

MLS Area: Northbrook



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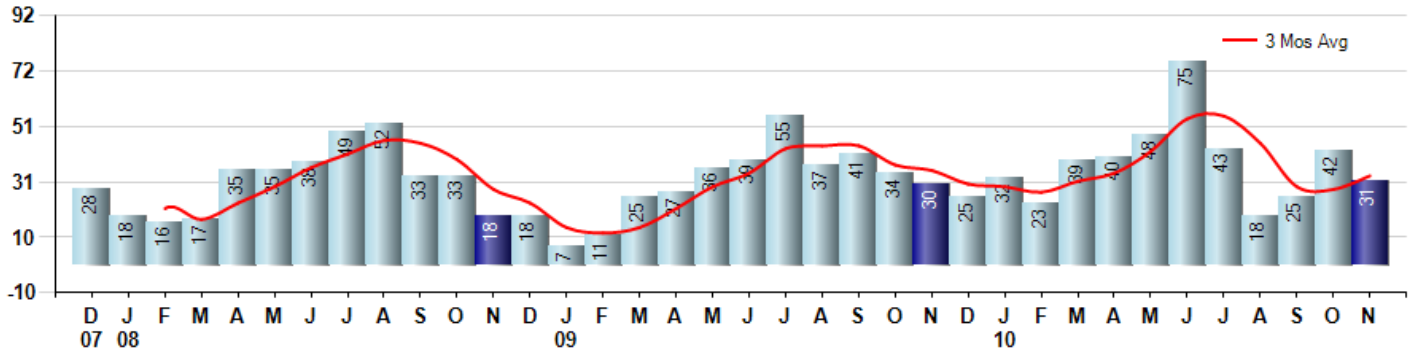
Single Family Home, Townhome, Condo | Price \$0 to \$99,999,000

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$387,000	↓		↓				
Average List Price of all Current Listings	\$556,242	↓		↓				
November Median Sales Price	\$395,000	↑	↑	↑	↑	\$370,000	↓	↓
November Average Sales Price	\$506,887	↑	↑	↑	↑	\$419,719	↓	↓
Total Properties Currently for Sale (Inventory)	388	↓		↓				
November Number of Properties Sold	31	↓		↑		416	↑	
November Average Days on Market (Solds)	69	↓	↓	↓	↓	108	↓	↓
November Month's Supply of Inventory	12.5	↑	↓	↓	↓	14.2	↓	↓
November Sale Price vs List Price Ratio	90.5%	↑	↑	↑	↑	86.0%	↑	↑

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

Property Sales

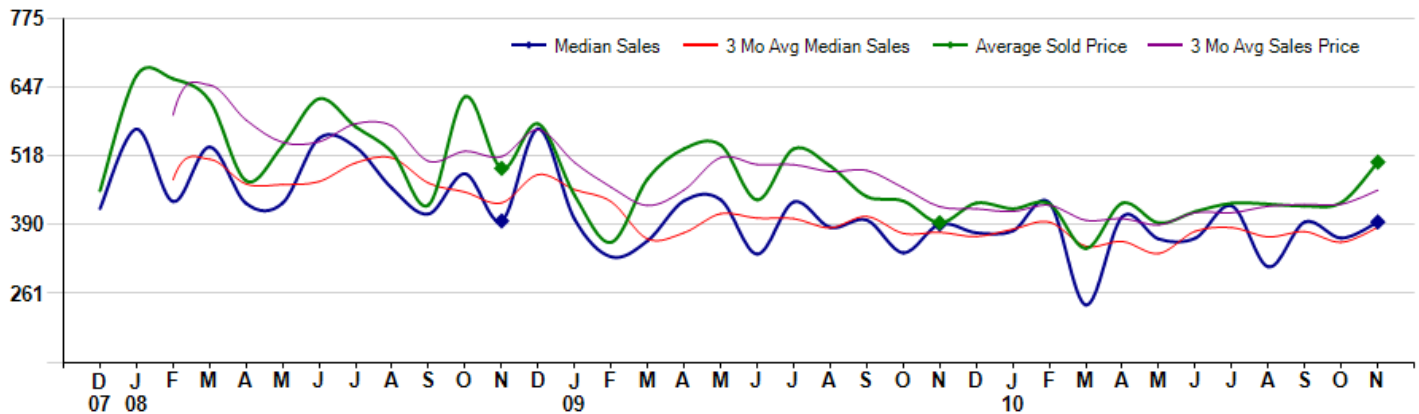
November Property sales were 31, up 3.3% from 30 in November of 2009 and -26.2% lower than the 42 sales last month. November 2010 sales were at their highest level compared to November of 2009 and 2008. November YTD sales of 416 are running 21.6% ahead of last year's year-to-date sales of 342.



