

City: Northbrook


Janie Bress

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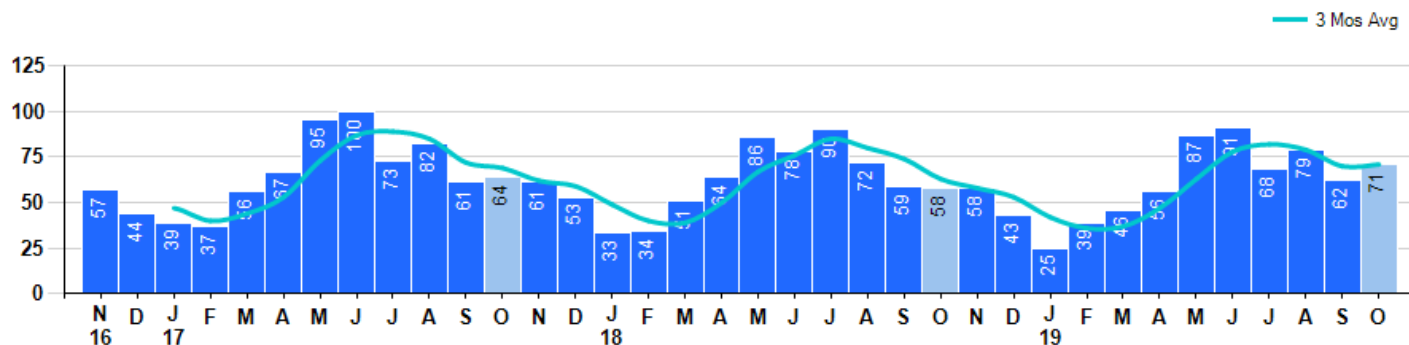
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$539,900	8%		-2%				
Average List Price of all Current Listings	\$677,021	1%		6%				
October Median Sales Price	\$410,000	-8%	-13%	2%	-10%	\$465,750	4%	2%
October Average Sales Price	\$476,168	2%	-9%	0%	-7%	\$517,531	1%	1%
Total Properties Currently for Sale (Inventory)	329	-7%		-4%				
October Number of Properties Sold	71	15%		22%			0%	
October Average Days on Market (Solds)	50	0%	14%	-7%	6%	51	13%	9%
Asking Price per Square Foot (based on New Listings)	\$231	8%	3%	4%	3%	\$224	0%	0%
October Sold Price per Square Foot	\$195	-3%	-6%	-6%	-7%	\$205	-2%	-2%
October Month's Supply of Inventory	4.6	-19%	-8%	-22%	-19%	6.3	11%	10%
October Sale Price vs List Price Ratio	92.2%	-1%	0%	-1.6%	93.7%	-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

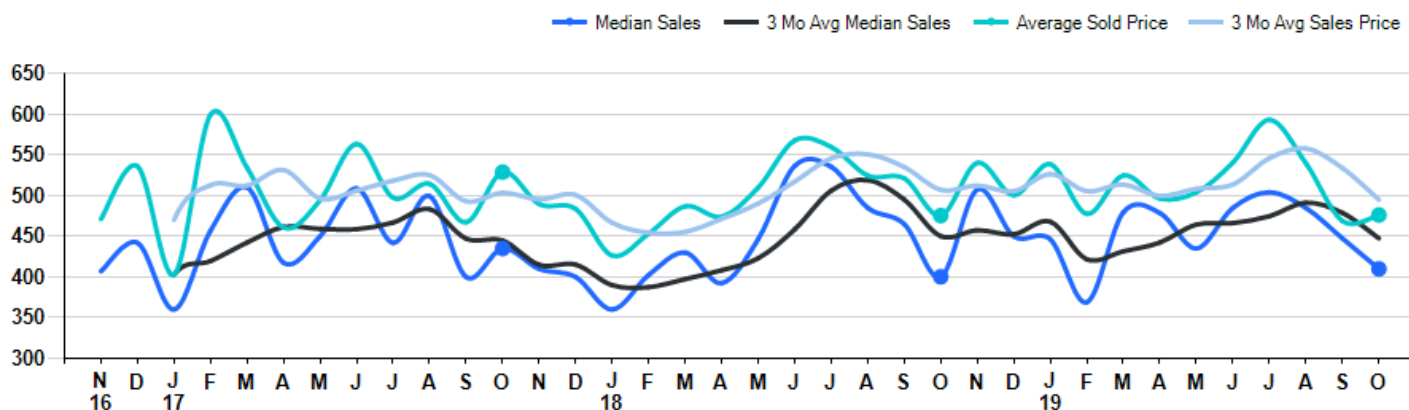
October Property sales were 71, up 22.4% from 58 in October of 2018 and 14.5% higher than the 62 sales last month. October 2019 sales were at their highest level compared to October of 2018 and 2017. October YTD sales of 624 are running -0.2% behind last year's year-to-date sales of 625.



