

MLS Area: Northbrook



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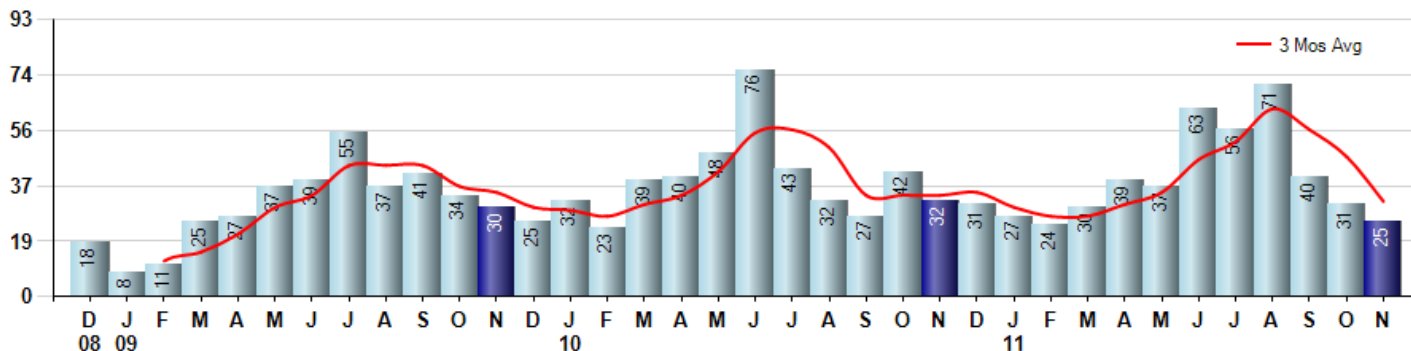
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|---|-----------|-------------------|-----|-----|----|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$392,450 | ↓ | | ↑ | | | | |
| Average List Price of all Current Listings | \$534,916 | ↑ | | ↓ | | | | |
| November Median Sales Price | \$245,000 | ↓ | ↓ | ↓ | ↓ | \$325,000 | ↓ | ↓ |
| November Average Sales Price | \$263,920 | ↓ | ↓ | ↓ | ↓ | \$393,580 | ↓ | ↓ |
| Total Properties Currently for Sale (Inventory) | 318 | ↓ | | ↓ | | | | |
| November Number of Properties Sold | 25 | ↓ | | ↓ | | 443 | ↑ | |
| November Average Days on Market (Solds) | 86 | ↓ | ↓ | ↑ | ↓ | 105 | ↓ | ↓ |
| November Month's Supply of Inventory | 12.7 | ↑ | ↑ | ↓ | ↓ | 10.9 | ↓ | ↓ |
| November Sale Price vs List Price Ratio | 86.4% | ↑ | ↓ | ↓ | ↑ | 87.1% | ↑ | ↑ |

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

Property Sales

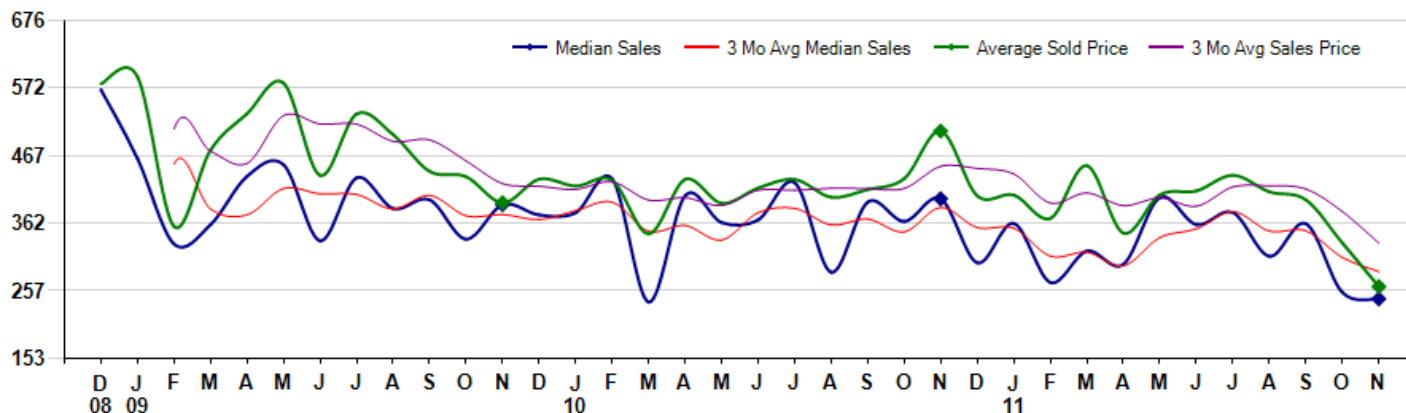
November Property sales were 25, down -21.9% from 32 in November of 2010 and -19.4% lower than the 31 sales last month. November 2011 sales were at their lowest level compared to November of 2010 and 2009. November YTD sales of 443 are running 2.1% ahead of last year's year-to-date sales of 434.



