

*MLS Area: Deerfield, Bannockburn, Riverwoods*



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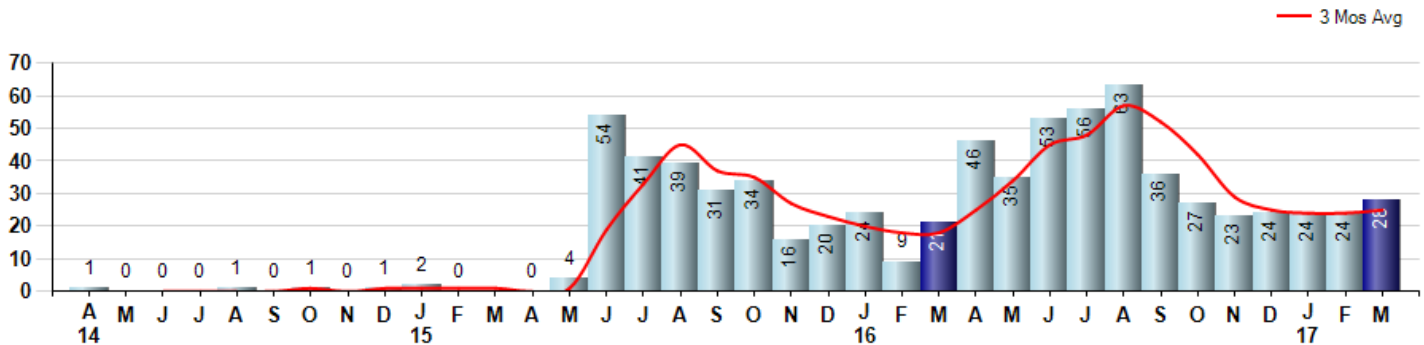
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

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	\$878,390	↔		↑				
March Median Sales Price	\$452,750	↓	↓	↑	↑	\$497,500	↑	↑
March Average Sales Price	\$486,030	↓	↓	↑	↓	\$532,518	↑	↑
Total Properties Currently for Sale (Inventory)	227	↑		↓				
March Number of Properties Sold	28	↑		↑		76	↑	
March Average Days on Market (Solds)	62	↑	↓	↓	↔	61	↓	↓
March Month's Supply of Inventory	8.1	↓	↔	↓	↓	8.1	↓	↓
March Sale Price vs List Price Ratio	95.5%	↑	↑	↑	↑	93.5%	↑	↑

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

## Property Sales

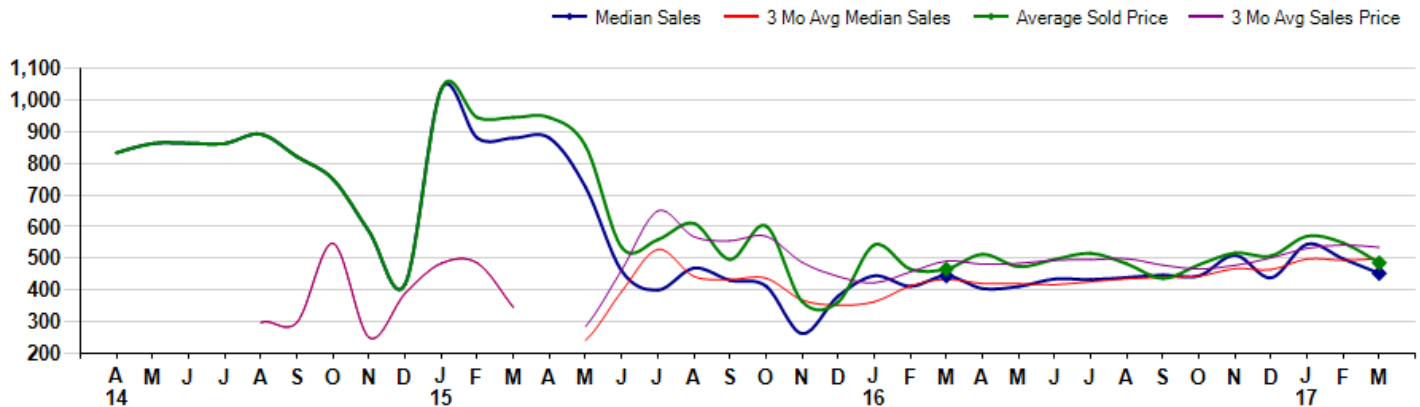
March Property sales were 28, up 33.3% from 21 in March of 2016 and 16.7% higher than the 24 sales last month. March 2017 sales were at their highest level compared to March of 2016 and 2015. March YTD sales of 76 are running 40.7% ahead of last year's year-to-date sales of 54.



## Prices

The Median Sales Price in March was \$452,750, up 1.7% from \$445,000 in March of 2016 and down -9.2% from \$498,700 last month. The Average Sales Price in March was \$486,030, up 4.3% from \$466,060 in March of 2016 and down -11.5% from \$548,896 last month. March 2017 ASP was at highest level compared to March of 2016 and 2015.

