

City: Northbrook



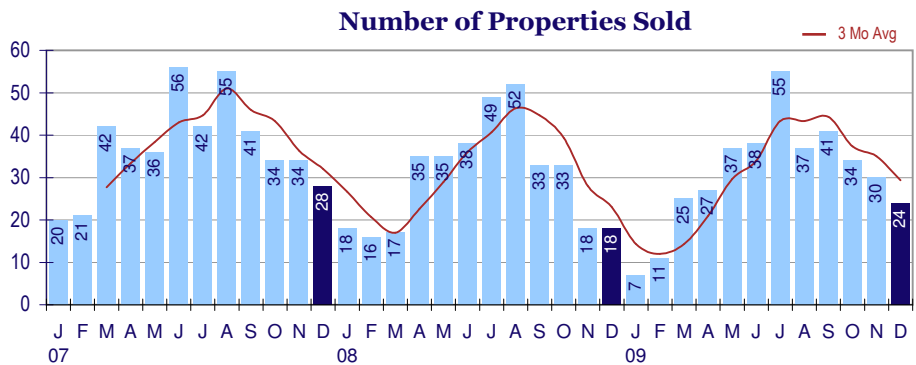
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$400,000	↓		↓				
Average List Price of all Current Listings	\$620,604	↔		↓				
December Median Sales Price	\$489,900	↑	↑	↓	↓	\$464,706	↓	↓
December Average Sales Price	\$436,908	↑	↑	↓	↓	\$475,309	↓	↓
Total Properties Currently for Sale (Inventory)	409	↓		↓				
December Number of Properties Sold	24	↓		↑		366	↑	
December Average Days on Market (Solds)	137	↓	↑	↑	↑	117	↑	↑
Asking Price per Square Foot (based on New Listings)	\$209	↑	↑	↓	↓	\$210	↓	↓
December Sold Price per Square Foot	\$181	↓	↓	↓	↓	\$193	↓	↓
December Month's Supply of Inventory	17.0	↑	↑	↓	↓	22.9	↑	↑
December Sale Price vs List Price Ratio	82.8%	↔	↓	↓	↓	84.4%	↓	↓

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

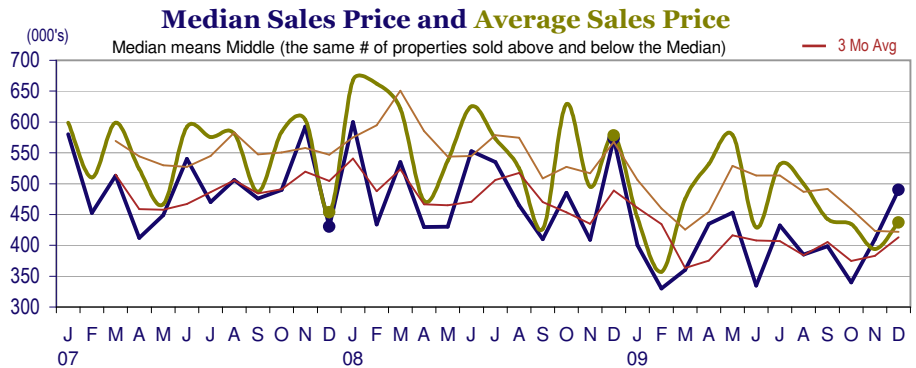
Property Sales

December Property sales were 24, up 33.3% from 18 in December of 2008 and -20.0% lower than the 30 sales last month. December 2009 sales were at a mid level compared to December of 2008 and 2007. December YTD sales of 366 are running 1.1% ahead of last year's year-to-date sales of 362.



