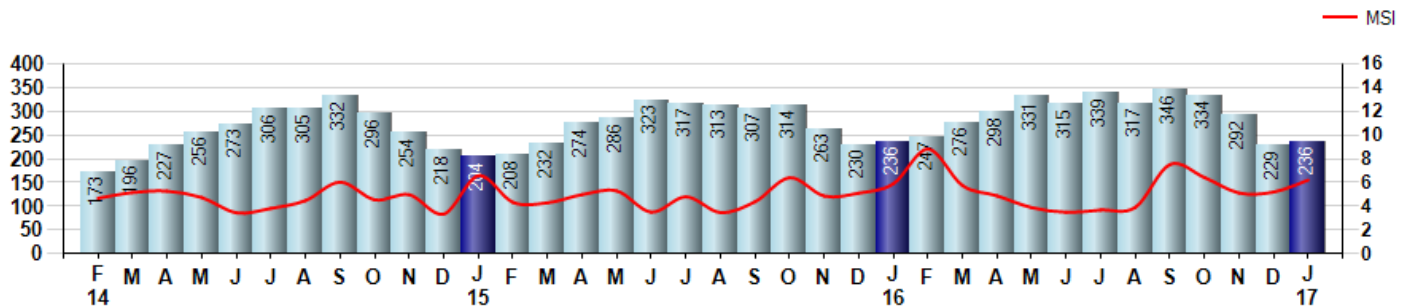
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 236, up 3.1% from 229 last month and equal to 236 in January of last year. January 2017 Inventory was at a mid range compared to January of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2017 MSI of 6.2 months was at a mid range compared with January of 2016 and 2015.

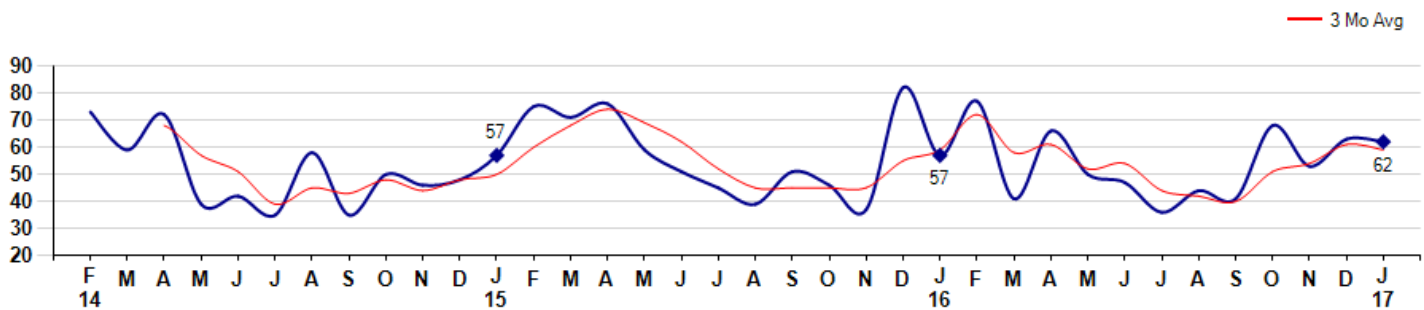
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 62, down -1.6% from 63 days last month and up 8.8% from 57 days in January of last year. The January 2017 DOM was at its highest level compared with January of 2016 and 2015.

