

MLS Area: Northbrook



ART WILSON
 Broker, Realtor
 847-363-1599
 Art.Wilson@cbexchange.com



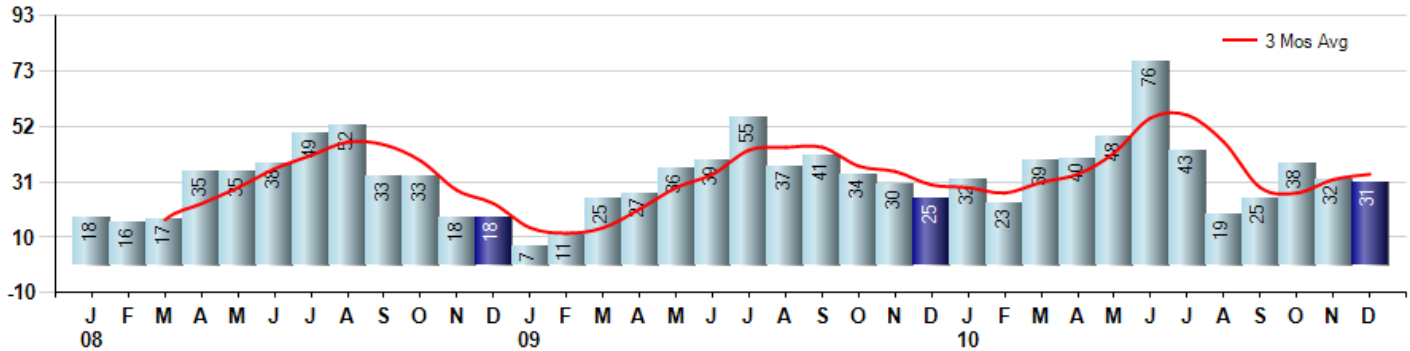
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$392,000	↑		↓				
Average List Price of all Current Listings	\$564,204	↔		↓				
December Median Sales Price	\$301,000	↓	↓	↓	↓	\$367,500	↓	↓
December Average Sales Price	\$404,669	↓	↓	↓	↓	\$420,870	↓	↓
Total Properties Currently for Sale (Inventory)	364	↓		↓				
December Number of Properties Sold	31	↓		↑		446	↑	
December Average Days on Market (Solds)	72	↑	↓	↓	↓	106	↓	↓
December Month's Supply of Inventory	11.7	↓	↓	↓	↓	14.3	↓	↓
December Sale Price vs List Price Ratio	89.3%	↓	↑	↑	↑	86.1%	↑	↑

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

Property Sales

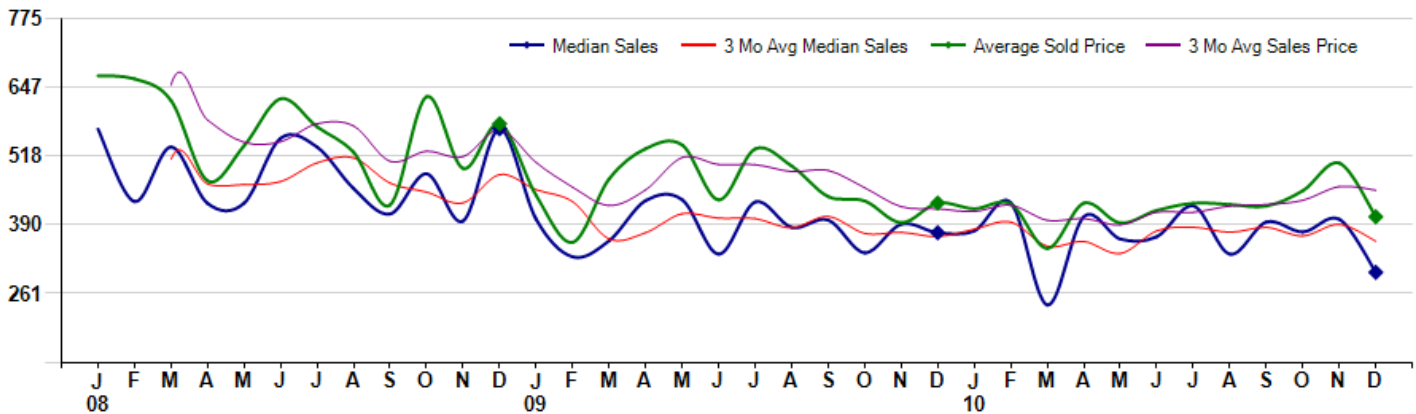
December Property sales were 31, up 24.0% from 25 in December of 2009 and -3.1% lower than the 32 sales last month. December 2010 sales were at their highest level compared to December of 2009 and 2008. December YTD sales of 446 are running 21.5% ahead of last year's year-to-date sales of 367.



