

City: Northbrook

Your Name

Title  
Phone  
Website  
Other



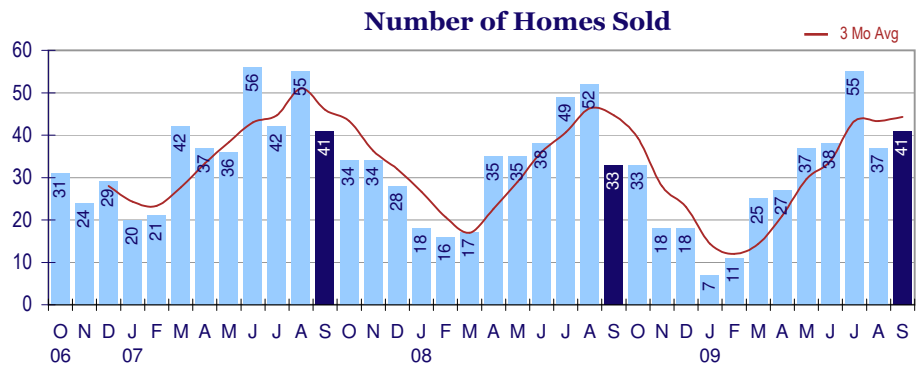
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$439,000	↓		↓				
Average List Price of all Current Listings	\$629,966	↔		↓				
September Median Sales Price	\$398,500	↑	↓	↓	↓	\$472,450	↓	
September Average Sales Price	\$442,552	↓	↓	↑	↓	\$492,428	↓	
Total Homes Currently for Sale (Inventory)	530	↔		↓				
September Number of Homes Sold	41	↑		↑		278	↓	
September Average Days on Market (Solds)	100	↑	↓	↑	↓	114	↑	
Asking Price per Square Foot (based on New Listings)	\$246	↑	↑	↓	↔	\$213	↓	
September Sold Price per Square Foot	\$183	↓	↓	↑	↓	\$194	↓	
September Month's Supply of Inventory	12.9	↓	↑	↓	↓	25.1	↑	
September Sale Price vs List Price Ratio	86.8%	↑	↑	↓	↓	84.4%	↓	

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

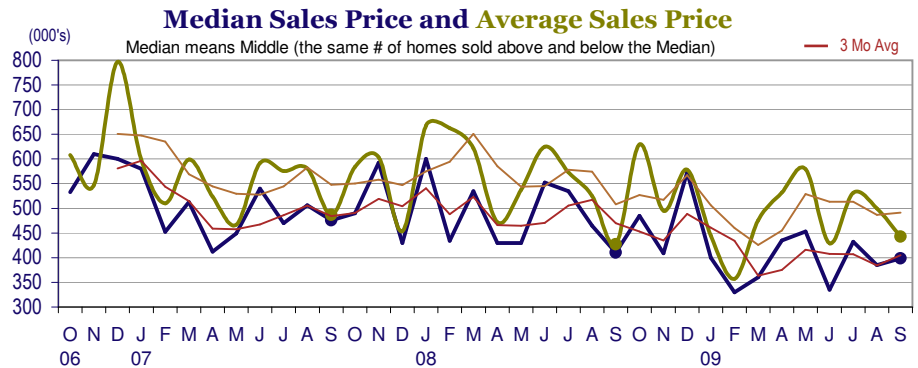
## Home Sales

September home sales were 41, up 24.2% from 33 in September of 2008 and 10.8% higher than the 37 sales last month. September 2009 sales were at their highest level compared to September of 2008 and 2007. September YTD sales of 278 are running -5.1% behind last year's year-to-date sales of 293.



## Prices

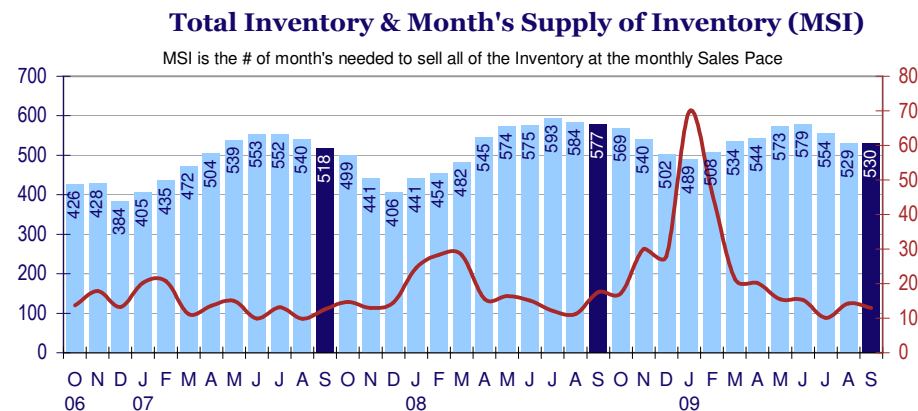
The Median Sales Price in September was \$398,500, down -2.8% from \$410,000 in September of 2008 and up 3.5% from \$385,000 last month. The Average Sales Price in September was \$442,552, up 3.7% from \$426,833 in September of 2008 and down -11.4% from \$499,486 last month. September 2009 ASP was at a mid range compared to September of 2008 and 2007.



