

## MLS Area: Northbrook



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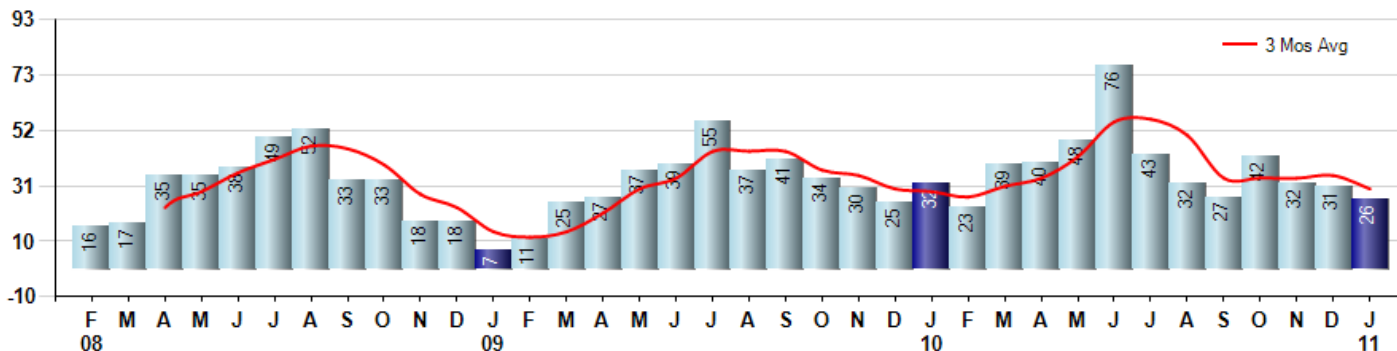
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$399,900	↑		↓				
Average List Price of all Current Listings	\$580,309	↑		↓				
January Median Sales Price	\$406,000	↑	↑	↑	↑	\$406,000	↑	↑
January Average Sales Price	\$408,159	↔	↓	↓	↓	\$408,159	↓	↓
Total Properties Currently for Sale (Inventory)	368	↓		↓				
January Number of Properties Sold	26	↓		↓		26	↔	
January Average Days on Market (Solds)	149	↑	↑	↑	↑	149	↑	↑
January Month's Supply of Inventory	14.2	↑	↑	↓	↑	14.2	↓	↑
January Sale Price vs List Price Ratio	85.6%	↓	↓	↓	↓	85.4%	↔	↓

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

### Property Sales

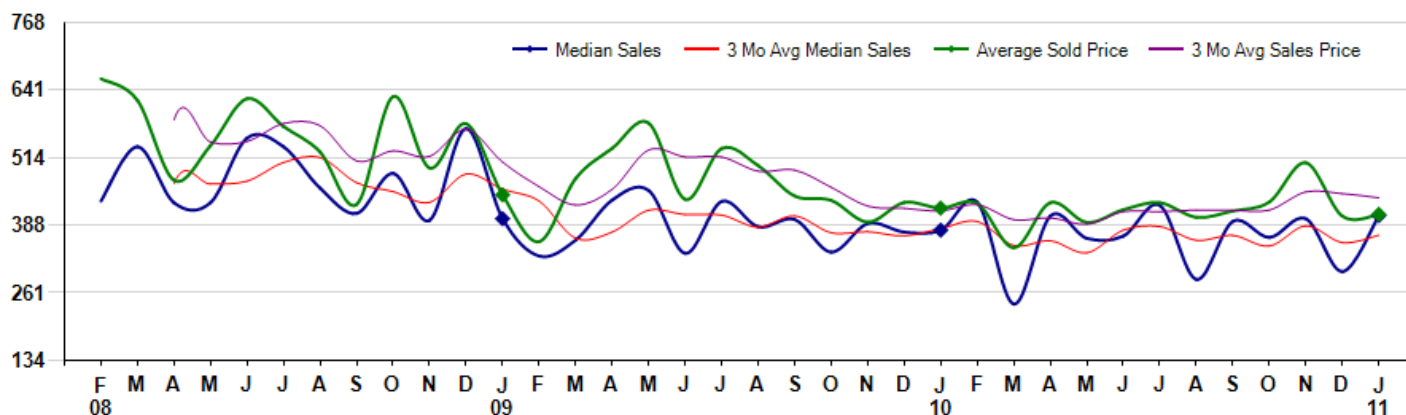
January Property sales were 26, down -18.8% from 32 in January of 2010 and -16.1% lower than the 31 sales last month. January 2011 sales were at a mid level compared to January of 2010 and 2009. January YTD sales of 26 are running -18.8% behind last year's year-to-date sales of 32.



