

## MLS Area: Northbrook



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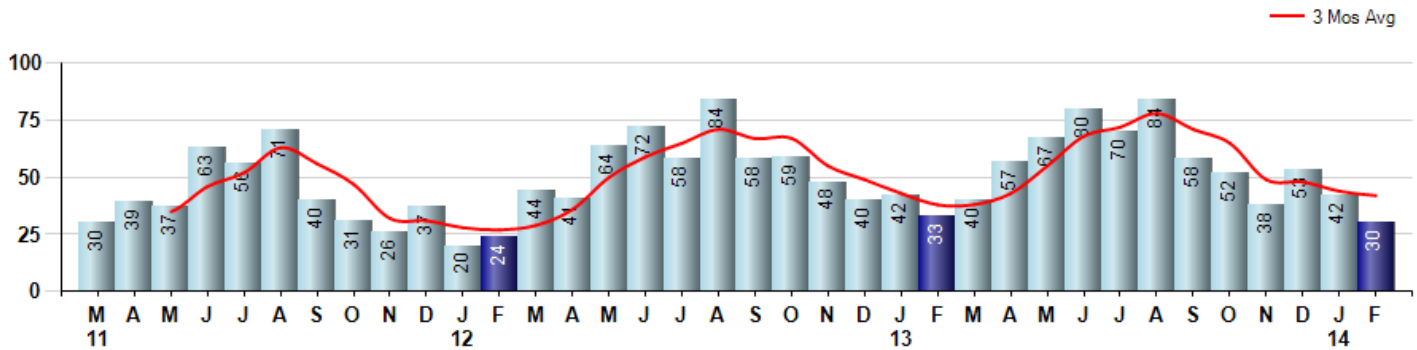
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$569,900	↑		↑				
Average List Price of all Current Listings	\$738,091	↑		↑				
February Median Sales Price	\$358,750	↑	↓	↓	↓	\$356,250	↔	↓
February Average Sales Price	\$457,736	↑	↔	↑	↑	\$415,822	↑	↓
Total Properties Currently for Sale (Inventory)	139	↓		↓				
February Number of Properties Sold	30	↓		↓		72	↓	
February Average Days on Market (Solds)	68	↑	↑	↓	↑	67	↓	↑
February Month's Supply of Inventory	4.6	↑	↑	↓	↑	4.0	↓	↑
February Sale Price vs List Price Ratio	95.3%	↓	↓	↑	↓	95.6%	↑	↓

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

### Property Sales

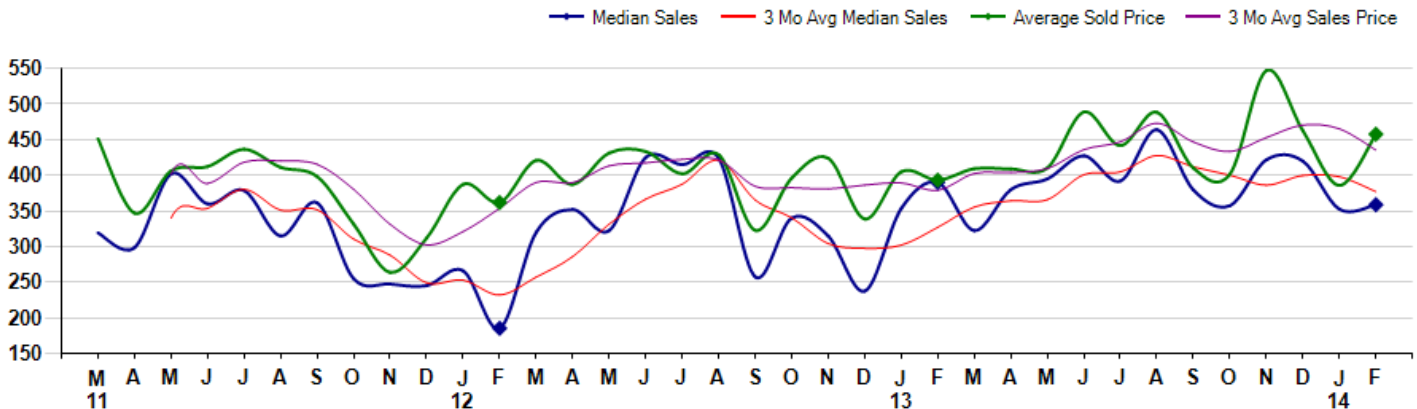
February Property sales were 30, down -9.1% from 33 in February of 2013 and -28.6% lower than the 42 sales last month. February 2014 sales were at a mid level compared to February of 2013 and 2012. February YTD sales of 72 are running -4.0% behind last year's year-to-date sales of 75.



