

## MLS Area: Northbrook



**ART WILSON**  
 Broker, Realtor  
 847-363-1599  
 www.NorthShoreHomesOnline.com  
 Art.Wilson@cbexchange.com



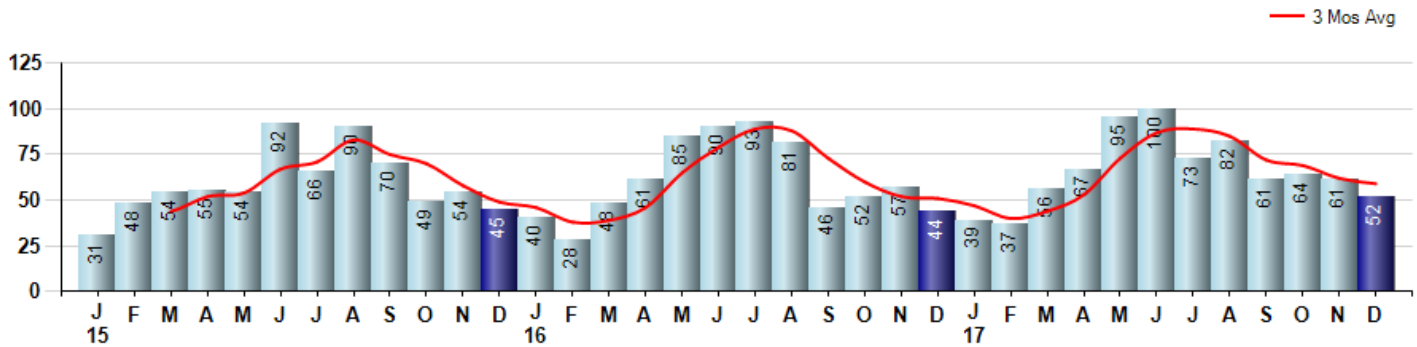
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$561,810	↓		↓				
Average List Price of all Current Listings	\$740,197	↓		↓				
December Median Sales Price	\$405,000	↓	↓	↓	↓	\$449,500	↑	↑
December Average Sales Price	\$488,430	↔	↓	↓	↔	\$505,797	↑	↑
Total Properties Currently for Sale (Inventory)	188	↓		↓				
December Number of Properties Sold	52	↓		↑		787	↑	
December Average Days on Market (Solds)	51	↓	↓	↓	↔	49	↓	↓
December Month's Supply of Inventory	3.6	↓	↓	↓	↓	4.9	↓	↓
December Sale Price vs List Price Ratio	93.4%	↑	↑	↑	↔	93.7%	↑	↑

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

### Property Sales

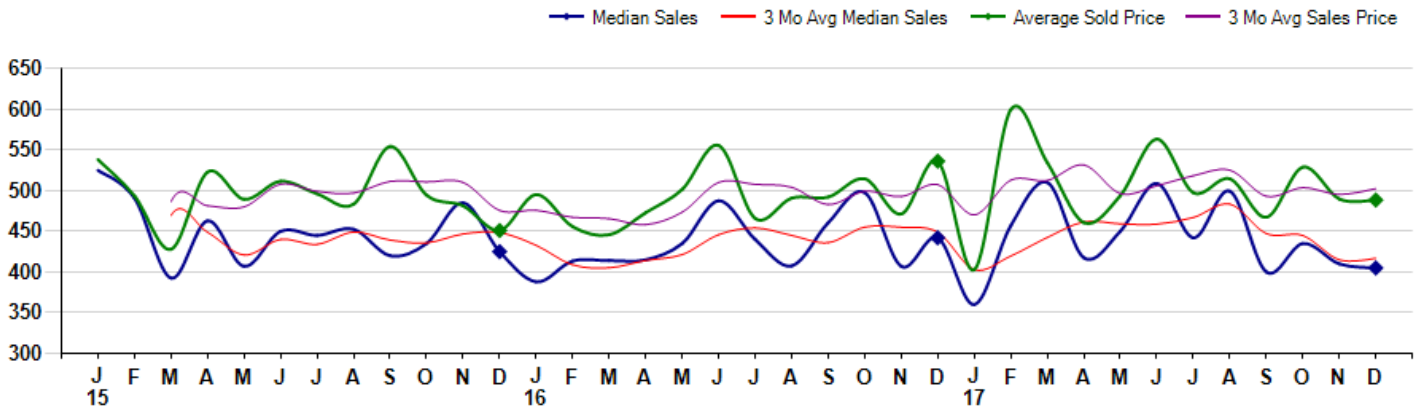
December Property sales were 52, up 18.2% from 44 in December of 2016 and -14.8% lower than the 61 sales last month. December 2017 sales were at their highest level compared to December of 2016 and 2015. December YTD sales of 787 are running 8.6% ahead of last year's year-to-date sales of 725.



