

MLS Area: Deerfield, Bannockburn, Riverwoods



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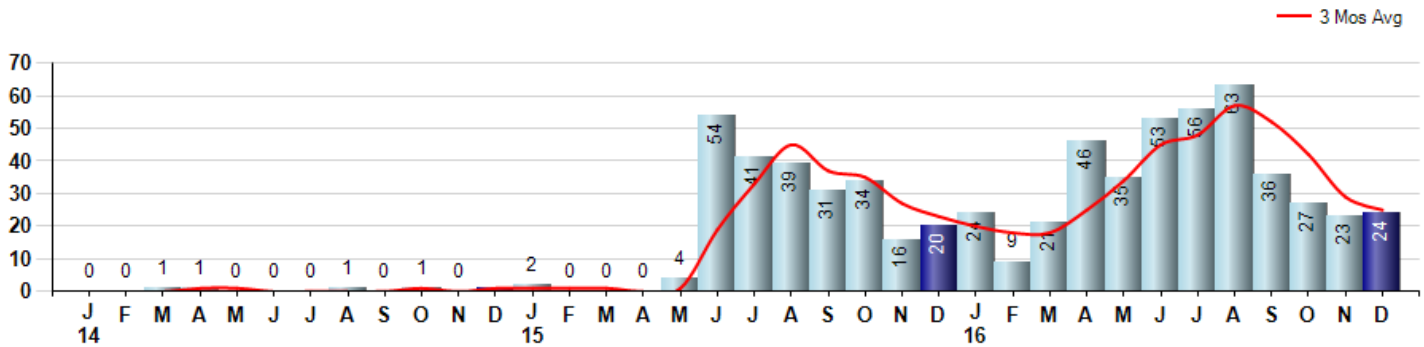
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$749,000	↔		↑				
Average List Price of all Current Listings	\$898,286	↑		↑				
December Median Sales Price	\$438,950	↓	↓	↑	↑	\$435,000	↑	↑
December Average Sales Price	\$507,828	↓	↑	↑	↓	\$493,195	↓	↓
Total Properties Currently for Sale (Inventory)	165	↓		↓				
December Number of Properties Sold	24	↑		↑		417	↑	
December Average Days on Market (Solds)	95	↑	↑	↑	↑	61	↑	↑
December Month's Supply of Inventory	6.9	↓	↓	↓	↓	8.7	↓	↓
December Sale Price vs List Price Ratio	94.3%	↓	↓	↓	↓	94.9%	↔	↔

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

## Property Sales

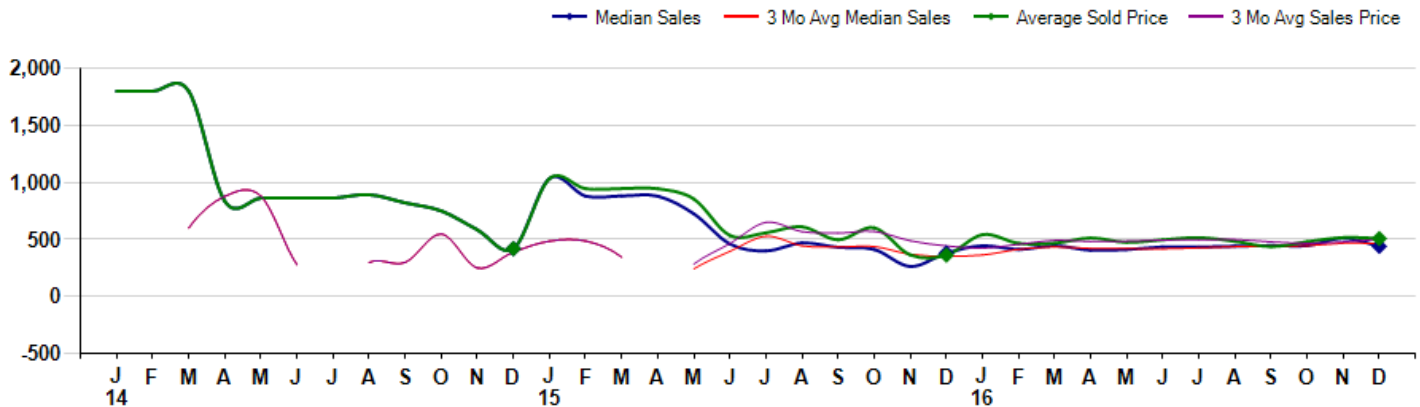
December Property sales were 24, up 20.0% from 20 in December of 2015 and 4.3% higher than the 23 sales last month. December 2016 sales were at their highest level compared to December of 2015 and 2014. December YTD sales of 417 are running 73.0% ahead of last year's year-to-date sales of 241.



