

City: Northbrook



Janie Bress
Broker Associate
(847) 835-6040
<http://www.janiebress.com>
janie.bress@cbexchange.com

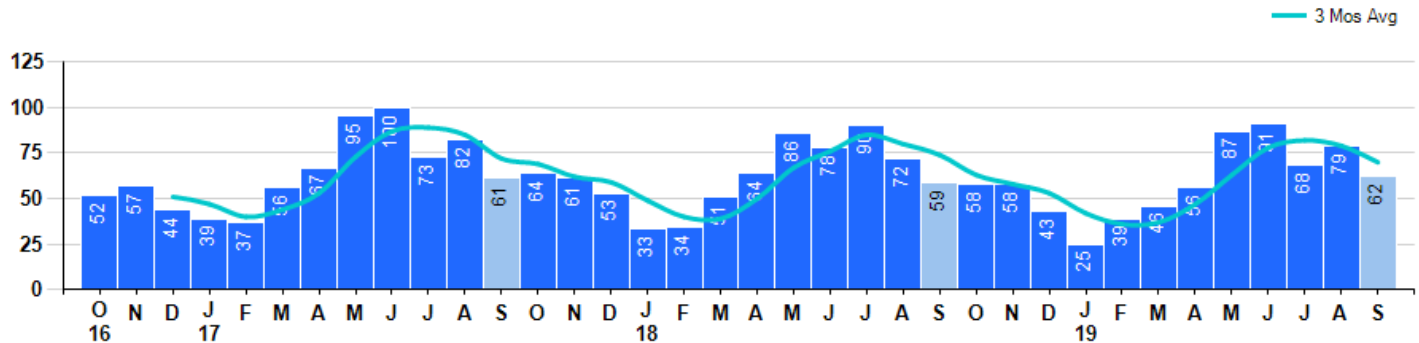
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$499,999	0%		-14%				
Average List Price of all Current Listings	\$671,604	4%		4%				
September Median Sales Price	\$447,500	-8%	-8%	-4%	-2%	\$475,000	4%	4%
September Average Sales Price	\$468,791	-13%	-13%	-10%	-9%	\$522,874	2%	2%
Total Properties Currently for Sale (Inventory)	351	-7%		-5%				
September Number of Properties Sold	62	-22%		5%			-3%	
September Average Days on Market (Solds)	50	39%	9%	11%	6%	51	16%	9%
Asking Price per Square Foot (based on New Listings)	\$215	-9%	-4%	0%	-4%	\$223	-1%	0%
September Sold Price per Square Foot	\$201	-4%	-5%	-4%	-4%	\$207	-1%	-1%
September Month's Supply of Inventory	5.7	19%	3%	-10%	-1%	6.5	15%	14%
September Sale Price vs List Price Ratio	92.2%	-2.4%	-2%	-1%	-1.6%	93.9%	-0.5%	0.1%

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

Property Sales

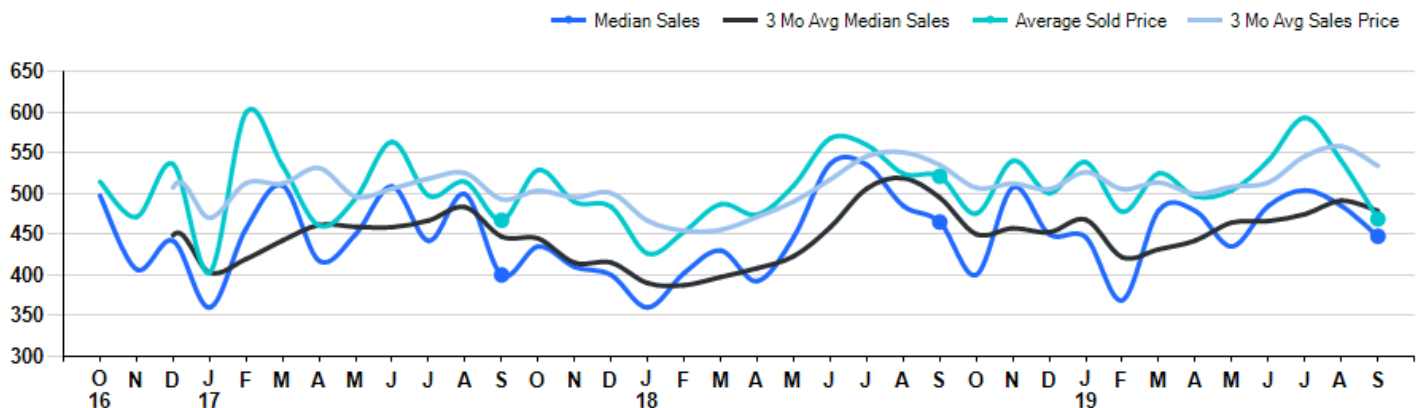
September Property sales were 62, up 5.1% from 59 in September of 2018 and -21.5% lower than the 79 sales last month. September 2019 sales were at their highest level compared to September of 2018 and 2017. September YTD sales of 553 are running -2.5% behind last year's year-to-date sales of 567.



