

City: *Northbrook*



Price Range: All | Properties: Single Family - Condo - TwnHm

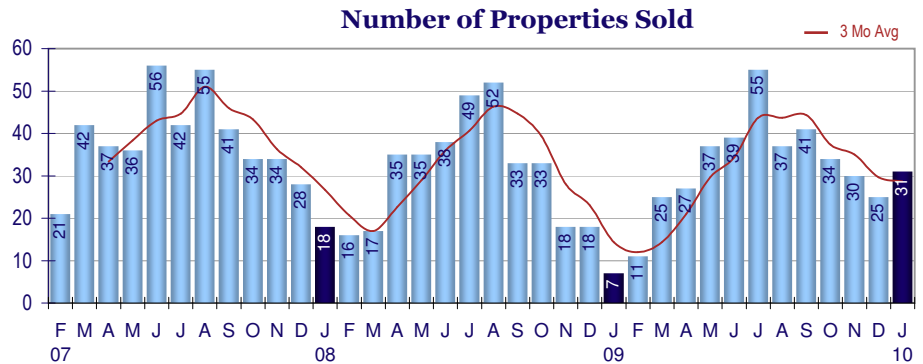
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$416,500	3%		-17%				
Average List Price of all Current Listings	\$590,949	-5%		-15%				
January Median Sales Price	\$402,000	7%	12%	0%	5%	\$402,000	0%	5%
January Average Sales Price	\$429,787	-0%	2%	-3%	-9%	\$429,787	-3%	-9%
Total Properties Currently for Sale (Inventory)	424	1%		-14%				
January Number of Properties Sold	31	24%		343%		31	343%	
January Average Days on Market (Solds)	69	-51%	-38%	-55%	-39%	69	-55%	-39%
Asking Price per Square Foot (based on New Listings)	\$210	7%	4%	-18%	0%	\$210	-18%	0%
January Sold Price per Square Foot	\$159	-14%	-13%		-16%	\$159		-16%
January Month's Supply of Inventory	13.7	-19%	-11%	-81%	-40%	13.7	-81%	-40%
January Sale Price vs List Price Ratio	87.4%	5.4%	3.4%	5.9%	3.5%	85.5%	2.6%	1.2%

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

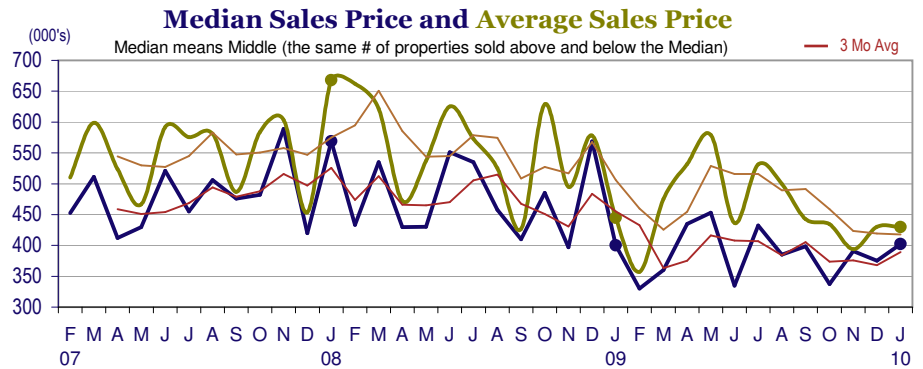
Property Sales

January Property sales were 31, up 342.9% from 7 in January of 2009 and 24.0% higher than the 25 sales last month. January 2010 sales were at their highest level compared to January of 2009 and 2008. January YTD sales of 31 are running 342.9% ahead of last year's year-to-date sales of 7.



Prices

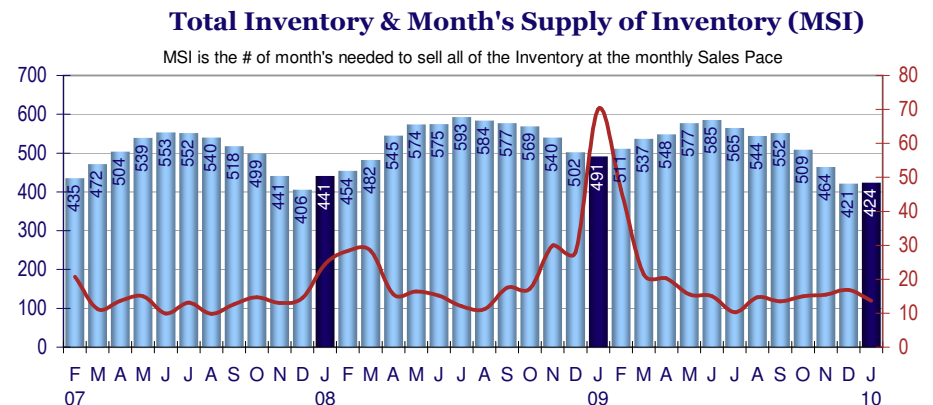
The Median Sales Price in January was \$402,000, up 0.5% from \$400,000 in January of 2009 and up 7.2% from \$375,000 last month. The Average Sales Price in January was \$429,787, down -3.3% from \$444,643 in January of 2009 and down -0.1% from \$430,432 last month. January 2010 ASP was at the lowest level compared to January of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 424, up 0.7% from 421 last month and down -13.6% from 491 in January of last year. January 2010 Inventory was at its lowest level compared with January of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2010 MSI of 13.7 months was at its lowest level compared with January of 2009 and 2008.



