

## City: Northbrook



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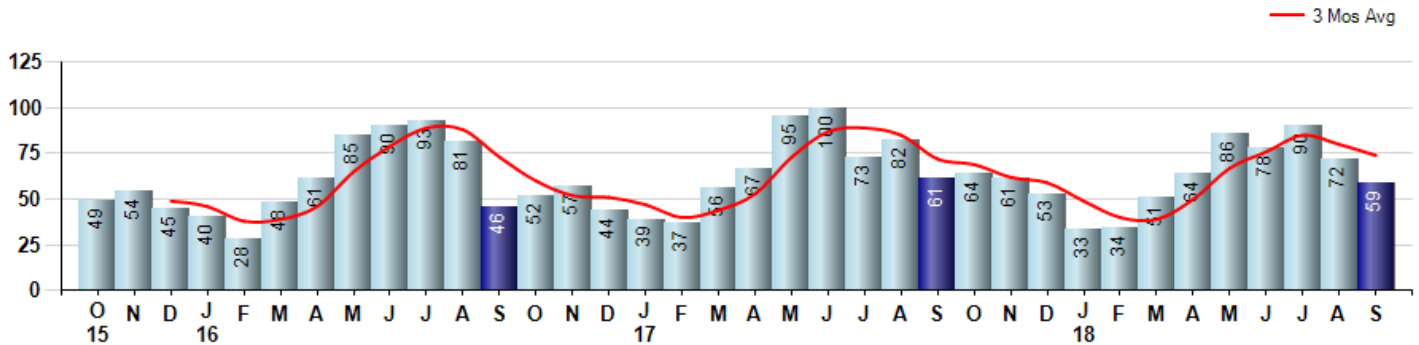
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$579,950	-3%		6%				
Average List Price of all Current Listings	\$659,238	-5%		-6%				
September Median Sales Price	\$465,000	-4%	-7%	16%	4%	\$457,500	1%	2%
September Average Sales Price	\$521,166	-1%	-5%	12%	4%	\$514,537	2%	2%
Total Properties Currently for Sale (Inventory)	358	-5%		3%				
September Number of Properties Sold	59	-18%		-3%			-7%	
September Average Days on Market (Solds)	45	13%	13%	-6%	-10%	44	-8%	-12%
Asking Price per Square Foot (based on New Listings)	\$219	-3%	-2%	-4%	-5%	\$226	-2%	-2%
September Sold Price per Square Foot	\$210	-1%	-1%	-3%	1%	\$210	-1%	1%
September Month's Supply of Inventory	6.1	16%	18%	6%	23%	5.5	6%	12%
September Sale Price vs List Price Ratio	93.2%	-1.1%	-1%	-1%	-0.5%	94.3%	0.1%	0.7%

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

### Property Sales

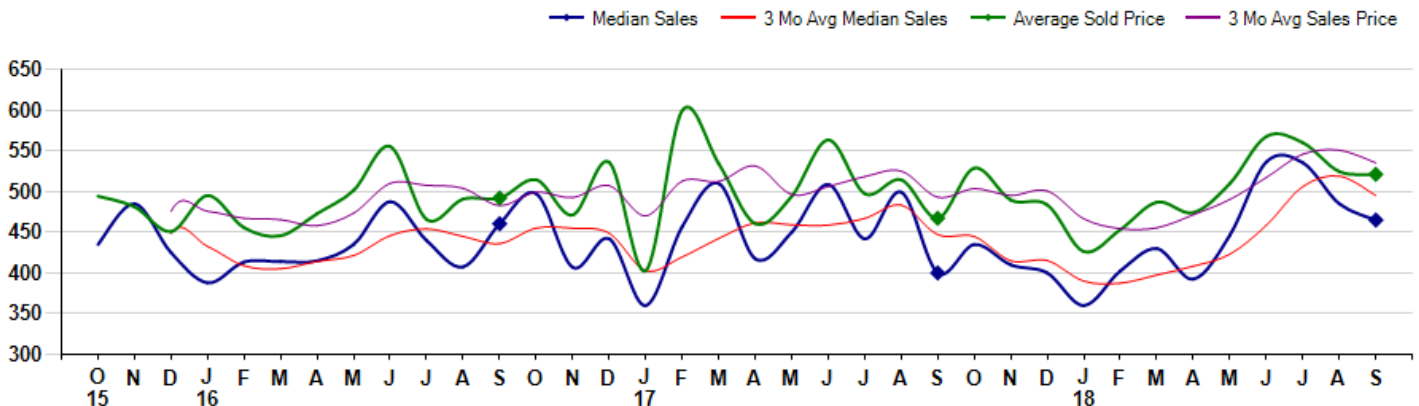
September Property sales were 59, down -3.3% from 61 in September of 2017 and -18.1% lower than the 72 sales last month. September 2018 sales were at a mid level compared to September of 2017 and 2016. September YTD sales of 567 are running -7.0% behind last year's year-to-date sales of 610.