Prices

The Median Sales Price in December was \$301,000, down -19.7% from \$375,000 in December of 2009 and down -24.8% from \$400,000 last month. The Average Sales Price in December was \$404,669, down -6.0% from \$430,432 in December of 2009 and down -19.9% from \$504,953 last month. December 2010 ASP was at the lowest level compared to December of 2009 and 2008.

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



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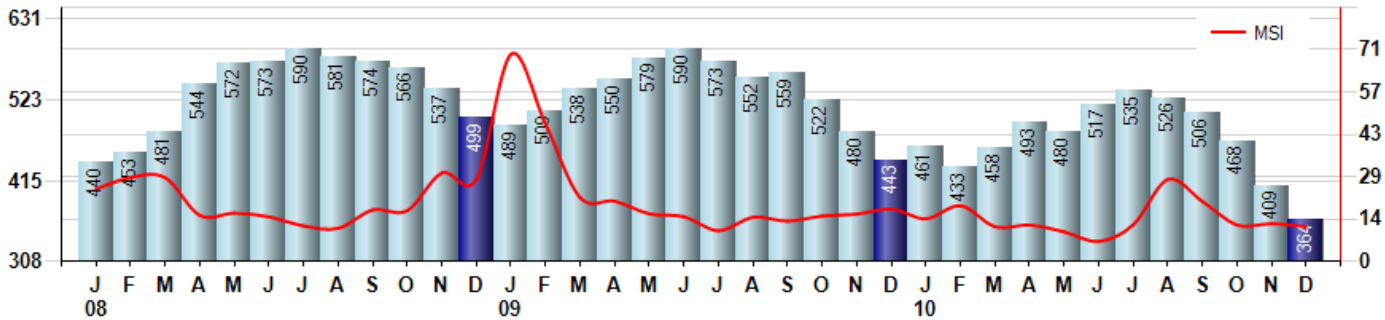
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 364, down -11.0% from 409 last month and down -17.8% from 443 in December of last year. December 2010 Inventory was at the lowest level compared to December of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2010 MSI of 11.7 months was at its lowest level compared with December of 2009 and 2008.

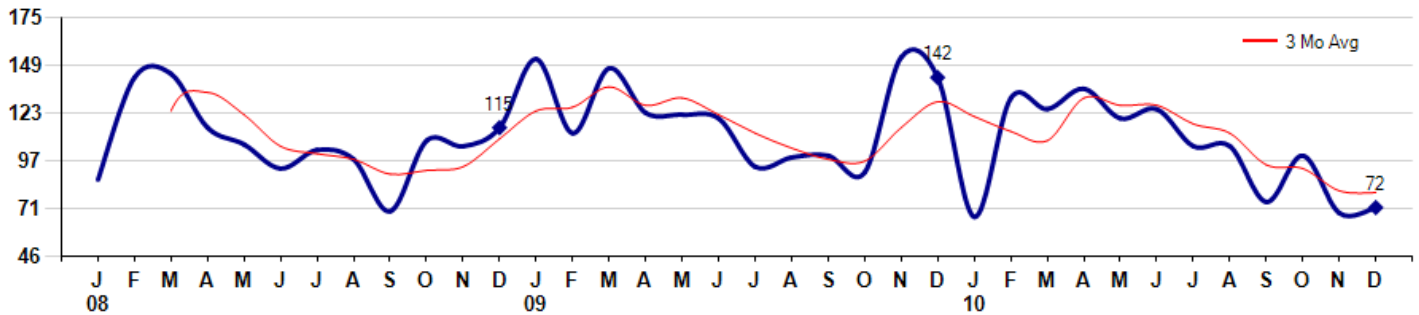
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 72, up 4.3% from 69 days last month and down -49.3% from 142 days in December of last year. The December 2010 DOM was at its lowest level compared with December of 2009 and 2008.