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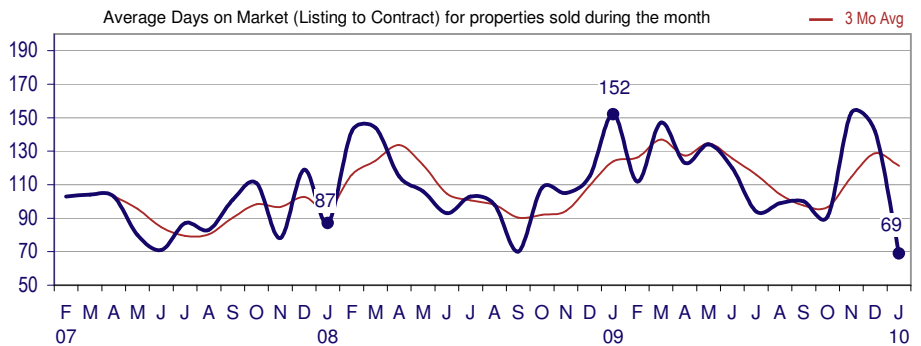


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Market Time

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 January was 69, down -51.4% from 142 days last month and down -54.6% from 152 days in January of last year. The January 2010 DOM was at its lowest level compared with January of 2009 and 2008.

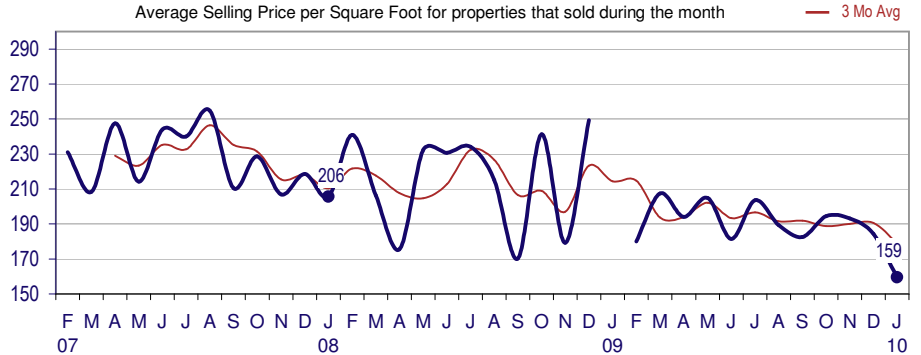
Days On Market for Sold Properties



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 January 2010 Selling Price per Square Foot of \$159 was down -13.5% from \$184 last month and up from 0 in January of last year.

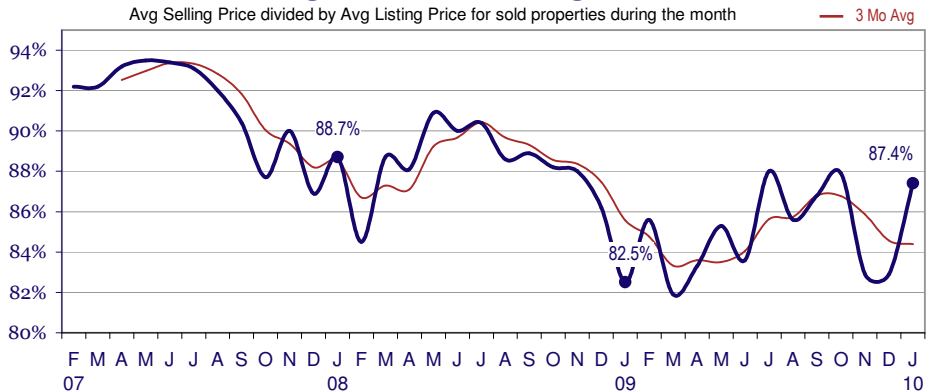
Selling Price per Square Foot



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 January 2010 Selling Price vs Original List Price of 87.4% was up from 82.9% last month and up from 82.5% in January of last year.

