

# City: Northbrook


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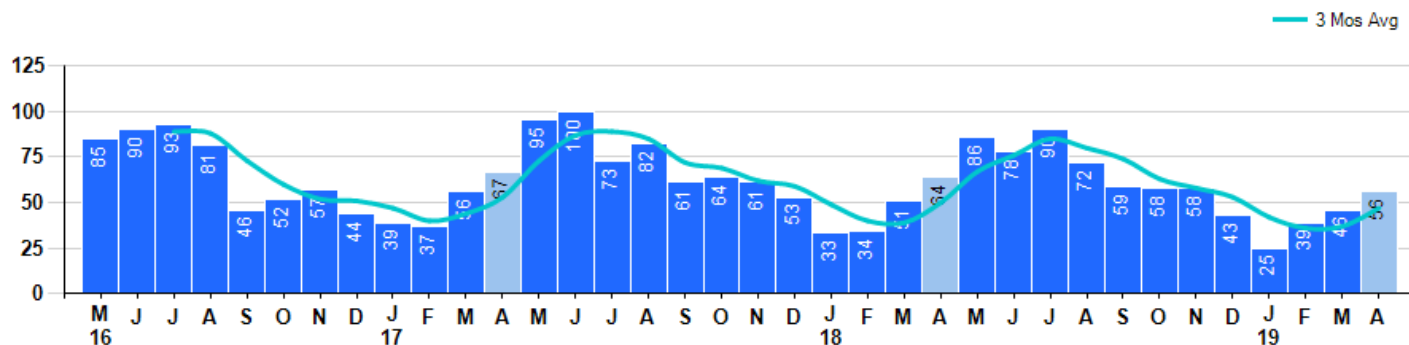
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$549,000	0%		-8%				
Average List Price of all Current Listings	\$647,712	1%		-8%				
April Median Sales Price	\$478,750	0%	7%	22%	5%	\$448,125	11%	-2%
April Average Sales Price	\$496,479	-5%	-2%	5%	-3%	\$506,205	9%	-1%
Total Properties Currently for Sale (Inventory)	397	18%		25%				
April Number of Properties Sold	56	22%		-13%			-9%	
April Average Days on Market (Solds)	57	6%	-12%	30%	21%	65	25%	38%
Asking Price per Square Foot (based on New Listings)	\$224	-2%	-1%	0%	0%	\$227	0%	1%
April Sold Price per Square Foot	\$209	7%	6%	-3%	0%	\$198	-5%	-5%
April Month's Supply of Inventory	7.1	-3%	-2%	42%	25%	7.9	24%	40%
April Sale Price vs List Price Ratio	94.6%	2%	-1%	0.9%	93.1%	-0.9%	-0.7%	

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

## Property Sales

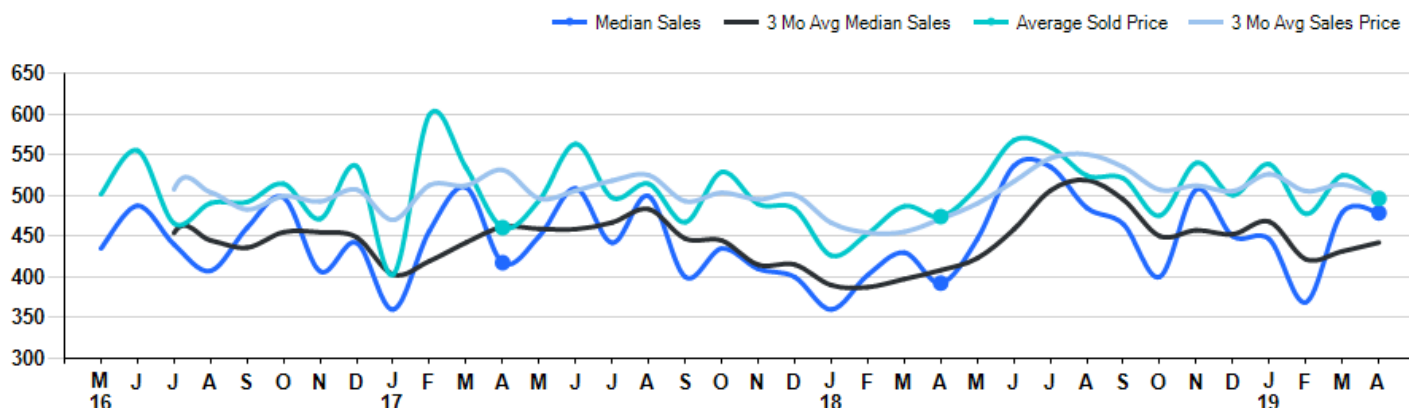
April Property sales were 56, down -12.5% from 64 in April of 2018 and 21.7% higher than the 46 sales last month. April 2019 sales were at their lowest level compared to April of 2018 and 2017. April YTD sales of 166 are running -8.8% behind last year's year-to-date sales of 182.



