

MLS Area: Northbrook

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Price Range: All | Properties: Single Family - Condo - TwnHm

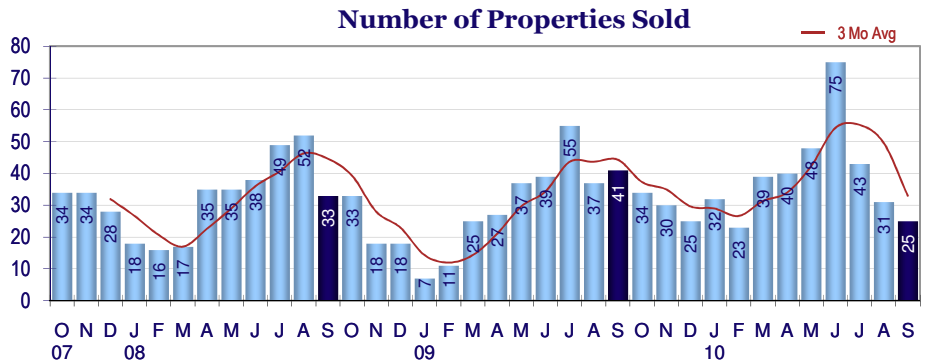
Market Profile & Trends Overview

| | Month | Trending versus*: | | | | YTD | Trending versus*: | |
|---|-----------|-------------------|-----|-----|-----------|-----|-------------------|------------|
| | | LM | L3M | PYM | LY | | Prior YTD | Prior Year |
| Median List Price of all Current Listings | \$432,450 | ↓ | | ↓ | | | | |
| Average List Price of all Current Listings | \$595,823 | ↓ | | ↓ | | | | |
| September Median Sales Price | \$395,000 | ↑ | ↑ | ↔ | \$361,250 | ↓ | ↓ | |
| September Average Sales Price | \$408,380 | ↑ | ↓ | ↓ | \$406,985 | ↓ | ↓ | |
| Total Properties Currently for Sale (Inventory) | 490 | ↓ | | ↓ | | | | |
| September Number of Properties Sold | 25 | ↓ | | ↓ | 356 | ↑ | | |
| September Average Days on Market (Solds) | 76 | ↓ | ↓ | ↓ | 113 | ↔ | ↔ | |
| September Month's Supply of Inventory | 19.6 | ↑ | ↑ | ↑ | 13.7 | ↓ | ↓ | |
| September Sale Price vs List Price Ratio | 87.7% | ↑ | ↑ | ↑ | 85.4% | ↑ | ↑ | |

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

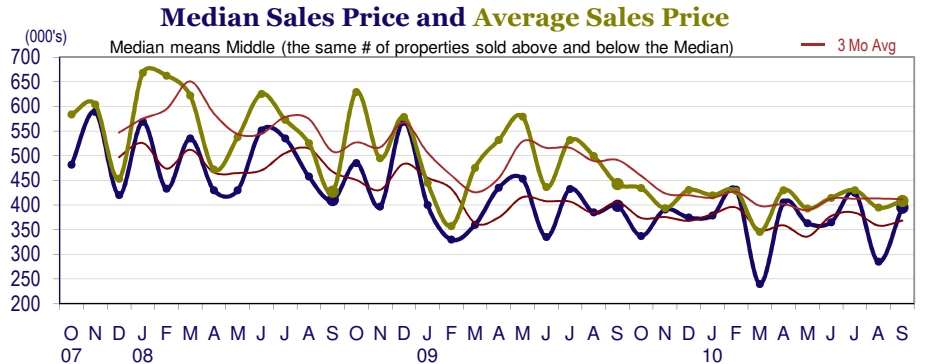
Property Sales

September Property sales were 25, down 39.0% from 41 in September of 2009 and 19.4% lower than the 31 sales last month. September 2010 sales were at their lowest level compared to September of 2009 and 2008. September YTD sales of 356 are running 27.6% ahead of last year's year-to-date sales of 279.