Prices

The Median Sales Price in November was \$245,000, down -38.8% from \$400,000 in November of 2010 and down -3.9% from \$255,000 last month. The Average Sales Price in November was \$263,920, down -47.7% from \$504,953 in November of 2010 and down -20.4% from \$331,578 last month. November 2011 ASP was at the lowest level compared to November of 2010 and 2009.

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



Based on information from Midwest Real Estate Data LLC for the period 12/1/2008 through 11/30/2011. 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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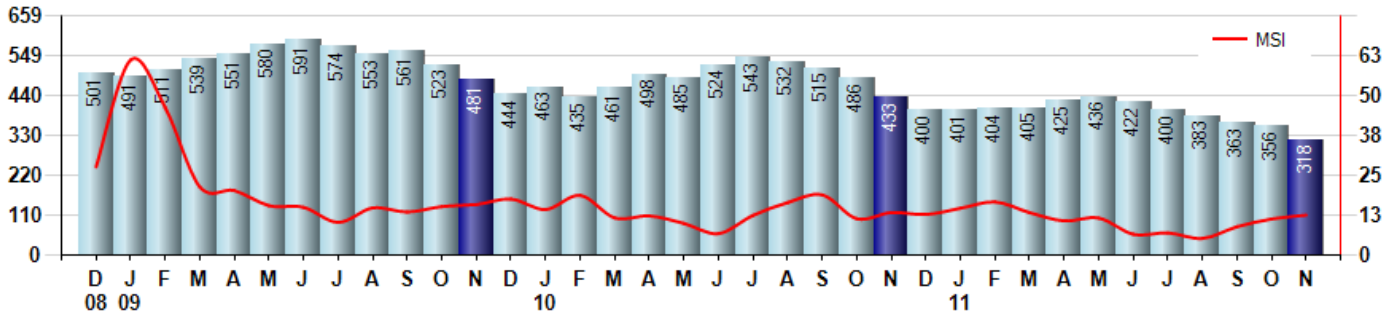
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Inventory & MSI

The Total Inventory of Properties available for sale as of November was 318, down -10.7% from 356 last month and down -26.6% from 433 in November of last year. November 2011 Inventory was at the lowest level compared to November of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2011 MSI of 12.7 months was at its lowest level compared with November of 2010 and 2009.

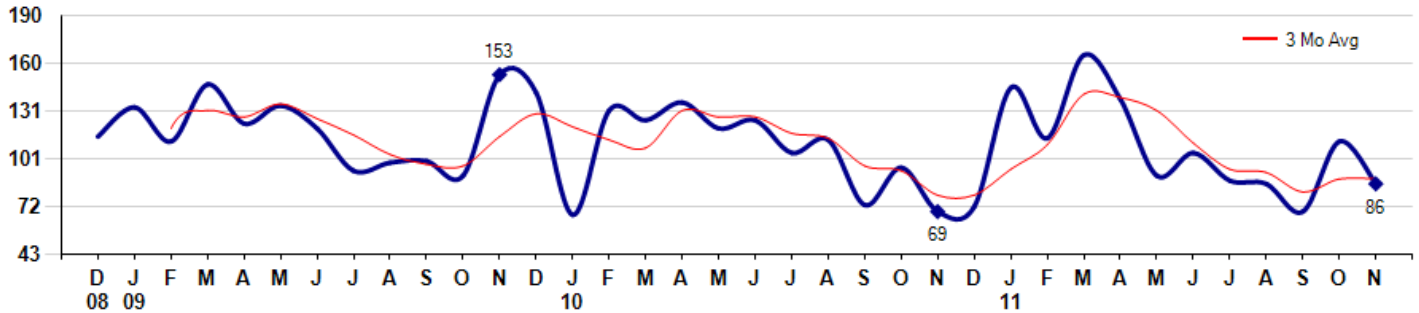
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 November was 86, down -23.2% from 112 days last month and up 24.6% from 69 days in November of last year. The November 2011 DOM was at a mid range compared with November of 2010 and 2009.

