

## MLS Area: Northbrook



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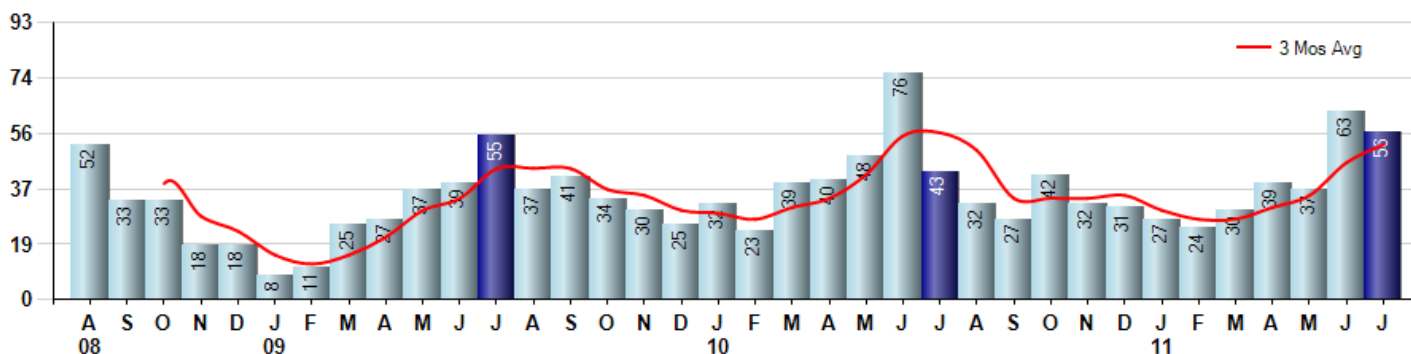
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$399,000	↑		↓				
Average List Price of all Current Listings	\$566,168	↔		↓				
July Median Sales Price	\$378,750	↑	↑	↓	↑	\$358,900	↓	↔
July Average Sales Price	\$436,604	↑	↑	↑	↑	\$407,169	↔	↓
Total Properties Currently for Sale (Inventory)	377	↓		↓				
July Number of Properties Sold	56	↓		↑		276	↓	
July Average Days on Market (Solds)	88	↓	↓	↓	↓	115	↓	↑
July Month's Supply of Inventory	6.7	↑	↓	↓	↓	11.5	↓	↓
July Sale Price vs List Price Ratio	87.5%	↑	↑	↑	↑	86.6%	↑	↑

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

### Property Sales

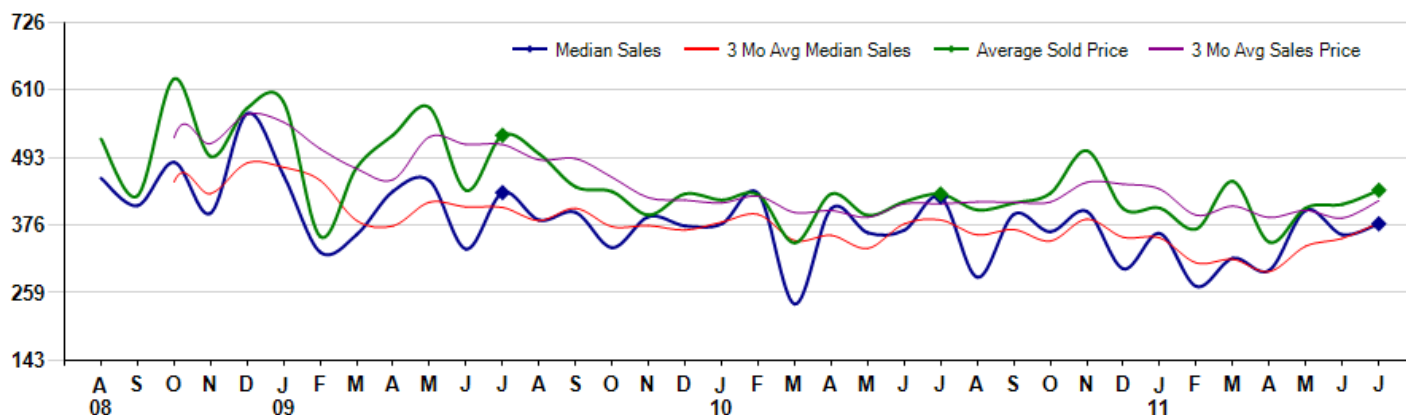
July Property sales were 56, up 30.2% from 43 in July of 2010 and -11.1% lower than the 63 sales last month. July 2011 sales were at their highest level compared to July of 2010 and 2009. July YTD sales of 276 are running -8.3% behind last year's year-to-date sales of 301.