Prices

The Median Sales Price in October was \$410,000, up 2.4% from \$400,250 in October of 2018 and down -8.4% from \$447,500 last month. The Average Sales Price in October was \$476,168, up 0.2% from \$475,429 in October of 2018 and up 1.6% from \$468,791 last month. October 2019 ASP was at a mid range compared to October of 2018 and 2017.

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



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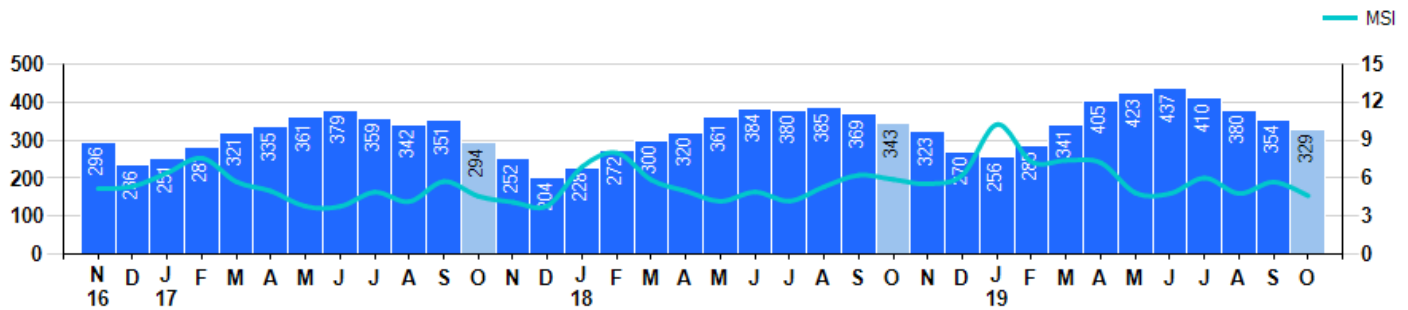
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Inventory & MSI

The Total Inventory of Properties available for sale as of October was 329, down -7.1% from 354 last month and down -4.1% from 343 in October of last year. October 2019 Inventory was at a mid range compared to October of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2019 MSI of 4.6 months was at a mid range compared with October of 2018 and 2017.

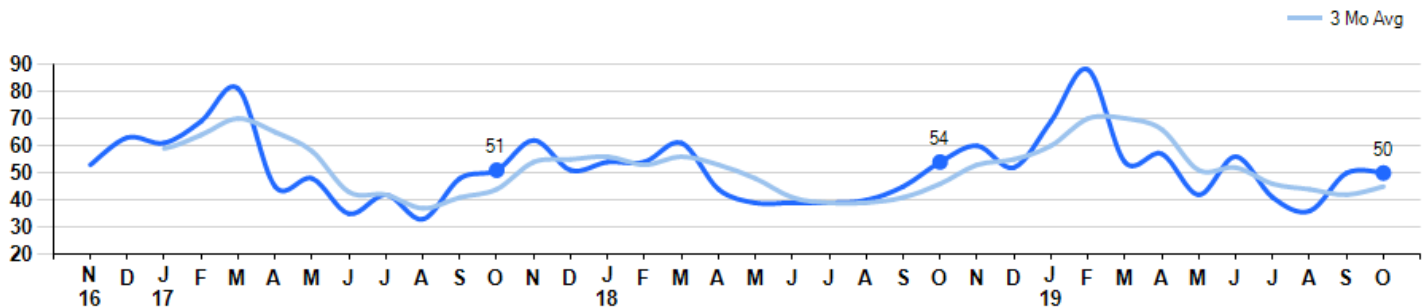
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 October was 50, equal to 50 days last month and down -7.4% from 54 days in October of last year. The October 2019 DOM was at its lowest level compared with October of 2018 and 2017.

