

City: *Northbrook*



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

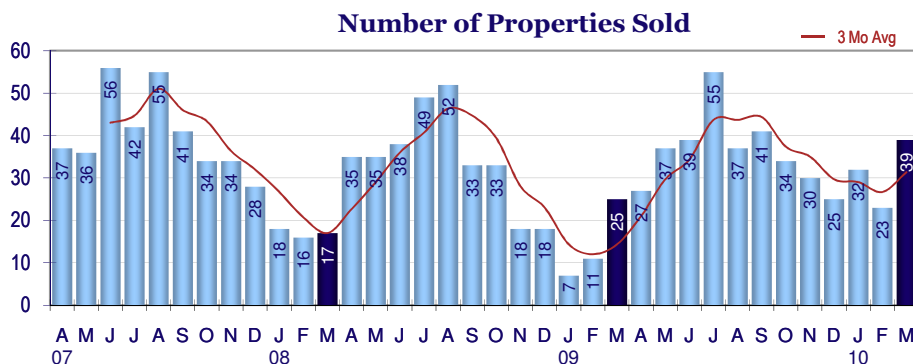
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$389,500	0%		-10%				
Average List Price of all Current Listings	\$540,555	0%		-9%				
March Median Sales Price	\$240,000	-44%	-25%	-33%	-37%	\$310,000	-14%	-19%
March Average Sales Price	\$345,765	-19%	-13%	-27%	-27%	\$391,292	-11%	-17%
Total Properties Currently for Sale (Inventory)	434	3%		-19%				
March Number of Properties Sold	39	70%		56%		94	119%	
March Average Days on Market (Solds)	125	-5%	10%	-15%	11%	107	-23%	-5%
Asking Price per Square Foot (based on New Listings)	\$211	7%	3%	9%	-1%	\$206	-2%	-3%
March Sold Price per Square Foot	\$153	-7%	-7%	-26%	-19%	\$159	-20%	-16%
March Month's Supply of Inventory	11.1	-39%	-23%	-48%	-52%	14.5	-68%	-37%
March Sale Price vs List Price Ratio	91.6%	.2%	.8%	-8%	-1%	90.6%	-2.1%	-1.1%

\* 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)

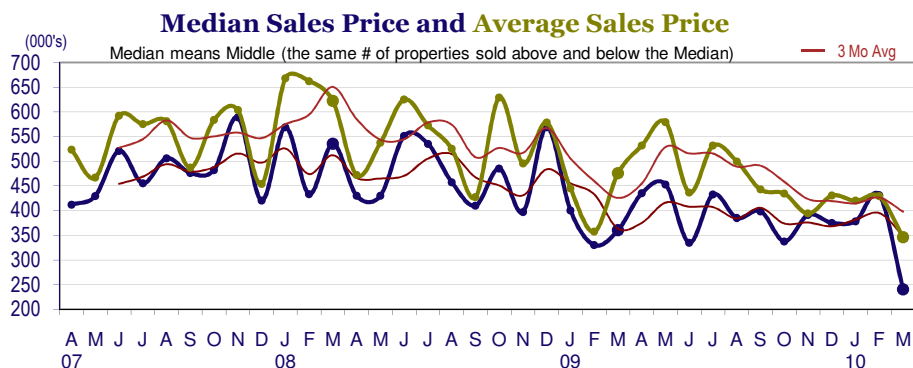
## Property Sales

March Property sales were 39, up 56.0% from 25 in March of 2009 and 69.6% higher than the 23 sales last month. March 2010 sales were at their highest level compared to March of 2009 and 2008. March YTD sales of 94 are running 118.6% ahead of last year's year-to-date sales of 43.



## Prices

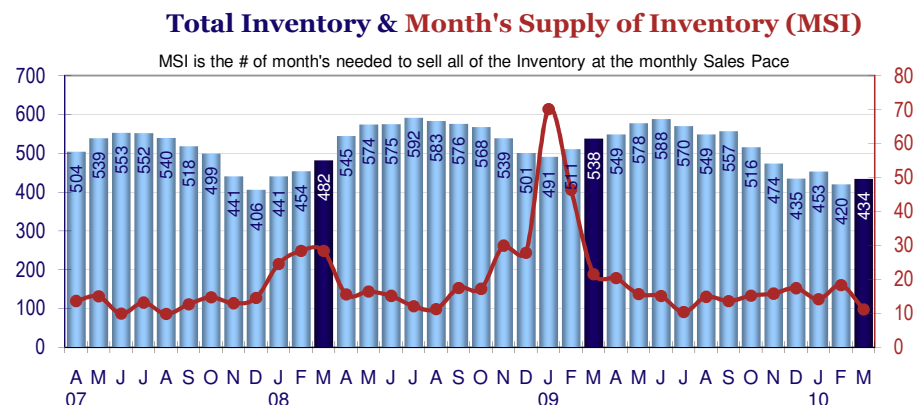
The Median Sales Price in March was \$240,000, down -33.3% from \$360,000 in March of 2009 and down -44.3% from \$431,000 last month. The Average Sales Price in March was \$345,765, down -27.3% from \$475,486 in March of 2009 and down -19.4% from \$428,835 last month. March 2010 ASP was at the lowest level compared to March of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of March was 434, up 3.3% from 420 last month and down -19.3% from 538 in March of last year. March 2010 Inventory was at its lowest level compared with March of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2010 MSI of 11.1 months was at its lowest level compared with March of 2009 and 2008.