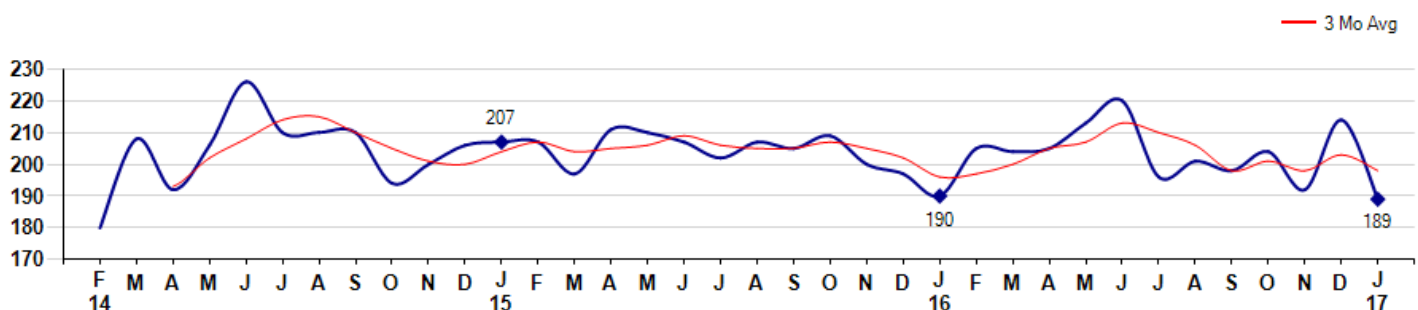
Average Days on Market(Listing to Contract) for properties sold during the month



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 January 2017 Selling Price per Square Foot of \$189 was down -11.7% from \$214 last month and down -0.5% from \$190 in January of last year.

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



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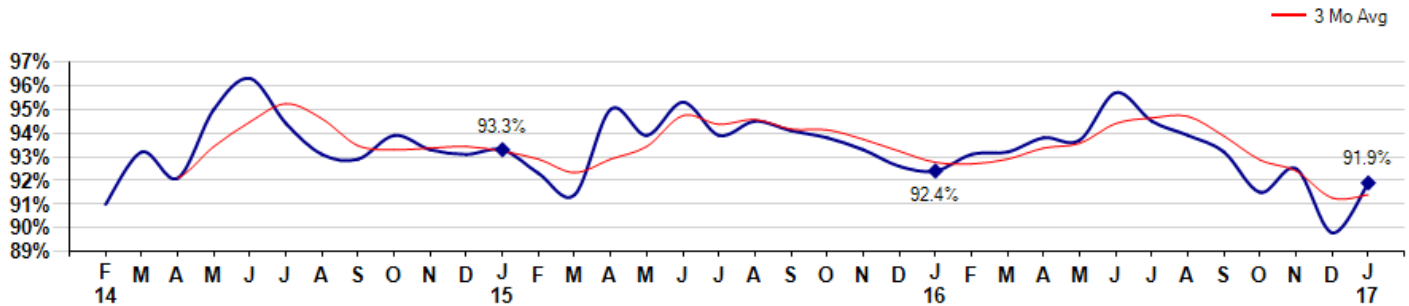


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Selling Price vs Listing Price

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 January 2017 Selling Price vs List Price of 91.9% was up from 89.8% last month and down from 92.4% in January of last year.

