

*MLS Area: Deerfield, Bannockburn, Riverwoods*



**ART WILSON**  
 Broker, Realtor  
 847-363-1599  
 www.NorthShoreHomesOnline.com  
 Art.Wilson@cbexchange.com



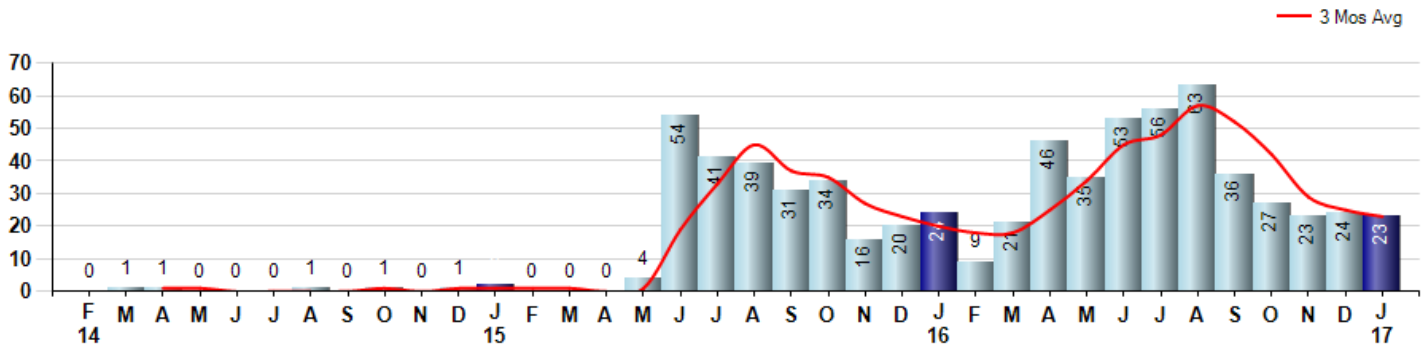
Price Range: \$0 to \$999,999,999 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview                | Month     | Trending Versus*: |     |     |    | YTD       | Trending Versus*: |           |
|---|-----------|-------------------|-----|-----|----|-----------|-------------------|-----------|
|   |           | LM                | L3M | PYM | LY |           | PriorYTD          | PriorYear |
| Median List Price of all Current Listings       | \$759,000 | ↑                 |     | ↑   |    |           |                   |           |
| Average List Price of all Current Listings      | \$891,319 | ↑                 |     | ↑   |    |           |                   |           |
| January Median Sales Price                      | \$510,000 | ↑                 | ↑   | ↑   | ↑  | \$510,000 | ↑                 | ↑         |
| January Average Sales Price                     | \$562,130 | ↑                 | ↑   | ↑   | ↑  | \$562,130 | ↑                 | ↑         |
| Total Properties Currently for Sale (Inventory) | 173       | ↑                 |     | ↓   |    |           |                   |           |
| January Number of Properties Sold               | 23        | ↓                 |     | ↓   |    | 23        | ↔                 |           |
| January Average Days on Market (Solds)          | 72        | ↓                 | ↑   | ↓   | ↑  | 72        | ↓                 | ↑         |
| January Month's Supply of Inventory             | 7.5       | ↑                 | ↓   | ↓   | ↓  | 7.5       | ↓                 | ↓         |
| January Sale Price vs List Price Ratio          | 89.9%     | ↑                 | ↓   | ↓   | ↓  | 89.9%     | ↓                 | ↓         |

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

## Property Sales

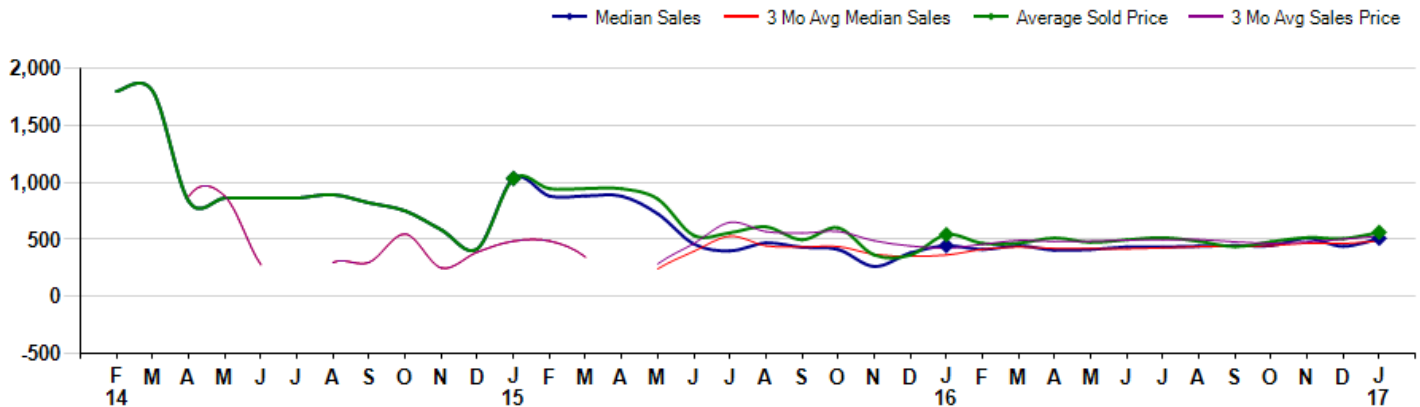
January Property sales were 23, down -4.2% from 24 in January of 2016 and -4.2% lower than the 24 sales last month. January 2017 sales were at a mid level compared to January of 2016 and 2015. January YTD sales of 23 are running -4.2% behind last year's year-to-date sales of 24.