### Prices

The Median Sales Price in February was \$358,750, down -8.0% from \$390,000 in February of 2013 and up 1.8% from \$352,500 last month. The Average Sales Price in February was \$457,736, up 16.4% from \$393,286 in February of 2013 and up 18.6% from \$385,884 last month. February 2014 ASP was at highest level compared to February of 2013 and 2012.

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



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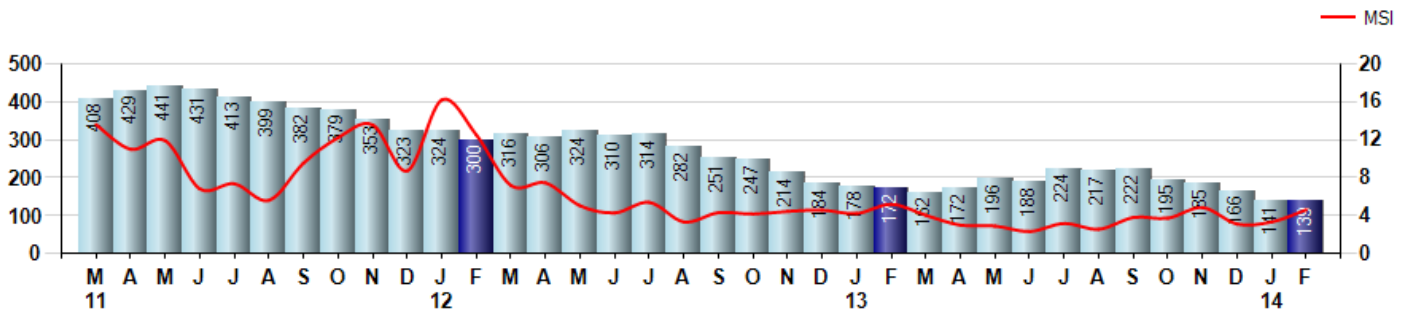
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### Inventory & MSI

The Total Inventory of Properties available for sale as of February was 139, down -1.4% from 141 last month and down -19.2% from 172 in February of last year. February 2014 Inventory was at the lowest level compared to February of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2014 MSI of 4.6 months was at its lowest level compared with February of 2013 and 2012.

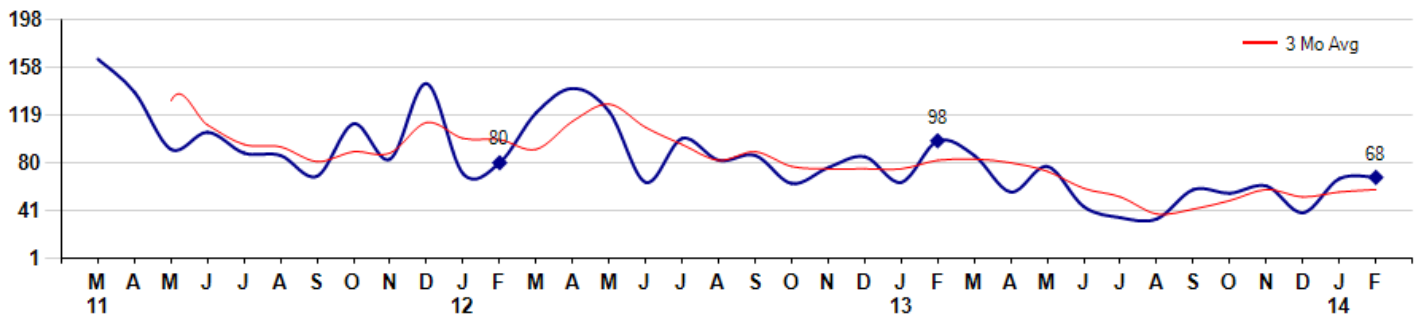
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 February was 68, up 1.5% from 67 days last month and down -30.6% from 98 days in February of last year. The February 2014 DOM was at its lowest level compared with February of 2013 and 2012.