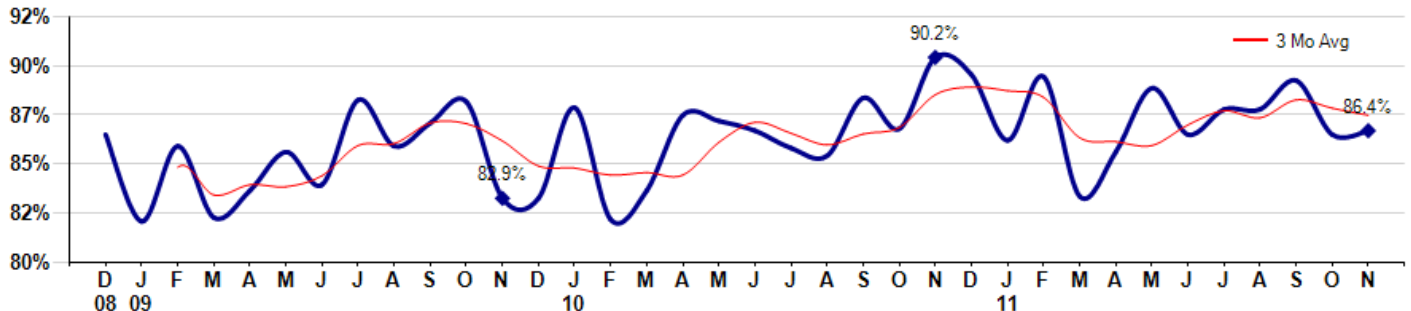
Average Days on Market (Listing to Contract) for properties sold during the month



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 November 2011 Selling Price vs Original List Price of 86.4% was up from 86.2% last month and down from 90.2% in November of last year.

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



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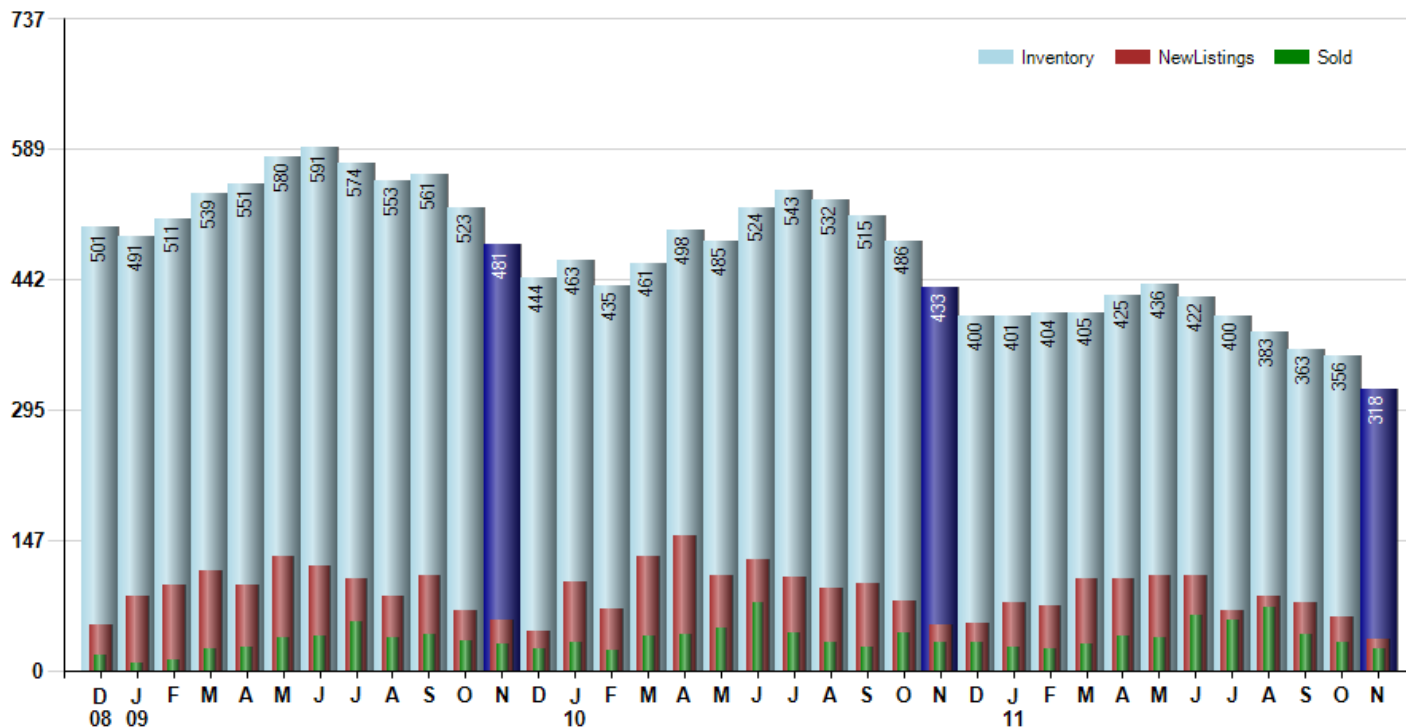
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Inventory / New Listings / Sales

