

# City: Northbrook



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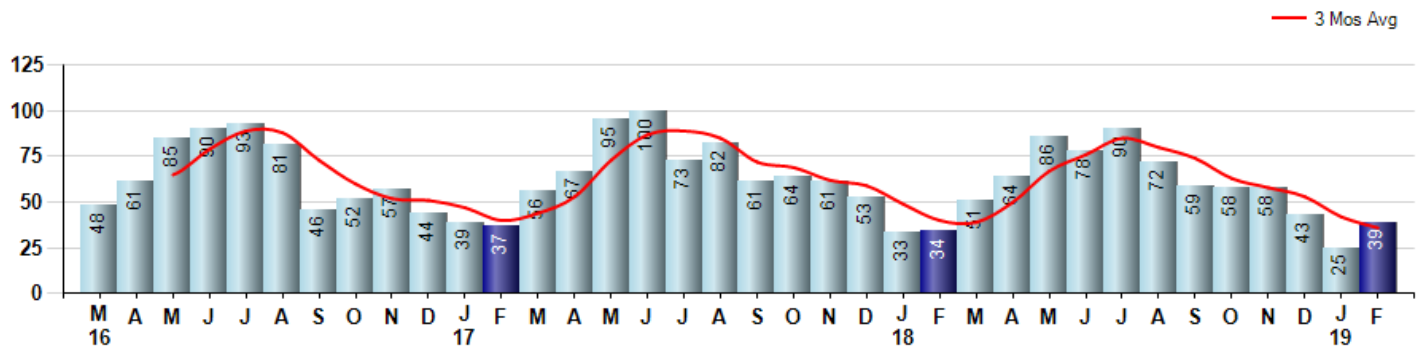
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Trending Versus*:						Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear	
	Median List Price of all Current Listings	\$549,950	4%		-5%				
	Average List Price of all Current Listings	\$644,631	4%		-8%				
	February Median Sales Price	\$369,000	-17%	-20%	-8%	-19%	\$398,750	1%	-12%
	February Average Sales Price	\$477,590	-11%	-7%	5%	-7%	\$501,391	14%	-2%
	Total Properties Currently for Sale (Inventory)	276	10%		2%				
	February Number of Properties Sold	39	56%		15%			-5%	
	February Average Days on Market (Solds)	88	28%	33%	63%	87%	80	48%	70%
	Asking Price per Square Foot (based on New Listings)	\$234	2%	4%	4%	4%	\$232	2%	3%
February Sold Price per Square Foot	\$190	-1%	-6%	-14%	-9%	\$190	-8%	-9%	
February Month's Supply of Inventory	7.1	-30%	-9%	-11%	25%	8.6	15%	51%	
February Sale Price vs List Price Ratio	90.1%	-1.6%	-1%	-6%	-3.9%	90.7%	-3.1%	-3.2%	

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

## Property Sales

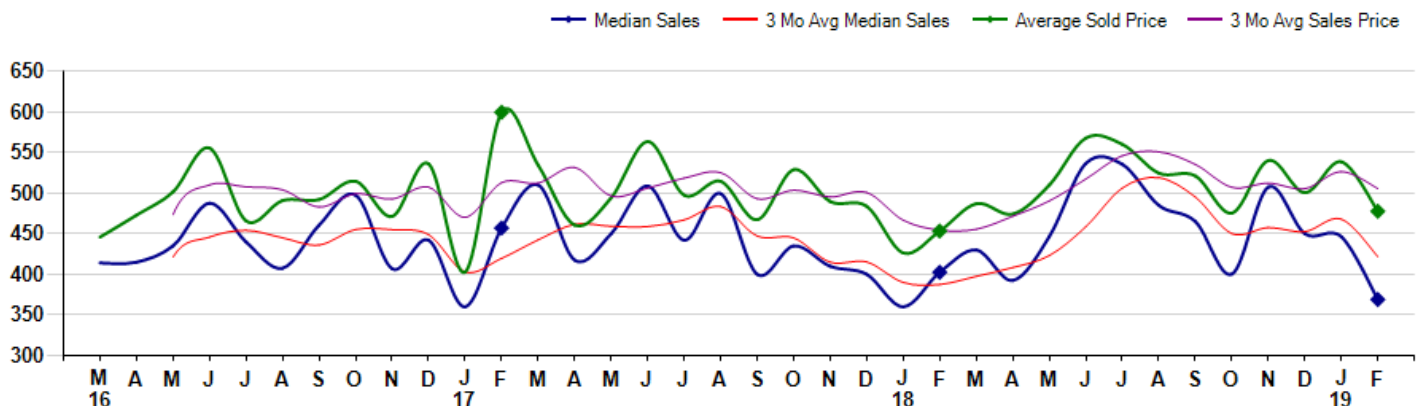
February Property sales were 39, up 14.7% from 34 in February of 2018 and 56.0% higher than the 25 sales last month. February 2019 sales were at their highest level compared to February of 2018 and 2017. February YTD sales of 64 are running -4.5% behind last year's year-to-date sales of 67.