### Prices

The Median Sales Price in July was \$378,750, down -10.9% from \$425,000 in July of 2010 and up 5.2% from \$360,000 last month. The Average Sales Price in July was \$436,604, up 1.5% from \$430,085 in July of 2010 and up 5.9% from \$412,300 last month. July 2011 ASP was at a mid range compared to July of 2010 and 2009.

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



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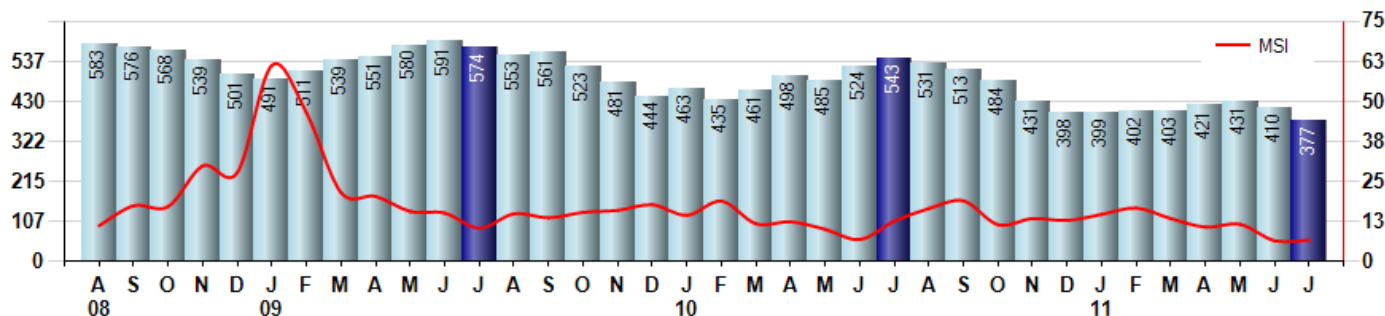
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### Inventory & MSI

The Total Inventory of Properties available for sale as of July was 377, down -8.0% from 410 last month and down -30.6% from 543 in July of last year. July 2011 Inventory was at the lowest level compared to July of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2011 MSI of 6.7 months was at its lowest level compared with July of 2010 and 2009.

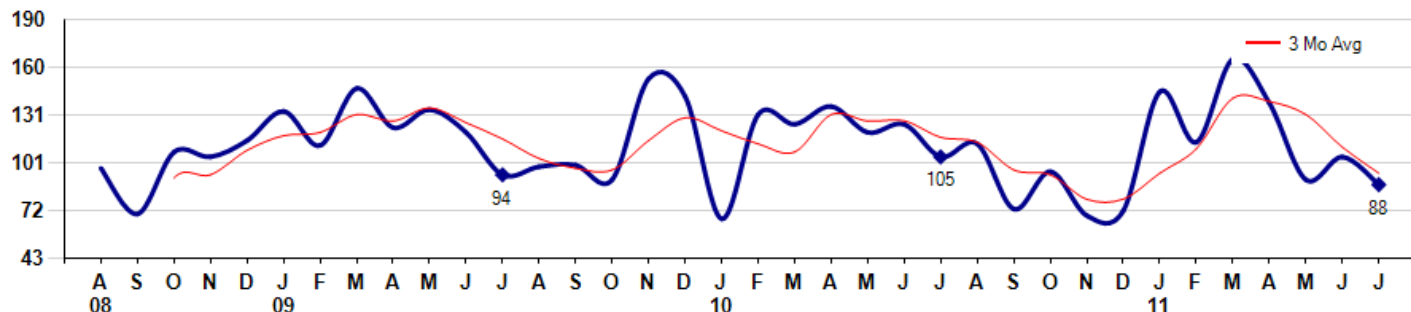
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 July was 88, down -16.2% from 105 days last month and down -16.2% from 105 days in July of last year. The July 2011 DOM was at its lowest level compared with July of 2010 and 2009.