## Inventory & MSI

The Total Inventory of homes available for sale as of September was 530, up 0.2% from 529 last month and down -8.1% from 577 in September of last year. September 2009 Inventory was at a mid level compared with September of 2008 and 2007.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2009 MSI of 12.9 months was at a mid level compared with September of 2008 and 2007.



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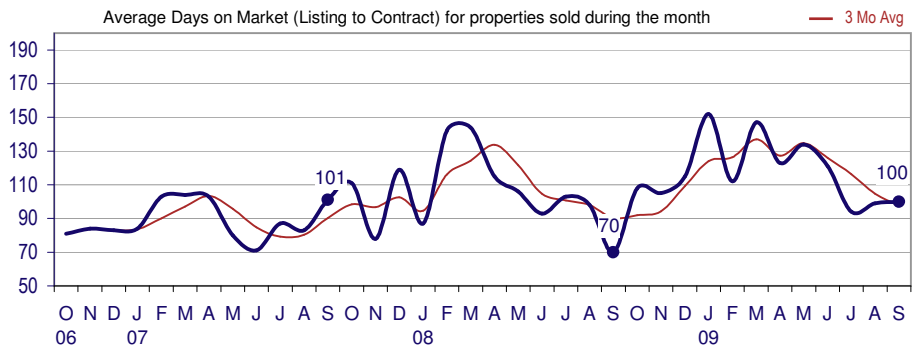
Other



## Market Time

The average Days On Market (DOM) shows how many days the average home 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 September was 100, up 1.0% from 99 days last month and up 42.9% from 70 days in September of last year. The September 2009 DOM was at a mid level compared with September of 2008 and 2007.

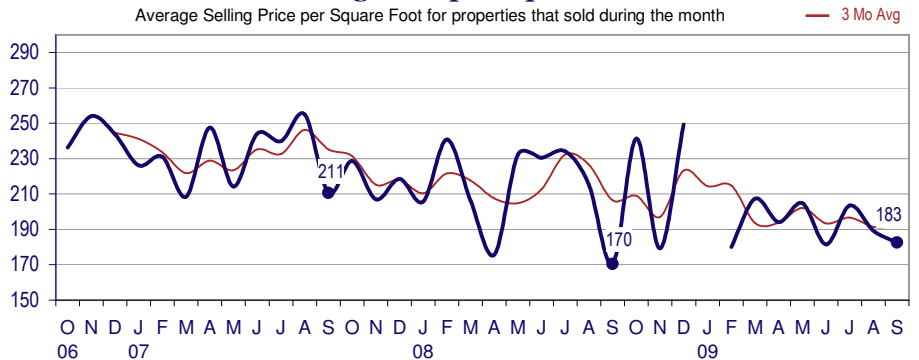
## Days On Market for Sold Properties



## Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of home values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end homes in the market, the selling price per square foot is a more normalized indicator on the direction of home values. The September 2009 Selling Price per Square Foot of \$183 was down -3.6% from \$189 last month and up 7.1% from 170 in September of last year.