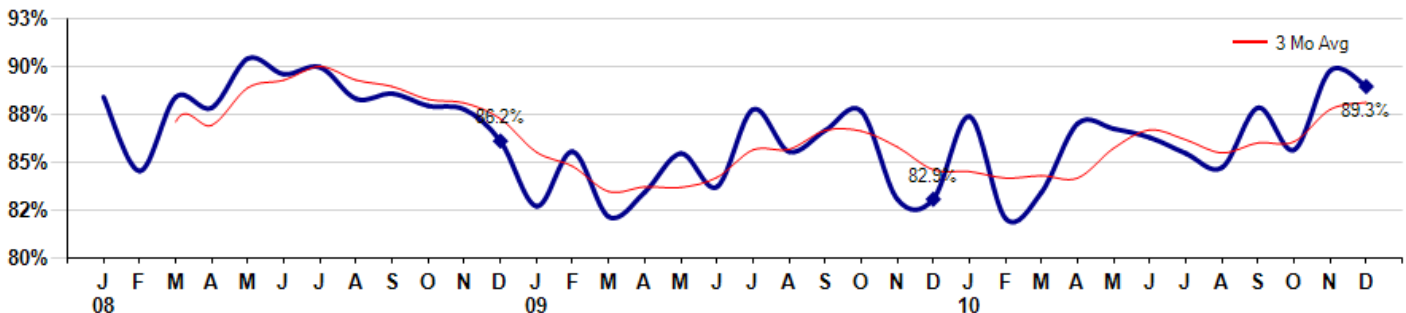
Average Days on Market (Listing to Contract) for properties sold during the month



Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original 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 December 2010 Selling Price vs Original List Price of 89.3% was down from 90.2% last month and up from 82.9% in December of last year.

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



Based on information from Midwest Real Estate Data LLC for the period 1/1/2008 through 12/31/2010. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



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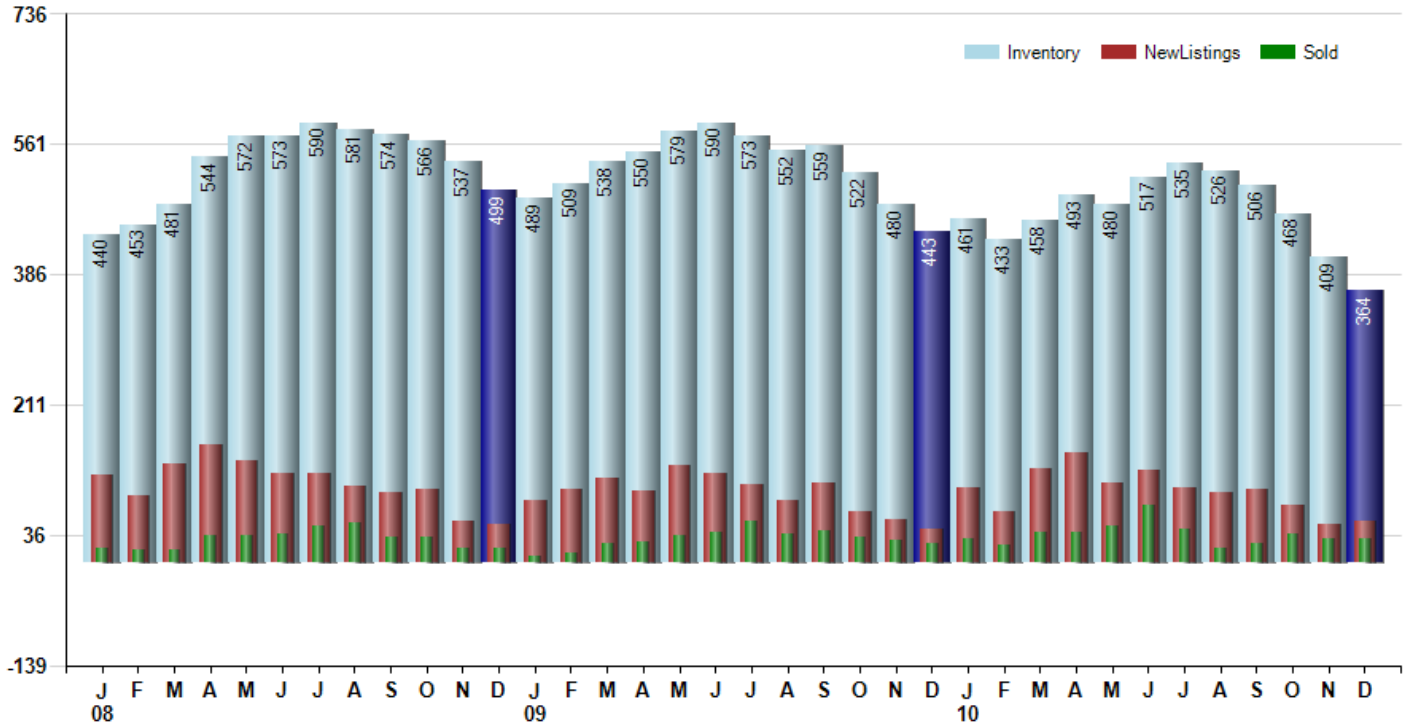
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Inventory / New Listings / Sales

