

*MLS Area: Deerfield,
Bannockburn, Riverwoods*



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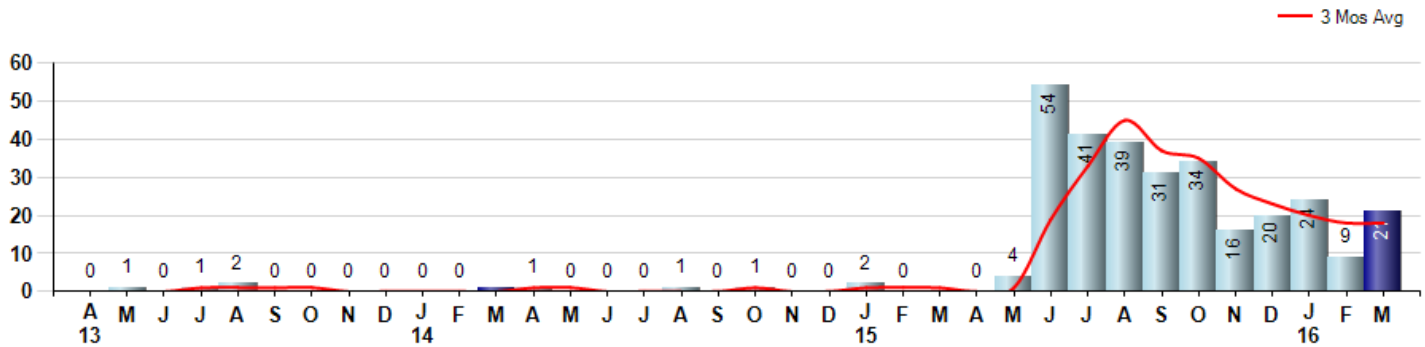
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$700,000	↑		↑				
Average List Price of all Current Listings	\$847,413	↔		↑				
March Median Sales Price	\$445,000	↑	↑	↔	↑	\$442,500	↓	↑
March Average Sales Price	\$466,060	↔	↔	↔	↓	\$499,995	↓	↓
Total Properties Currently for Sale (Inventory)	234	↑		↑				
March Number of Properties Sold	21	↑		↔		54	↔	
March Average Days on Market (Solds)	89	↑	↑	↔	↑	83	↑	↑
March Month's Supply of Inventory	11.1	↓	↓	↔	↑	14.1	↑	↑
March Sale Price vs List Price Ratio	93.8%	↓	↓	↔	↓	94.2%	↑	↓

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

Property Sales

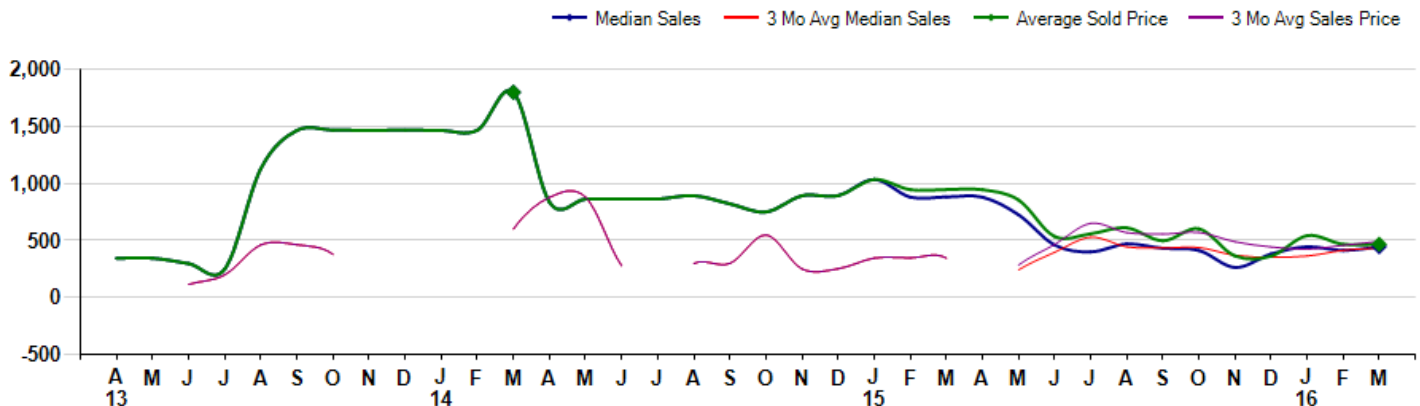
March Property sales were 21, equal to 0 in March of 2015 and 133.3% higher than the 9 sales last month. March 2016 sales were at their highest level compared to March of 2015 and 2014. March YTD sales of 54 are running 2600.0% ahead of last year's year-to-date sales of 2.