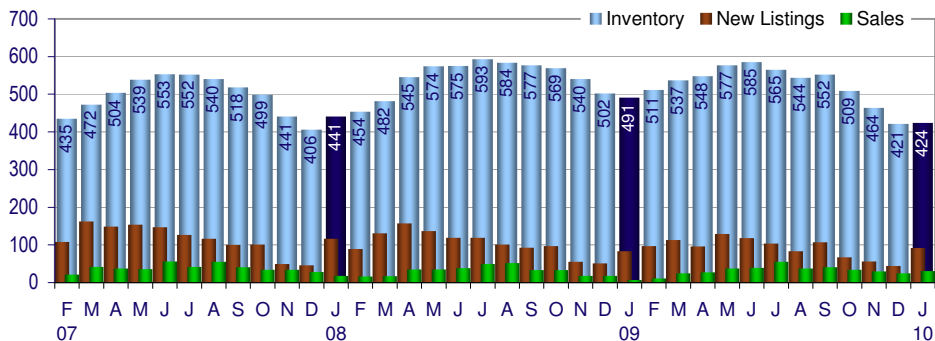
Selling Price versus Listing Price Ratio



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 January 2010 was 92, up 109.1% from 44 last month and up 10.8% from 83 in January of last year.

Inventory / New Listings / Sales



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	F 07	M	A	M	J	J	A	S	O	N	D	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
Homes Sold	21	42	37	36	56	42	55	41	34	34	28	18	16	17	35	35	38	49	52	33	33	18	18	7	11	25	27	37	39	55	37	41	34	30	25	31
3 Mo. Roll Avg			33	38	43	45	51	46	43	36	32	27	21	17	23	29	36	41	46	45	39	28	23	14	12	14	21	30	34	44	44	44	37	35	30	29

(000's)	F 07	M	A	M	J	J	A	S	O	N	D	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
Median Sale Price	452	511	412	430	521	455	506	476	482	589	420	569	433	535	430	430	551	535	458	410	485	397	569	400	330	360	435	453	335	433	385	399	338	391	375	402
3 Mo. Roll Avg			459	451	454	469	494	479	488	516	497	526	474	512	466	465	470	505	515	468	451	431	484	455	433	363	375	416	408	407	384	405	374	376	368	389

	F 07	M	A	M	J	J	A	S	O	N	D	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
Inventory	435	472	504	539	553	552	540	518	499	441	406	441	454	482	545	574	575	593	584	577	569	540	502	491	511	537	548	577	585	565	544	552	509	464	421	424
MSI	21	11	14	15	10	13	10	13	15	13	15	25	28	28	16	16	15	12	11	17	17	30	28	70	46	21	20	16	15	10	15	13	15	15	17	14

	F 07	M	A	M	J	J	A	S	O	N	D	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
Days on Market	103	104	103	80	71	87	83	101	111	78	119	87	142	144	115	106	93	103	98	70	108	105	115	152	112	147	123	134	120	94	99	100	91	153	142	69
3 Mo. Roll Avg			103	96	85	79	80	90	98	97	103	95	116	124	134	122	105	101	98	90	92	94	109	124	126	137	127	135	126	116	104	98	97	115	129	121

	F 07	M	A	M	J	J	A	S	O	N	D	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
Price per Sq Ft	231	208	248	214	244	240	255	211	229	207	219	206	241	206	176	232	231	234	215	170	241	179	249		180	207	194	205	181	204	189	183	194	193	184	159
3 Mo. Roll Avg			229	223	235	233	246	235	231	215	218	210	222	218	208	205	213	232	227	207	209	197	223	214	215	194	194	202	193	197	191	192	189	190	191	179

	F 07	M	A	M	J	J	A	S	O	N	D	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
Sale to List Price	0.922	0.922	0.932	0.935	0.934	0.931	0.920	0.904	0.877	0.900	0.869	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	0.853	0.836	0.880	0.856	0.868	0.879	0.829	0.829	0.874
3 Mo. Roll Avg			0.925	0.930	0.934	0.933	0.928	0.918	0.900	0.894	0.882	0.885	0.867	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	0.835	0.841	0.856	0.857	0.868	0.868	0.859	0.846	0.844

	F 07	M	A	M	J	J	A	S	O	N	D	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
New Listings	108	162	149	154	147	127	116	100	101	49	46	116	89	131	157	137	119	119	101	93	97	55	51	83	97	113	96	129	118	104	83	107	67	56	44	92
Inventory	435	472	504	539	553	552	540	518	499	441	406	441	454	482	545	574	575	593	584	577	569	540	502	491	511	537	548	577	585	565	544	552	509	464	421	424
Sales	21	42	37	36	56	42	55	41	34	34	28	18	16	17	35	35	38	49	52	33	33	18	18	7	11	25	27	37	39	55	37	41	34	30	25	31

(000's)	F 07	M	A	M	J	J	A	S	O	N	D	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
Avg Sale Price	510	599	523	467	592	575	581	487	584	604	454	668	662	622	472	537	625	573	525	427	629	495	578	445	357	475	532	579	436	532	499	443	434	394	430	430
3 Mo. Roll Avg			544	530	527	545	583	548	551	558	547	575	595	651	585	544	545	578	574	508	527	517	568	506	460	426	455	529	516	516	489	491	459	424	420	418

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