## Prices

The Median Sales Price in February was \$369,000, down -8.3% from \$402,500 in February of 2018 and down -17.3% from \$446,250 last month. The Average Sales Price in February was \$477,590, up 5.4% from \$453,313 in February of 2018 and down -11.3% from \$538,521 last month. February 2019 ASP was at a mid range compared to February of 2018 and 2017.

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



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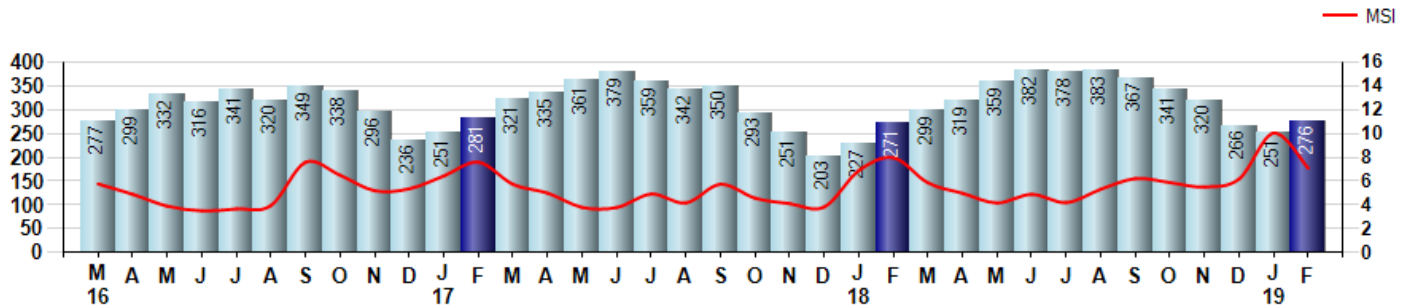
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## Inventory & MSI

The Total Inventory of Properties available for sale as of February was 276, up 10.0% from 251 last month and up 1.8% from 271 in February of last year. February 2019 Inventory was at a mid range compared to February of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2019 MSI of 7.1 months was at its lowest level compared with February of 2018 and 2017.

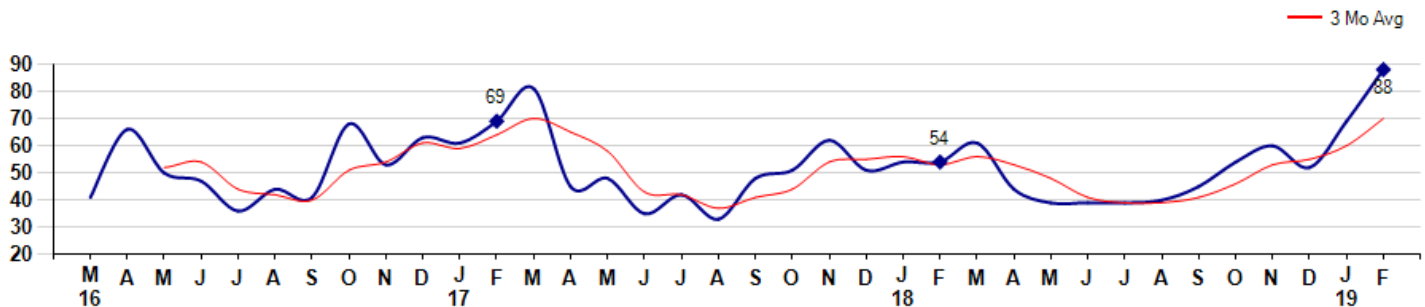
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



## 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 February was 88, up 27.5% from 69 days last month and up 63.0% from 54 days in February of last year. The February 2019 DOM was at its highest level compared with February of 2018 and 2017.

