

## City: Northbrook



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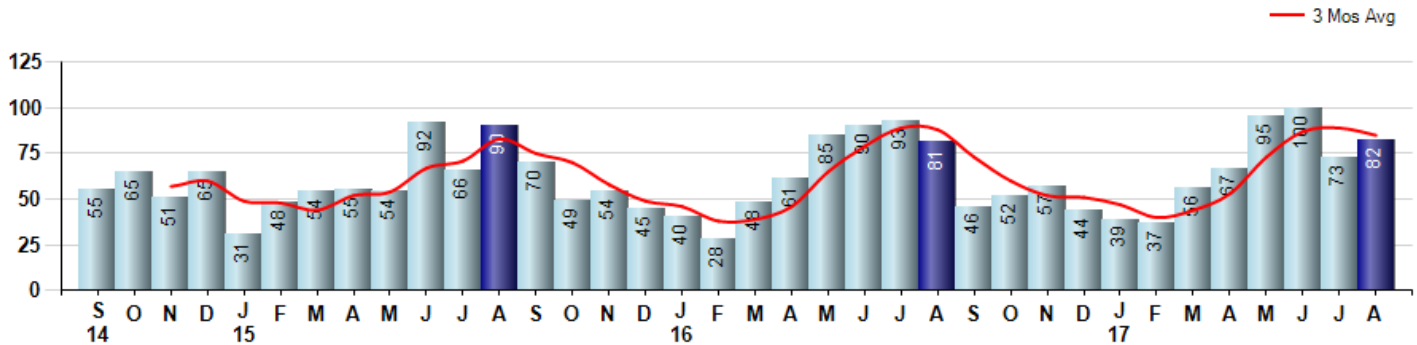
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$555,000	-4%		-6%				
Average List Price of all Current Listings	\$713,945	-2%		-5%				
August Median Sales Price	\$499,450	13%	6%	23%	16%	\$460,000	6%	7%
August Average Sales Price	\$514,501	3%	-1%	5%	5%	\$510,826	4%	4%
Total Properties Currently for Sale (Inventory)	329	-7%		3%				
August Number of Properties Sold	82	12%		1%			4%	
August Average Days on Market (Solds)	33	-21%	-18%	-25%	-35%	48	-2%	-6%
Asking Price per Square Foot (based on New Listings)	\$216	-7%	-7%	-6%	-4%	\$232	3%	3%
August Sold Price per Square Foot	\$219	3%	1%	9%	8%	\$210	2%	3%
August Month's Supply of Inventory	4.0	-17%	-4%	2%	-26%	5.1	1%	-6%
August Sale Price vs List Price Ratio	95.3%	0.4%	1%	2%	2.1%	94.2%	0.2%	0.9%

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

### Property Sales

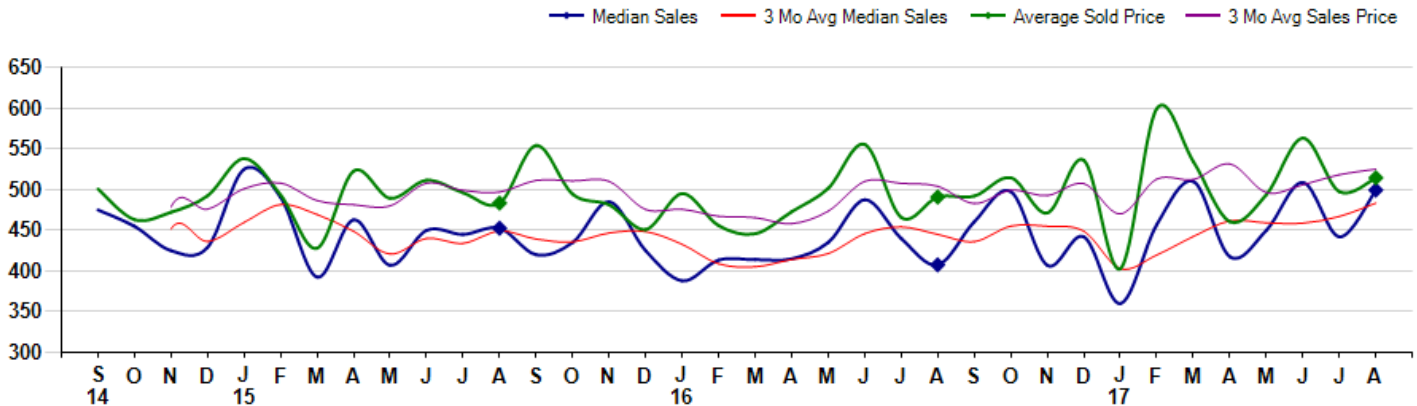
August Property sales were 82, up 1.2% from 81 in August of 2016 and 12.3% higher than the 73 sales last month. August 2017 sales were at a mid level compared to August of 2016 and 2015. August YTD sales of 549 are running 4.4% ahead of last year's year-to-date sales of 526.