## Prices

The Median Sales Price in April was \$478,750, up 22.0% from \$392,500 in April of 2018 and down -0.2% from \$479,500 last month. The Average Sales Price in April was \$496,479, up 4.7% from \$474,259 in April of 2018 and down -5.4% from \$524,744 last month. April 2019 ASP was at highest level compared to April of 2018 and 2017.

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



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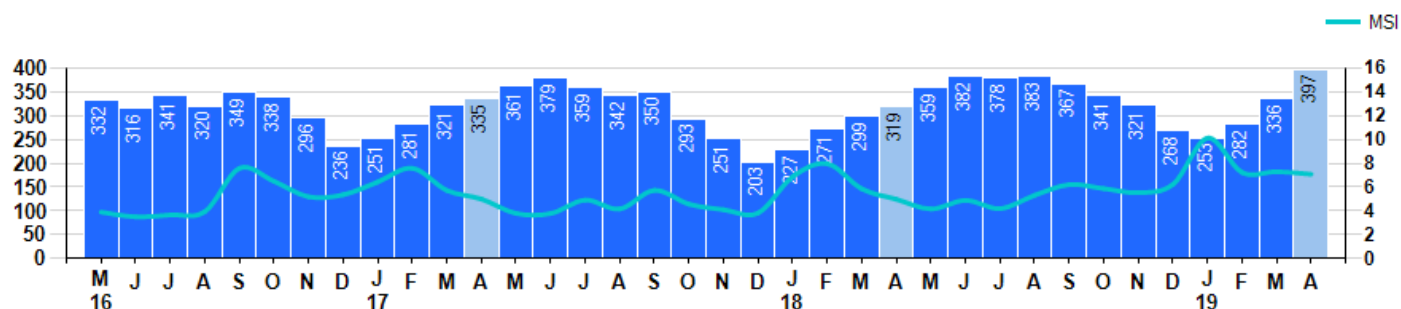
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## Inventory & MSI

The Total Inventory of Properties available for sale as of April was 397, up 18.2% from 336 last month and up 24.5% from 319 in April of last year. April 2019 Inventory was at highest level compared to April of 2018 and 2017.

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

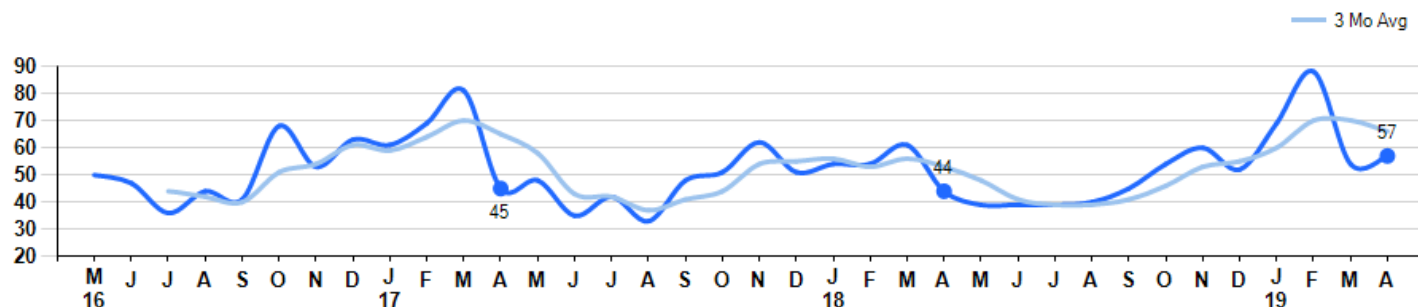
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



## 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 April was 57, up 5.6% from 54 days last month and up 29.5% from 44 days in April of last year. The April 2019 DOM was at its highest level compared with April of 2018 and 2017.

