

## City: Northbrook



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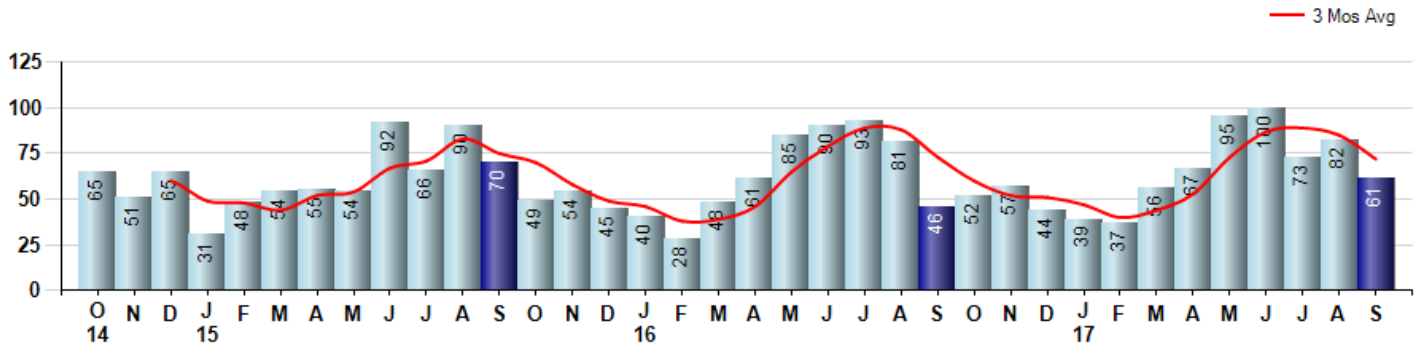
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$549,950	0%		-5%				
Average List Price of all Current Listings	\$713,768	1%		-2%				
September Median Sales Price	\$400,000	-20%	-15%	-13%	-7%	\$455,000	4%	6%
September Average Sales Price	\$467,269	-9%	-10%	-5%	-5%	\$506,471	3%	3%
Total Properties Currently for Sale (Inventory)	340	2%		-2%				
September Number of Properties Sold	61	-26%		33%			7%	
September Average Days on Market (Solds)	47	42%	21%	15%	-8%	48	0%	-6%
Asking Price per Square Foot (based on New Listings)	\$231	7%	0%	1%	2%	\$231	2%	2%
September Sold Price per Square Foot	\$217	-1%	-1%	10%	7%	\$211	3%	4%
September Month's Supply of Inventory	5.6	36%	15%	-26%	3%	5.2	-3%	-4%
September Sale Price vs List Price Ratio	93.9%	-1.5%	-1%	1%	0.6%	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

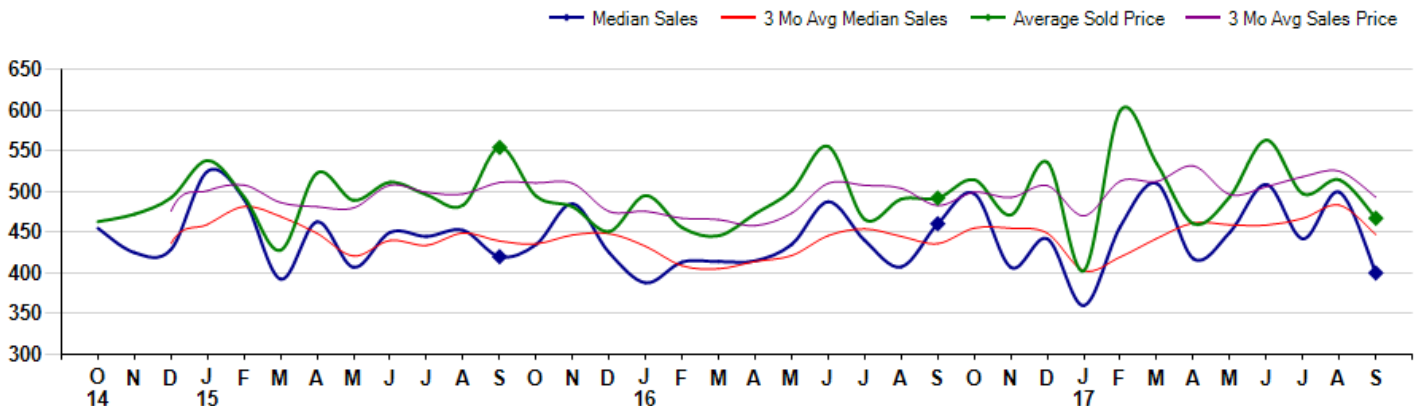
September Property sales were 61, up 32.6% from 46 in September of 2016 and -25.6% lower than the 82 sales last month. September 2017 sales were at a mid level compared to September of 2016 and 2015. September YTD sales of 610 are running 6.6% ahead of last year's year-to-date sales of 572.