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



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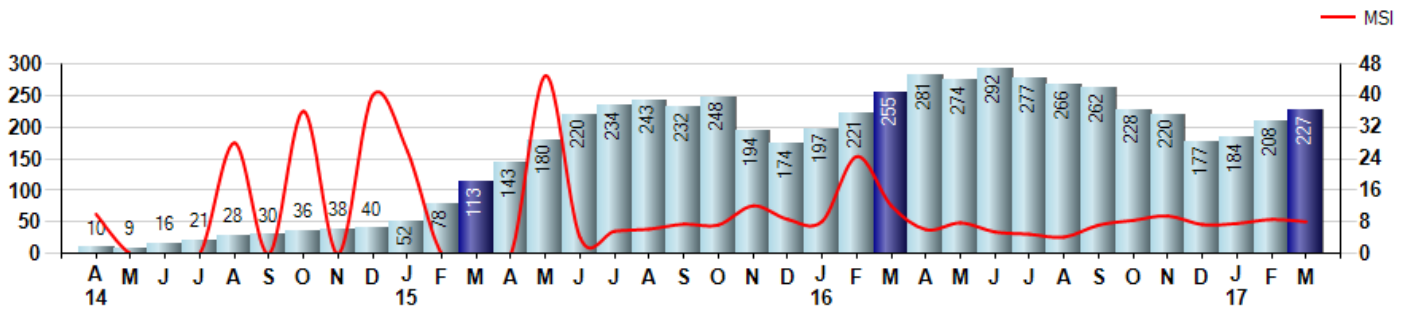
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### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 227, up 9.1% from 208 last month and down -11.0% from 255 in March of last year. March 2017 Inventory was at a mid range compared to March of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2017 MSI of 8.1 months was at a mid range compared with March of 2016 and 2015.

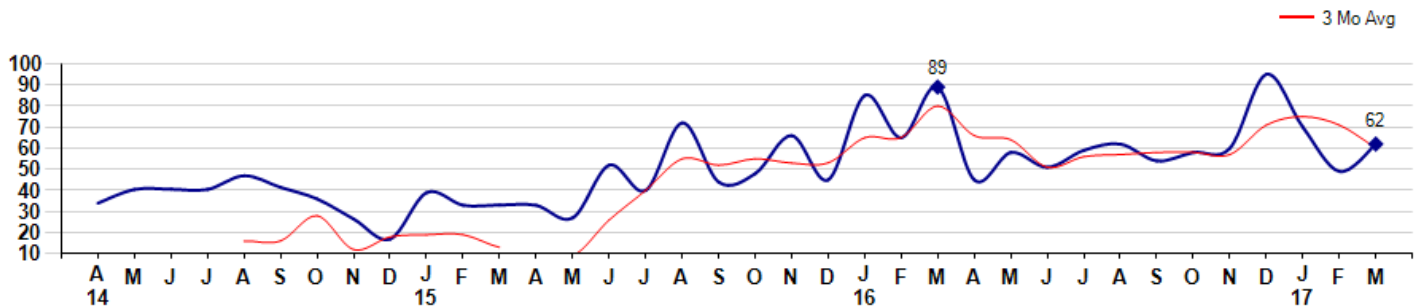
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 March was 62, up 26.5% from 49 days last month and down -30.3% from 89 days in March of last year. The March 2017 DOM was at a mid range compared with March of 2016 and 2015.

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



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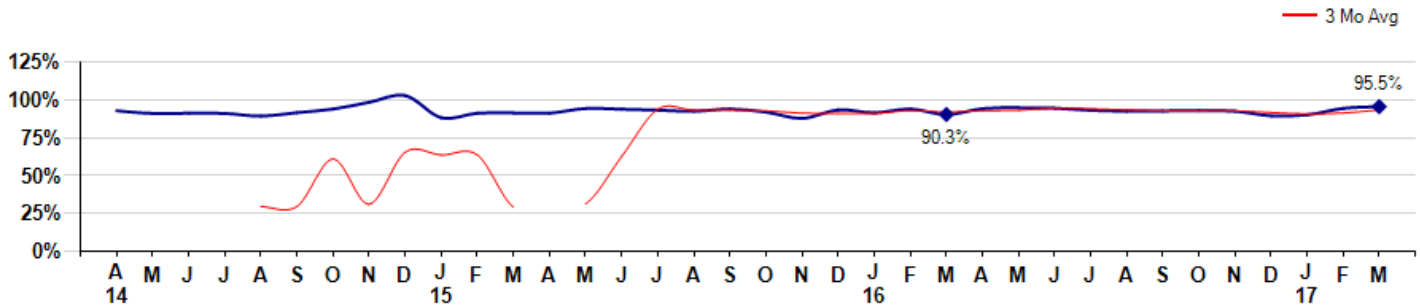


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## Selling Price vs Listing Price

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 March 2017 Selling Price vs List Price of 95.5% was up from 94.4% last month and up from 90.3% in March of last year.