Prices

The Median Sales Price in September was \$447,500, down -3.8% from \$465,000 in September of 2018 and down -7.7% from \$485,000 last month. The Average Sales Price in September was \$468,791, down -10.0% from \$521,166 in September of 2018 and down -13.2% from \$540,179 last month. September 2019 ASP was at a mid range compared to September of 2018 and 2017.

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



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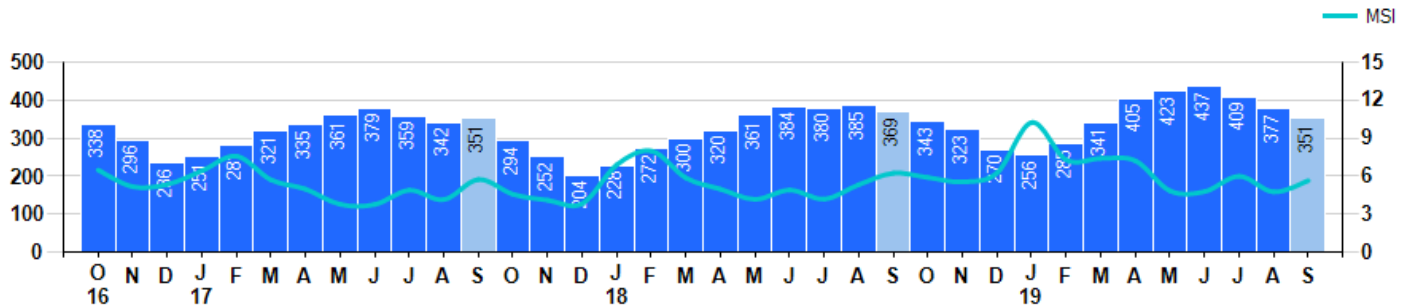
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Inventory & MSI

The Total Inventory of Properties available for sale as of September was 351, down -6.9% from 377 last month and down -4.9% from 369 in September of last year. September 2019 Inventory was at the lowest level compared to September of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2019 MSI of 5.7 months was at its lowest level compared with September of 2018 and 2017.

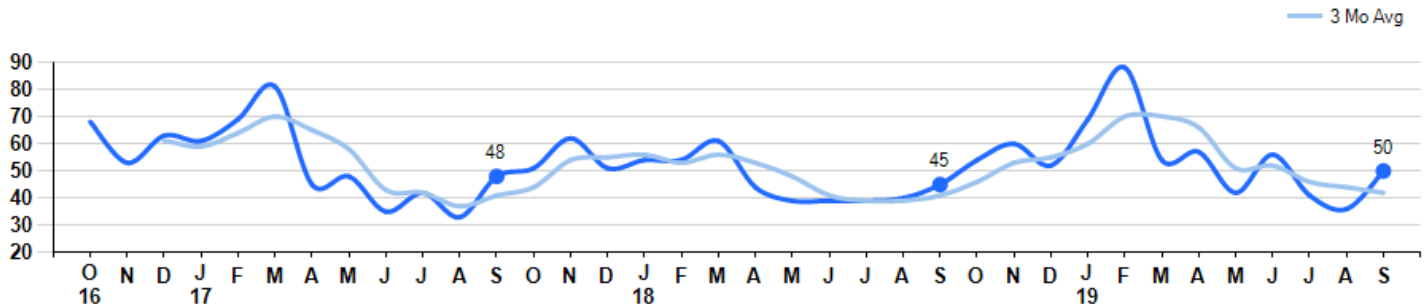
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 September was 50, up 38.9% from 36 days last month and up 11.1% from 45 days in September of last year. The September 2019 DOM was at its highest level compared with September of 2018 and 2017.