### Prices

The Median Sales Price in September was \$400,000, down -13.1% from \$460,500 in September of 2016 and down -19.9% from \$499,450 last month. The Average Sales Price in September was \$467,269, down -5.0% from \$492,074 in September of 2016 and down -9.2% from \$514,501 last month. September 2017 ASP was at the lowest level compared to September of 2016 and 2015.

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



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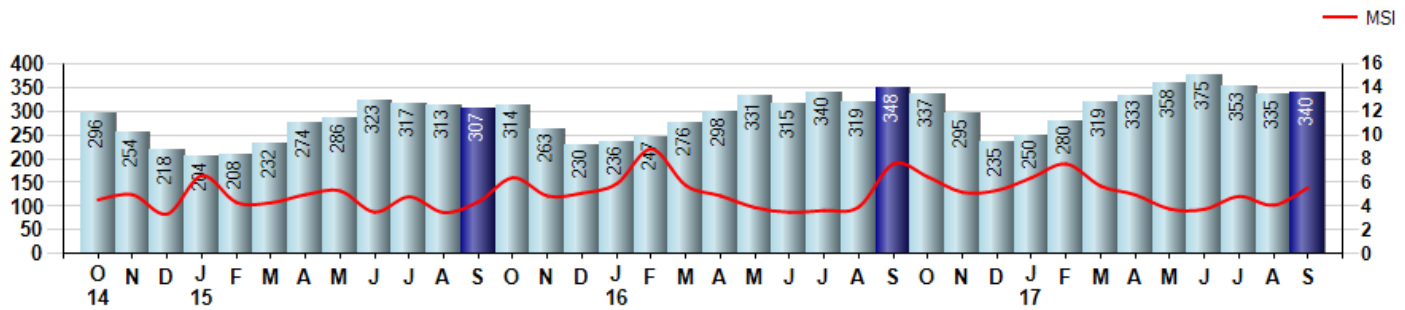
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### Inventory & MSI

The Total Inventory of Properties available for sale as of September was 340, up 1.5% from 335 last month and down -2.3% from 348 in September of last year. September 2017 Inventory was at a mid range compared to September of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2017 MSI of 5.6 months was at a mid range compared with September of 2016 and 2015.

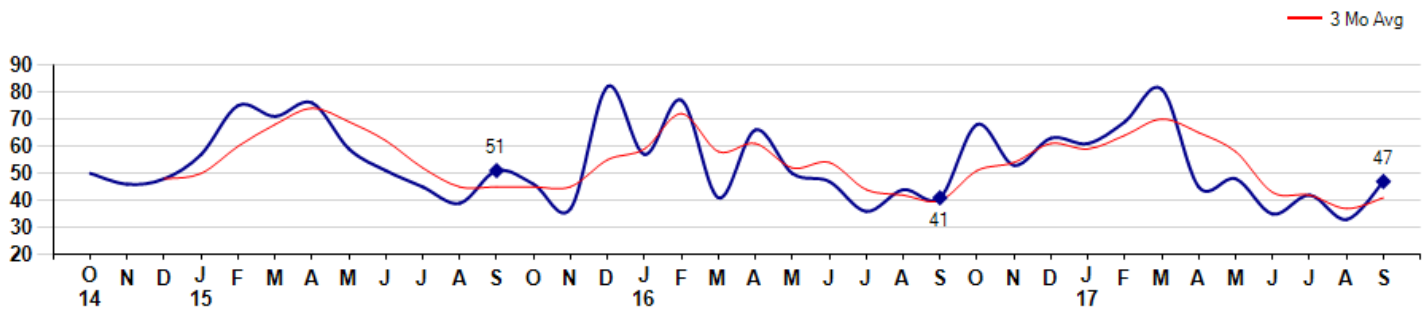
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 September was 47, up 42.4% from 33 days last month and up 14.6% from 41 days in September of last year. The September 2017 DOM was at a mid range compared with September of 2016 and 2015.