### Prices

The Median Sales Price in August was \$499,450, up 22.6% from \$407,500 in August of 2016 and up 13.0% from \$442,000 last month. The Average Sales Price in August was \$514,501, up 4.8% from \$490,793 in August of 2016 and up 3.4% from \$497,449 last month. August 2017 ASP was at highest level compared to August of 2016 and 2015.

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



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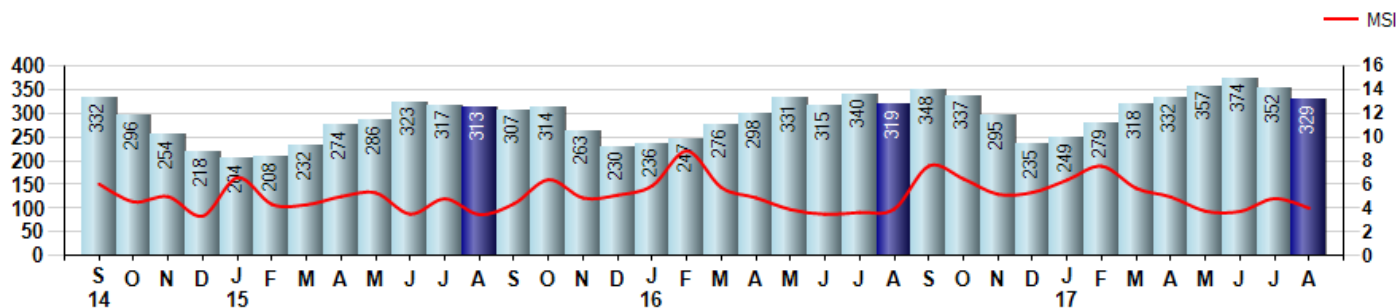
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### Inventory & MSI

The Total Inventory of Properties available for sale as of August was 329, down -6.5% from 352 last month and up 3.1% from 319 in August of last year. August 2017 Inventory was at highest level compared to August of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2017 MSI of 4.0 months was at its highest level compared with August of 2016 and 2015.

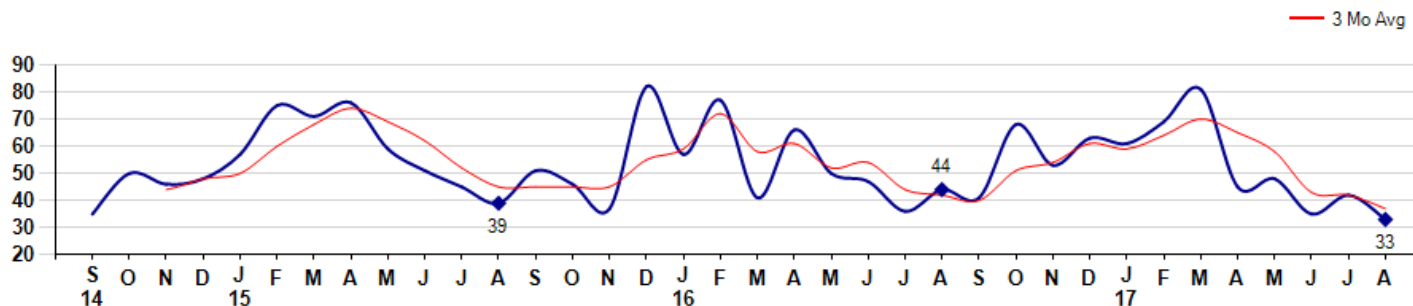
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 August was 33, down -21.4% from 42 days last month and down -25.0% from 44 days in August of last year. The August 2017 DOM was at its lowest level compared with August of 2016 and 2015.