Prices

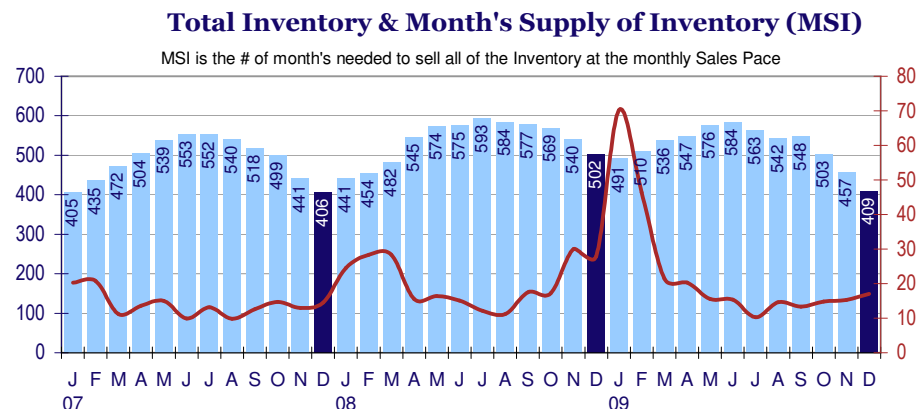
The Median Sales Price in December was \$489,900, down -14.5% from \$573,000 in December of 2008 and up 19.5% from \$410,000 last month. The Average Sales Price in December was \$436,908, down -24.5% from \$578,333 in December of 2008 and up 10.9% from \$393,837 last month. December 2009 ASP was at the lowest level compared to December of 2008 and 2007.



Inventory & MSI

The Total Inventory of Properties available for sale as of December was 409, down -10.5% from 457 last month and down -18.5% from 502 in December of last year. December 2009 Inventory was at a mid level compared with December of 2008 and 2007.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2009 MSI of 17.0 months was at a mid level compared with December of 2008 and 2007.



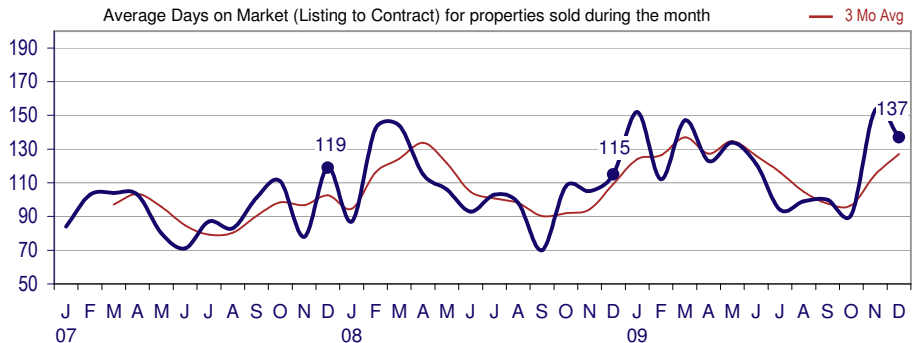
City: *Northbrook*



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 137, down -10.5% from 153 days last month and up 19.1% from 115 days in December of last year. The December 2009 DOM was at a mid level compared with December of 2008 and 2007.

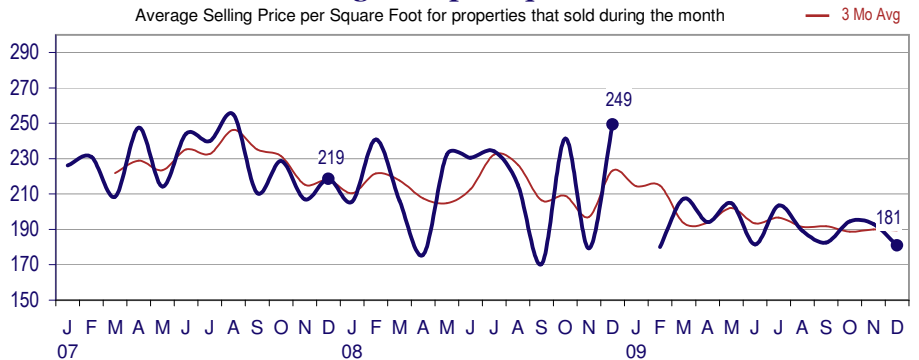
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The December 2009 Selling Price per Square Foot of \$181 was down -6.3% from \$193 last month and down -27.5% from 249 in December of last year.