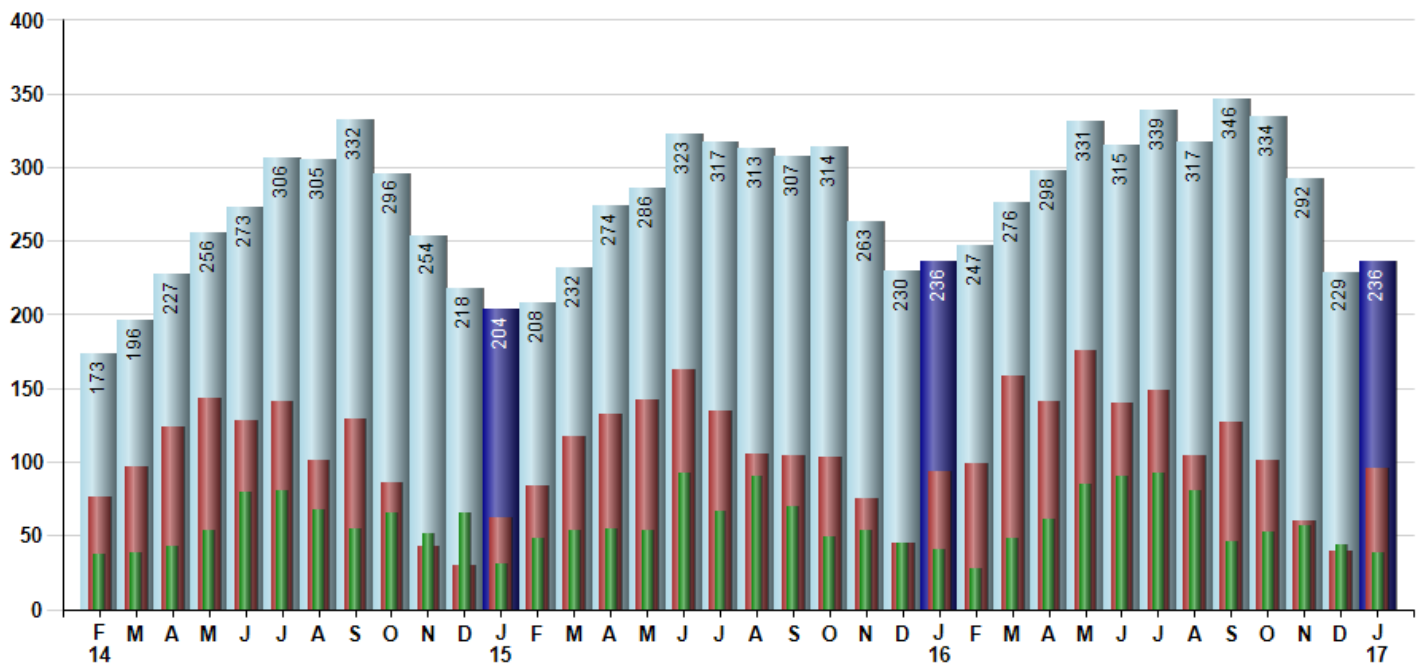
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 January 2017 was 96, up 146.2% from 39 last month and up 2.1% from 94 in January of last year.

Inventory New Listings Sold



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	F 14	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	J 17
Homes Sold	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	52	57	44	38
3 Mo. Roll Avg			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	60	52	51	46

	(000's) F 14	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	J 17
Median Sale Price	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	498	407	442	363
3 Mo. Roll Avg			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	455	455	449	404

	F 14	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	J 17
Inventory	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	276	298	331	315	339	317	346	334	292	229	236
MSI	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	4	4	4	8	6	5	5	6

	F 14	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	J 17
Days On Market	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	68	53	63	62
3 Mo. Roll Avg			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	61	59

	F 14	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	J 17
Price per Sq Ft	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	189
3 Mo. Roll Avg			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	198

	F 14	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	J 17
Sale to List Price	0.910	0.932	0.921	0.950	0.963	0.944	0.931	0.929	0.939	0.933	0.931	0.933	0.923	0.914	0.950	0.939	0.953	0.939	0.945	0.941	0.938	0.933	0.926	0.924	0.931	0.932	0.938	0.937	0.957	0.945	0.939	0.932	0.915	0.925	0.898	0.919
3 Mo. Roll Avg			0.921	0.934	0.945	0.952	0.946	0.935	0.933	0.934	0.934	0.932	0.929	0.923	0.929	0.934	0.947	0.944	0.946	0.942	0.941	0.937	0.932	0.928	0.927	0.929	0.934	0.936	0.944	0.946	0.947	0.939	0.929	0.924	0.913	0.914

	F 14	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	J 17
New Listings	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	104	127	101	60	39	96
Inventory	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	276	298	331	315	339	317	346	334	292	229	236
Sales	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	52	57	44	38

	(000's) F 14	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	J 17
Avg Sale Price	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	410
3 Mo. Roll Avg			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	507	472

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