### Prices

The Median Sales Price in December was \$405,000, down -8.4% from \$442,000 in December of 2016 and down -1.2% from \$410,000 last month. The Average Sales Price in December was \$488,430, down -8.9% from \$536,134 in December of 2016 and down -0.3% from \$489,665 last month. December 2017 ASP was at a mid range compared to December of 2016 and 2015.

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



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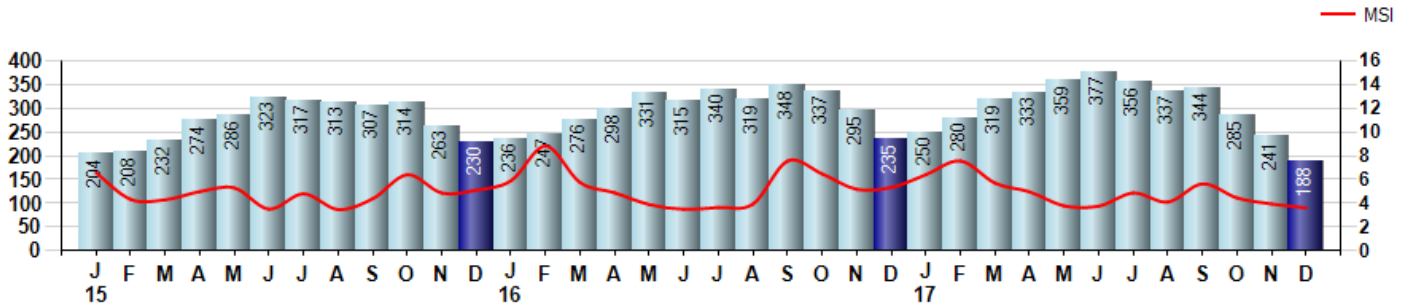
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### Inventory & MSI

The Total Inventory of Properties available for sale as of December was 188, down -22.0% from 241 last month and down -20.0% from 235 in December of last year. December 2017 Inventory was at the lowest level compared to December of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2017 MSI of 3.6 months was at its lowest level compared with December of 2016 and 2015.

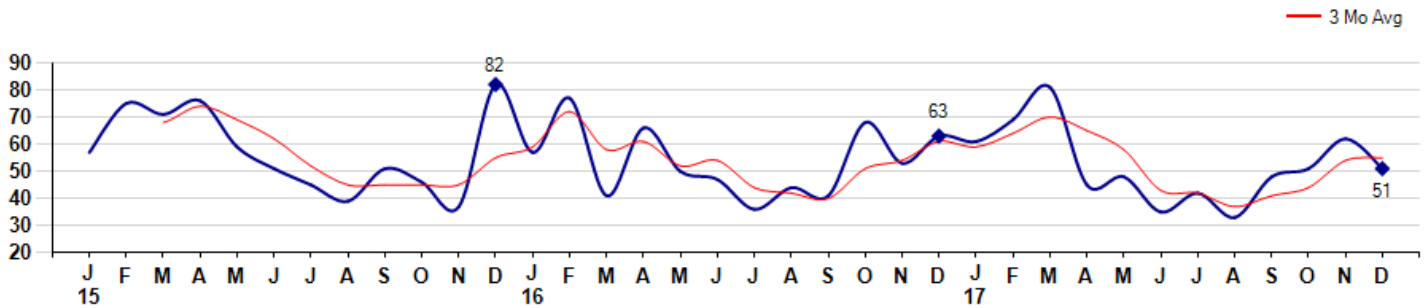
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 December was 51, down -17.7% from 62 days last month and down -19.0% from 63 days in December of last year. The December 2017 DOM was at its lowest level compared with December of 2016 and 2015.

