

City: Northbrook



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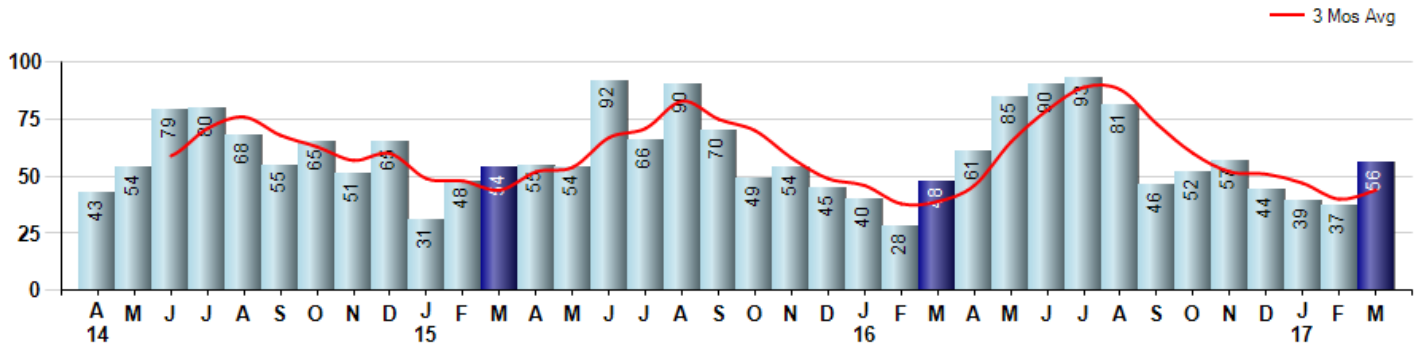
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$639,900	3%		12%				
Average List Price of all Current Listings	\$782,907	3%		9%				
March Median Sales Price	\$510,000	12%	16%	23%	19%	\$438,750	11%	2%
March Average Sales Price	\$534,457	-11%	3%	20%	9%	\$513,854	11%	5%
Total Properties Currently for Sale (Inventory)	301	10%		9%				
March Number of Properties Sold	56	51%		17%			14%	
March Average Days on Market (Solds)	81	17%	17%	98%	59%	72	31%	41%
Asking Price per Square Foot (based on New Listings)	\$230	-3%	-1%	-2%	2%	\$233	2%	3%
March Sold Price per Square Foot	\$205	0%	1%	1%	1%	\$200	1%	-2%
March Month's Supply of Inventory	5.4	-27%	-16%	-7%	-1%	6.4	-7%	18%
March Sale Price vs List Price Ratio	94.0%	3.9%	2%	1%	0.7%	92.5%	-0.5%	-1.0%

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

Property Sales

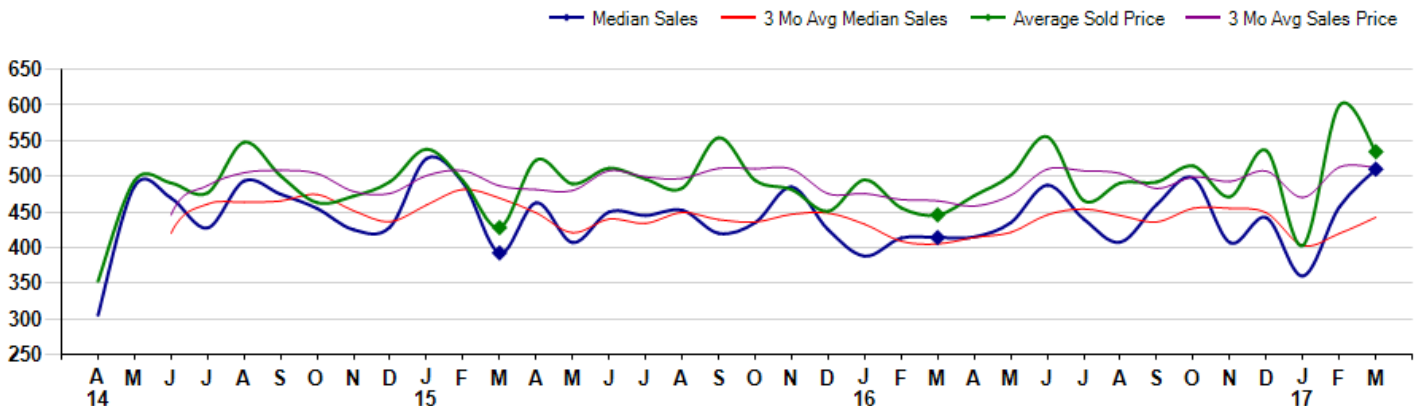
March Property sales were 56, up 16.7% from 48 in March of 2016 and 51.4% higher than the 37 sales last month. March 2017 sales were at their highest level compared to March of 2016 and 2015. March YTD sales of 132 are running 13.8% ahead of last year's year-to-date sales of 116.