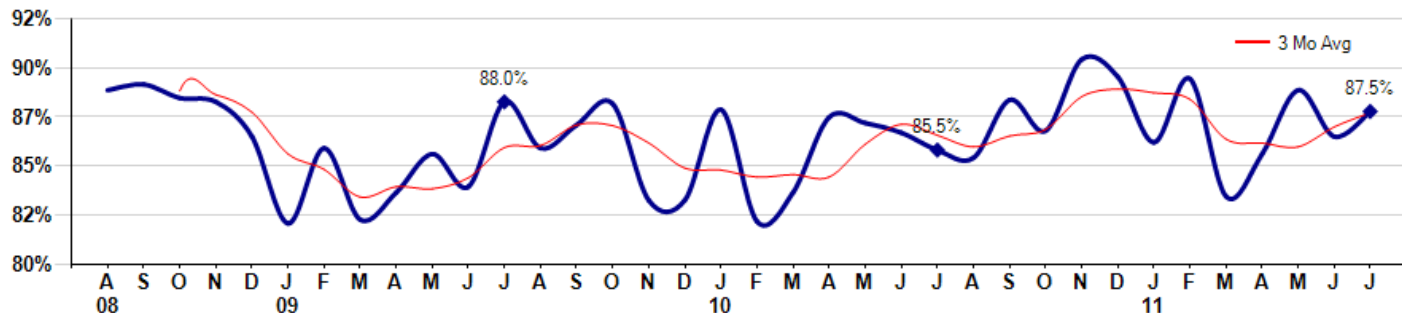
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 July 2011 Selling Price vs Original List Price of 87.5% was up from 86.2% last month and up from 85.5% in July 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 8/1/2008 through 7/31/2011. 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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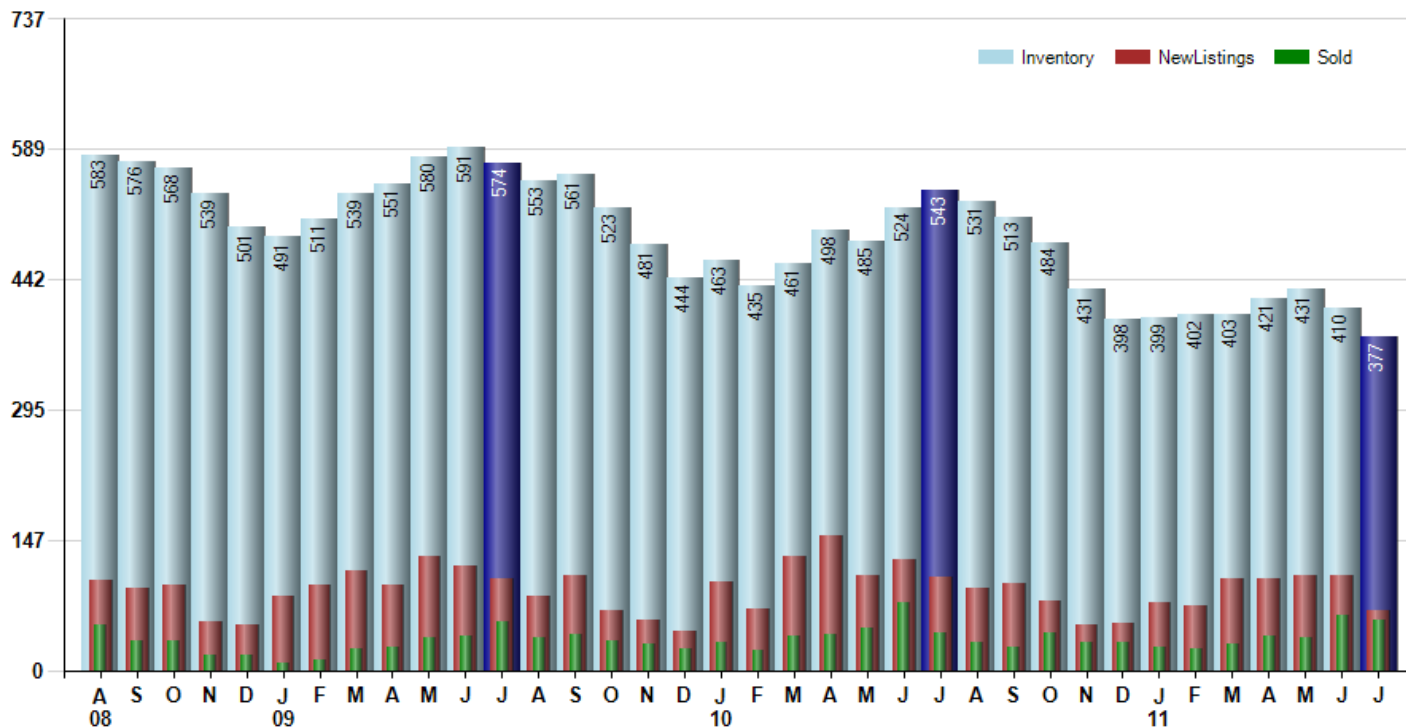
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### Inventory / New Listings / Sales