Prices

The Median Sales Price in November was \$395,000, up 1.0% from \$391,050 in November of 2009 and up 8.2% from \$365,000 last month. The Average Sales Price in November was \$506,887, up 28.7% from \$393,837 in November of 2009 and up 17.5% from \$431,357 last month. November 2010 ASP was at highest level compared to November of 2009 and 2008.

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



Based on information from Midwest Real Estate Data LLC for the period 12/1/2007 through 11/30/2010. 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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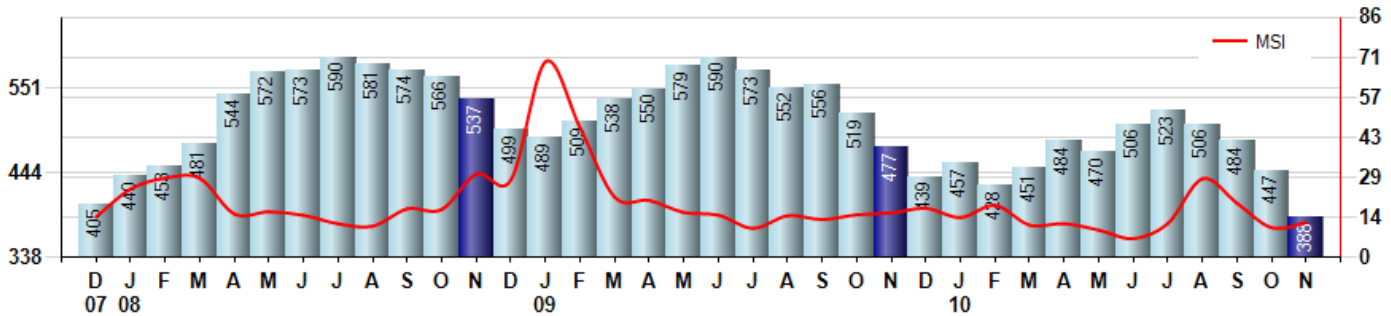
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Inventory & MSI

The Total Inventory of Properties available for sale as of November was 388, down -13.2% from 447 last month and down -18.7% from 477 in November of last year. November 2010 Inventory was at the lowest level compared to November of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2010 MSI of 12.5 months was at its lowest level compared with November of 2009 and 2008.

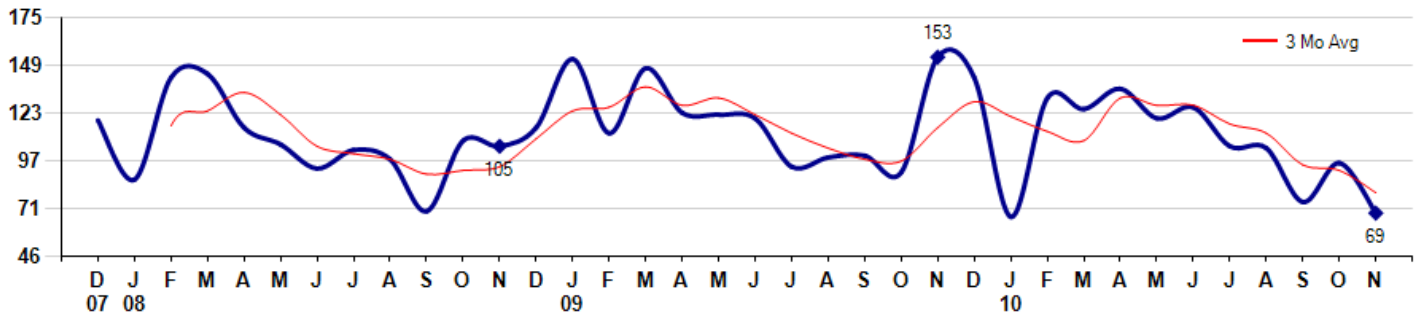
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 November was 69, down -28.1% from 96 days last month and down -54.9% from 153 days in November of last year. The November 2010 DOM was at its lowest level compared with November of 2009 and 2008.