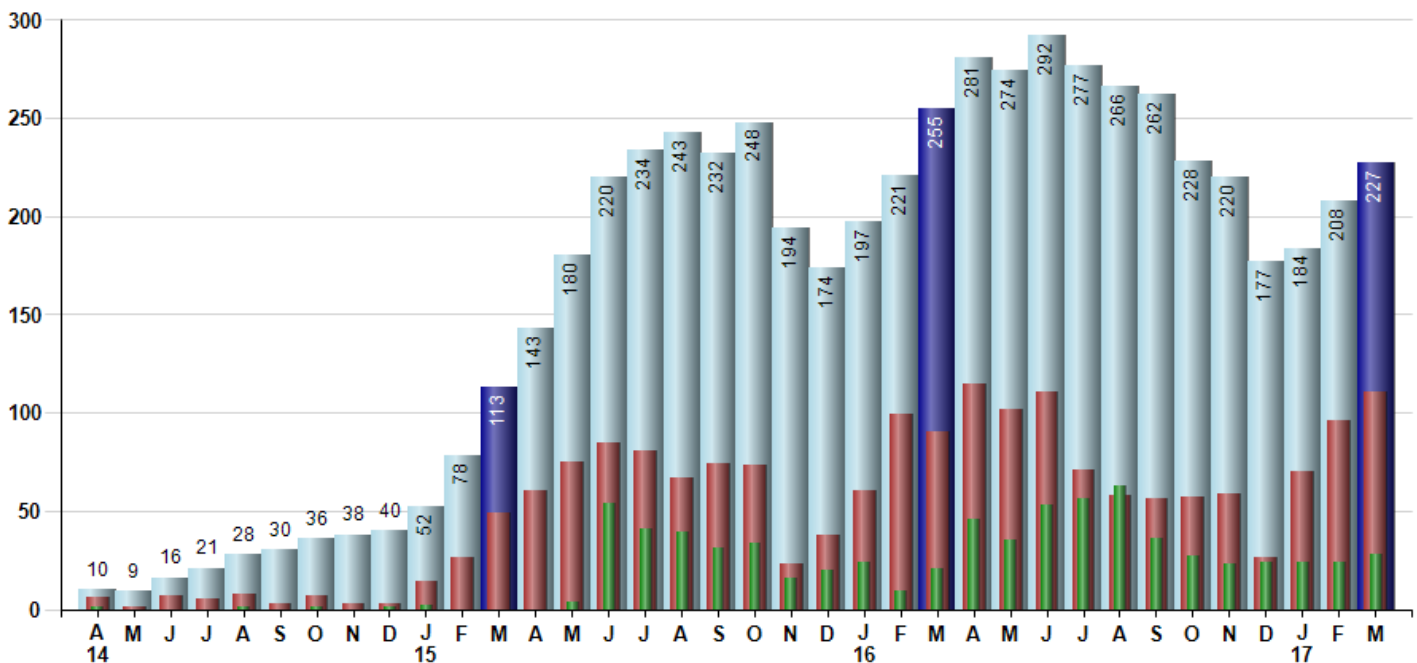
Avg Selling Price divided by Avg Listing Price for sold properties during the month



## 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 March 2017 was 111, up 15.6% from 96 last month and up 23.3% from 90 in March of last year.

Inventory NewListings Sold



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# MARKET ACTION REPORT

March 2017

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	A 14	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	F	M
Homes Sold	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	24	24	28
3 Mo. Roll Avg			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	24	24	25

(000's)	A 14	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	F	M
Median Sale Price	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	545	499	453
3 Mo. Roll Avg			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	498	494	499

	A 14	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	F	M
Inventory	10	9	16	21	28	30	36	38	40	52	78	113	143	180	220	234	243	232	248	194	174	197	221	255	281	274	292	277	266	262	228	220	177	184	208	227
MSI	10	0	0	0	28	0	36	0	40	26	0	0	0	45	4	6	6	7	7	12	9	8	25	12	6	8	6	5	4	7	8	10	7	8	9	8

	A 14	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	F	M
Days On Market	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	70	49	62
3 Mo. Roll Avg			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	75	71	60

	A 14	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	F	M
Price per Sq Ft	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	209	195
3 Mo. Roll Avg			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	207	205

	A 14	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	F	M
Sale to List Price	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	0.901	0.944	0.955
3 Mo. Roll Avg			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	0.907	0.913	0.933

	A 14	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	F	M
New Listings	6	1	7	5	8	3	7	3	3	14	26	49	60	75	85	81	67	74	73	23	38	60	99	90	115	102	111	71	58	56	57	59	26	70	96	111
Inventory	10	9	16	21	28	30	36	38	40	52	78	113	143	180	220	234	243	232	248	194	174	197	221	255	281	274	292	277	266	262	228	220	177	184	208	227
Sales	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	24	28	

(000's)	A 14	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	F	M
Avg Sale Price	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	570	549	486
3 Mo. Roll Avg			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	532	542	535

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