### Prices

The Median Sales Price in January was \$406,000, up 7.3% from \$378,500 in January of 2010 and up 34.9% from \$301,000 last month. The Average Sales Price in January was \$408,159, down -2.8% from \$419,794 in January of 2010 and up 0.9% from \$404,669 last month. January 2011 ASP was at the lowest level compared to January of 2010 and 2009.

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



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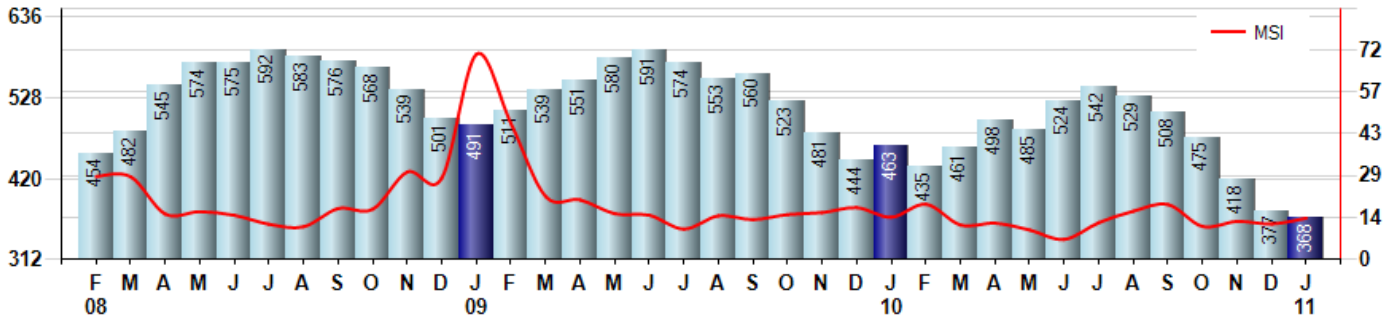
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### Inventory & MSI

The Total Inventory of Properties available for sale as of January was 368, down -2.4% from 377 last month and down -20.5% from 463 in January of last year. January 2011 Inventory was at the lowest level compared to January of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2011 MSI of 14.2 months was at its lowest level compared with January of 2010 and 2009.

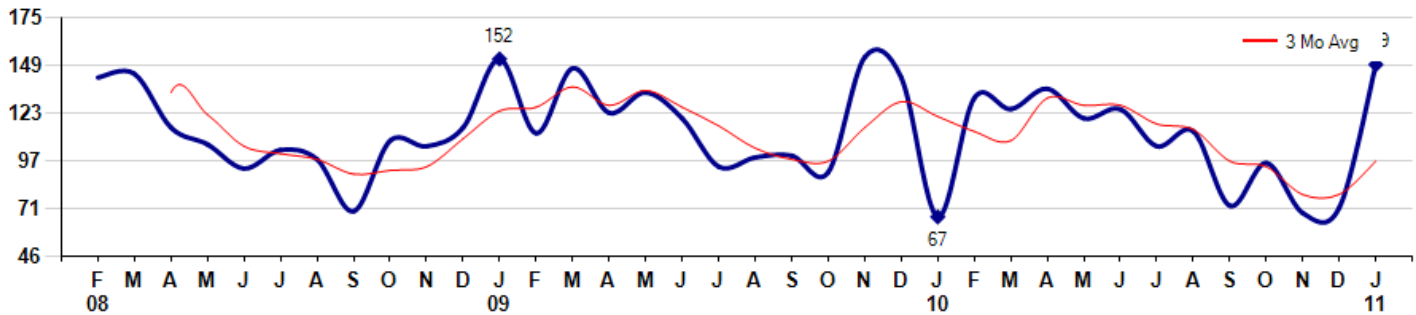
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 January was 149, up 106.9% from 72 days last month and up 122.4% from 67 days in January of last year. The January 2011 DOM was at a mid range compared with January of 2010 and 2009.