### Prices

The Median Sales Price in September was \$465,000, up 16.3% from \$400,000 in September of 2017 and down -4.1% from \$485,000 last month. The Average Sales Price in September was \$521,166, up 11.5% from \$467,269 in September of 2017 and down -0.7% from \$524,607 last month. September 2018 ASP was at highest level compared to September of 2017 and 2016.

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



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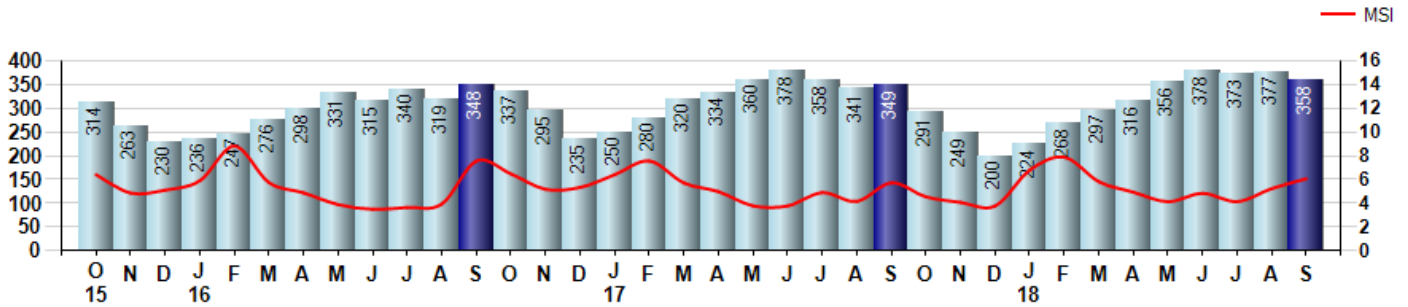
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### Inventory & MSI

The Total Inventory of Properties available for sale as of September was 358, down -5.0% from 377 last month and up 2.6% from 349 in September of last year. September 2018 Inventory was at highest level compared to September of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2018 MSI of 6.1 months was at a mid range compared with September of 2017 and 2016.

