

*MLS Area: Deerfield, Bannockburn, Riverwoods*



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



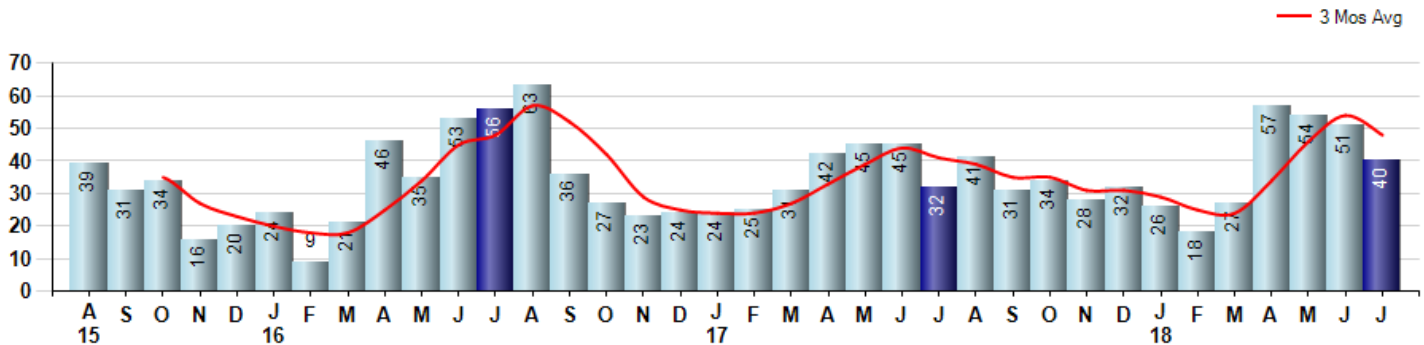
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$669,000	↓		↑				
Average List Price of all Current Listings	\$795,188	↓		↑				
July Median Sales Price	\$442,500	↓	↓	↓	↓	\$455,000	↓	↓
July Average Sales Price	\$483,543	↓	↓	↓	↓	\$512,823	↓	↓
Total Properties Currently for Sale (Inventory)	267	↑		↓				
July Number of Properties Sold	40	↓		↑		273	↑	
July Average Days on Market (Solds)	49	↓	↓	↑	↓	66	↑	↑
July Month's Supply of Inventory	6.7	↑	↑	↓	↓	7.0	↓	↓
July Sale Price vs List Price Ratio	94.3%	↑	↑	→	↑	93.3%	↓	↑

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

## Property Sales

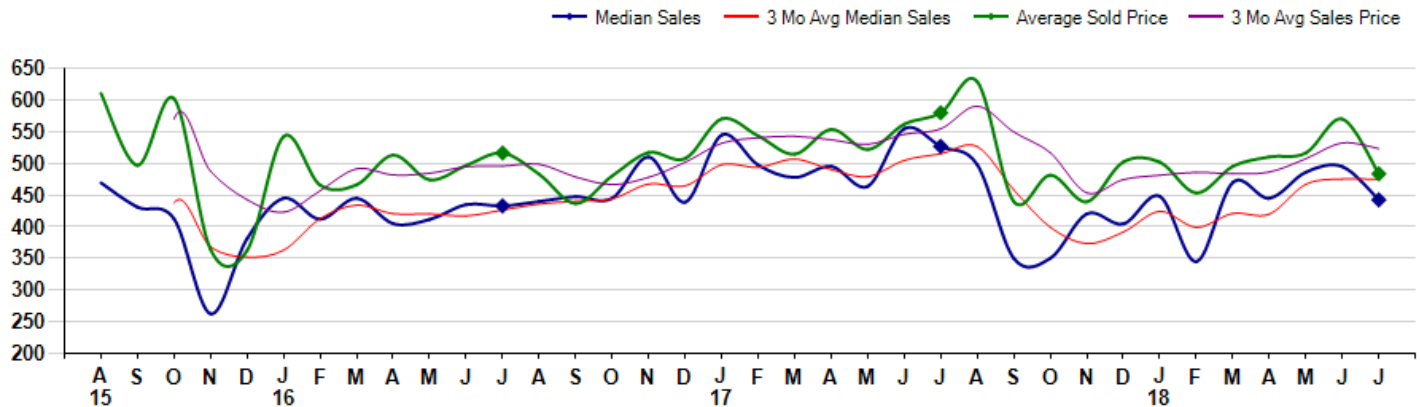
July Property sales were 40, up 25.0% from 32 in July of 2017 and -21.6% lower than the 51 sales last month. July 2018 sales were at a mid level compared to July of 2017 and 2016. July YTD sales of 273 are running 11.9% ahead of last year's year-to-date sales of 244.