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



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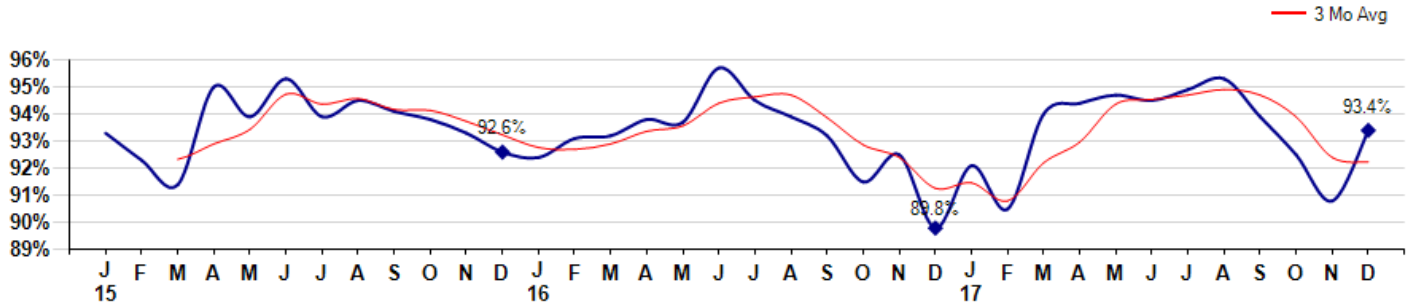


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### Selling Price vs Listing Price

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 December 2017 Selling Price vs List Price of 93.4% was up from 90.8% last month and up from 89.8% in December of last year.

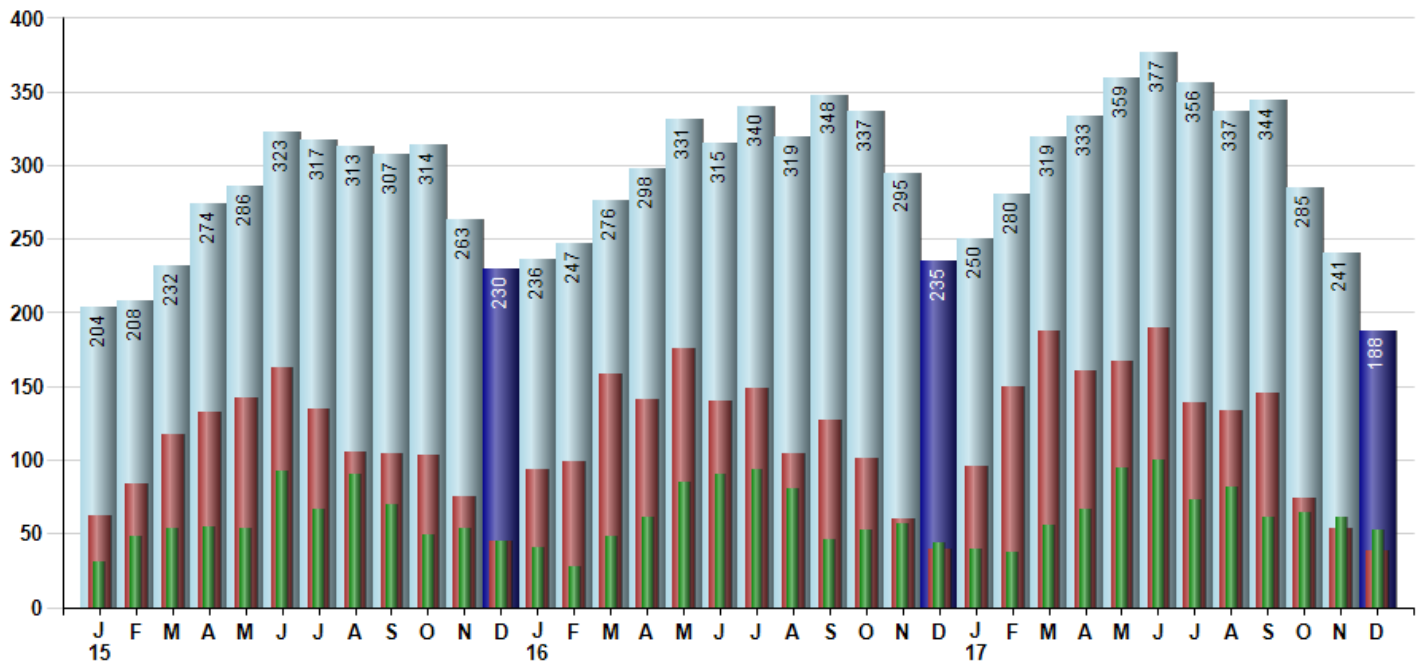
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 December 2017 was 38, down -29.6% from 54 last month and down -2.6% from 39 in December of last year.