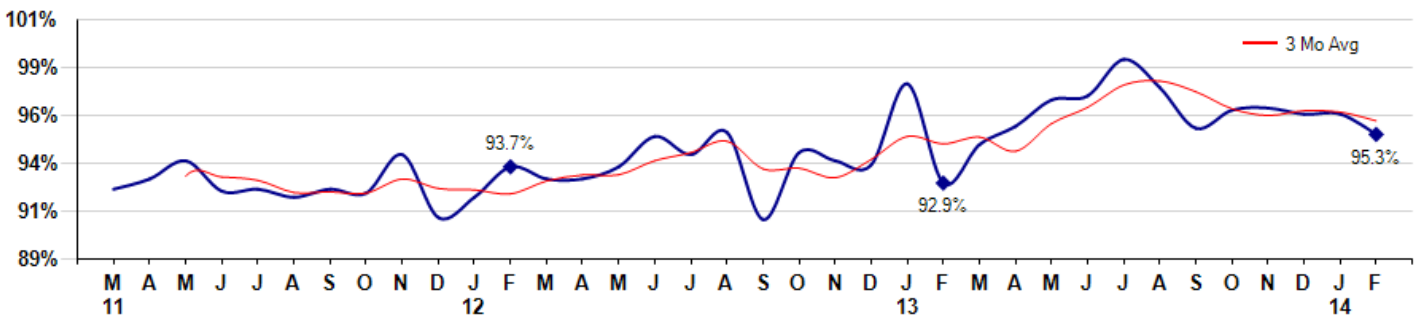
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 February 2014 Selling Price vs List Price of 95.3% was down from 96.3% last month and up from 92.9% in February of last year.

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



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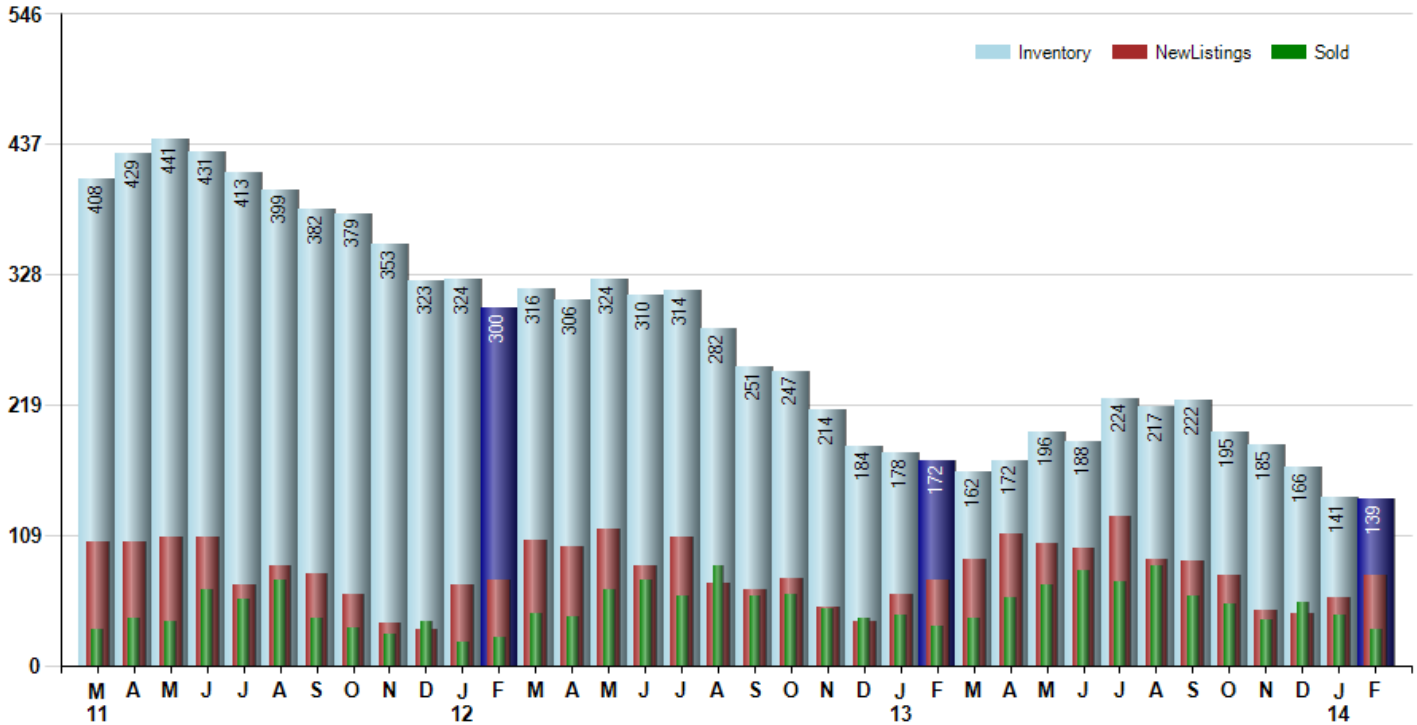
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### Inventory / New Listings / Sales

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 February 2014 was 76, up 33.3% from 57 last month and up 5.6% from 72 in February of last year.