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 November 2011 was 35, down -42.6% from 61 last month and down -31.4% from 51 in November of last year.



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MARKET ACTION REPORT

November 2011

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| | D 08 | 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 | J 11 | F | M | A | M | J | J | A | S | O | N |
|----------------|------|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|
| Homes Sold | 18 | 8 | 11 | 25 | 27 | 37 | 39 | 55 | 37 | 41 | 34 | 30 | 25 | 32 | 23 | 39 | 40 | 48 | 76 | 43 | 32 | 27 | 42 | 32 | 31 | 27 | 24 | 30 | 39 | 37 | 63 | 56 | 71 | 40 | 31 | 25 |
| 3 Mo. Roll Avg | | | 12 | 15 | 21 | 30 | 34 | 44 | 44 | 44 | 37 | 35 | 30 | 29 | 27 | 31 | 34 | 42 | 55 | 56 | 50 | 34 | 34 | 34 | 35 | 30 | 27 | 27 | 31 | 35 | 46 | 52 | 63 | 56 | 47 | 32 |

| | (000's) D 08 | 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 | J 11 | F | M | A | M | J | J | A | S | O | N |
|-------------------|--------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Median Sale Price | 569 | 463 | 330 | 360 | 435 | 453 | 335 | 433 | 385 | 399 | 338 | 391 | 375 | 379 | 431 | 240 | 405 | 363 | 368 | 425 | 286 | 395 | 365 | 400 | 301 | 362 | 271 | 319 | 299 | 402 | 360 | 379 | 311 | 362 | 255 | 245 |
| 3 Mo. Roll Avg | | | 454 | 384 | 375 | 416 | 408 | 407 | 384 | 405 | 374 | 376 | 368 | 382 | 395 | 350 | 359 | 336 | 379 | 385 | 360 | 369 | 349 | 387 | 355 | 354 | 311 | 317 | 296 | 340 | 354 | 380 | 350 | 350 | 309 | 287 |

| | D 08 | 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 | J 11 | F | M | A | M | J | J | A | S | O | N |
|-----------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Inventory | 501 | 491 | 511 | 539 | 551 | 580 | 591 | 574 | 553 | 561 | 523 | 481 | 444 | 463 | 435 | 461 | 498 | 485 | 524 | 543 | 532 | 515 | 486 | 433 | 400 | 401 | 404 | 405 | 425 | 436 | 422 | 400 | 383 | 363 | 356 | 318 |
| MSI | 28 | 61 | 46 | 22 | 20 | 16 | 15 | 10 | 15 | 14 | 15 | 16 | 18 | 14 | 19 | 12 | 12 | 10 | 7 | 13 | 17 | 19 | 12 | 14 | 13 | 15 | 17 | 14 | 11 | 12 | 7 | 7 | 5 | 9 | 11 | 13 |

| | D 08 | 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 | J 11 | F | M | A | M | J | J | A | S | O | N |
|----------------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|----|----|----|----|------|-----|-----|-----|-----|-----|----|----|----|-----|----|
| Days On Market | 115 | 133 | 112 | 147 | 123 | 134 | 120 | 94 | 99 | 100 | 91 | 153 | 142 | 67 | 131 | 125 | 136 | 120 | 125 | 105 | 113 | 73 | 96 | 69 | 72 | 145 | 114 | 165 | 138 | 91 | 105 | 88 | 86 | 69 | 112 | 86 |
| 3 Mo. Roll Avg | | | 120 | 131 | 127 | 135 | 126 | 116 | 104 | 98 | 97 | 115 | 129 | 121 | 113 | 108 | 131 | 127 | 127 | 117 | 114 | 97 | 94 | 79 | 79 | 95 | 110 | 141 | 139 | 131 | 111 | 95 | 93 | 81 | 89 | 89 |