## Prices

The Median Sales Price in December was \$438,950, up 15.1% from \$381,250 in December of 2015 and down -14.0% from \$510,200 last month. The Average Sales Price in December was \$507,828, up 40.2% from \$362,310 in December of 2015 and down -1.8% from \$517,322 last month. December 2016 ASP was at highest level compared to December of 2015 and 2014.

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



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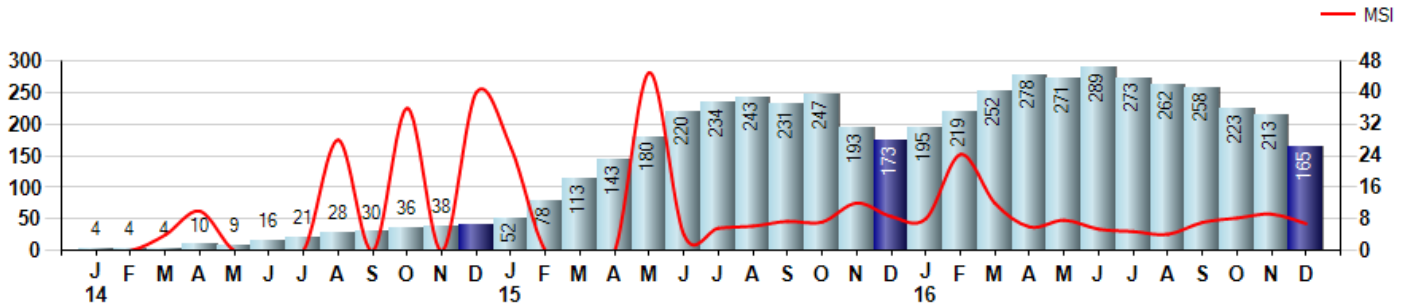
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## Inventory & MSI

The Total Inventory of Properties available for sale as of December was 165, down -22.5% from 213 last month and down -4.6% from 173 in December of last year. December 2016 Inventory was at a mid range compared to December of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2016 MSI of 6.9 months was at its lowest level compared with December of 2015 and 2014.

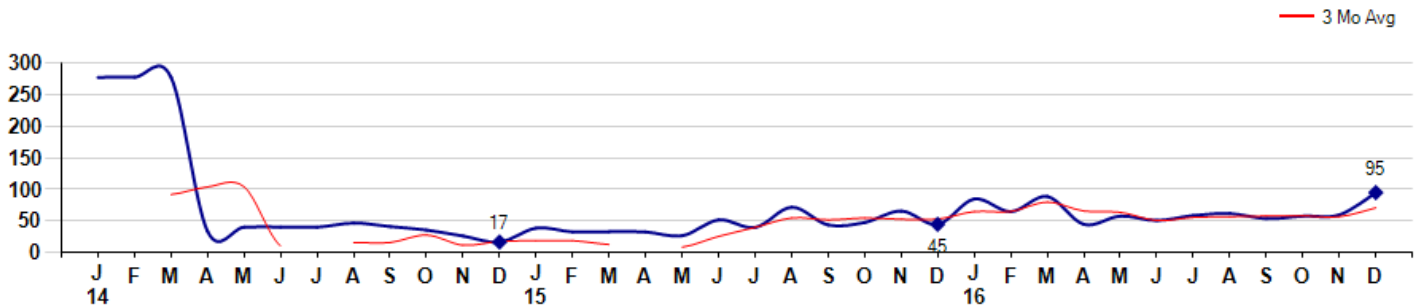
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



## 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 December was 95, up 58.3% from 60 days last month and up 111.1% from 45 days in December of last year. The December 2016 DOM was at its highest level compared with December of 2015 and 2014.