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# MARKET ACTION REPORT

February 2014

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	M 11	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F
Homes Sold	30	39	37	63	56	71	40	31	26	37	20	24	44	41	64	72	58	84	58	59	48	40	42	33	40	57	67	80	70	84	58	52	38	53	42	30
3 Mo. Roll Avg			35	46	52	63	56	47	32	31	28	27	29	36	50	59	65	71	67	67	55	49	43	38	38	43	55	68	72	78	71	65	49	48	44	42

	(000's) M 11	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F
Median Sale Price	319	299	402	360	379	315	362	255	248	245	266	185	320	352	323	425	415	424	258	340	315	238	354	390	323	380	395	428	392	464	380	358	422	420	353	359
3 Mo. Roll Avg			340	354	380	351	352	311	288	249	253	232	257	286	332	366	387	421	365	340	304	298	302	327	355	364	366	401	405	428	412	400	386	400	398	377

	M 11	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F
Inventory	408	429	441	431	413	399	382	379	353	323	324	300	316	306	324	310	314	282	251	247	214	184	178	172	162	172	196	188	224	217	222	195	185	166	141	139
MSI	14	11	12	7	7	6	10	12	14	9	16	13	7	7	5	4	5	3	4	4	4	5	4	5	4	3	3	2	3	3	4	4	5	3	3	5

	M 11	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F
Days On Market	165	138	91	105	88	86	69	112	83	145	71	80	121	141	122	64	100	82	86	63	76	85	64	98	86	56	77	44	35	34	58	55	61	39	67	68
3 Mo. Roll Avg			131	111	95	93	81	89	88	113	100	99	91	114	128	109	95	82	89	77	75	75	75	82	83	80	73	59	52	38	42	49	58	52	56	58

	M 11	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F
Price per Sq Ft	169	167	171	170	175	167	166	145	165	157	159	140	178	159	160	180	172	177	151	167	173	144	176	158	172	186	207	198	186	187	188	182	182	179	184	184
3 Mo. Roll Avg			169	169	172	171	169	159	159	156	160	152	159	159	166	166	171	176	167	165	164	161	164	159	169	172	188	197	197	190	187	186	184	181	182	182

	M 11	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F
Sale to List Price	0.926	0.931	0.940	0.925	0.926	0.922	0.926	0.924	0.943	0.912	0.922	0.937	0.931	0.931	0.937	0.952	0.943	0.954	0.911	0.944	0.940	0.938	0.978	0.929	0.948	0.957	0.970	0.972	0.990	0.976	0.956	0.965	0.966	0.963	0.963	0.953
3 Mo. Roll Avg			0.932	0.932	0.930	0.924	0.925	0.924	0.931	0.926	0.926	0.924	0.930	0.933	0.933	0.940	0.944	0.950	0.936	0.936	0.932	0.941	0.952	0.948	0.952	0.945	0.958	0.966	0.977	0.979	0.974	0.966	0.962	0.965	0.964	0.960

	M 11	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F
New Listings	103	103	107	107	68	84	77	60	35	30	67	72	105	100	114	83	108	69	64	73	49	37	59	72	89	110	102	98	125	89	87	75	46	44	57	76
Inventory	408	429	441	431	413	399	382	379	353	323	324	300	316	306	324	310	314	282	251	247	214	184	178	172	162	172	196	188	224	217	222	195	185	166	141	139
Sales	30	39	37	63	56	71	40	31	26	37	20	24	44	41	64	72	58	84	58	59	48	40	42	33	40	57	67	80	70	84	58	52	38	53	42	30

	(000's) M 11	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F
Avg Sale Price	451	347	406	412	437	411	399	332	264	312	387	362	421	387	431	434	402	429	323	396	424	339	405	393	409	409	410	489	442	489	410	402	547	463	386	458
3 Mo. Roll Avg			402	388	418	420	415	380	331	302	321	354	390	390	413	417	422	422	385	383	381	386	389	379	403	404	410	436	447	473	447	433	453	471	465	435

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