Inventory (light blue), New Listings (red), Sold (green)



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# MARKET ACTION REPORT

December 2017

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	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	31	48	54	55	54	92	66	90	70	49	54	45	40	28	48	61	85	90	93	81	46	52	57	44	39	37	56	67	95	100	73	82	61	64	61	52
3 Mo. Roll Avg			44	52	54	67	71	83	75	70	58	49	46	38	39	46	65	79	89	88	73	60	52	51	47	40	44	53	73	87	89	85	72	69	62	59

(000's)	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	525	491	393	463	407	450	445	453	420	435	485	425	388	414	414	415	435	488	440	408	461	498	407	442	360	457	510	418	450	509	442	499	400	435	410	405
3 Mo. Roll Avg			469	449	421	440	434	449	439	436	447	448	433	409	405	414	421	446	454	445	436	455	455	449	403	420	442	462	459	459	467	483	447	445	415	417

	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D
Inventory	204	208	232	274	286	323	317	313	307	314	263	230	236	247	276	298	331	315	340	319	348	337	295	235	250	280	319	333	359	377	356	337	344	285	241	188
MSI	7	4	4	5	5	4	5	3	4	6	5	5	6	9	6	5	4	4	4	4	8	6	5	5	6	8	6	5	4	4	5	4	6	4	4	4

	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D
Days On Market	57	75	71	76	59	51	45	39	51	46	37	82	57	77	41	66	50	47	36	44	41	68	53	63	61	69	81	45	48	35	42	33	48	51	62	51
3 Mo. Roll Avg			68	74	69	62	52	45	45	45	45	55	59	72	58	61	52	54	44	42	40	51	54	61	59	64	70	65	58	43	42	37	41	44	54	55

	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	207	207	197	211	210	207	202	207	205	209	200	197	190	205	204	205	213	220	196	201	198	204	192	214	189	205	205	195	208	226	212	219	217	204	215	200
3 Mo. Roll Avg			204	205	206	209	206	205	205	207	205	202	196	197	200	205	207	213	210	206	198	201	198	203	198	203	200	202	203	210	215	219	216	213	212	206

	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	0.933	0.923	0.914	0.950	0.939	0.953	0.939	0.945	0.941	0.938	0.933	0.926	0.924	0.931	0.932	0.938	0.937	0.957	0.945	0.939	0.932	0.915	0.925	0.898	0.921	0.905	0.940	0.944	0.947	0.945	0.949	0.953	0.939	0.925	0.908	0.934
3 Mo. Roll Avg			0.923	0.929	0.934	0.947	0.944	0.946	0.942	0.941	0.937	0.932	0.928	0.927	0.929	0.934	0.936	0.944	0.946	0.947	0.939	0.929	0.924	0.913	0.915	0.908	0.922	0.930	0.944	0.945	0.947	0.949	0.947	0.939	0.924	0.922

	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D
New Listings	62	84	117	132	142	163	135	105	104	103	75	45	94	99	158	141	176	140	149	104	127	101	60	39	96	150	188	160	167	190	139	133	145	74	54	38
Inventory	204	208	232	274	286	323	317	313	307	314	263	230	236	247	276	298	331	315	340	319	348	337	295	235	250	280	319	333	359	377	356	337	344	285	241	188
Sales	31	48	54	55	54	92	66	90	70	49	54	45	40	28	48	61	85	90	93	81	46	52	57	44	39	37	56	67	95	100	73	82	61	64	61	52

(000's)	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	538	493	428	523	489	511	496	483	554	494	481	451	495	456	446	473	502	555	466	491	492	515	471	536	403	600	534	461	494	563	497	515	467	529	490	488
3 Mo. Roll Avg			487	481	480	508	499	497	511	511	510	476	476	467	466	458	473	510	508	504	483	499	493	507	470	513	512	532	496	506	518	525	493	504	495	502

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