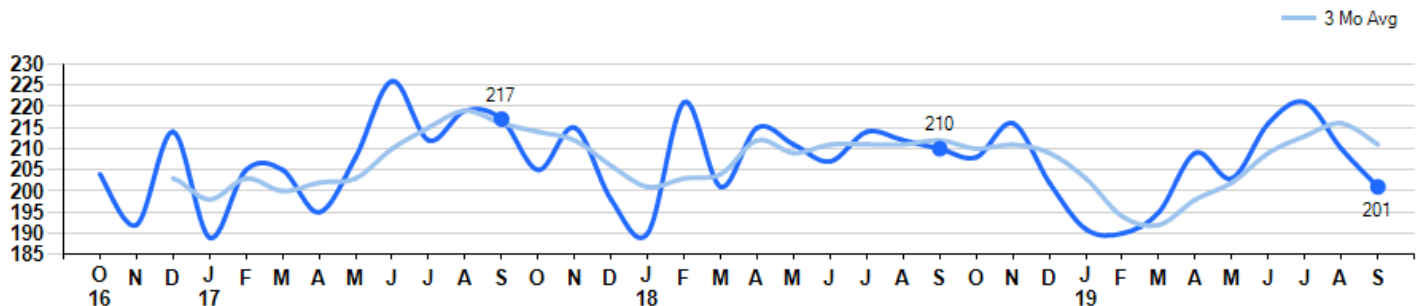
Average Days on Market(Listing to Contract) for properties sold during the month



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 September 2019 Selling Price per Square Foot of \$201 was down -4.3% from \$210 last month and down -4.3% from \$210 in September of last year.

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





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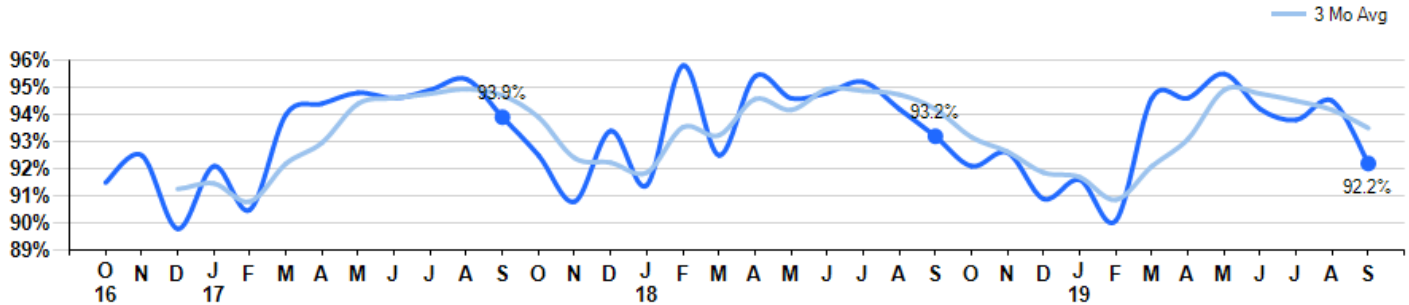
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Selling Price vs Listing Price

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 2019 Selling Price vs List Price of 92.2% was down from 94.5% last month and down from 93.2% in September of last year.