Prices

The Median Sales Price in March was \$445,000, equal to \$0 in March of 2015 and up 8.0% from \$412,000 last month. The Average Sales Price in March was \$466,060, equal to \$0 in March of 2015 and up 0.0% from \$466,000 last month. March 2016 ASP was at a mid range compared to March of 2015 and 2014.

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



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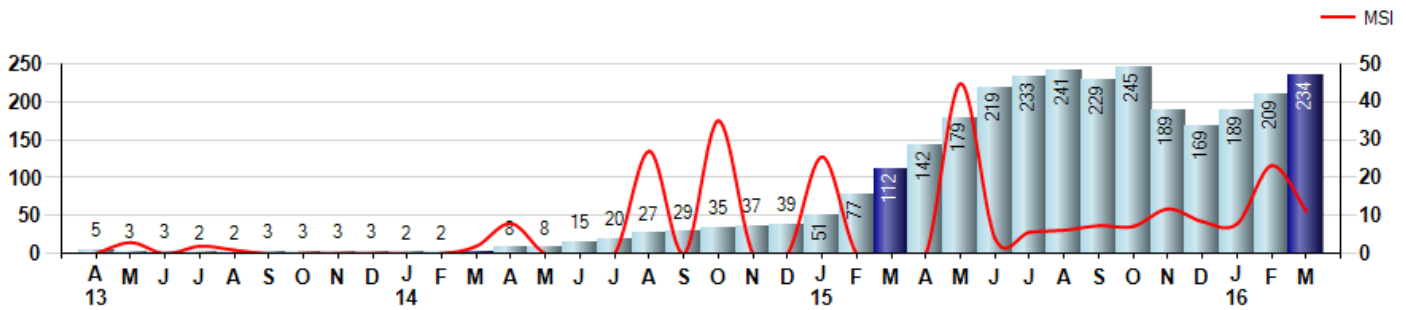
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Inventory & MSI

The Total Inventory of Properties available for sale as of March was 234, up 12.0% from 209 last month and up 108.9% from 112 in March of last year. March 2016 Inventory was at highest level compared to March of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2016 MSI of 11.1 months was at its highest level compared with March of 2015 and 2014.

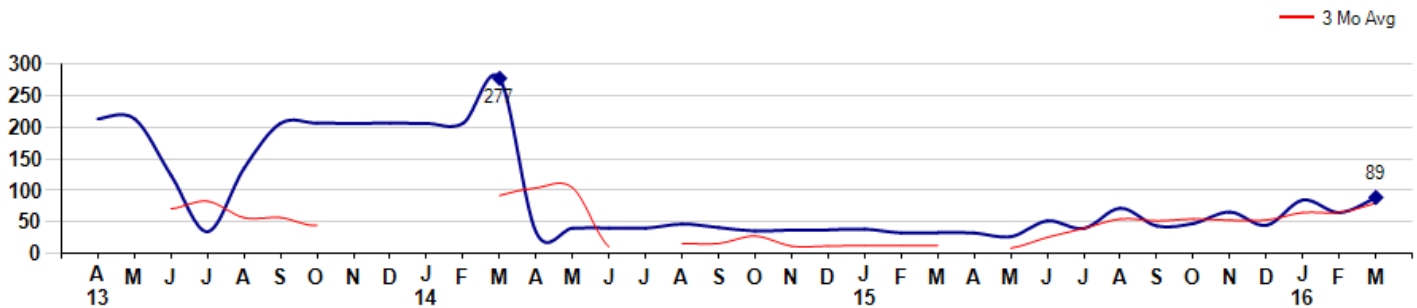
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 March was 89, up 36.9% from 65 days last month and equal to 0 days in March of last year. The March 2016 DOM was at a mid range compared with March of 2015 and 2014.