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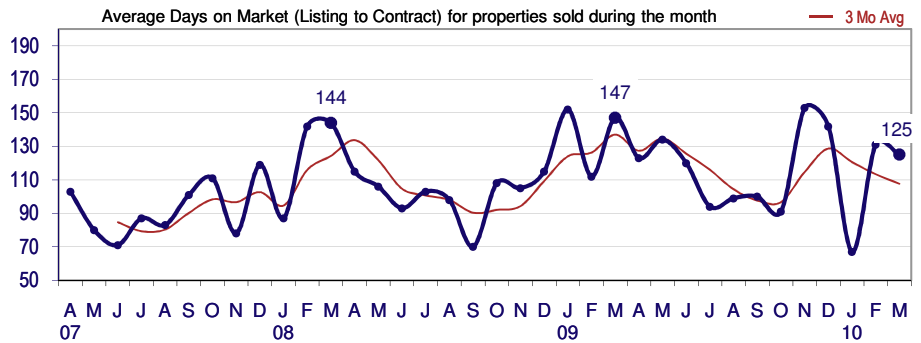


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## Market Time

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 March was 125, down -4.6% from 131 days last month and down -15.0% from 147 days in March of last year. The March 2010 DOM was at its lowest level compared with March of 2009 and 2008.

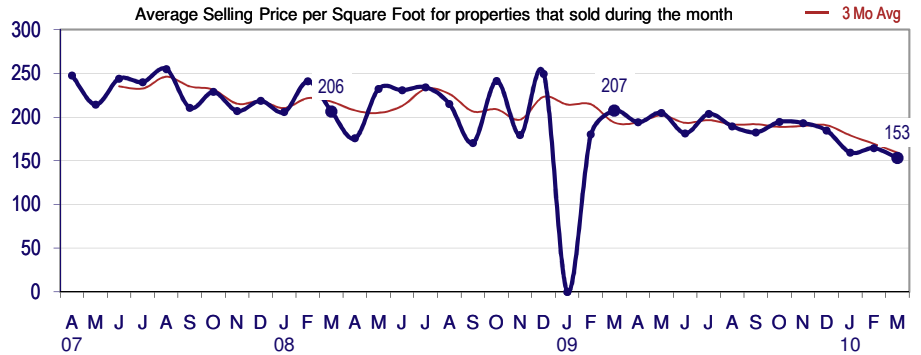
## Days On Market for Sold Properties



## 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 March 2010 Selling Price per Square Foot of \$153 was down -6.9% from \$165 last month and down -26.1% from 207 in March of last year.

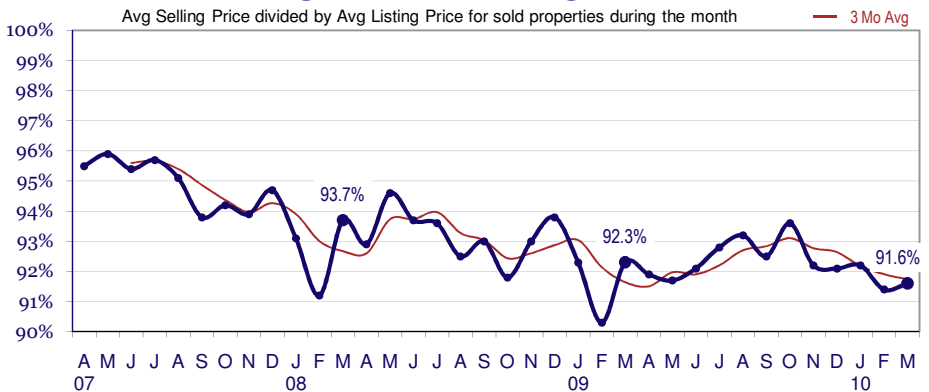
## Selling Price per Square Foot



## 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 March 2010 Selling Price vs Original List Price of 91.6% was up from 91.4% last month and down from 92.3% in March of last year.