Prices

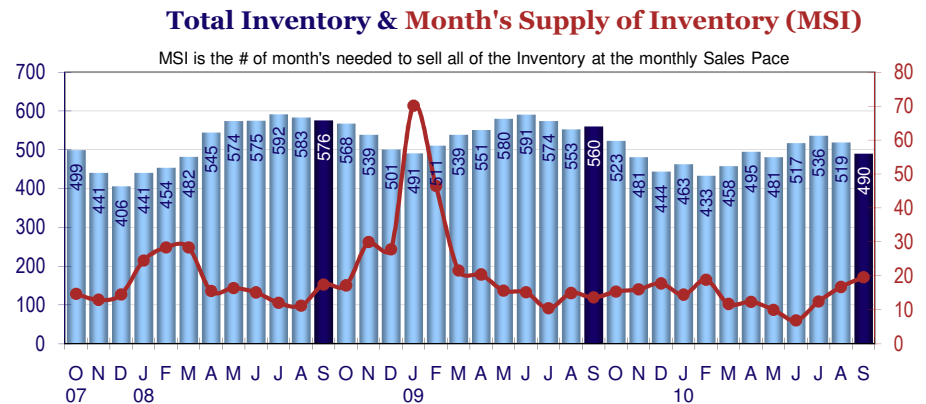
The Median Sales Price in September was \$395,000, down 0.9% from \$398,500 in September of 2009 and up 38.6% from \$285,000 last month. The Average Sales Price in September was \$408,380, down 7.7% from \$442,552 in September of 2009 and up 3.4% from \$394,766 last month. September 2010 ASP was at the lowest level compared to September of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of September was 490, down 5.6% from 519 last month and down 12.5% from 560 in September of last year. September 2010 Inventory was at its lowest level compared with September of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2010 MSI of 19.6 months was at its highest level compared with September of 2009 and 2008.



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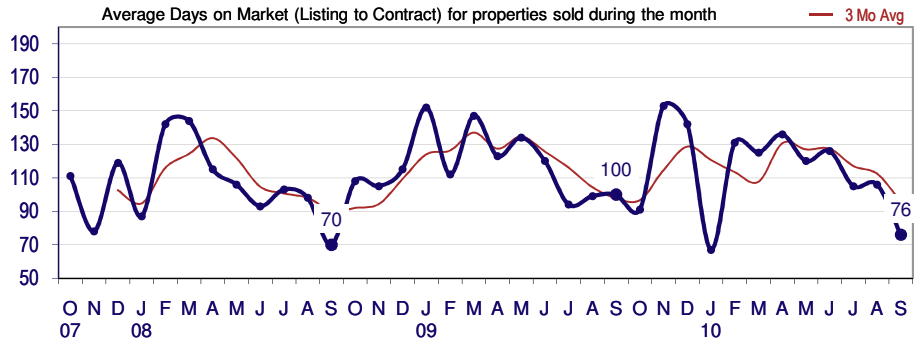


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Market Time

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 September was 76, down 28.3% from 106 days last month and down 24.0% from 100 days in September of last year. The September 2010 DOM was at a mid level compared with September of 2009 and 2008.

Days On Market for Sold Properties



Selling Price vs Original Listing Price

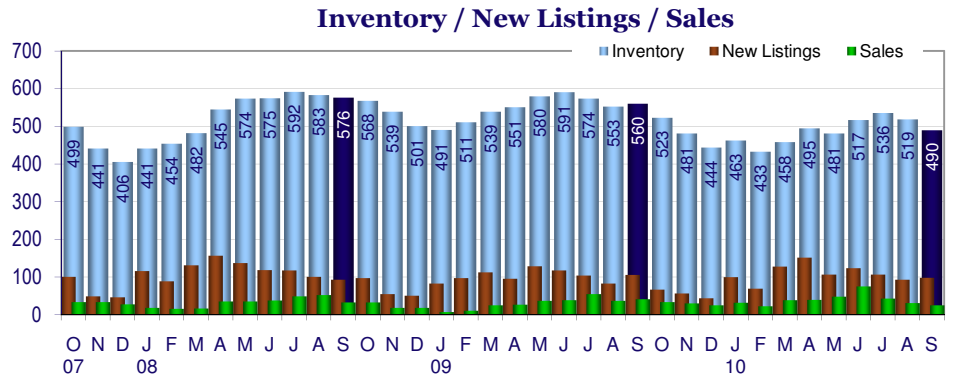
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The September 2010 Selling Price vs Original List Price of 87.7% was up from 86.4% last month and up from 86.8% 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 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 September 2010 was 98, up 5.4% from 93 last month and down 7.5% from 106 in September of last year.