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



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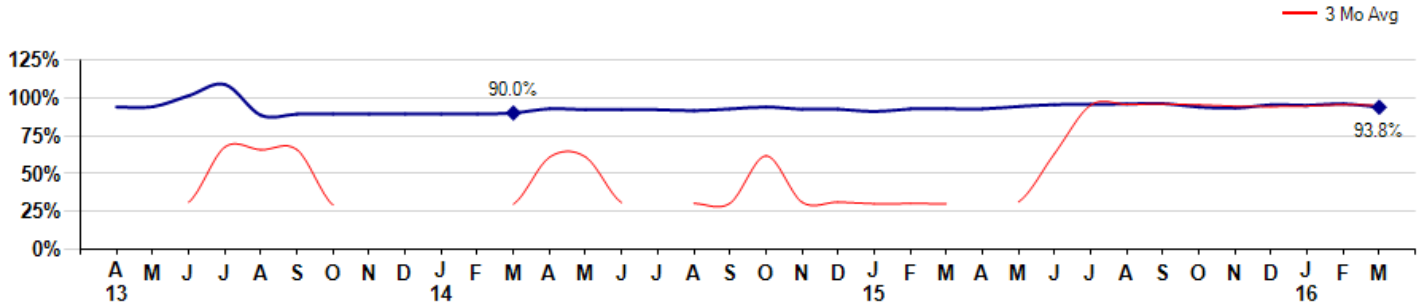


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Selling Price vs Listing Price

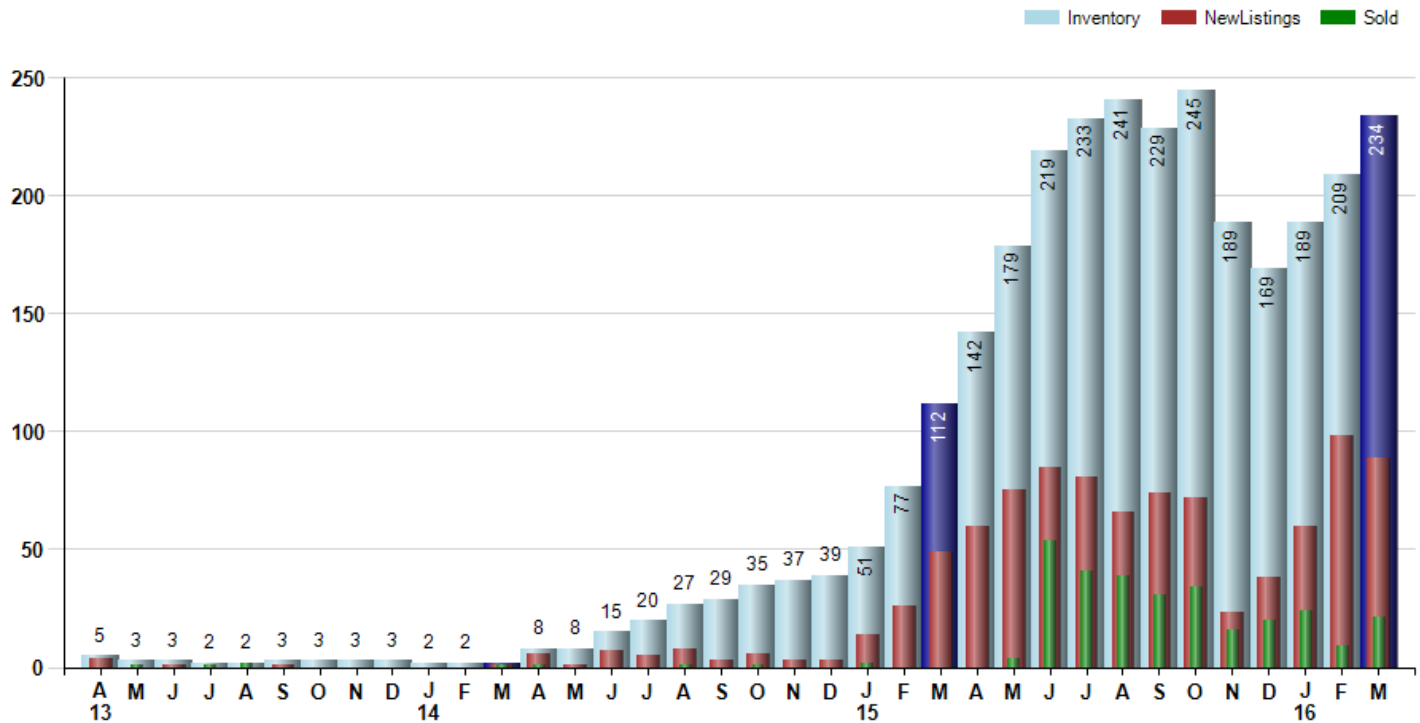
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2016 Selling Price vs List Price of 93.8% was down from 96.0% last month and equal to 0.0% 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 2016 was 89, down -9.2% from 98 last month and up 81.6% from 49 in March of last year.