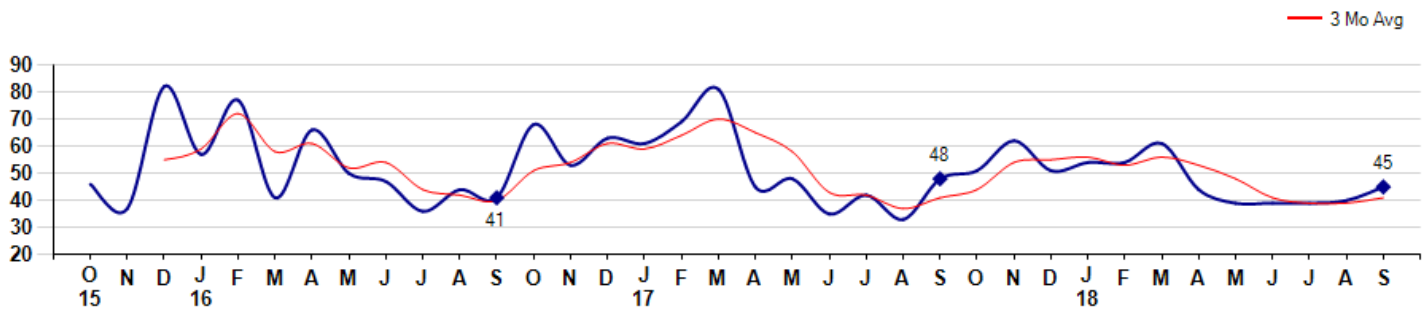
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 45, up 12.5% from 40 days last month and down -6.3% from 48 days in September of last year. The September 2018 DOM was at a mid range compared with September of 2017 and 2016.

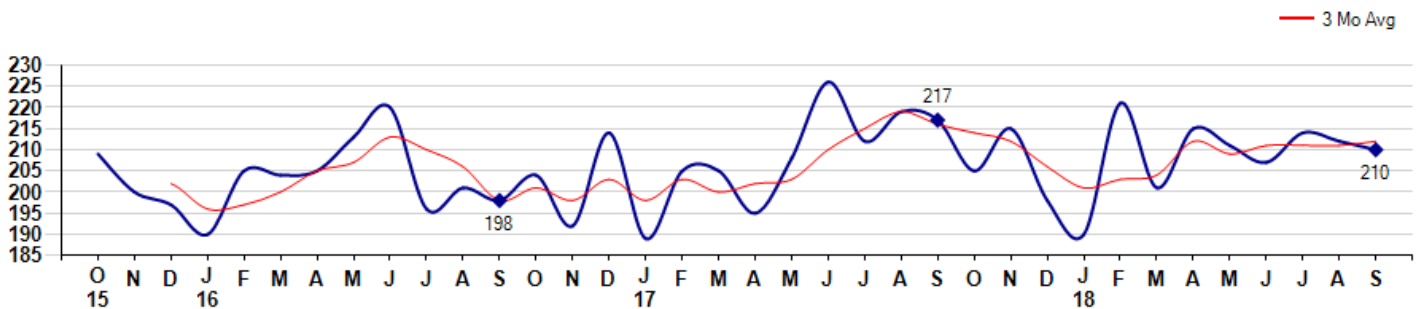
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 2018 Selling Price per Square Foot of \$210 was down -0.9% from \$212 last month and down -3.2% from \$217 in September of last year.

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



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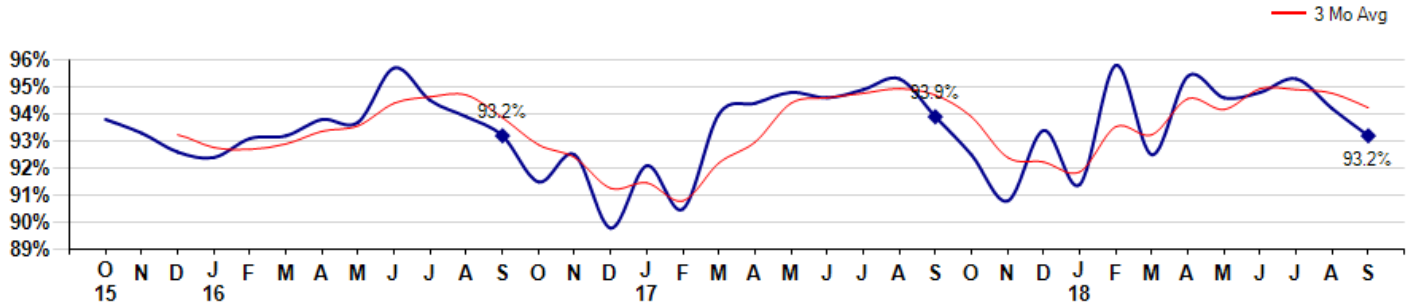


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### Selling Price vs Listing Price

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 2018 Selling Price vs List Price of 93.2% was down from 94.2% last month and down from 93.9% in September of last year.