## Prices

The Median Sales Price in January was \$510,000, up 14.6% from \$445,000 in January of 2016 and up 16.2% from \$438,950 last month. The Average Sales Price in January was \$562,130, up 3.6% from \$542,438 in January of 2016 and up 10.7% from \$507,828 last month. January 2017 ASP was at a mid range compared to January of 2016 and 2015.

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



*MLS Area: Deerfield, Bannockburn, Riverwoods*



**ART WILSON**  
 Broker, Realtor  
 847-363-1599  
 www.NorthShoreHomesOnline.com  
 Art.Wilson@cbexchange.com



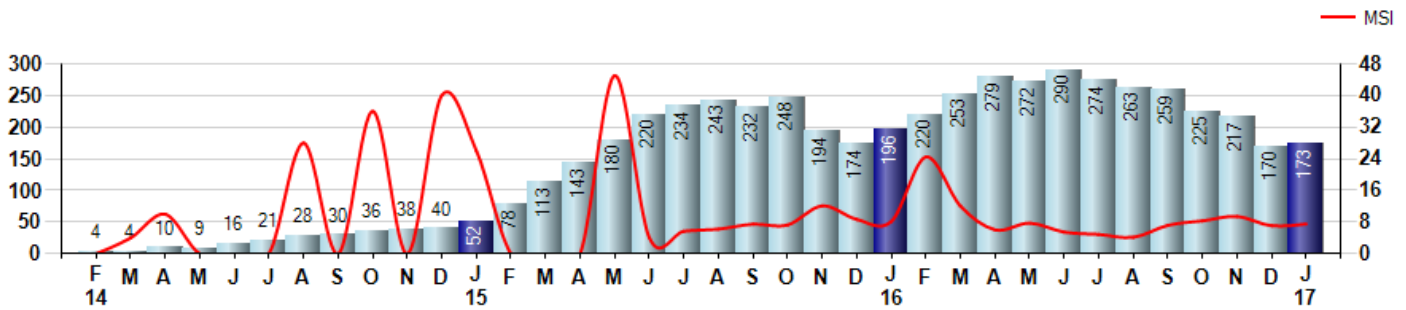
Price Range: \$0 to \$999,999,999 | Properties: Single Family Home, Townhome, Condo

## Inventory & MSI

The Total Inventory of Properties available for sale as of January was 173, up 1.8% from 170 last month and down -11.7% from 196 in January of last year. January 2017 Inventory was at a mid range compared to January of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2017 MSI of 7.5 months was at its lowest level compared with January of 2016 and 2015.

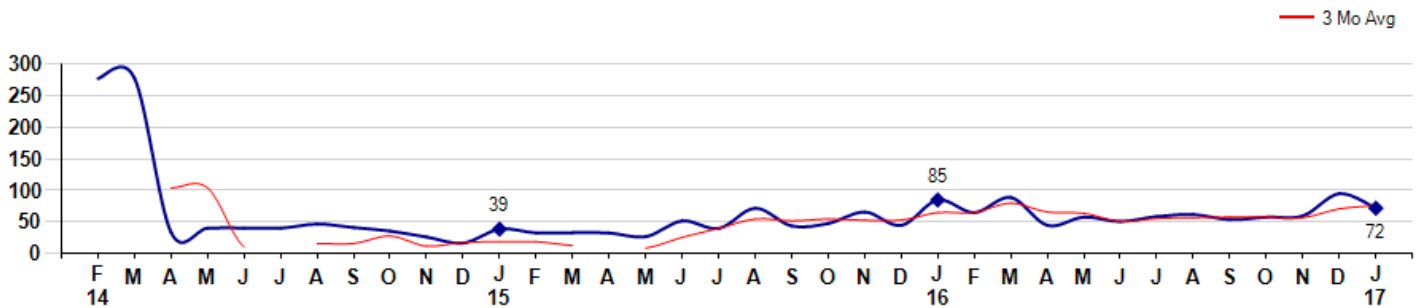
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



## 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 January was 72, down -24.2% from 95 days last month and down -15.3% from 85 days in January of last year. The January 2017 DOM was at a mid range compared with January of 2016 and 2015.