Prices

The Median Sales Price in March was \$510,000, up 23.2% from \$413,950 in March of 2016 and up 11.6% from \$457,000 last month. The Average Sales Price in March was \$534,457, up 19.9% from \$445,858 in March of 2016 and down -10.9% from \$599,511 last month. March 2017 ASP was at highest level compared to March of 2016 and 2015.

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



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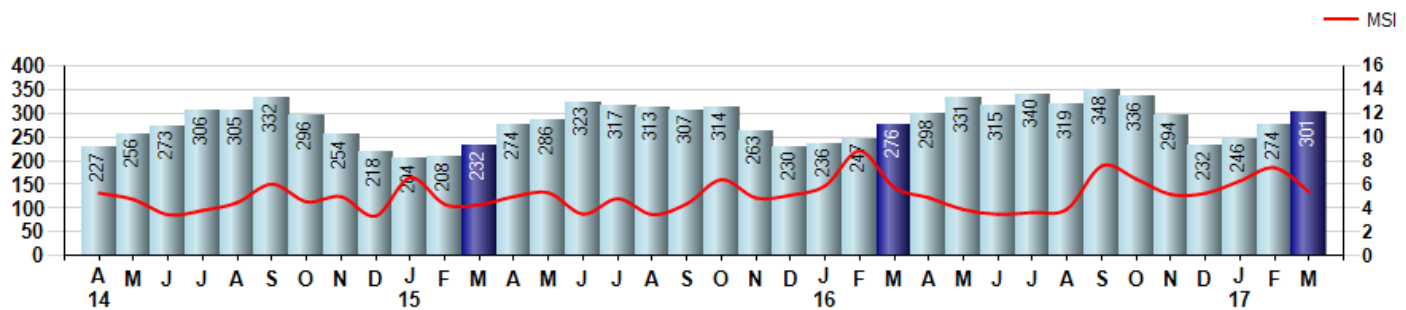
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Inventory & MSI

The Total Inventory of Properties available for sale as of March was 301, up 9.9% from 274 last month and up 9.1% from 276 in March of last year. March 2017 Inventory was at highest level compared to March of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2017 MSI of 5.4 months was at a mid range compared with March of 2016 and 2015.

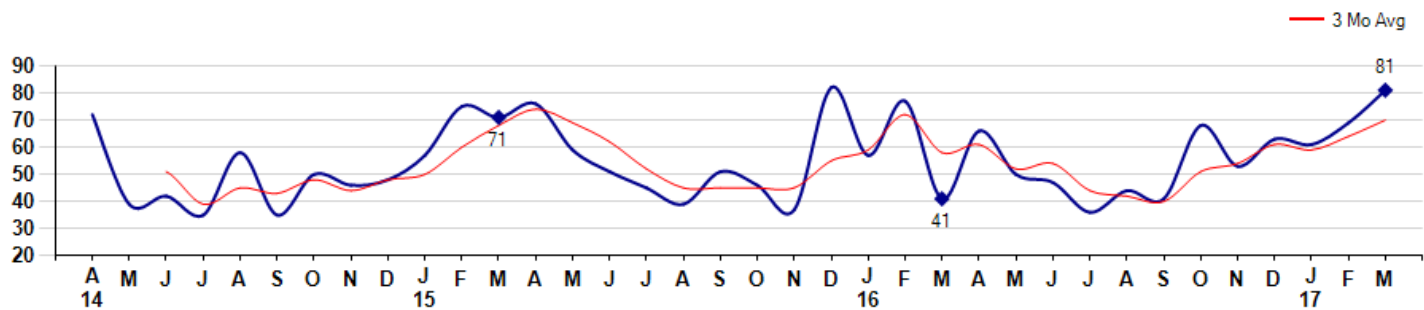
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 March was 81, up 17.4% from 69 days last month and up 97.6% from 41 days in March of last year. The March 2017 DOM was at its highest level compared with March of 2016 and 2015.

