

MLS Area: Northbrook

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

Market Profile & Trends Overview

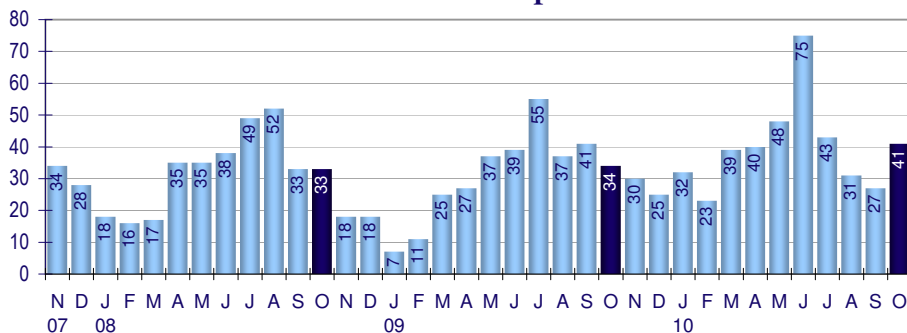
| | Month | Trending versus*: | | | | YTD | Trending versus*: | |
|--|-----------|-------------------|-----|-----|-----------|-----|-------------------|------------|
| | | LM | L3M | PYM | LY | | Prior YTD | Prior Year |
| Median List Price of all Current Listings | \$421,706 | ↓ | | ↔ | | | | |
| Average List Price of all Current Listings | \$575,504 | ↓ | | ↓ | | | | |
| October Median Sales Price | \$375,000 | ↓ | ↔ | ↑ | \$362,500 | ↓ | ↓ | |
| October Average Sales Price | \$435,463 | ↑ | ↑ | ↔ | \$410,340 | ↓ | ↓ | |
| Total Properties Currently for Sale (Inventory) | 458 | ↓ | | ↓ | | | | |
| October Number of Properties Sold | 41 | ↑ | | ↑ | 399 | ↑ | | |
| October Average Days on Market (Solds) | 93 | ↑ | ↓ | ↑ | 111 | ↔ | ↓ | |
| Asking Price per Square Foot (based on New Listings) | \$191 | ↑ | ↓ | ↓ | \$205 | ↓ | ↓ | |
| October Sold Price per Square Foot | \$171 | ↑ | ↓ | ↓ | \$167 | ↓ | ↓ | |
| October Month's Supply of Inventory | 11.2 | ↓ | ↓ | ↓ | 13.4 | ↓ | ↓ | |
| October Sale Price vs List Price Ratio | 86.7% | ↓ | ↓ | ↓ | 85.7% | ↑ | ↑ | |

* 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

October Property sales were 41, up 20.6% from 34 in October of 2009 and 51.9% higher than the 27 sales last month. October 2010 sales were at their highest level compared to October of 2009 and 2008. October YTD sales of 399 are running 27.5% ahead of last year's year-to-date sales of 313.

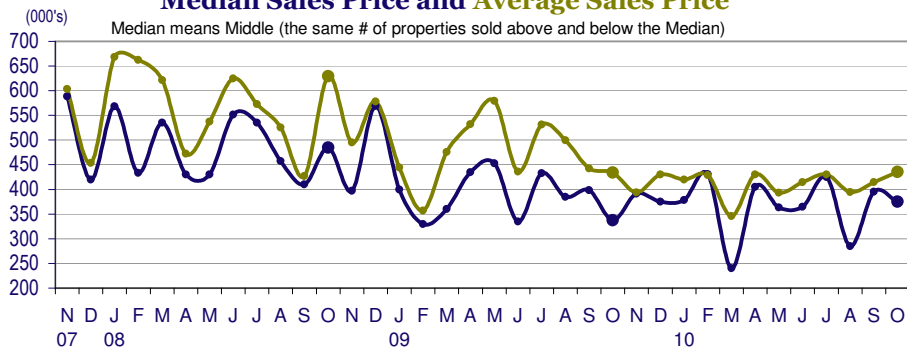
Number of Properties Sold



Prices

The Median Sales Price in October was \$375,000, up 11.1% from \$337,500 in October of 2009 and down 5.1% from \$395,000 last month. The Average Sales Price in October was \$435,463, up 0.3% from \$434,335 in October of 2009 and up 5.0% from \$414,608 last month. October 2010 ASP was at a mid range compared to October of 2009 and 2008.

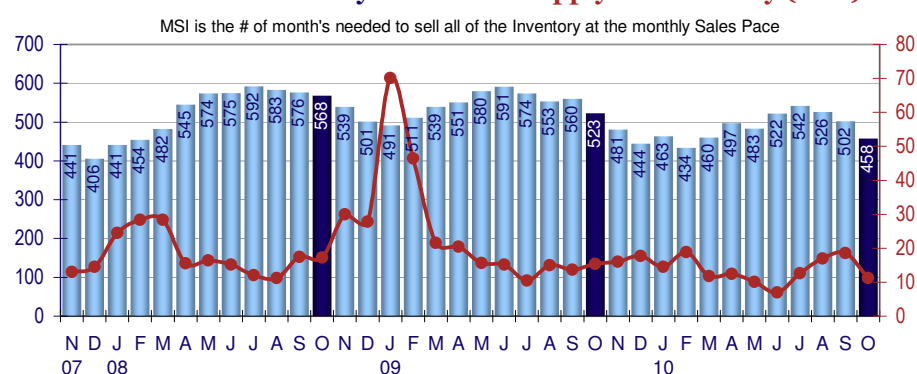
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of October was 458, down 8.8% from 502 last month and down 12.4% from 523 in October of last year. October 2010 Inventory was at its lowest level compared with October of 2009 and 2008.