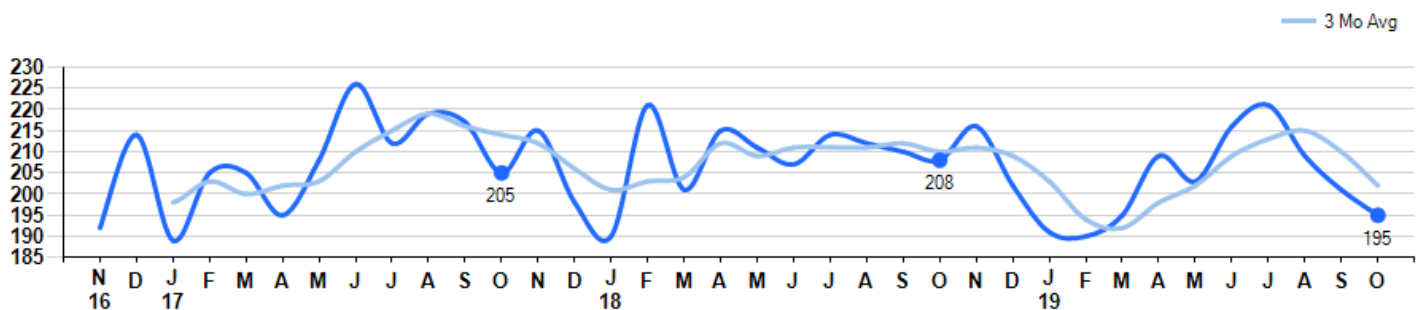
Average Days on Market(Listing to Contract) for properties sold during the month



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 October 2019 Selling Price per Square Foot of \$195 was down -3.0% from \$201 last month and down -6.3% from \$208 in October of last year.

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





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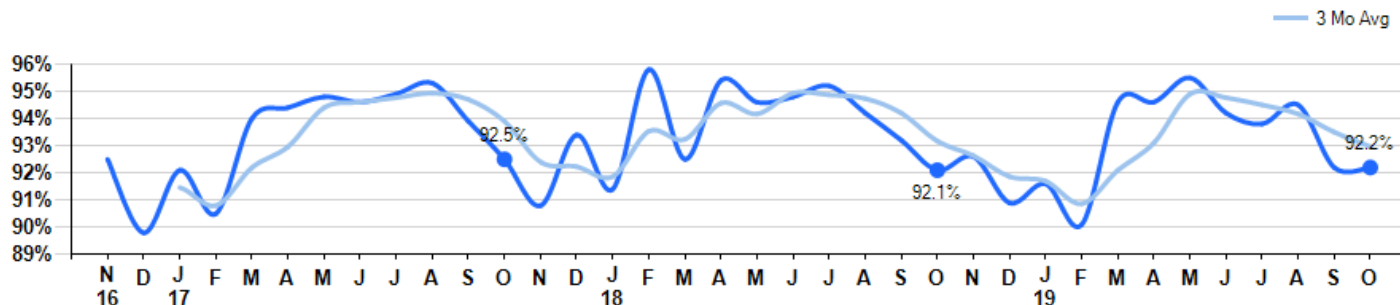
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Selling Price vs Listing Price

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 October 2019 Selling Price vs List Price of 92.2% was equal to 92.2% last month and up from 92.1% in October of last year.