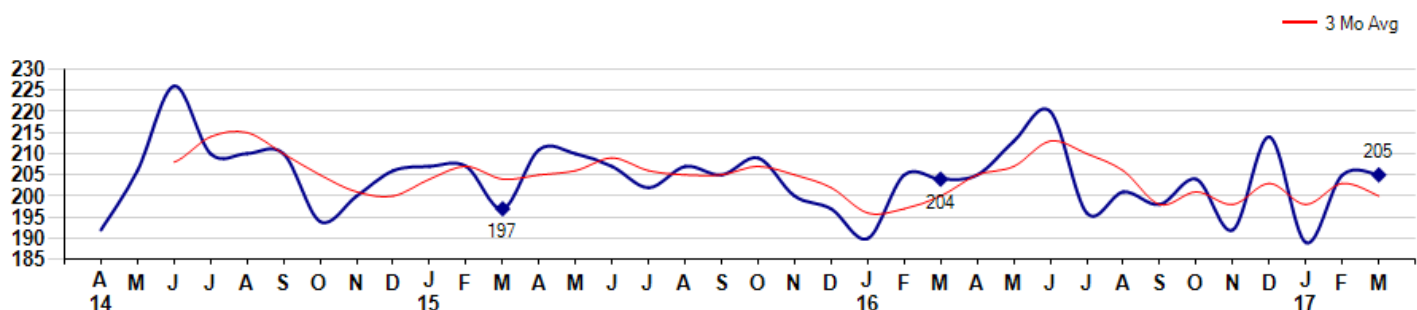
Average Days on Market(Listing to Contract) for properties sold during the month



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 March 2017 Selling Price per Square Foot of \$205 was equal to \$205 last month and up 0.5% from \$204 in March of last year.

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



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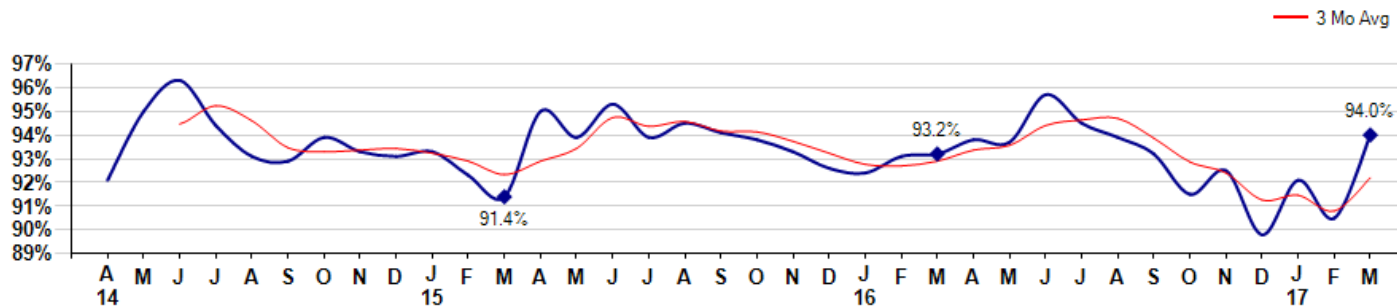


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Selling Price vs Listing Price

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 March 2017 Selling Price vs List Price of 94.0% was up from 90.5% last month and up from 93.2% in March of last year.