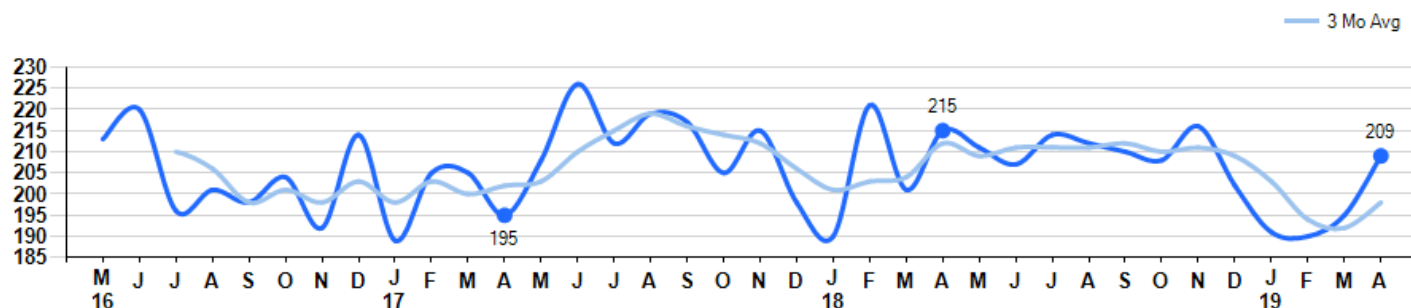
Average Days on Market(Listing to Contract) for properties sold during the month



## 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 April 2019 Selling Price per Square Foot of \$209 was up 7.2% from \$195 last month and down -2.8% from \$215 in April of last year.

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





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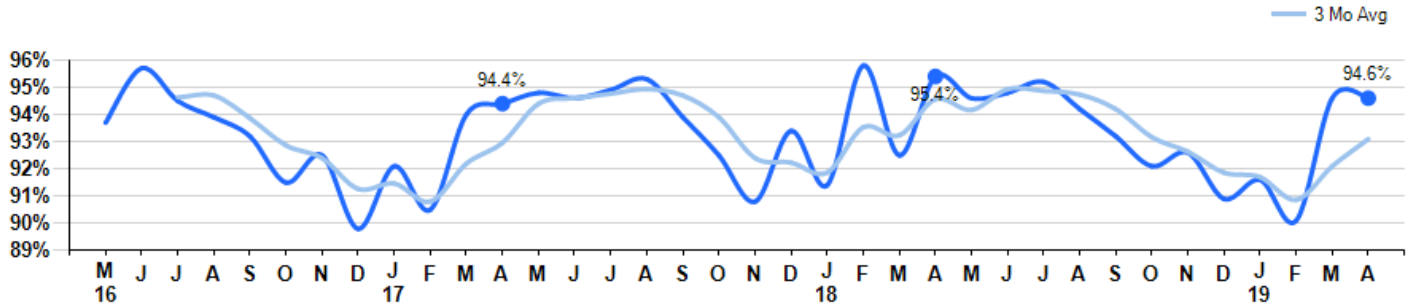
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## Selling Price vs Listing Price

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 April 2019 Selling Price vs List Price of 94.6% was equal to 94.6% last month and down from 95.4% in April of last year.