## Prices

The Median Sales Price in July was \$442,500, down -16.0% from \$527,000 in July of 2017 and down -10.6% from \$495,000 last month. The Average Sales Price in July was \$483,543, down -16.6% from \$579,997 in July of 2017 and down -15.2% from \$570,174 last month. July 2018 ASP was at the lowest level compared to July of 2017 and 2016.

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



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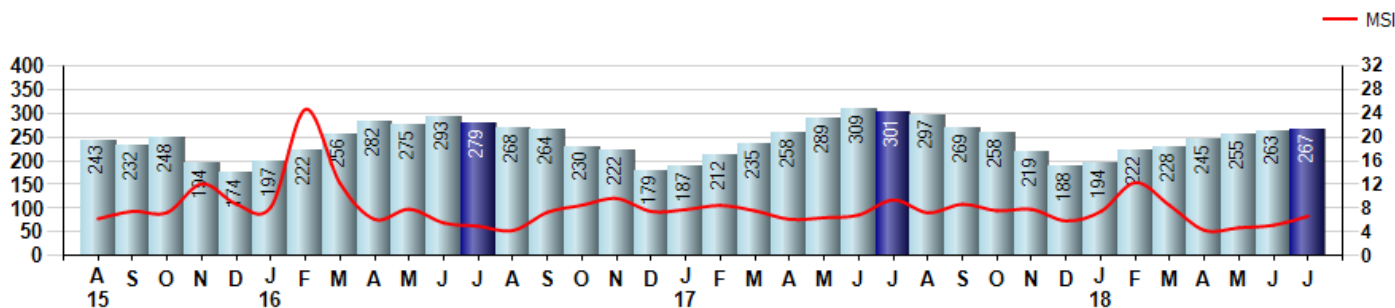
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### Inventory & MSI

The Total Inventory of Properties available for sale as of July was 267, up 1.5% from 263 last month and down -11.3% from 301 in July of last year. July 2018 Inventory was at the lowest level compared to July of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2018 MSI of 6.7 months was at a mid range compared with July of 2017 and 2016.

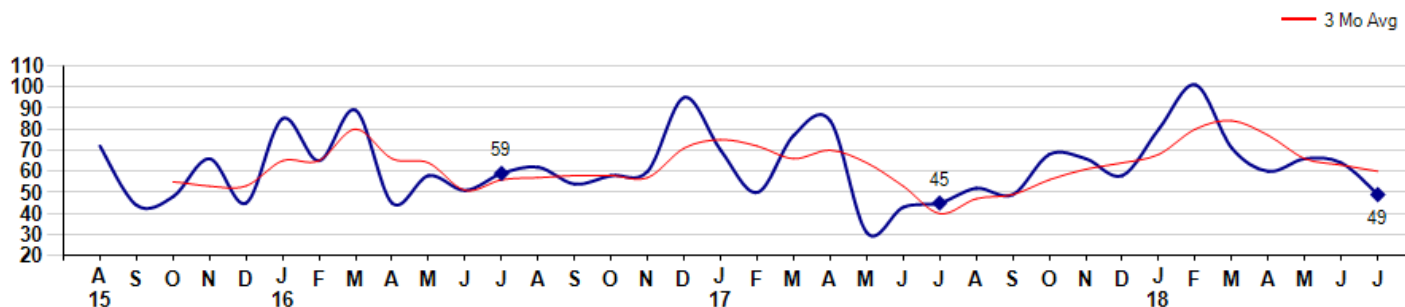
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 July was 49, down -23.4% from 64 days last month and up 8.9% from 45 days in July of last year. The July 2018 DOM was at a mid range compared with July of 2017 and 2016.