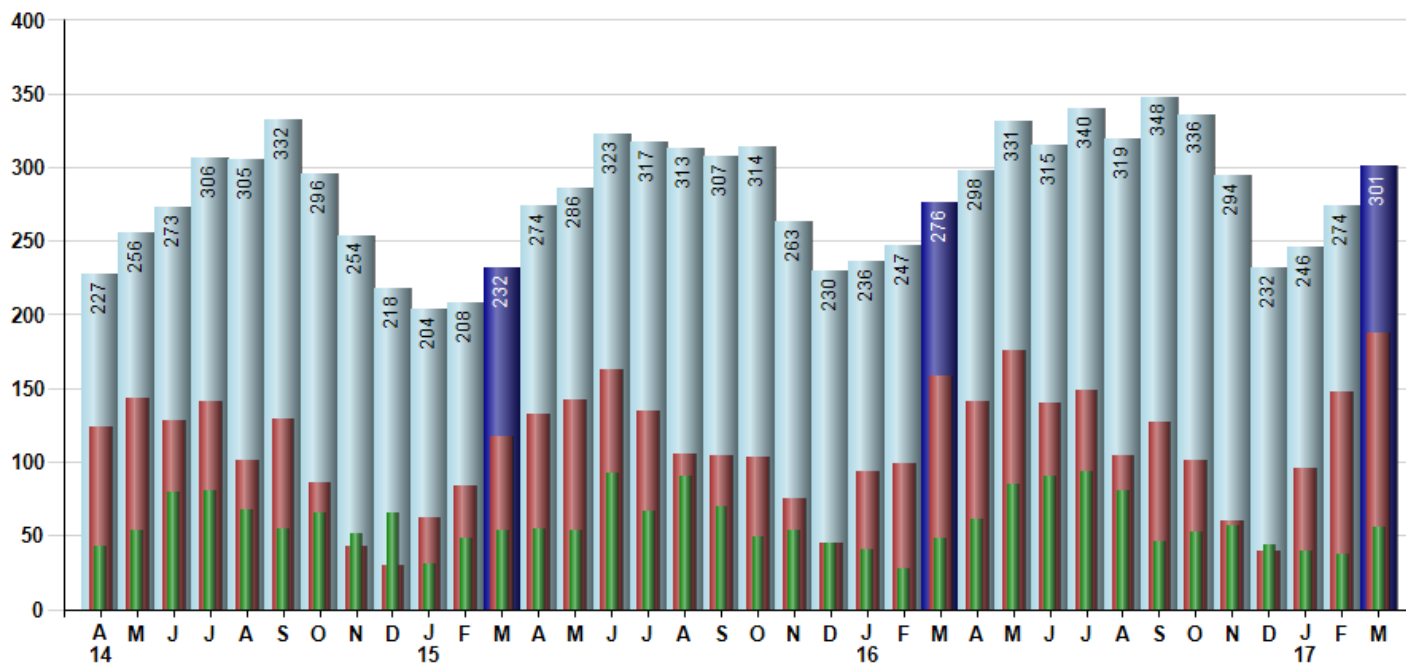
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 March 2017 was 187, up 26.4% from 148 last month and up 18.4% from 158 in March of last year.

Inventory New Listings Sold



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Homes Sold	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	93	81	46	52	57	44	39	37	56
3 Mo. Roll Avg			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	47	40	44

	(000's) A 14	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	F	M
Median Sale Price	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	440	408	461	498	407	442	360	457	510
3 Mo. Roll Avg			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	403	420	442

	A 14	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	F	M
Inventory	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	340	319	348	336	294	232	246	274	301
MSI	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	7	5

	A 14	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	F	M
Days On Market	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	61	69	81
3 Mo. Roll Avg			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	64	70

	A 14	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	F	M
Price per Sq Ft	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	205	205
3 Mo. Roll Avg			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	203	200

	A 14	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	F	M
Sale to List Price	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	0.921	0.905	0.940
3 Mo. Roll Avg			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	0.915	0.908	0.922

	A 14	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	F	M
New Listings	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	148	187
Inventory	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	340	319	348	336	294	232	246	274	301
Sales	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	93	81	46	52	57	44	39	37	56

	(000's) A 14	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	F	M
Avg Sale Price	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	466	491	492	515	471	536	403	600	534
3 Mo. Roll Avg			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	508	504	483	499	493	507	470	513	512

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