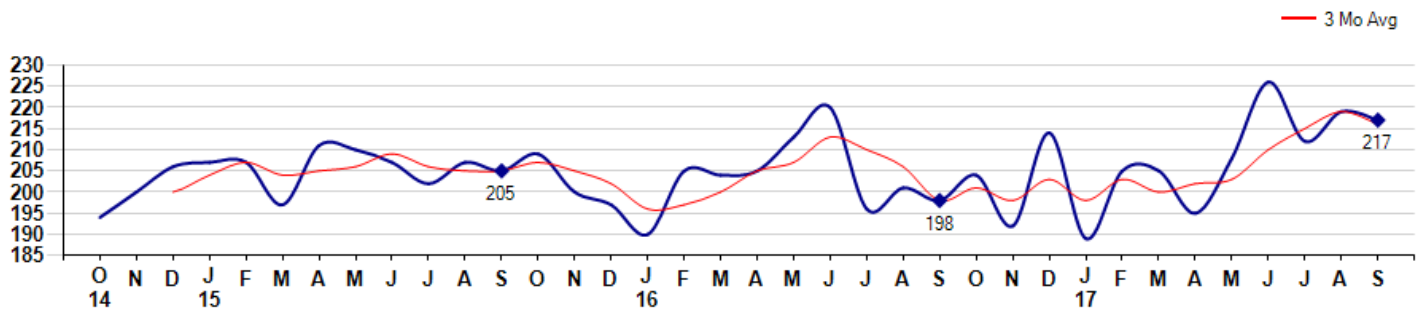
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 September 2017 Selling Price per Square Foot of \$217 was down -0.9% from \$219 last month and up 9.6% from \$198 in September of last year.

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



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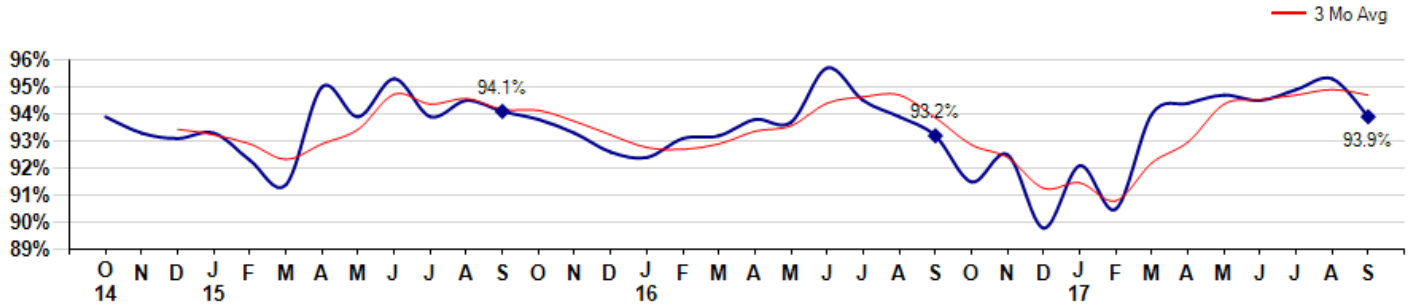


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### Selling Price vs Listing Price

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 2017 Selling Price vs List Price of 93.9% was down from 95.3% last month and up from 93.2% in September of last year.