Total Inventory & Month's Supply of Inventory (MSI)



A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2010 MSI of 11.2 months was at its lowest level compared with October of 2009 and 2008.

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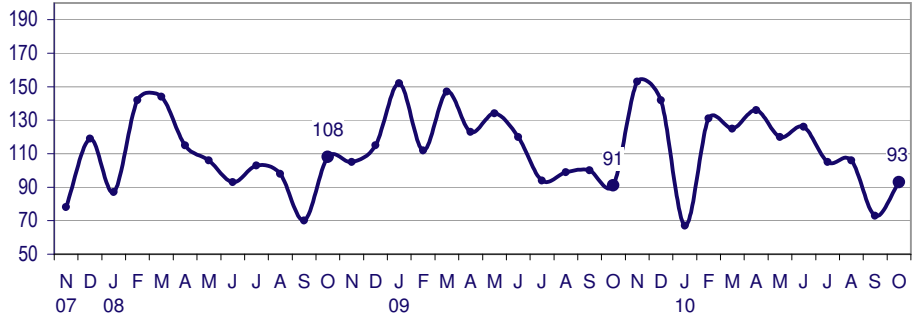
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Market Time

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 October was 93, up 27.4% from 73 days last month and up 2.2% from 91 days in October of last year. The October 2010 DOM was at a mid level compared with October of 2009 and 2008.

Days On Market for Sold Properties

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

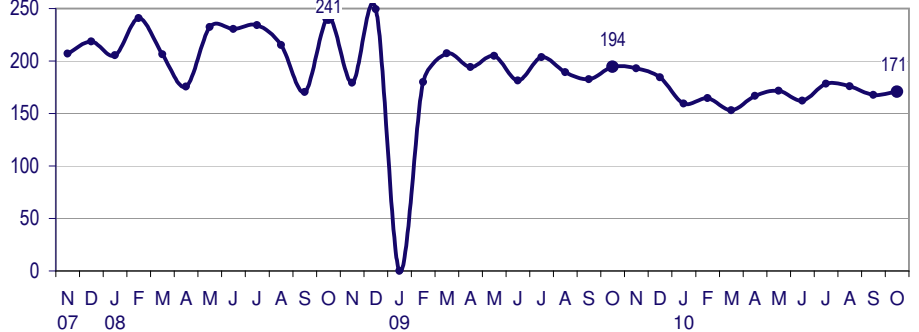


Selling Price per Square Foot

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 October 2010 Selling Price per Square Foot of \$171 was up 1.9% from \$168 last month and down 12.1% from 194 in October of last year.

Selling Price per Square Foot

Average Selling Price per Square Foot for properties that sold during the month

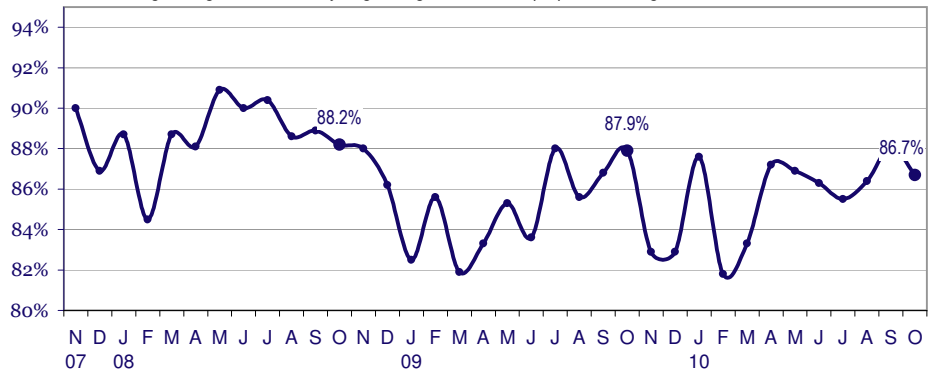


Selling Price vs Original Listing Price

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 October 2010 Selling Price vs Original List Price of 86.7% was down from 88.1% last month and down from 87.9% in October of last year.

Selling Price versus Listing Price Ratio

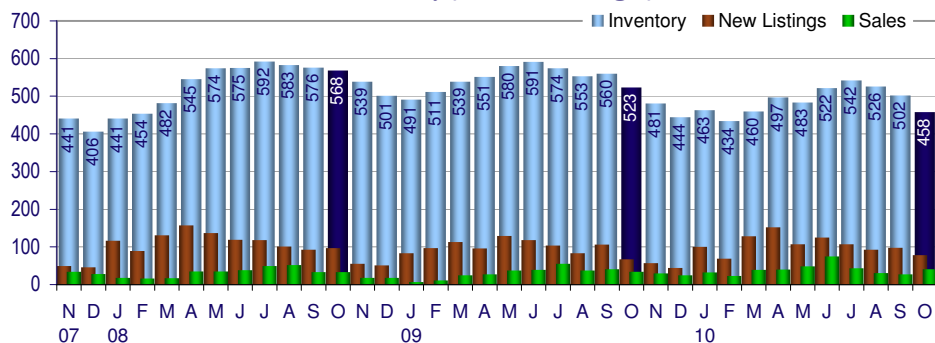
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 October 2010 was 78, down 20.4% from 98 last month and up 16.4% from 67 in October of last year.

Inventory / New Listings / Sales



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