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



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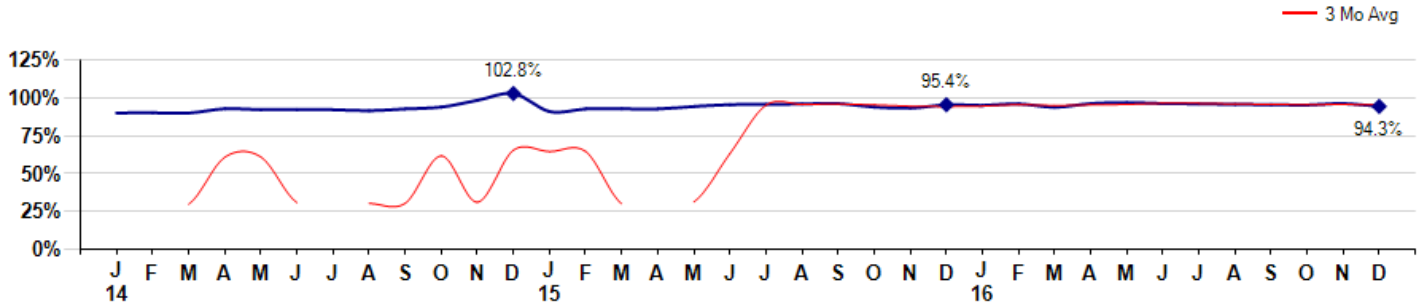


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## Selling Price vs Listing Price

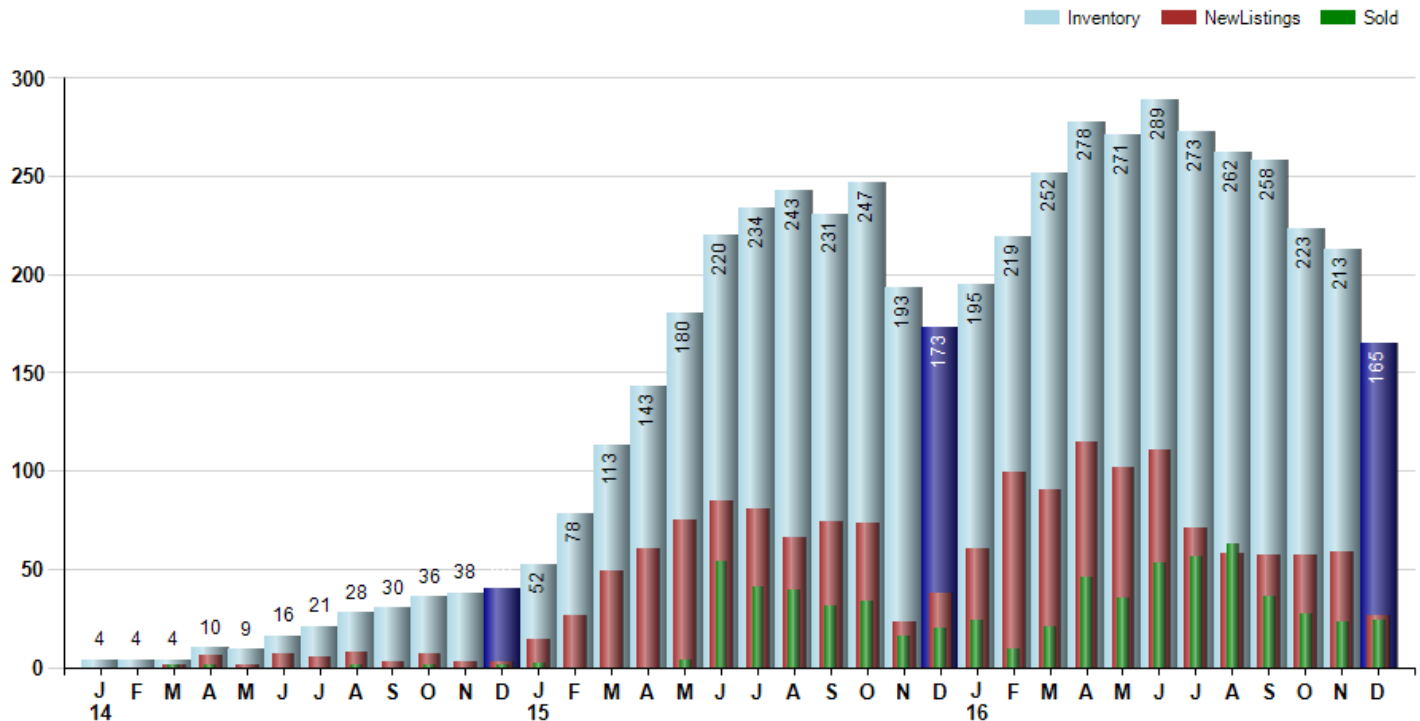
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2016 Selling Price vs List Price of 94.3% was down from 96.2% last month and down from 95.4% in December of last year.