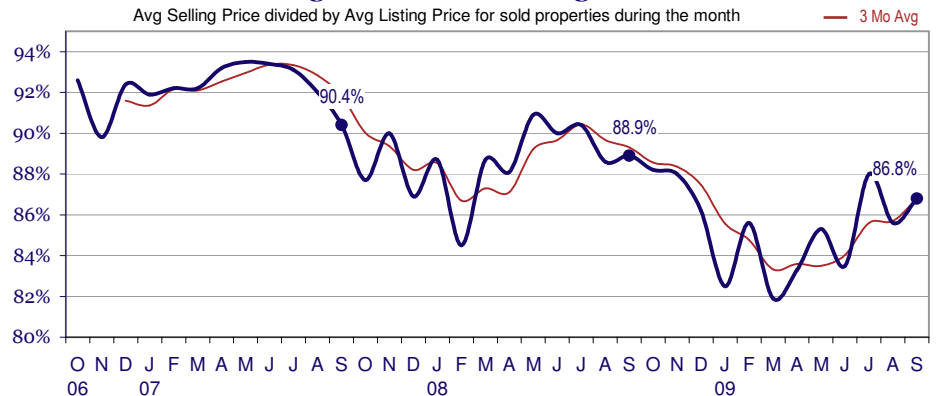
## Selling Price per Square Foot



## 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 September 2009 Selling Price vs Original List Price of 86.8% was up from 85.6% last month and down from 88.9% in September of last year.

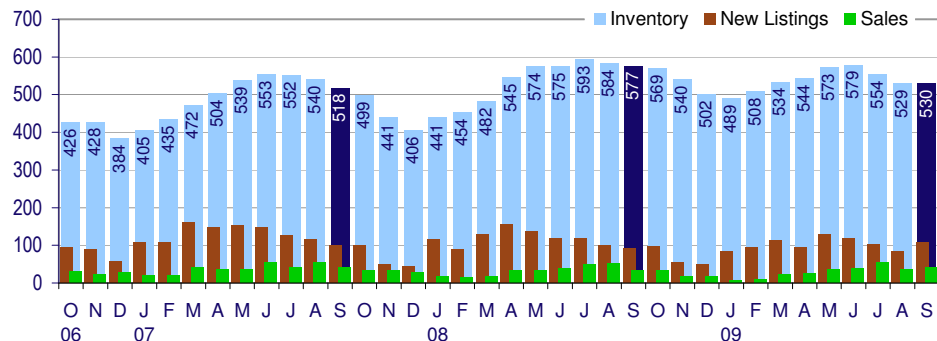
## Selling Price versus Listing Price Ratio



## Inventory / New Listings / Sales

This last view of the market combines monthly inventory of homes 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 September 2009 was 107, up 28.9% from 83 last month and up 15.1% from 93 in September of last year.

## Inventory / New Listings / Sales



## City: Northbrook

Price Range: All | Property Types: Single Family - Condo - TwnHm

	O 06	N	D	J 07	F	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
Homes Sold	31	24	29	20	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	38	55	37	41
3 Mo. Roll Avg			28	24	23	28	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	43	43	44

(000's)	O 06	N	D	J 07	F	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
Median Sale Price	533	610	600	580	452	513	412	449	540	470	506	476	490	593	430	600	434	535	430	430	553	535	465	410	485	409	573	400	330	360	435	453	335	433	385	399
3 Mo. Roll Avg			581	597	544	515	459	458	467	486	505	484	491	520	504	541	488	523	466	465	471	506	518	470	453	435	489	461	434	363	375	416	408	407	384	405

	O 06	N	D	J 07	F	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
Inventory	426	428	384	405	435	472	504	539	553	552	540	518	499	441	406	441	454	482	545	574	575	593	584	577	569	540	502	489	508	534	544	573	579	554	529	530
MSI	14	18	13	20	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	15	15	10	14	13

	O 06	N	D	J 07	F	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
Days on Market	81	84	83	84	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	121	94	99	100
3 Mo. Roll Avg			83	84	90	97	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	105	98

	O 06	N	D	J 07	F	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
Price per Sq Ft	236	254	244	226	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
3 Mo. Roll Avg			245	241	234	222	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

	O 06	N	D	J 07	F	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
Sale to List Price	0.926	0.898	0.924	0.919	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	0.835	0.880	0.856	0.868
3 Mo. Roll Avg			0.916	0.914	0.922	0.921	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	0.840	0.856	0.857	0.868

	O 06	N	D	J 07	F	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
New Listings	95	89	57	107	108	162	149	154	147	127	116	100	101	49	46	116	89	131	157	137	119	119	101	93	97	55	51	83	96	113	96	129	118	104	83	107
Inventory	426	428	384	405	435	472	504	539	553	552	540	518	499	441	406	441	454	482	545	574	575	593	584	577	569	540	502	489	508	534	544	573	579	554	529	530
Sales	31	24	29	20	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	38	55	37	41

(000's)	O 06	N	D	J 07	F	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
Avg Sale Price	608	547	797	599	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	429	532	499	443
3 Mo. Roll Avg			651	648	635	569	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	513	513	487	491

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