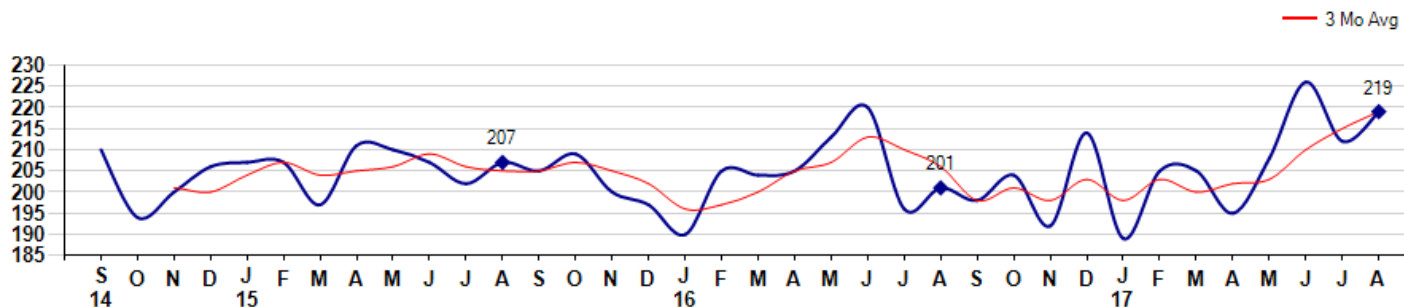
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 August 2017 Selling Price per Square Foot of \$219 was up 3.3% from \$212 last month and up 9.0% from \$201 in August of last year.

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



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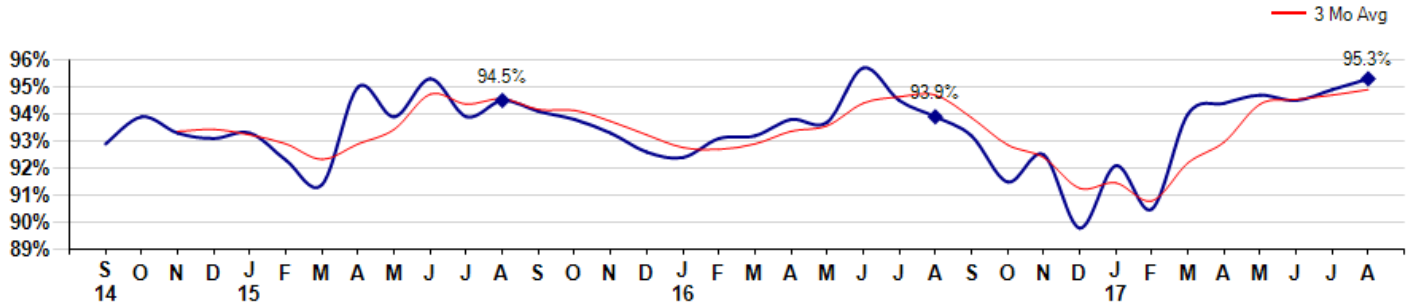


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### Selling Price vs Listing Price

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 August 2017 Selling Price vs List Price of 95.3% was up from 94.9% last month and up from 93.9% in August of last year.