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



*MLS Area: Deerfield,  
Bannockburn, Riverwoods*



**ART WILSON**  
Broker, Realtor  
847-363-1599  
www.NorthShoreHomesOnline.com  
Art.Wilson@cbexchange.com

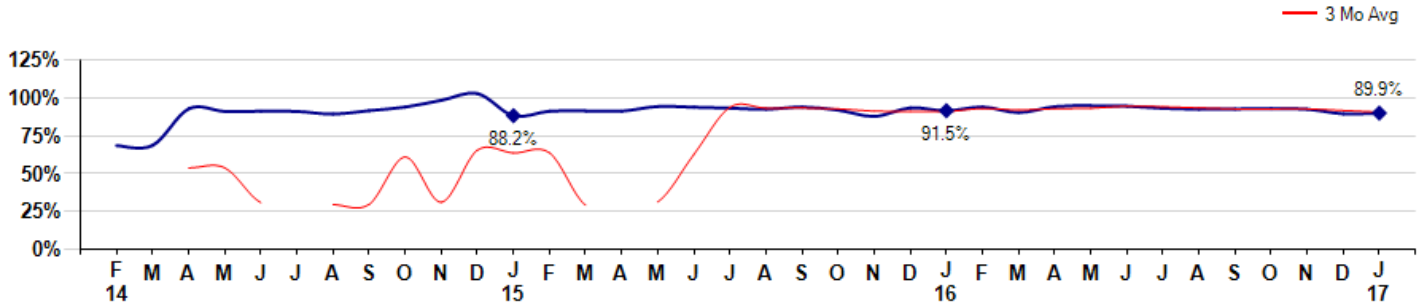


Price Range: \$0 to \$999,999,999 | Properties: Single Family Home, Townhome, Condo

## Selling Price vs Listing Price

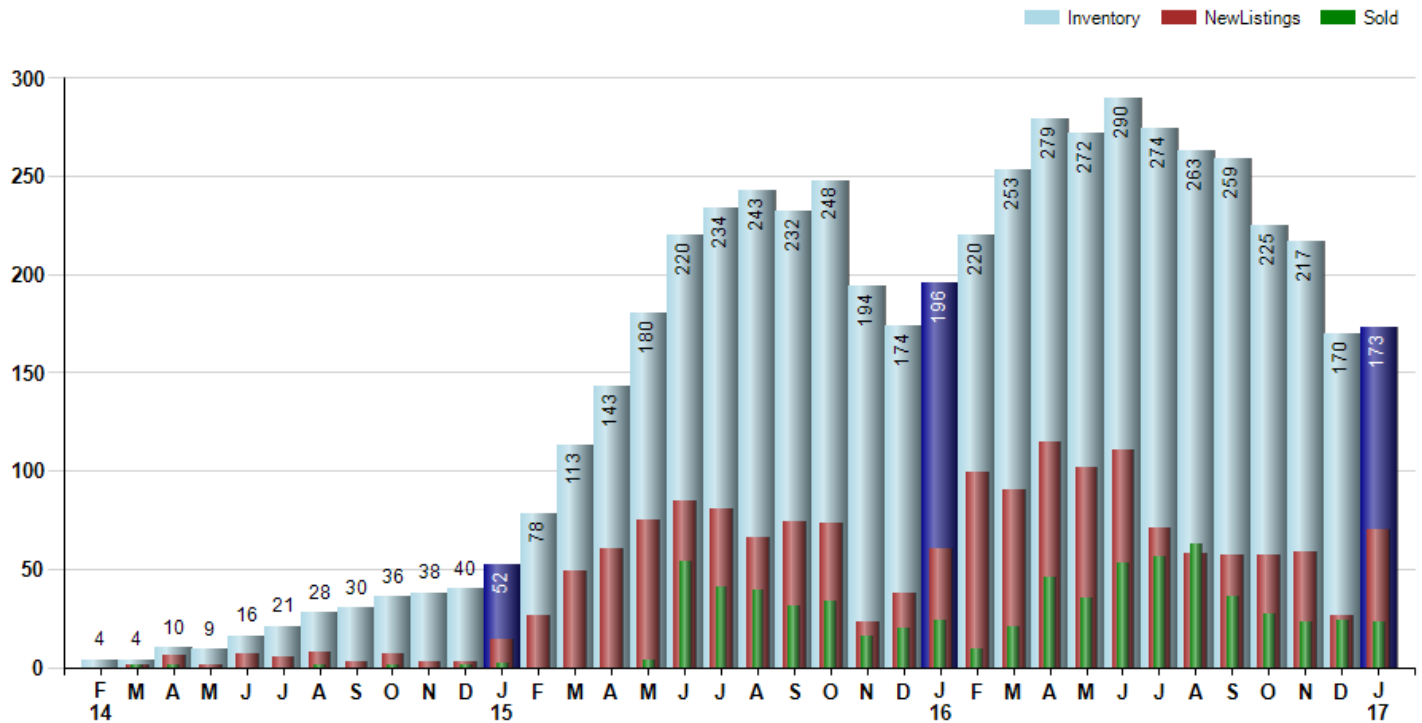
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The January 2017 Selling Price vs List Price of 89.9% was up from 89.5% last month and down from 91.5% in January 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 January 2017 was 70, up 169.2% from 26 last month and up 16.7% from 60 in January of last year.