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MARKET ACTION REPORT

March 2016

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	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M
Homes Sold	0	1	0	1	2	0	0	0	0	0	0	1	1	0	0	0	1	0	1	0	0	2	0	0	0	4	54	41	39	31	34	16	20	24	9	21
3 Mo. Roll Avg			0	1	1	1	1	0	0	0	0	0	1	1	0	0	0	1	0	0	0	1	1	1	0	1	19	33	45	37	35	27	23	20	18	18

	(000's)	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M
Median Sale Price	0	343	0	250	1,133	0	0	0	0	0	0	1,800	834	0	0	0	893	0	750	0	0	1,035	0	0	0	725	461	400	470	431	413	263	381	445	412	445	
3 Mo. Roll Avg			114	198	461	461	378	0	0	0	0	600	878	878	278	0	298	298	548	250	250	345	345	345	0	242	395	529	443	434	438	369	352	363	413	434	

	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M
Inventory	5	3	3	2	2	3	3	3	3	2	2	2	8	8	15	20	27	29	35	37	39	51	77	112	142	179	219	233	241	229	245	189	169	189	209	234
MSI	0	3	0	2	1	0	0	0	0	0	0	2	8	0	0	0	27	0	35	0	0	26	0	0	0	45	4	6	6	7	7	12	8	8	23	11

	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M
Days On Market	0	213	0	35	135	0	0	0	0	0	0	277	34	0	0	0	47	0	36	0	0	39	0	0	0	27	52	40	72	44	48	66	45	85	65	89
3 Mo. Roll Avg			71	83	57	57	45	0	0	0	0	92	104	104	11	0	16	16	28	12	12	13	13	13	0	9	26	40	55	52	55	53	53	65	65	80

	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M
Price per Sq Ft	0	172	0	132	190	0	0	0	0	0	0	180	278	0	0	0	217	0	200	0	0	227	0	0	0	232	200	212	210	201	192	169	191	188	200	186
3 Mo. Roll Avg			57	101	107	107	63	0	0	0	0	60	153	153	93	0	72	72	139	67	67	76	76	76	0	77	144	215	207	208	201	187	184	183	193	191

	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M
Sale to List Price	0.000	0.940	0.000	1.088	0.885	0.000	0.000	0.000	0.000	0.000	0.000	0.900	0.928	0.000	0.000	0.000	0.915	0.000	0.939	0.000	0.000	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
3 Mo. Roll Avg			0.313	0.676	0.658	0.658	0.295	0.000	0.000	0.000	0.000	0.300	0.609	0.609	0.309	0.000	0.305	0.305	0.618	0.313	0.313	0.303	0.303	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

	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M
New Listings	4	0	1	0	0	1	0	0	0	0	0	1	6	1	7	5	8	3	6	3	3	14	26	49	60	75	85	81	66	74	72	23	38	60	98	89
Inventory	5	3	3	2	2	3	3	3	3	2	2	2	8	8	15	20	27	29	35	37	39	51	77	112	142	179	219	233	241	229	245	189	169	189	209	234
Sales	0	1	0	1	2	0	0	0	0	0	0	1	1	0	0	0	1	0	1	0	0	2	0	0	0	4	54	41	39	31	34	16	20	24	9	21

	(000's)	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M
Avg Sale Price	0	343	0	250	1,133	0	0	0	0	0	0	1,800	834	0	0	0	893	0	750	0	0	1,035	0	0	0	855	535	559	611	497	602	364	362	542	466	466	
3 Mo. Roll Avg			114	198	461	461	378	0	0	0	0	600	878	878	278	0	298	298	548	250	250	345	345	345	0	285	463	650	568	556	570	488	443	423	457	491	

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