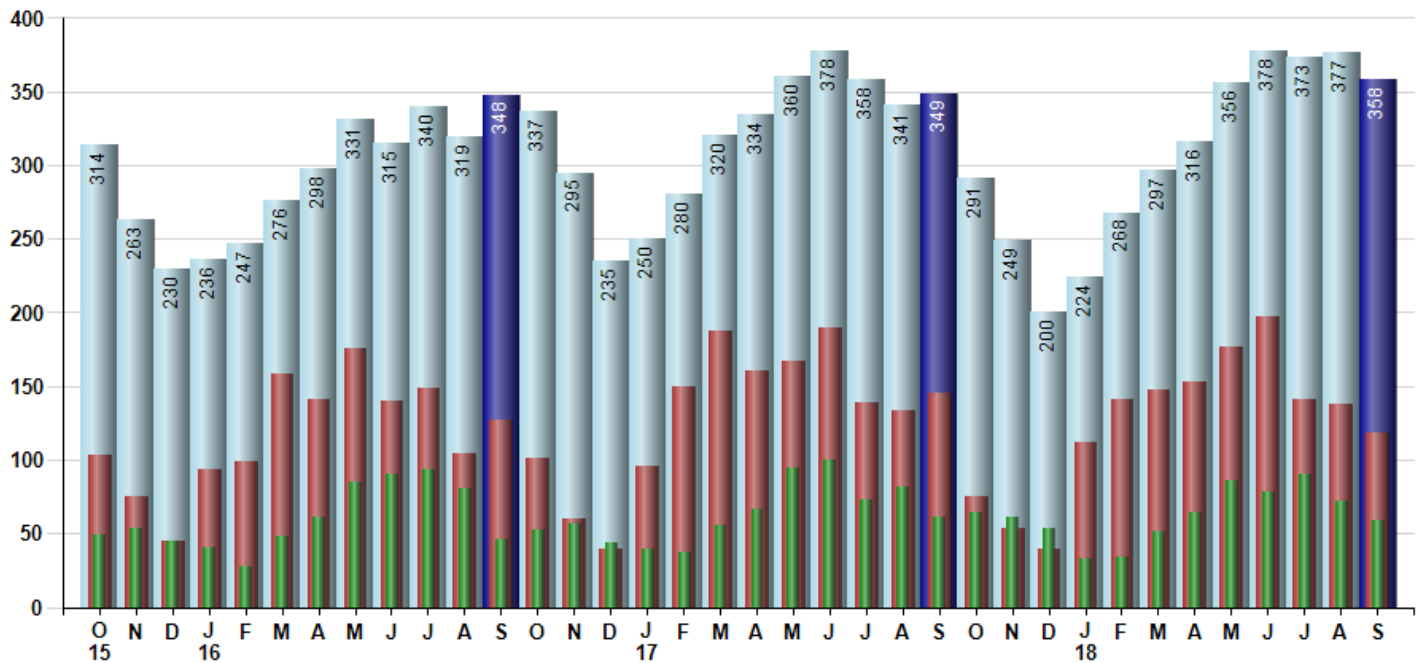
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 2018 was 118, down -14.5% from 138 last month and down -18.6% from 145 in September of last year.