Inventory / Listings / Sales

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September 2010

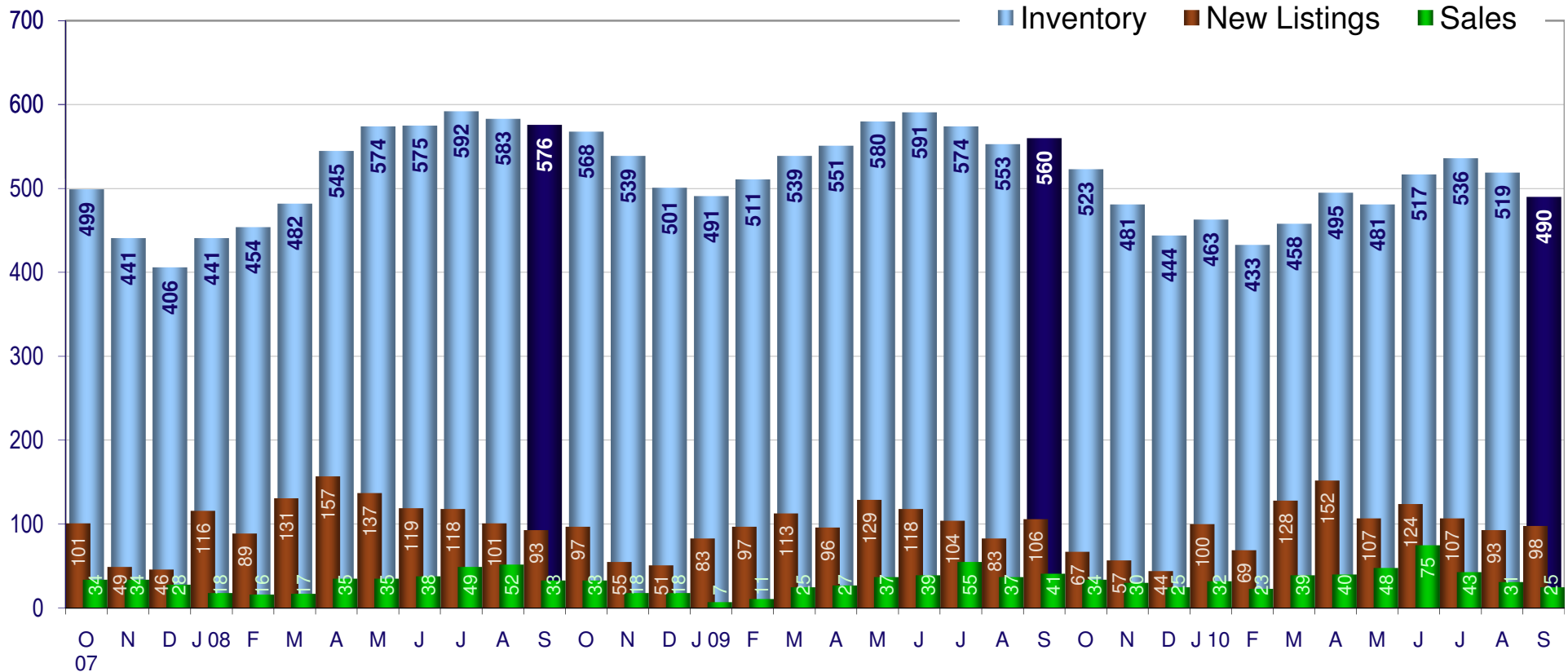
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