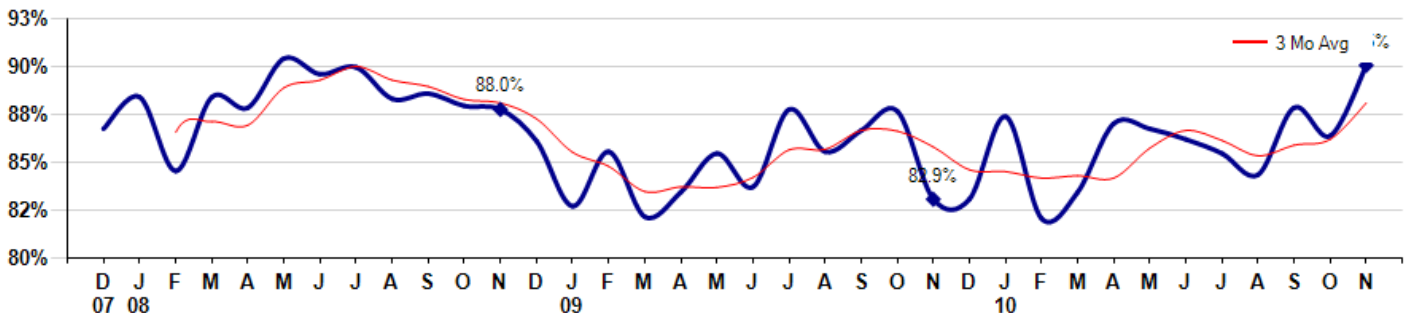
Average Days on Market(Listing to Contract) for properties sold during the month



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 November 2010 Selling Price vs Original List Price of 90.5% was up from 86.5% last month and up from 82.9% in November of last year.

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



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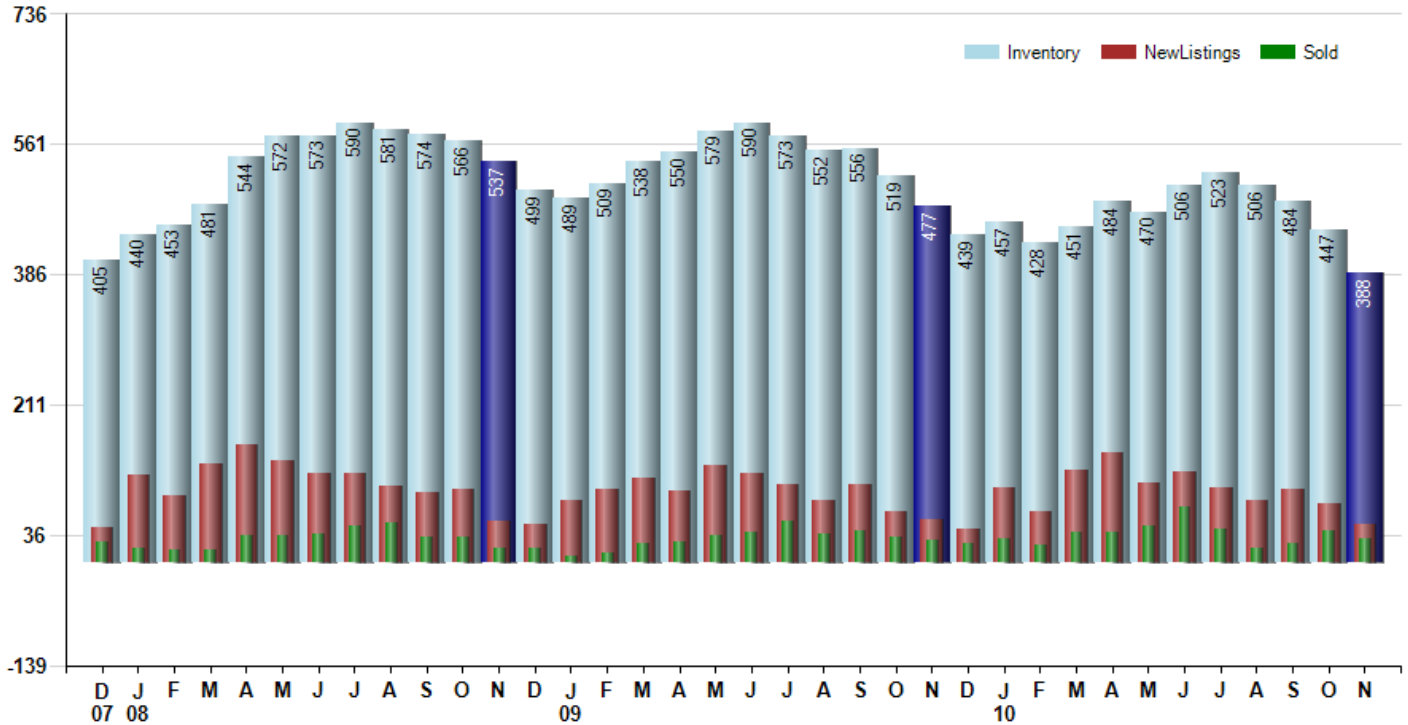
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Inventory / New Listings / Sales

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 November 2010 was 51, down -34.6% from 78 last month and down -10.5% from 57 in November of last year.