| | D 08 | 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 | J 11 | F | M | A | M | J | J | A | S | O | N |
|-----------------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Price per Sq Ft | 249 | 0 | 180 | 207 | 194 | 205 | 181 | 204 | 189 | 183 | 194 | 193 | 184 | 159 | 165 | 153 | 167 | 172 | 162 | 178 | 176 | 168 | 171 | 173 | 164 | 175 | 164 | 169 | 167 | 171 | 170 | 175 | 167 | 166 | 145 | 163 |
| 3 Mo. Roll Avg | | | 143 | 129 | 194 | 202 | 193 | 197 | 191 | 192 | 189 | 190 | 190 | 179 | 169 | 159 | 162 | 164 | 167 | 171 | 172 | 174 | 172 | 171 | 169 | 171 | 168 | 169 | 167 | 169 | 169 | 172 | 171 | 169 | 159 | 158 |

| | D 08 | 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 | J 11 | F | M | A | M | J | J | A | S | O | N |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 0.862 | 0.817 | 0.856 | 0.819 | 0.833 | 0.853 | 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 | 0.851 | 0.881 | 0.865 | 0.902 | 0.893 | 0.859 | 0.892 | 0.830 | 0.853 | 0.886 | 0.862 | 0.875 | 0.875 | 0.890 | 0.862 | 0.864 |
| 3 Mo. Roll Avg | | | 0.845 | 0.831 | 0.836 | 0.835 | 0.841 | 0.856 | 0.857 | 0.868 | 0.868 | 0.859 | 0.846 | 0.845 | 0.841 | 0.842 | 0.841 | 0.858 | 0.868 | 0.863 | 0.857 | 0.862 | 0.866 | 0.883 | 0.887 | 0.885 | 0.881 | 0.860 | 0.858 | 0.856 | 0.867 | 0.874 | 0.871 | 0.880 | 0.876 | 0.872 |

| | D 08 | 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 | J 11 | F | M | A | M | J | J | A | S | O | N |
|--------------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| New Listings | 52 | 83 | 97 | 113 | 96 | 129 | 118 | 104 | 83 | 107 | 67 | 57 | 44 | 100 | 69 | 128 | 152 | 107 | 125 | 105 | 93 | 98 | 78 | 51 | 54 | 76 | 73 | 103 | 103 | 107 | 107 | 68 | 84 | 77 | 61 | 35 |
| Inventory | 501 | 491 | 511 | 539 | 551 | 580 | 591 | 574 | 553 | 561 | 523 | 481 | 444 | 463 | 435 | 461 | 498 | 485 | 524 | 543 | 532 | 515 | 486 | 433 | 400 | 401 | 404 | 405 | 425 | 436 | 422 | 400 | 383 | 363 | 356 | 318 |
| Sales | 18 | 8 | 11 | 25 | 27 | 37 | 39 | 55 | 37 | 41 | 34 | 30 | 25 | 32 | 23 | 39 | 40 | 48 | 76 | 43 | 32 | 27 | 42 | 32 | 31 | 27 | 24 | 30 | 39 | 37 | 63 | 56 | 71 | 40 | 31 | 25 |

| | (000's) D 08 | 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 | J 11 | F | M | A | M | J | J | A | S | O | N |
|----------------|--------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Avg Sale Price | 578 | 589 | 357 | 475 | 532 | 579 | 436 | 532 | 499 | 443 | 434 | 394 | 430 | 420 | 429 | 346 | 430 | 393 | 417 | 430 | 403 | 415 | 431 | 505 | 405 | 406 | 370 | 451 | 347 | 406 | 412 | 437 | 411 | 399 | 332 | 264 |
| 3 Mo. Roll Avg | | | 508 | 474 | 455 | 529 | 516 | 516 | 489 | 491 | 459 | 424 | 420 | 415 | 426 | 398 | 402 | 390 | 413 | 413 | 416 | 416 | 416 | 450 | 447 | 439 | 393 | 409 | 389 | 402 | 388 | 418 | 420 | 415 | 380 | 331 |

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