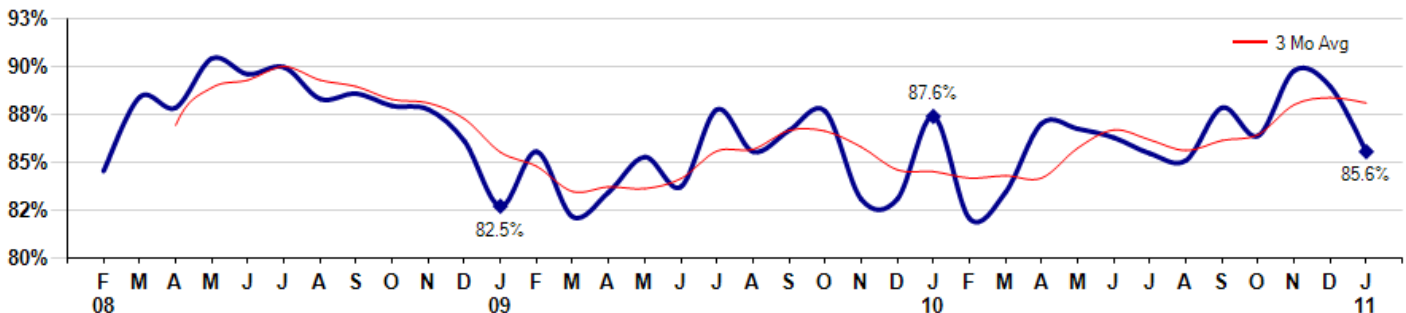
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 January 2011 Selling Price vs Original List Price of 85.6% was down from 89.3% last month and down from 87.6% in January 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 2/1/2008 through 1/31/2011. 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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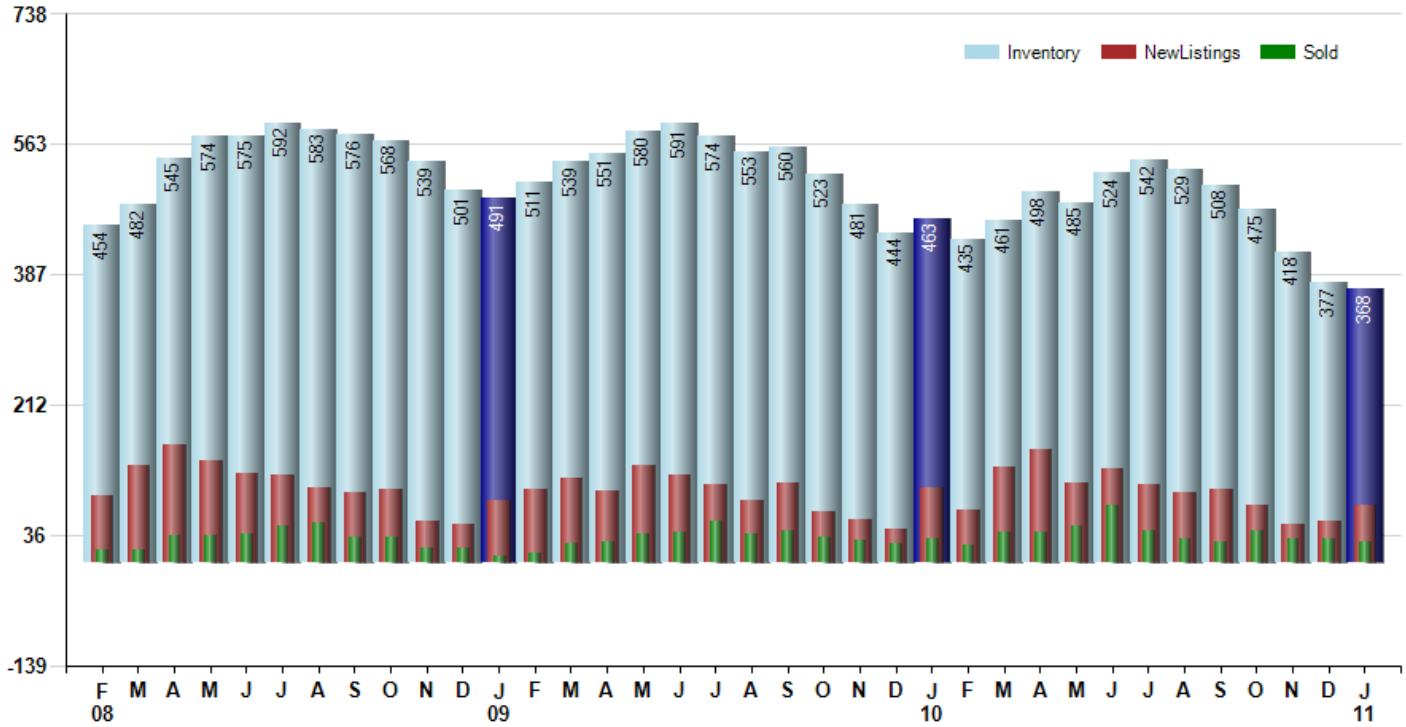
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### Inventory / New Listings / Sales