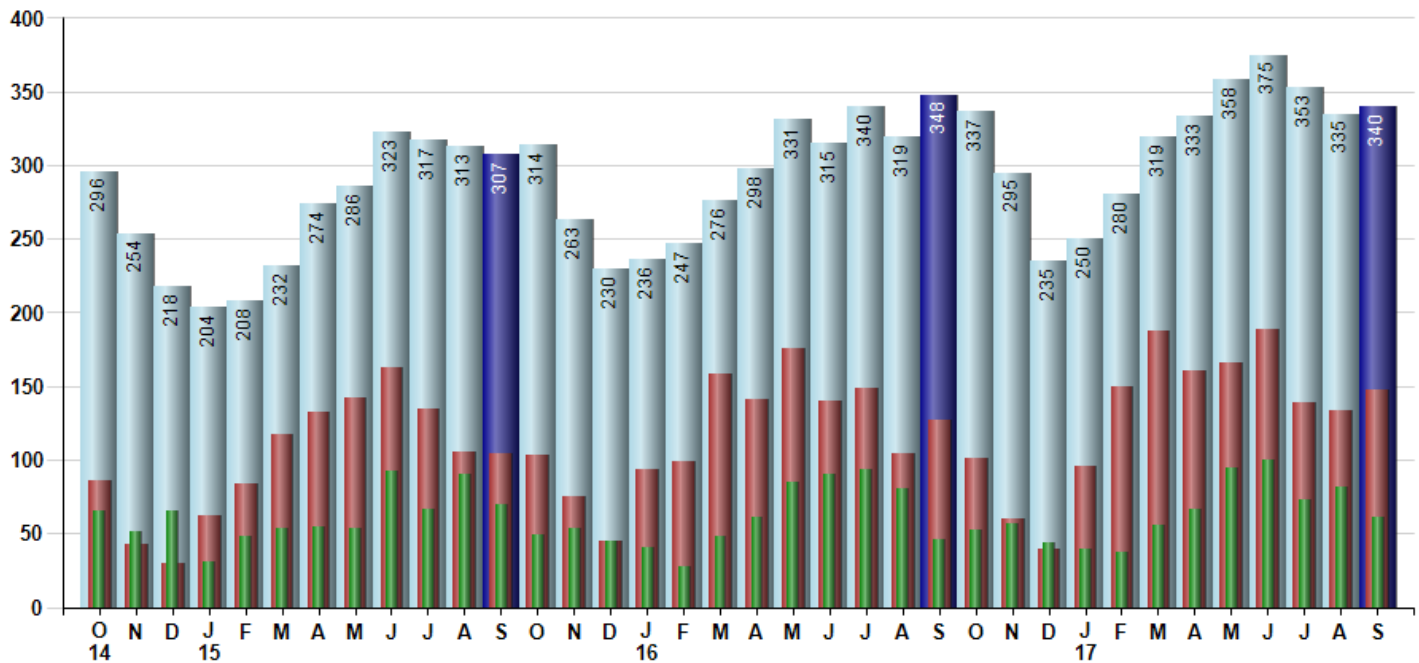
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 2017 was 148, up 10.4% from 134 last month and up 16.5% from 127 in September of last year.

Inventory New Listings Sold



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# MARKET ACTION REPORT

September 2017

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	O 14	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	S
Homes Sold	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	61
3 Mo. Roll Avg			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	72

	(000's) O 14	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	S
Median Sale Price	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	400
3 Mo. Roll Avg			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	447

	O 14	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	S
Inventory	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	250	280	319	333	358	375	353	335	340
MSI	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	6

	O 14	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	S
Days On Market	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	47
3 Mo. Roll Avg			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	41

	O 14	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	S
Price per Sq Ft	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	195	208	226	212	219	217
3 Mo. Roll Avg			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	216

	O 14	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	S
Sale to List Price	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	0.939
3 Mo. Roll Avg			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	0.947

	O 14	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	S
New Listings	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	134	148
Inventory	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	250	280	319	333	358	375	353	335	340
Sales	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	61

	(000's) O 14	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	S
Avg Sale Price	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	467
3 Mo. Roll Avg			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	493

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