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	D 07	J 08	F	M	A	M	J	J	A	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
Homes Sold	28	18	16	17	35	35	38	49	52	33	33	18	18	7	11	25	27	36	39	55	37	41	34	30	25	32	23	39	40	48	75	43	18	25	42	31
3 Mo. Roll Avg			21	17	23	29	36	41	46	45	39	28	23	14	12	14	21	29	34	43	44	44	37	35	30	29	27	31	34	42	54	55	45	29	28	33

	(000's) D 07	J 08	F	M	A	M	J	J	A	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
Median Sale Price	420	569	433	535	430	430	551	535	458	410	485	397	569	400	330	360	435	437	335	433	385	399	338	391	375	379	431	240	405	363	365	425	311	395	365	395
3 Mo. Roll Avg			474	512	466	465	470	505	515	468	451	431	484	455	433	363	375	411	402	401	384	405	374	376	368	382	395	350	359	336	378	384	367	377	357	385

	D 07	J 08	F	M	A	M	J	J	A	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
Inventory	405	440	453	481	544	572	573	590	581	574	566	537	499	489	509	538	550	579	590	573	552	556	519	477	439	457	428	451	484	470	506	523	506	484	447	388
MSI	14	24	28	28	16	16	15	12	11	17	17	30	28	70	46	22	20	16	15	10	15	14	15	16	18	14	19	12	12	10	7	12	28	19	11	13

	D 07	J 08	F	M	A	M	J	J	A	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
Days On Market	119	87	142	144	115	106	93	103	98	70	108	105	115	152	112	147	123	122	120	94	99	100	91	153	142	67	131	125	136	120	126	105	104	75	96	69
3 Mo. Roll Avg			116	124	134	122	105	101	98	90	92	94	109	124	126	137	127	131	122	112	104	98	97	115	129	121	113	108	131	127	127	117	112	95	92	80

	D 07	J 08	F	M	A	M	J	J	A	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
Price per Sq Ft	219	206	241	206	176	232	231	234	215	170	241	179	249	0	180	207	194	205	181	204	189	183	194	193	184	159	165	153	167	172	162	178	167	172	171	174
3 Mo. Roll Avg			222	218	208	205	213	232	227	206	209	197	223	143	143	129	194	202	193	197	191	192	189	190	190	179	169	159	162	164	167	171	169	172	170	172

	D 07	J 08	F	M	A	M	J	J	A	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
Sale to List Price	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	0.855	0.836	0.880	0.856	0.868	0.879	0.829	0.829	0.876	0.818	0.833	0.872	0.869	0.863	0.855	0.843	0.881	0.865	0.905
3 Mo. Roll Avg			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	0.836	0.841	0.857	0.857	0.868	0.868	0.859	0.846	0.845	0.841	0.842	0.841	0.858	0.868	0.862	0.854	0.860	0.863	0.884

	D 07	J 08	F	M	A	M	J	J	A	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
New Listings	46	116	89	131	157	136	119	118	101	93	97	55	51	83	97	113	96	129	118	104	83	103	67	57	43	99	68	124	146	105	122	100	83	98	78	51
Inventory	405	440	453	481	544	572	573	590	581	574	566	537	499	489	509	538	550	579	590	573	552	556	519	477	439	457	428	451	484	470	506	523	506	484	447	388
Sales	28	18	16	17	35	35	38	49	52	33	33	18	18	7	11	25	27	36	39	55	37	41	34	30	25	32	23	39	40	48	75	43	18	25	42	31

	(000's) D 07	J 08	F	M	A	M	J	J	A	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
Avg Sale Price	454	668	662	622	472	537	625	573	525	427	629	495	578	445	357	475	532	539	436	532	499	443	434	394	430	420	429	346	430	393	415	430	428	425	431	507
3 Mo. Roll Avg			595	651	585	544	545	578	574	508	527	517	568	506	460	426	455	515	502	502	489	491	459	424	420	415	426	398	402	390	413	413	424	428	428	454

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