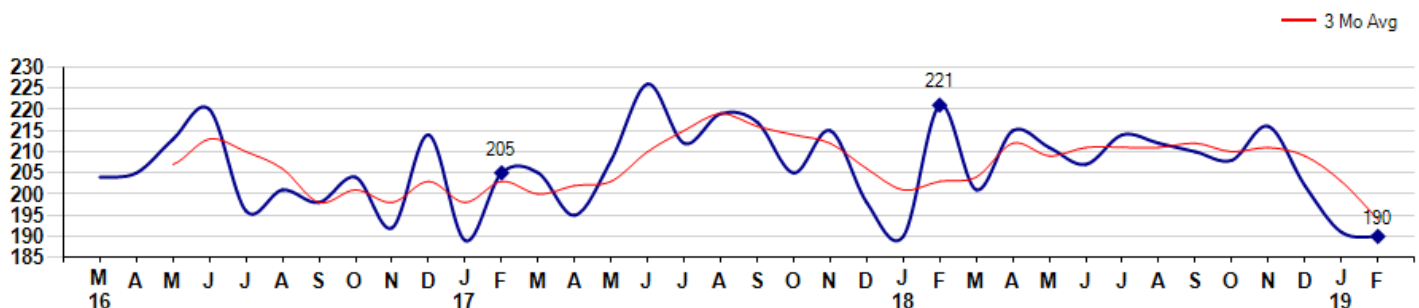
Average Days on Market (Listing to Contract) for properties sold during the month



## 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 February 2019 Selling Price per Square Foot of \$190 was down -0.5% from \$191 last month and down -14.0% from \$221 in February of last year.

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



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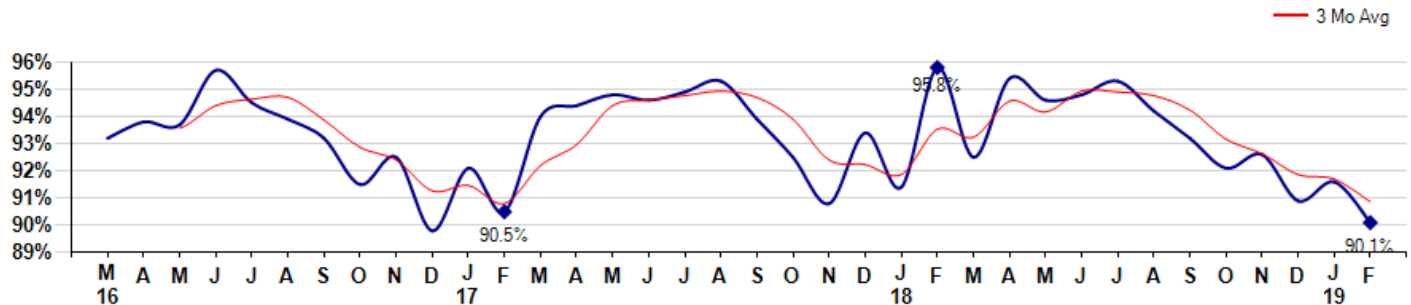
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## Selling Price vs Listing Price

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 February 2019 Selling Price vs List Price of 90.1% was down from 91.6% last month and down from 95.8% in February of last year.