© 2017 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 2/1/2014 through 1/31/2017. 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.



# MARKET ACTION REPORT

January 2017

## MLS Area: Deerfield, Bannockburn, Riverwoods



**ART WILSON**  
 Broker, Realtor  
 847-363-1599  
 www.NorthShoreHomesOnline.com  
 Art.Wilson@cbexchange.com



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

|                | F 14 | 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  | J 17 |
|----------------|------|---|---|---|---|---|---|---|---|---|---|------|---|---|---|---|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|
| Homes Sold     | 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 | 23   |
| 3 Mo. Roll Avg |      |   | 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 | 23   |

|                   | (000's) F 14 | 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   | J 17 |
|-------------------|--------------|-------|-----|-----|-----|---|-----|-----|-----|-----|-----|-------|-----|-----|---|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|
| Median Sale Price | 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 | 510  |
| 3 Mo. Roll Avg    |              |       | 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 | 486  |

|           | F 14 | 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   | J 17 |
|-----------|------|---|----|---|----|----|----|----|----|----|----|------|----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|
| Inventory | 4    | 4 | 10 | 9 | 16 | 21 | 28 | 30 | 36 | 38 | 40 | 52   | 78 | 113 | 143 | 180 | 220 | 234 | 243 | 232 | 248 | 194 | 174 | 196  | 220 | 253 | 279 | 272 | 290 | 274 | 263 | 259 | 225 | 217 | 170 | 173  |
| MSI       | 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   | 8    |

|                | F 14 | 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  | J 17 |
|----------------|------|-----|-----|-----|----|---|----|----|----|----|----|------|----|----|---|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|
| Days On Market | 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 | 72   |
| 3 Mo. Roll Avg |      |     | 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 | 76   |

|                 | F 14 | 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   | J 17 |
|-----------------|------|-----|-----|-----|----|---|-----|----|-----|----|-----|------|-----|----|---|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|
| Price per Sq Ft | 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 | 212  |
| 3 Mo. Roll Avg  |      |     | 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 | 202  |

|                    | F 14  | 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     | J 17  |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 0.000 | 0.686 | 0.928 | 0.000 | 0.000 | 0.000 | 0.893 | 0.000 | 0.939 | 0.000 | 1.028 | 0.882 | 0.000 | 0.000 | 0.000 | 0.943 | 0.938 | 0.932 | 0.924 | 0.939 | 0.919 | 0.878 | 0.934 | 0.915 | 0.940 | 0.903 | 0.942 | 0.948 | 0.945 | 0.931 | 0.924 | 0.926 | 0.929 | 0.925 | 0.895 | 0.899 |
| 3 Mo. Roll Avg     |       |       | 0.538 | 0.538 | 0.309 | 0.000 | 0.298 | 0.298 | 0.611 | 0.313 | 0.656 | 0.637 | 0.637 | 0.294 | 0.000 | 0.314 | 0.627 | 0.938 | 0.931 | 0.932 | 0.927 | 0.912 | 0.910 | 0.909 | 0.930 | 0.919 | 0.928 | 0.931 | 0.945 | 0.941 | 0.933 | 0.927 | 0.926 | 0.927 | 0.916 | 0.906 |

|              | F 14 | 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   | J 17 |
|--------------|------|---|----|---|----|----|----|----|----|----|----|------|----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|
| New Listings | 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  | 70   |
| Inventory    | 4    | 4 | 10 | 9 | 16 | 21 | 28 | 30 | 36 | 38 | 40 | 52   | 78 | 113 | 143 | 180 | 220 | 234 | 243 | 232 | 248 | 194 | 174 | 196  | 220 | 253 | 279 | 272 | 290 | 274 | 263 | 259 | 225 | 217 | 170 | 173  |
| Sales        | 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  | 23   |

|                | (000's) F 14 | 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   | J 17 |
|----------------|--------------|-------|-----|-----|-----|---|-----|-----|-----|-----|-----|-------|-----|-----|---|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|
| Avg Sale Price | 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 | 562  |
| 3 Mo. Roll Avg |              |       | 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 | 529  |

© 2017 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 2/1/2014 through 1/31/2017. 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.