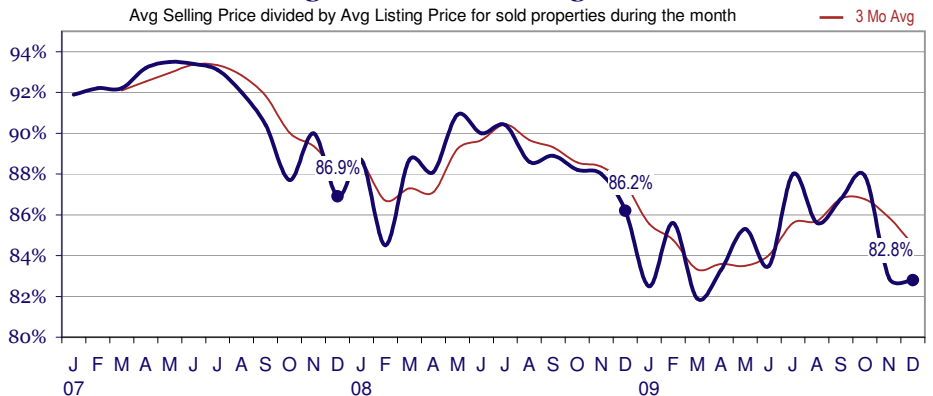
Selling Price per Square Foot



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 December 2009 Selling Price vs Original List Price of 82.8% was down from 82.9% last month and down from 86.2% in December of last year.

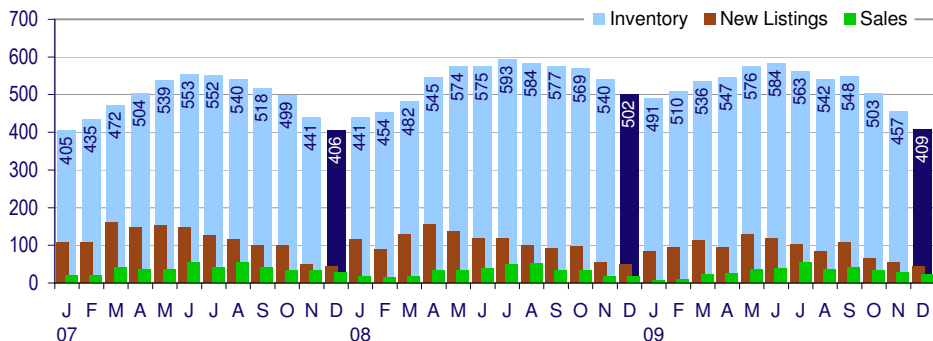
Selling Price versus Listing Price Ratio



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 December 2009 was 44, down -21.4% from 56 last month and down -13.7% from 51 in December of last year.

Inventory / New Listings / Sales



City: Northbrook

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

	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	O	N	D
Homes Sold	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	34	30	24
3 Mo. Roll Avg			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	37	35	29

(000's)	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	O	N	D
Median Sale Price	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	340	410	490
3 Mo. Roll Avg			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	375	383	413

	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	O	N	D
Inventory	405	435	472	504	539	553	552	540	518	499	441	406	441	454	482	545	574	575	593	584	577	569	540	502	491	510	536	547	576	584	563	542	548	503	457	409
MSI	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	16	15	10	15	13	15	15	17

	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	O	N	D
Days on Market	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	91	153	137
3 Mo. Roll Avg			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	97	115	127

	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	O	N	D
Price per Sq Ft	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	194	193	181
3 Mo. Roll Avg			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	189	190	189

	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	O	N	D
Sale to List Price	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	0.879	0.829	0.828
3 Mo. Roll Avg			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	0.868	0.859	0.845

	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	O	N	D
New Listings	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	67	56	44
Inventory	405	435	472	504	539	553	552	540	518	499	441	406	441	454	482	545	574	575	593	584	577	569	540	502	491	510	536	547	576	584	563	542	548	503	457	409
Sales	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	34	30	24

(000's)	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	O	N	D
Avg Sale Price	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	434	394	437
3 Mo. Roll Avg			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	459	424	422

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