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



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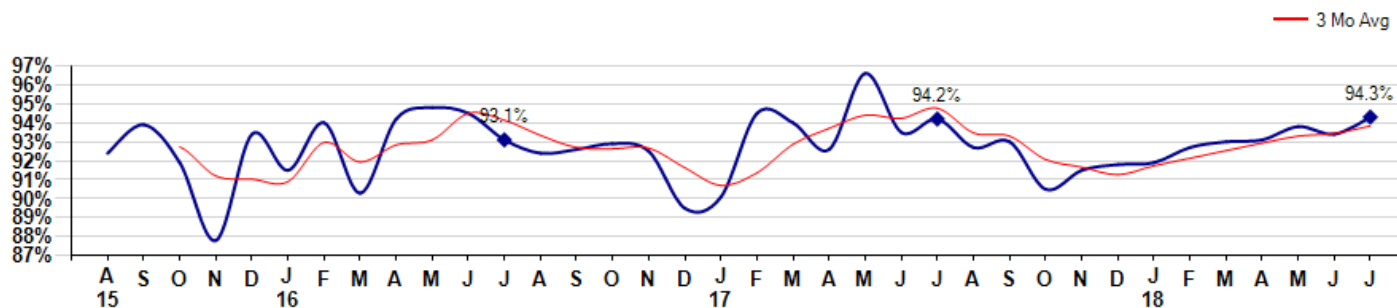


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### Selling Price vs Listing Price

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 July 2018 Selling Price vs List Price of 94.3% was up from 93.4% last month and up from 94.2% in July of last year.

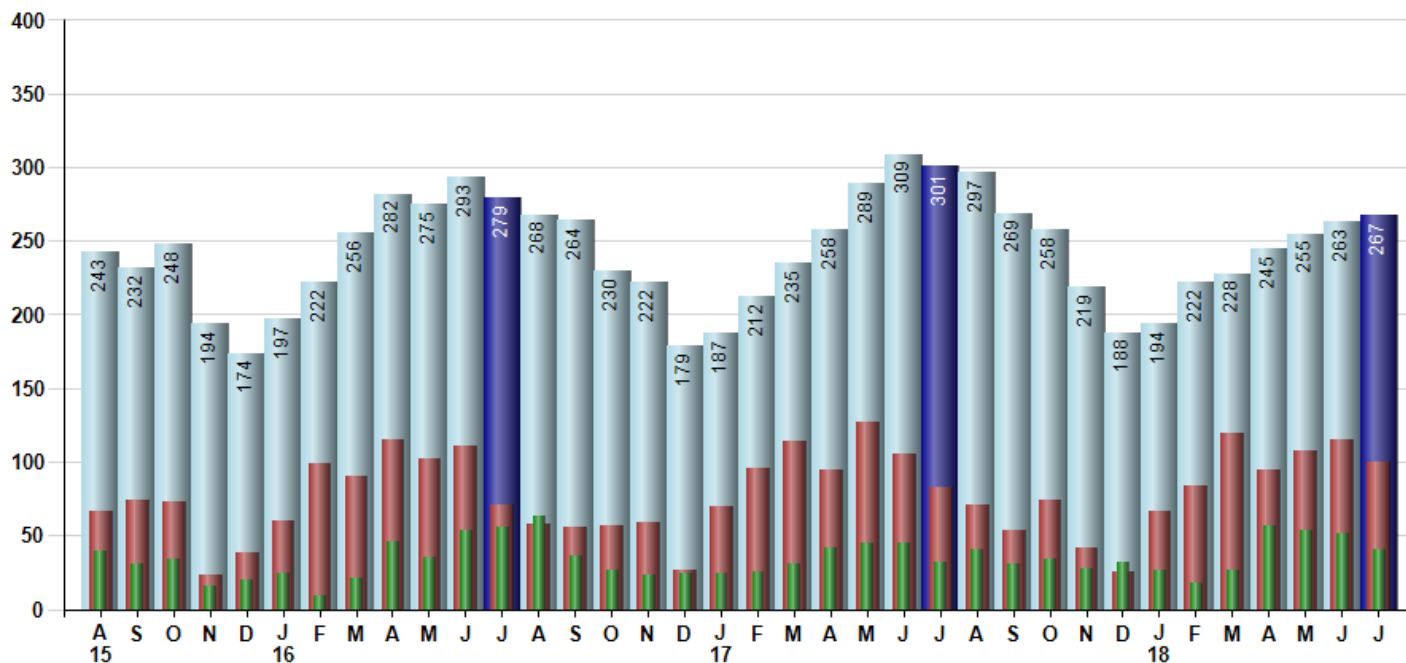
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 July 2018 was 100, down -13.0% from 115 last month and up 20.5% from 83 in July of last year.