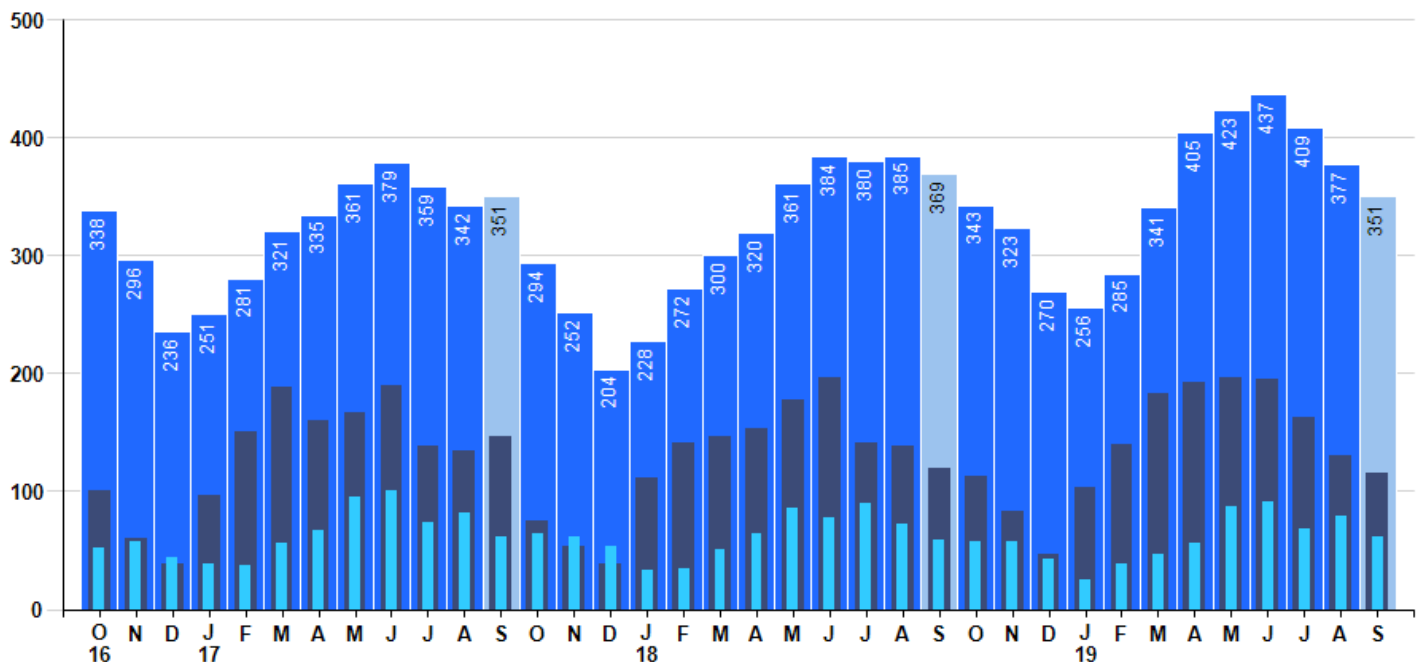
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2019 was 116, down -11.5% from 131 last month and down -2.5% from 119 in September of last year.

Inventory New Listings Sold



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	O 16	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	M	J	J	A	S
Homes Sold	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	87	91	68	79	62
3 Mo. Roll Avg			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	63	78	82	79	70

(000's)	O 16	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	M	J	J	A	S
MedianSalePrice	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	435	485	504	485	448
3 Mo. Roll Avg			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	464	466	475	491	479

	O 16	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	M	J	J	A	S
Inventory	338	296	236	251	281	321	335	361	379	359	342	351	294	252	204	228	272	300	320	361	384	380	385	369	343	323	270	256	285	341	405	423	437	409	377	351
MSI	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	5	5	6	5	6

	O 16	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	M	J	J	A	S
Days On Market	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	42	56	41	36	50
3 Mo. Roll Avg			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	51	52	46	44	42

	O 16	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	M	J	J	A	S
Price per Sq Ft	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	203	216	221	210	201
3 Mo. Roll Avg			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	202	209	213	216	211

	O 16	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	M	J	J	A	S
Sale to List Price	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	0.955	0.942	0.938	0.945	0.922
3 Mo. Roll Avg			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	0.949	0.948	0.945	0.942	0.935

	O 16	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	M	J	J	A	S
New Listings	101	60	39	96	150	188	160	167	190	139	134	146	75	54	39	112	141	147	153	177	197	141	139	119	113	83	46	104	140	183	192	197	195	163	131	116
Inventory	338	296	236	251	281	321	335	361	379	359	342	351	294	252	204	228	272	300	320	361	384	380	385	369	343	323	270	256	285	341	405	423	437	409	377	351
Sales	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	87	91	68	79	62

(000's)	O 16	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	M	J	J	A	S
Avg Sale Price	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	504	541	593	540	469
3 Mo. Roll Avg			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	508	514	546	558	534