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 December 2010 was 54, up 5.9% from 51 last month and up 22.7% from 44 in December of last year.



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	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	18	16	17	35	35	38	49	52	33	33	18	18	7	11	25	27	36	39	55	37	41	34	30	25	32	23	39	40	48	76	43	19	25	38	32	31
3 Mo. Roll Avg			17	23	29	36	41	46	45	39	28	23	14	12	14	21	29	34	43	44	44	37	35	30	29	27	31	34	42	55	56	46	29	27	32	34

(000's)	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	569	433	535	430	430	551	535	458	410	485	397	569	400	330	360	435	437	335	433	385	399	338	391	375	379	431	240	405	363	368	425	335	395	377	400	301
3 Mo. Roll Avg			512	466	465	470	505	515	468	451	431	484	455	433	363	375	411	402	401	384	405	374	376	368	382	395	350	359	336	379	385	376	385	369	391	359

	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
Inventory	440	453	481	544	572	573	590	581	574	566	537	499	489	509	538	550	579	590	573	552	559	522	480	443	461	433	458	493	480	517	535	526	506	468	409	364
MSI	24	28	28	16	16	15	12	11	17	17	30	28	70	46	22	20	16	15	10	15	14	15	16	18	14	19	12	12	10	7	12	28	20	12	13	12

	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
Days On Market	87	142	144	115	106	93	103	98	70	108	105	115	152	112	147	123	122	120	94	99	100	91	153	142	67	131	125	136	120	125	105	105	75	100	69	72
3 Mo. Roll Avg			124	134	122	105	101	98	90	92	94	109	124	126	137	127	131	122	112	104	98	97	115	129	121	113	108	131	127	127	117	112	95	93	81	80

	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	206	241	206	176	232	231	234	215	170	241	179	249	0	180	207	194	205	181	204	189	183	194	193	184	159	165	153	167	172	162	178	169	172	171	173	164
3 Mo. Roll Avg			218	208	205	213	232	227	206	209	197	223	143	143	129	194	202	193	197	191	192	189	190	190	179	169	159	162	164	167	171	170	173	171	172	169

	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	0.887	0.845	0.887	0.881	0.909	0.900	0.904	0.886	0.889	0.882	0.880	0.862	0.825	0.856	0.819	0.833	0.855	0.836	0.880	0.856	0.868	0.879	0.829	0.829	0.876	0.818	0.833	0.872	0.869	0.864	0.855	0.847	0.881	0.857	0.902	0.893
3 Mo. Roll Avg			0.873	0.871	0.892	0.897	0.904	0.897	0.893	0.886	0.884	0.875	0.856	0.848	0.833	0.836	0.836	0.841	0.857	0.857	0.868	0.868	0.859	0.846	0.845	0.841	0.842	0.841	0.858	0.868	0.863	0.855	0.861	0.862	0.880	0.884

	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
New Listings	116	89	131	157	136	119	118	101	93	97	55	51	83	97	113	96	129	118	104	83	106	67	57	44	99	68	126	147	106	123	100	93	97	76	51	54
Inventory	440	453	481	544	572	573	590	581	574	566	537	499	489	509	538	550	579	590	573	552	559	522	480	443	461	433	458	493	480	517	535	526	506	468	409	364
Sales	18	16	17	35	35	38	49	52	33	33	18	18	7	11	25	27	36	39	55	37	41	34	30	25	32	23	39	40	48	76	43	19	25	38	32	31

(000's)	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	668	662	622	472	537	625	573	525	427	629	495	578	445	357	475	532	539	436	532	499	443	434	394	430	420	429	346	430	393	417	430	428	425	453	505	405
3 Mo. Roll Avg			651	585	544	545	578	574	508	527	517	568	506	460	426	455	515	502	502	489	491	459	424	420	415	426	398	402	390	413	413	425	428	435	461	454