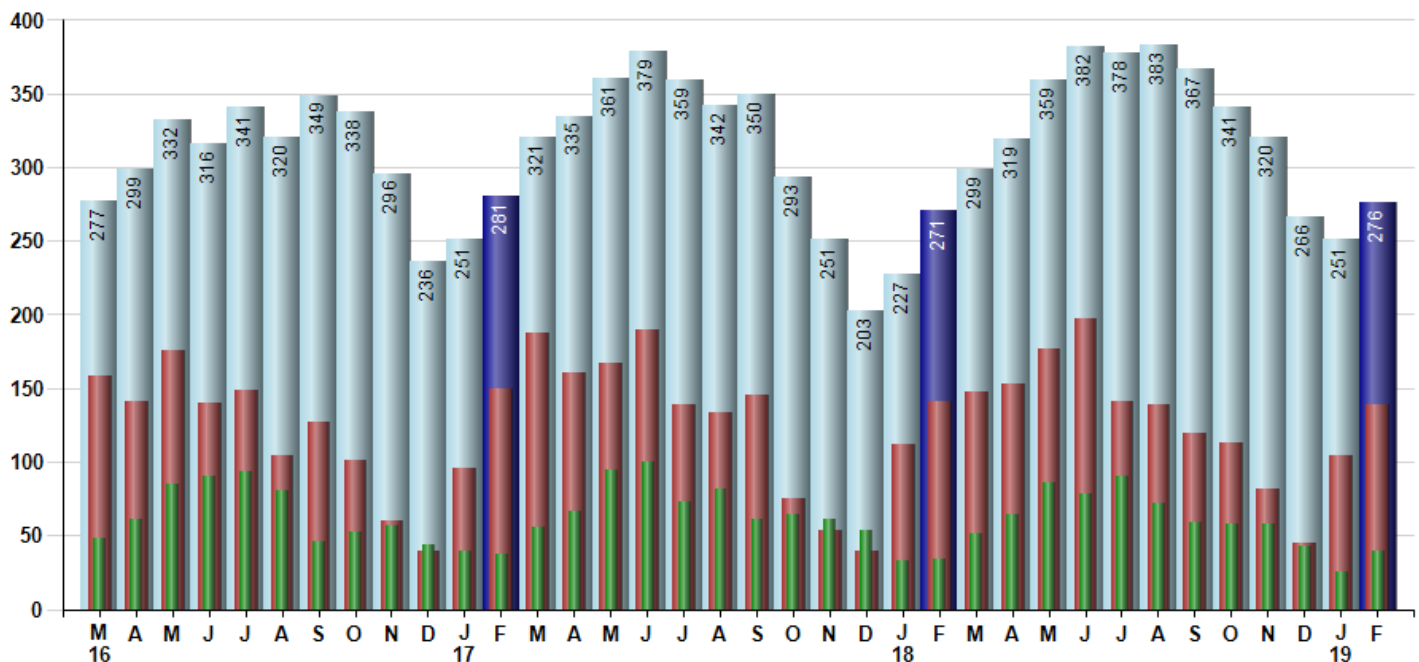
Avg Selling Price divided by Avg Listing Price for sold properties during the month



## 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 February 2019 was 139, up 33.7% from 104 last month and down -1.4% from 141 in February of last year.

Inventory New Listings Sold



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	M 16	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	O	N	D	J 19	F
Homes Sold	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	58	58	43	25	39
3 Mo. Roll Avg			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	63	58	53	42	36

(000's)	M 16	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	O	N	D	J 19	F
MedianSalePrice	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	400	508	450	446	369
3 Mo. Roll Avg			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	450	458	453	468	422

	M 16	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	O	N	D	J 19	F
Inventory	277	299	332	316	341	320	349	338	296	236	251	281	321	335	361	379	359	342	350	293	251	203	227	271	299	319	359	382	378	383	367	341	320	266	251	276
MSI	6	5	4	4	4	4	8	7	5	5	6	8	6	5	4	4	5	4	6	5	4	4	7	8	6	5	4	5	4	5	6	6	6	6	10	7

	M 16	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	O	N	D	J 19	F
Days On Market	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	54	60	52	69	88
3 Mo. Roll Avg			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	46	53	55	60	70

	M 16	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	O	N	D	J 19	F
Price per Sq Ft	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	208	216	202	191	190
3 Mo. Roll Avg			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	210	211	209	203	194

	M 16	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	O	N	D	J 19	F
Sale to List Price	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	0.921	0.926	0.909	0.916	0.901
3 Mo. Roll Avg			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	0.932	0.926	0.919	0.917	0.909

	M 16	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	O	N	D	J 19	F
New Listings	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	139	119	113	82	45	104	139
Inventory	277	299	332	316	341	320	349	338	296	236	251	281	321	335	361	379	359	342	350	293	251	203	227	271	299	319	359	382	378	383	367	341	320	266	251	276
Sales	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	58	58	43	25	39

(000's)	M 16	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	O	N	D	J 19	F
Avg Sale Price	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	475	540	501	539	478
3 Mo. Roll Avg			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	507	512	505	526	506