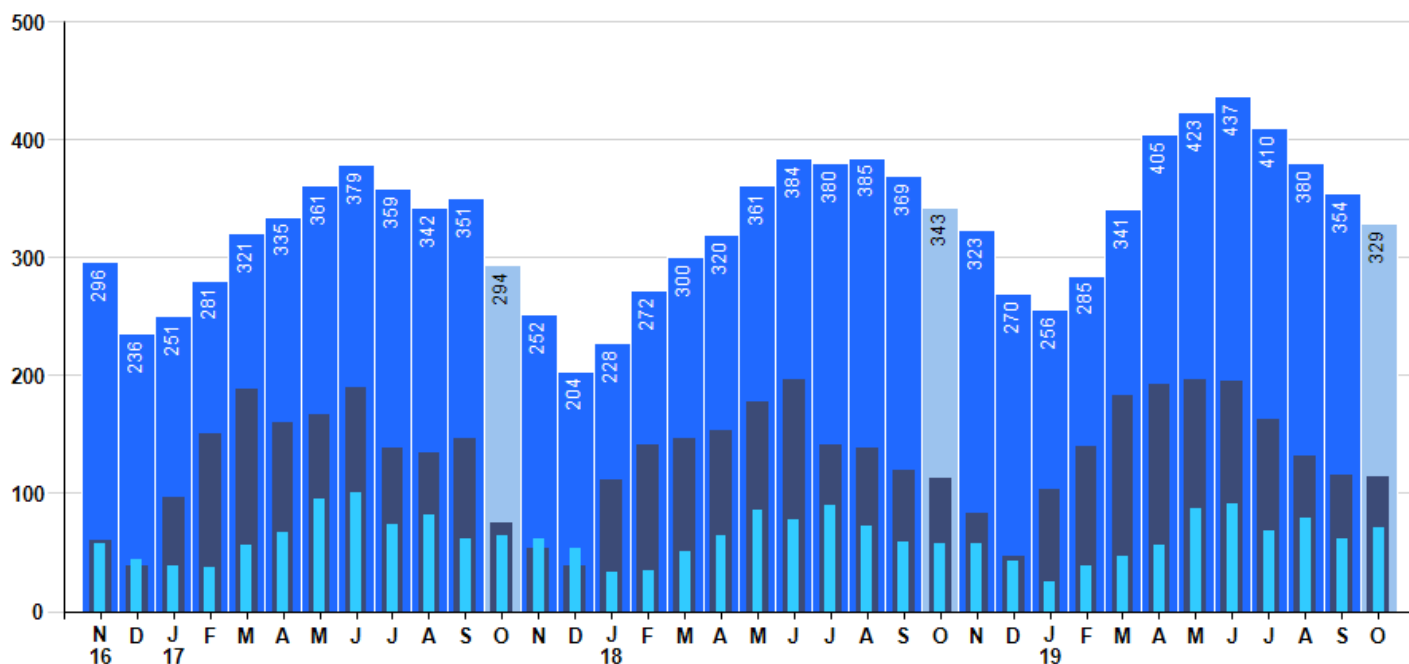
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 October 2019 was 114, down -1.7% from 116 last month and up 0.9% from 113 in October of last year.

Inventory NewListings Sold



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	N 16	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	O
Homes Sold	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	71
3 Mo. Roll Avg			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	71

(000's)	N 16	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	O
MedianSalePrice	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	410
3 Mo. Roll Avg			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	448

	N 16	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	O
Inventory	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	410	380	354	329
MSI	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	5

	N 16	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	O
Days On Market	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	50
3 Mo. Roll Avg			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	45

	N 16	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	O
Price per Sq Ft	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	209	201	195
3 Mo. Roll Avg			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	215	210	202

	N 16	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	O
Sale to List Price	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	0.922
3 Mo. Roll Avg			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	0.930

	N 16	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	O
New Listings	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	132	116	114
Inventory	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	410	380	354	329
Sales	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	71

(000's)	N 16	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	O
Avg Sale Price	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	476
3 Mo. Roll Avg			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	495