Inventory (light blue), New Listings (red), Sold (green)



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# MARKET ACTION REPORT

July 2018

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Homes Sold	39	31	34	16	20	24	9	21	46	35	53	56	63	36	27	23	24	24	25	31	42	45	45	32	41	31	34	28	32	26	18	27	57	54	51	40
3 Mo. Roll Avg			35	27	23	20	18	18	25	34	45	48	57	52	42	29	25	24	24	27	33	39	44	41	39	35	35	31	31	29	25	24	34	46	54	48

	(000's) A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Median Sale Price	470	431	413	263	381	445	412	445	405	412	435	433	440	448	445	510	439	545	498	478	496	464	555	527	498	350	350	421	405	448	345	470	445	486	495	443
3 Mo. Roll Avg			438	369	352	363	413	434	421	421	417	427	436	440	444	468	465	498	494	507	490	479	505	515	527	458	399	374	392	424	399	421	420	467	475	475

	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Inventory	243	232	248	194	174	197	222	256	282	275	293	279	268	264	230	222	179	187	212	235	258	289	309	301	297	269	258	219	188	194	222	228	245	255	263	267
MSI	6	7	7	12	9	8	25	12	6	8	6	5	4	7	9	10	7	8	8	8	6	6	7	9	7	9	8	8	6	7	12	8	4	5	5	7

	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Days On Market	72	44	48	66	45	85	65	89	45	58	51	59	62	54	58	60	95	70	50	77	84	31	43	45	52	49	68	66	58	80	101	71	60	66	64	49
3 Mo. Roll Avg			55	53	53	65	65	80	66	64	51	56	57	58	58	57	71	75	72	66	70	64	53	40	47	49	56	61	64	68	80	84	77	66	63	60

	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Price per Sq Ft	210	201	192	169	191	188	200	186	195	199	207	200	189	203	202	195	207	212	208	198	207	219	218	214	221	184	194	191	190	185	190	192	199	196	197	200
3 Mo. Roll Avg			201	187	184	183	193	191	194	193	200	202	199	197	198	200	201	205	209	206	204	208	215	217	218	206	200	190	192	189	188	189	194	196	197	198

	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Sale to List Price	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	0.945	0.940	0.926	0.966	0.935	0.942	0.927	0.930	0.905	0.915	0.918	0.919	0.927	0.930	0.931	0.938	0.934	0.943
3 Mo. Roll Avg			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	0.914	0.929	0.937	0.944	0.942	0.948	0.935	0.933	0.921	0.917	0.913	0.917	0.921	0.925	0.929	0.933	0.934	0.938

	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
New Listings	67	74	73	23	38	60	99	90	115	102	111	71	58	56	57	59	26	70	96	114	95	127	105	83	71	54	74	42	25	67	84	119	95	108	115	100
Inventory	243	232	248	194	174	197	222	256	282	275	293	279	268	264	230	222	179	187	212	235	258	289	309	301	297	269	258	219	188	194	222	228	245	255	263	267
Sales	39	31	34	16	20	24	9	21	46	35	53	56	63	36	27	23	24	24	25	31	42	45	45	32	41	31	34	28	32	26	18	27	57	54	51	40

	(000's) A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Avg Sale Price	611	497	602	364	362	542	466	466	513	474	497	516	483	437	480	517	508	570	544	515	554	522	562	580	629	440	482	440	502	502	453	496	510	517	570	484
3 Mo. Roll Avg			570	488	443	423	457	491	482	484	495	496	499	479	467	478	502	532	541	543	537	530	546	555	590	550	517	454	475	481	486	484	486	507	532	523

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