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 December 2016 was 26, down -55.9% from 59 last month and down -31.6% from 38 in December of last year.



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# MARKET ACTION REPORT

December 2016

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	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	0	0	1	1	0	0	0	1	0	1	0	1	2	0	0	0	4	54	41	39	31	34	16	20	24	9	21	46	35	53	56	63	36	27	23	24
3 Mo. Roll Avg			0	1	1	0	0	0	0	1	0	1	1	1	1	0	1	19	33	45	37	35	27	23	20	18	18	25	34	45	48	57	52	42	29	25

(000's)	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	0	0	1,800	834	0	0	0	893	0	750	0	419	1,035	0	0	0	725	461	400	470	431	413	263	381	445	412	445	405	412	435	433	440	448	445	510	439
3 Mo. Roll Avg			600	878	878	278	0	298	298	548	250	390	485	485	345	0	242	395	529	443	434	438	369	352	363	413	434	421	421	417	427	436	440	444	468	465

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Inventory	4	4	4	10	9	16	21	28	30	36	38	40	52	78	113	143	180	220	234	243	231	247	193	173	195	219	252	278	271	289	273	262	258	223	213	165
MSI	0	0	4	10	0	0	0	28	0	36	0	40	26	0	0	0	45	4	6	6	7	7	12	9	8	24	12	6	8	5	5	4	7	8	9	7

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Days On Market	0	0	277	34	0	0	0	47	0	36	0	17	39	0	0	0	27	52	40	72	44	48	66	45	85	65	89	45	58	51	59	62	54	58	60	95
3 Mo. Roll Avg			92	104	104	11	0	16	16	28	12	18	19	19	13	0	9	26	40	55	52	55	53	53	65	65	80	66	64	51	56	57	58	58	57	71

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	0	0	180	278	0	0	0	217	0	200	0	161	227	0	0	0	232	200	212	210	201	192	169	191	188	200	186	195	199	207	200	189	203	202	195	199
3 Mo. Roll Avg			60	153	153	93	0	72	72	139	67	120	129	129	76	0	77	144	215	207	208	201	187	184	183	193	191	194	193	200	202	199	197	198	200	199

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	0.000	0.000	0.900	0.928	0.000	0.000	0.915	0.000	0.939	0.000	1.028	0.910	0.000	0.000	0.000	0.943	0.955	0.957	0.959	0.962	0.939	0.932	0.954	0.950	0.960	0.938	0.962	0.969	0.962	0.960	0.956	0.955	0.952	0.962	0.943	
3 Mo. Roll Avg			0.300	0.609	0.609	0.309	0.000	0.305	0.305	0.618	0.313	0.656	0.646	0.646	0.303	0.000	0.314	0.633	0.952	0.957	0.959	0.953	0.944	0.942	0.945	0.955	0.949	0.953	0.956	0.964	0.964	0.959	0.957	0.954	0.956	0.952

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
New Listings	0	0	1	6	1	7	5	8	3	7	3	3	14	26	49	60	75	85	81	66	74	73	23	38	60	99	90	115	102	111	71	58	57	57	59	26
Inventory	4	4	4	10	9	16	21	28	30	36	38	40	52	78	113	143	180	220	234	243	231	247	193	173	195	219	252	278	271	289	273	262	258	223	213	165
Sales	0	0	1	1	0	0	0	1	0	1	0	1	2	0	0	0	4	54	41	39	31	34	16	20	24	9	21	46	35	53	56	63	36	27	23	24

(000's)	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	0	0	1,800	834	0	0	0	893	0	750	0	419	1,035	0	0	0	855	535	559	611	497	602	364	362	542	466	466	513	474	497	516	483	437	480	517	508
3 Mo. Roll Avg			600	878	878	278	0	298	298	548	250	390	485	485	345	0	285	463	650	568	556	570	488	443	423	457	491	482	484	495	496	499	479	467	478	502

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