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 2011 was 76, up 40.7% from 54 last month and down -24.0% from 100 in January of last year.



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	F 08	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	J 11
Homes Sold	16	17	35	35	38	49	52	33	33	18	18	7	11	25	27	37	39	55	37	41	34	30	25	32	23	39	40	48	76	43	32	27	42	32	31	26
3 Mo. Roll Avg			23	29	36	41	46	45	39	28	23	14	12	14	21	30	34	44	44	44	37	35	30	29	27	31	34	42	55	56	50	34	34	34	35	30

(000's)	F 08	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	J 11
Median Sale Price	433	535	430	430	551	535	458	410	485	397	569	400	330	360	435	453	335	433	385	399	338	391	375	379	431	240	405	363	368	425	286	395	365	400	301	406
3 Mo. Roll Avg			466	465	470	505	515	468	451	431	484	455	433	363	375	416	408	407	384	405	374	376	368	382	395	350	359	336	379	385	360	369	349	387	355	369

	F 08	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	J 11
Inventory	454	482	545	574	575	592	583	576	568	539	501	491	511	539	551	580	591	574	553	560	523	481	444	463	435	461	498	485	524	542	529	508	475	418	377	368
MSI	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	13	17	19	11	13	12	14

	F 08	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	J 11
Days On Market	142	144	115	106	93	103	98	70	108	105	115	152	112	147	123	134	120	94	99	100	91	153	142	67	131	125	136	120	125	105	113	73	96	69	72	149
3 Mo. Roll Avg			134	122	105	101	98	90	92	94	109	124	126	137	127	135	126	116	104	98	97	115	129	121	113	108	131	127	127	117	114	97	94	79	79	97

	F 08	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	J 11
Price per Sq Ft	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	176	168	171	173	164	173
3 Mo. Roll Avg			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	172	174	172	171	169	170

	F 08	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	J 11
Sale to List Price	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	0.876	0.818	0.833	0.872	0.869	0.864	0.855	0.851	0.881	0.865	0.902	0.893	0.856
3 Mo. Roll Avg			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	0.845	0.841	0.842	0.841	0.858	0.868	0.863	0.857	0.862	0.866	0.883	0.887	0.884

	F 08	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	J 11
New Listings	89	131	157	137	119	118	101	93	97	55	51	83	97	113	96	129	118	104	83	106	67	57	44	100	69	128	152	107	125	105	93	98	76	51	54	76
Inventory	454	482	545	574	575	592	583	576	568	539	501	491	511	539	551	580	591	574	553	560	523	481	444	463	435	461	498	485	524	542	529	508	475	418	377	368
Sales	16	17	35	35	38	49	52	33	33	18	18	7	11	25	27	37	39	55	37	41	34	30	25	32	23	39	40	48	76	43	32	27	42	32	31	26

(000's)	F 08	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	J 11
Avg Sale Price	662	622	472	537	625	573	525	427	629	495	578	445	357	475	532	579	436	532	499	443	434	394	430	420	429	346	430	393	417	430	403	415	431	505	405	408
3 Mo. Roll Avg			585	544	545	578	574	508	527	517	568	506	460	426	455	529	516	516	489	491	459	424	420	415	426	398	402	390	413	413	416	416	416	450	447	439