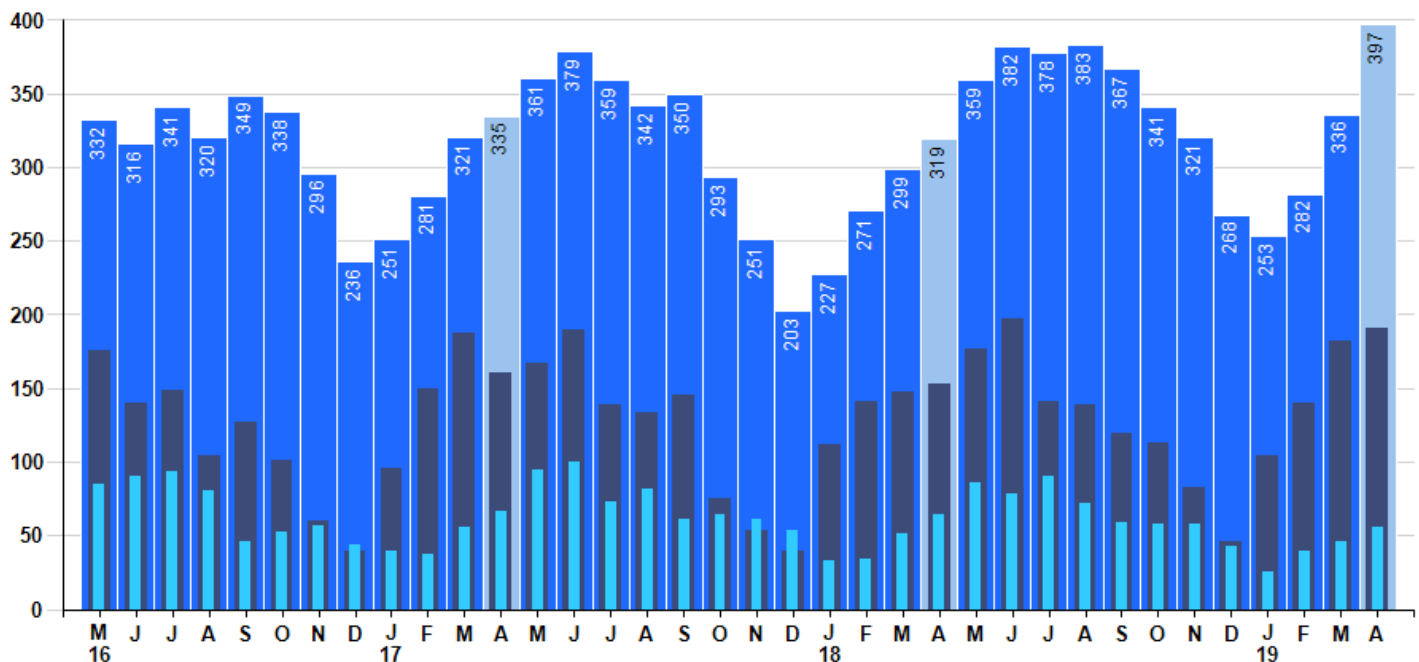
Avg Selling Price divided by Avg Listing Price for sold properties during the month



## 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 April 2019 was 191, up 4.9% from 182 last month and up 24.8% from 153 in April of last year.

Inventory New Listings Sold



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	M 16	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	M	A
Homes Sold	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	46	56
3 Mo. Roll Avg			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	37	47

(000's)	M 16	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	M	A
MedianSalePrice	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	480	479
3 Mo. Roll Avg			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	432	442

	M 16	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	M	A
Inventory	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	321	268	253	282	336	397
MSI	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	7	7

	M 16	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	M	A
Days On Market	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	54	57
3 Mo. Roll Avg			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	70	66

	M 16	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	M	A
Price per Sq Ft	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	195	209
3 Mo. Roll Avg			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	192	198

	M 16	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	M	A
Sale to List Price	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	0.952	0.942	0.932	0.921	0.926	0.909	0.916	0.901	0.946	0.946
3 Mo. Roll Avg			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	0.947	0.942	0.932	0.926	0.919	0.917	0.909	0.921	0.931

	M 16	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	M	A
New Listings	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	83	46	104	140	182	191
Inventory	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	321	268	253	282	336	397
Sales	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	46	56

(000's)	M 16	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	M	A
Avg Sale Price	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	525	496
3 Mo. Roll Avg			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	514	500