Inventory NewListings Sold



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# MARKET ACTION REPORT

September 2018

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	O 15	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	O	N	D	J 18	F	M	A	M	J	J	A	S
Homes Sold	49	54	45	40	28	48	61	85	90	93	81	46	52	57	44	39	37	56	67	95	100	73	82	61	64	61	53	33	34	51	64	86	78	90	72	59
3 Mo. Roll Avg			49	46	38	39	46	65	79	89	88	73	60	52	51	47	40	44	53	73	87	89	85	72	69	62	59	49	40	39	50	67	76	85	80	74

	(000's) O 15	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	O	N	D	J 18	F	M	A	M	J	J	A	S
Median Sale Price	435	485	425	388	414	414	415	435	488	440	408	461	498	407	442	360	457	510	418	450	509	442	499	400	435	410	400	360	403	430	393	447	537	536	485	465
3 Mo. Roll Avg			448	433	409	405	414	421	446	454	445	436	455	455	449	403	420	442	462	459	459	467	483	447	445	415	415	390	388	398	408	423	459	506	519	495

	O 15	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	O	N	D	J 18	F	M	A	M	J	J	A	S
Inventory	314	263	230	236	247	276	298	331	315	340	319	348	337	295	235	250	280	320	334	360	378	358	341	349	291	249	200	224	268	297	316	356	378	373	377	358
MSI	6	5	5	6	9	6	5	4	4	4	4	8	6	5	5	6	8	6	5	4	4	5	4	6	5	4	4	7	8	6	5	4	5	4	5	6

	O 15	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	O	N	D	J 18	F	M	A	M	J	J	A	S
Days On Market	46	37	82	57	77	41	66	50	47	36	44	41	68	53	63	61	69	81	45	48	35	42	33	48	51	62	51	54	54	61	44	39	39	39	40	45
3 Mo. Roll Avg			55	59	72	58	61	52	54	44	42	40	51	54	61	59	64	70	65	58	43	42	37	41	44	54	55	56	53	56	53	48	41	39	39	41

	O 15	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	O	N	D	J 18	F	M	A	M	J	J	A	S
Price per Sq Ft	209	200	197	190	205	204	205	213	220	196	201	198	204	192	214	189	205	205	195	208	226	212	219	217	205	215	198	190	221	201	215	211	207	214	212	210
3 Mo. Roll Avg			202	196	197	200	205	207	213	210	206	198	201	198	203	198	203	200	202	203	210	215	219	216	214	212	206	201	203	204	212	209	211	211	211	212

	O 15	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	O	N	D	J 18	F	M	A	M	J	J	A	S
Sale to List Price	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	0.948	0.946	0.949	0.953	0.939	0.925	0.908	0.934	0.914	0.958	0.925	0.954	0.946	0.948	0.953	0.942	0.932
3 Mo. Roll Avg			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	0.946	0.948	0.949	0.947	0.939	0.924	0.922	0.919	0.935	0.932	0.946	0.942	0.949	0.949	0.948	0.942

	O 15	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	O	N	D	J 18	F	M	A	M	J	J	A	S
New Listings	103	75	45	94	99	158	141	176	140	149	104	127	101	60	39	96	150	188	160	167	190	139	134	145	75	54	39	112	141	147	153	177	197	141	138	118
Inventory	314	263	230	236	247	276	298	331	315	340	319	348	337	295	235	250	280	320	334	360	378	358	341	349	291	249	200	224	268	297	316	356	378	373	377	358
Sales	49	54	45	40	28	48	61	85	90	93	81	46	52	57	44	39	37	56	67	95	100	73	82	61	64	61	53	33	34	51	64	86	78	90	72	59

	(000's) O 15	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	O	N	D	J 18	F	M	A	M	J	J	A	S
Avg Sale Price	494	481	451	495	456	446	473	502	555	466	491	492	515	471	536	403	600	534	461	494	563	497	515	467	529	490	484	426	453	487	474	510	568	560	525	521
3 Mo. Roll Avg			476	476	467	466	458	473	510	508	504	483	499	493	507	470	513	512	532	496	506	518	525	493	504	495	501	467	454	456	472	490	517	546	551	535

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