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 July 2011 was 68, down -36.4% from 107 last month and down -35.2% from 105 in July of last year.



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# MARKET ACTION REPORT

July 2011

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	A 08	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	F	M	A	M	J	J
Homes Sold	52	33	33	18	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
3 Mo. Roll Avg			39	28	23	15	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

	(000's) A 08	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	F	M	A	M	J	J
Median Sale Price	458	410	485	397	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
3 Mo. Roll Avg			451	431	484	476	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

	A 08	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	F	M	A	M	J	J
Inventory	583	576	568	539	501	491	511	539	551	580	591	574	553	561	523	481	444	463	435	461	498	485	524	543	531	513	484	431	398	399	402	403	421	431	410	377
MSI	11	17	17	30	28	61	46	22	20	16	15	10	15	14	15	16	18	14	19	12	12	10	7	13	17	19	12	13	13	15	17	13	11	12	7	7

	A 08	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	F	M	A	M	J	J
Days On Market	98	70	108	105	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
3 Mo. Roll Avg			92	94	109	118	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

	A 08	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	F	M	A	M	J	J
Price per Sq Ft	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	175	164	169	167	171	170	175
3 Mo. Roll Avg			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	171	168	169	167	169	169	172

	A 08	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	F	M	A	M	J	J
Sale to List Price	0.886	0.889	0.882	0.880	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	0.831	0.853	0.886	0.862	0.875
3 Mo. Roll Avg			0.886	0.884	0.875	0.853	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	0.861	0.859	0.857	0.867	0.874

	A 08	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	F	M	A	M	J	J
New Listings	101	93	97	55	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
Inventory	583	576	568	539	501	491	511	539	551	580	591	574	553	561	523	481	444	463	435	461	498	485	524	543	531	513	484	431	398	399	402	403	421	431	410	377
Sales	52	33	33	18	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

	(000's) A 08	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	F	M	A	M	J	J
Avg Sale Price	525	427	629	495	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	452	347	406	412	437
3 Mo. Roll Avg			527	517	568	554	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	390	402	388	418

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