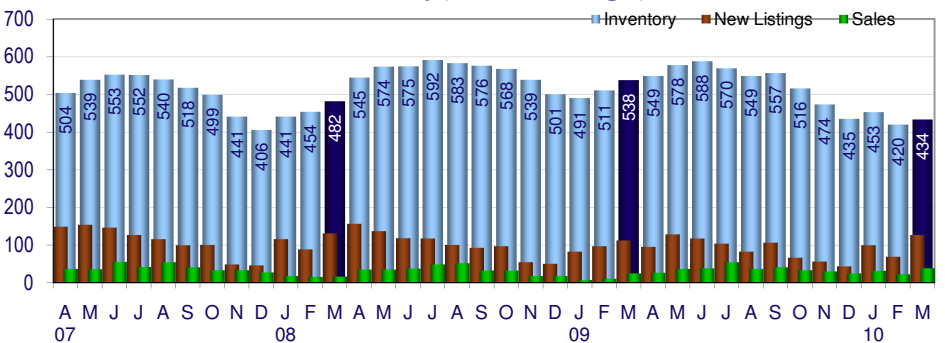
## Selling Price versus Listing Price Ratio



## 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 March 2010 was 127, up 84.1% from 69 last month and up 12.4% from 113 in March of last year.

## Inventory / New Listings / Sales



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	A 07	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	J 10	F	M
Homes Sold	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	39	55	37	41	34	30	25	32	23	39
3 Mo. Roll Avg			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	44	44	44	37	35	30	29	27	31

(000's)	A 07	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	J 10	F	M
Median Sale Price	412	430	521	455	506	476	482	589	420	569	433	535	430	430	551	535	458	410	485	397	569	400	330	360	435	453	335	433	385	399	338	391	375	379	431	240
3 Mo. Roll Avg			454	469	494	479	488	516	497	526	474	512	466	465	470	505	515	468	451	431	484	455	433	363	375	416	408	407	384	405	374	376	368	382	395	350

	A 07	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	J 10	F	M
Inventory	504	539	553	552	540	518	499	441	406	441	454	482	545	574	575	592	583	576	568	539	501	491	511	538	549	578	588	570	549	557	516	474	435	453	420	434
MSI	14	15	10	13	10	13	15	13	15	25	28	28	16	16	15	12	11	17	17	30	28	70	46	22	20	16	15	10	15	14	15	16	17	14	18	11

	A 07	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	J 10	F	M
Days on Market	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	120	94	99	100	91	153	142	67	131	125
3 Mo. Roll Avg			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	104	98	97	115	129	121	113	108

	A 07	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	J 10	F	M
Price per Sq Ft	248	214	244	240	255	211	229	207	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
3 Mo. Roll Avg			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	191	179	169	159

	A 07	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	J 10	F	M
Sale to List Price	0.955	0.959	0.954	0.957	0.951	0.938	0.942	0.939	0.947	0.931	0.912	0.937	0.929	0.946	0.937	0.936	0.925	0.930	0.918	0.930	0.938	0.923	0.903	0.923	0.919	0.917	0.921	0.928	0.932	0.925	0.936	0.922	0.921	0.922	0.914	0.916
3 Mo. Roll Avg			0.956	0.957	0.954	0.949	0.944	0.940	0.943	0.939	0.930	0.927	0.926	0.937	0.937	0.940	0.933	0.930	0.924	0.926	0.929	0.930	0.921	0.916	0.915	0.920	0.919	0.922	0.927	0.928	0.931	0.928	0.926	0.922	0.919	0.917

	A 07	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	J 10	F	M
New Listings	149	154	147	127	116	100	101	49	46	116	89	131	157	137	119	118	101	93	97	55	51	83	97	113	96	129	118	104	83	107	67	57	44	100	69	127
Inventory	504	539	553	552	540	518	499	441	406	441	454	482	545	574	575	592	583	576	568	539	501	491	511	538	549	578	588	570	549	557	516	474	435	453	420	434
Sales	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	39	55	37	41	34	30	25	32	23	39

(000's)	A 07	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	J 10	F	M
Avg Sale Price	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	436	532	499	443	434	394	430	420	429	346
3 Mo. Roll Avg			527	545	583	548	551	558	547	575	595	651	585	544	545	578	574	508	527	517	568	506	460	426	455	529	516	516	489	491	459	424	420	415	426	398

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