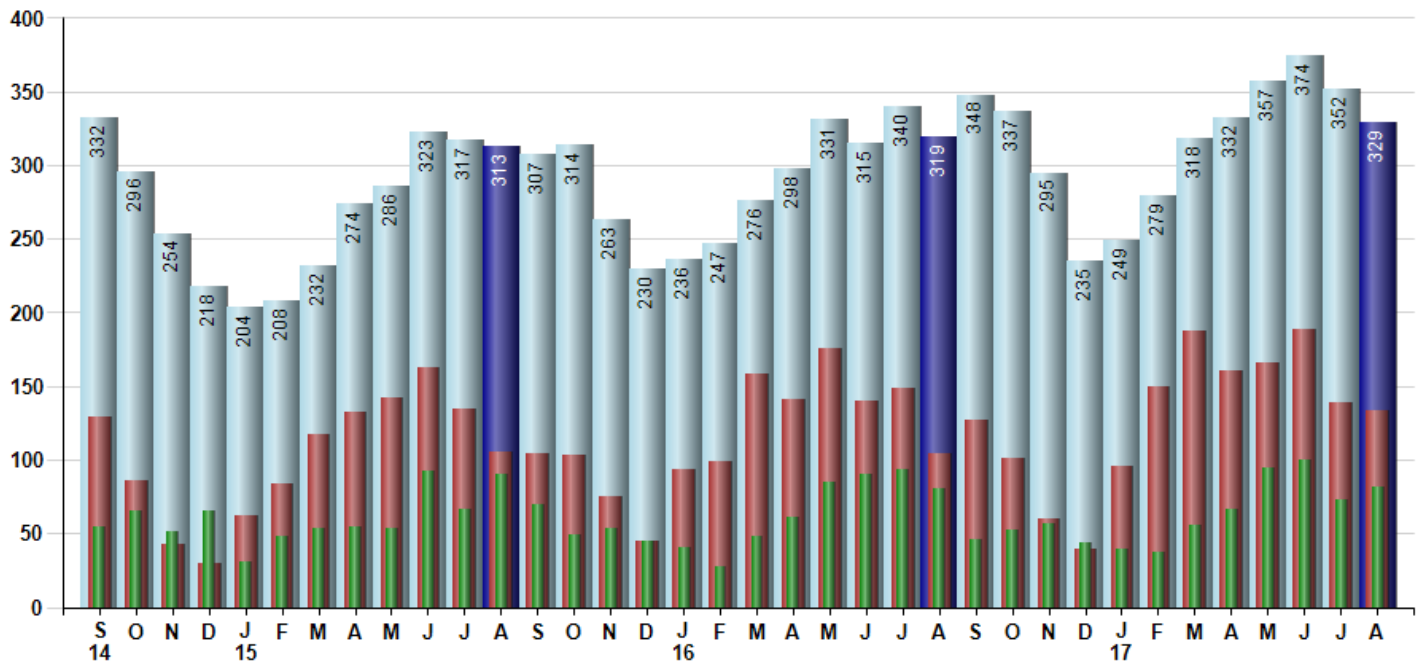
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 August 2017 was 133, down -4.3% from 139 last month and up 27.9% from 104 in August of last year.

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



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# MARKET ACTION REPORT

August 2017

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	S 14	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	A	M	J	J	A
Homes Sold	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	67	95	100	73	82
3 Mo. Roll Avg			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	53	73	87	89	85

	(000's) S 14	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	A	M	J	J	A
Median Sale Price	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	418	450	509	442	499
3 Mo. Roll Avg			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	462	459	459	467	483

	S 14	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	A	M	J	J	A
Inventory	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	337	295	235	249	279	318	332	357	374	352	329
MSI	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	8	6	5	4	4	5	4

	S 14	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	A	M	J	J	A
Days On Market	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	45	48	35	42	33
3 Mo. Roll Avg			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	65	58	43	42	37

	S 14	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	A	M	J	J	A
Price per Sq Ft	210	194	200	206	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	195	208	226	212	219	
3 Mo. Roll Avg			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	202	203	210	215	219

	S 14	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	A	M	J	J	A
Sale to List Price	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	0.944	0.947	0.945	0.949	0.953
3 Mo. Roll Avg			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	0.930	0.944	0.945	0.947	0.949

	S 14	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	A	M	J	J	A
New Listings	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	150	188	160	166	189	139	133
Inventory	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	337	295	235	249	279	318	332	357	374	352	329
Sales	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	67	95	100	73	82

	(000's) S 14	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	A	M	J	J	A
Avg Sale Price	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	461	494	563	497	515
3 Mo. Roll Avg			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	532	496	506	518	525

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