

MLS Area: Deerfield, Bannockburn, Riverwoods



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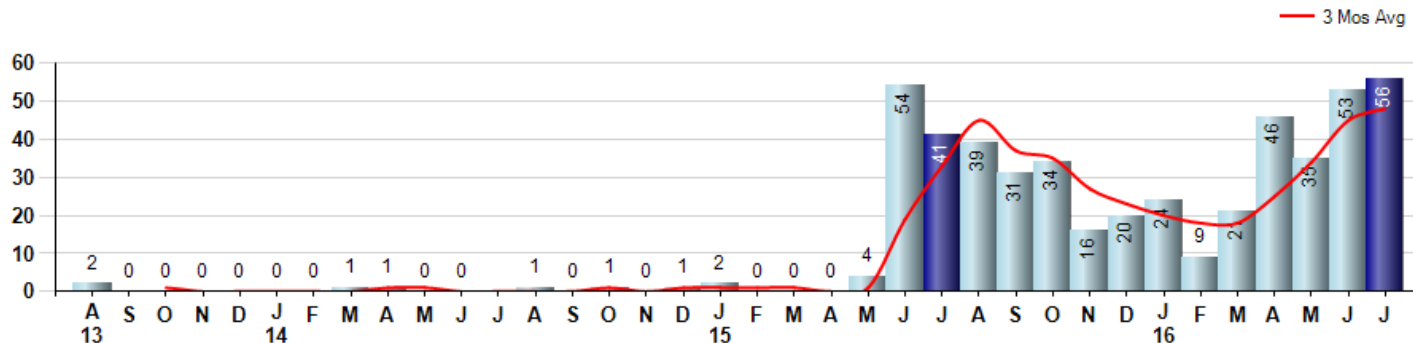
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

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	\$872,105	↑		↑				
July Median Sales Price	\$433,000	↔	↑	↑	↑	\$422,250	↓	↔
July Average Sales Price	\$516,452	↑	↑	↓	↓	\$501,878	↓	↓
Total Properties Currently for Sale (Inventory)	264	↓		↑				
July Number of Properties Sold	56	↑		↑		244	↑	
July Average Days on Market (Solds)	59	↑	↑	↑	↑	60	↑	↑
July Month's Supply of Inventory	4.7	↓	↓	↓	↓	9.7	↓	↓
July Sale Price vs List Price Ratio	96.0%	↓	↑	↑	↑	94.9%	↓	↔

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

Property Sales

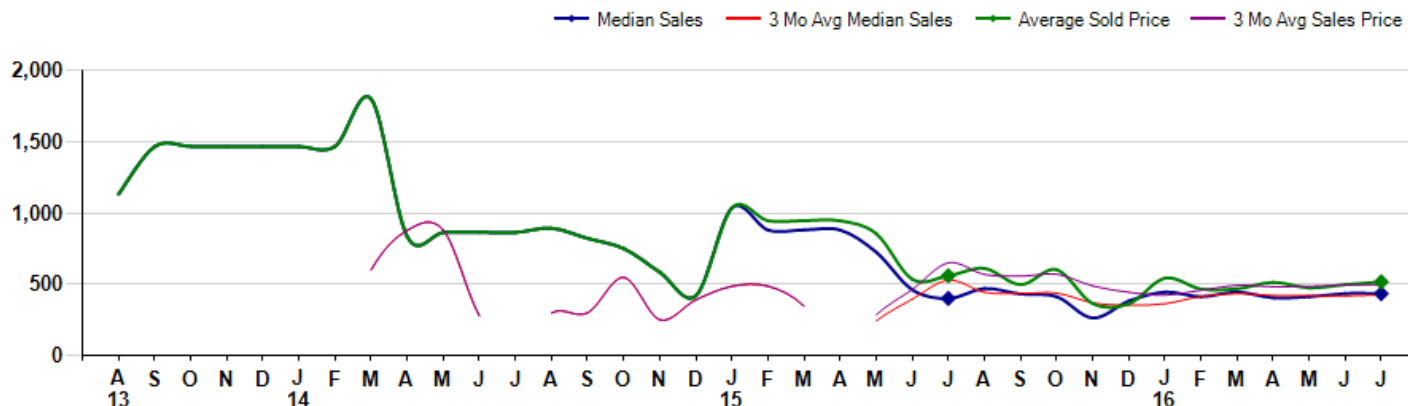
July Property sales were 56, up 36.6% from 41 in July of 2015 and 5.7% higher than the 53 sales last month. July 2016 sales were at their highest level compared to July of 2015 and 2014. July YTD sales of 244 are running 141.6% ahead of last year's year-to-date sales of 101.



Prices

The Median Sales Price in July was \$433,000, up 8.3% from \$400,000 in July of 2015 and down -0.5% from \$435,000 last month. The Average Sales Price in July was \$516,452, down -7.6% from \$559,222 in July of 2015 and up 4.0% from \$496,818 last month. July 2016 ASP was at a mid range compared to July of 2015 and 2014.

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



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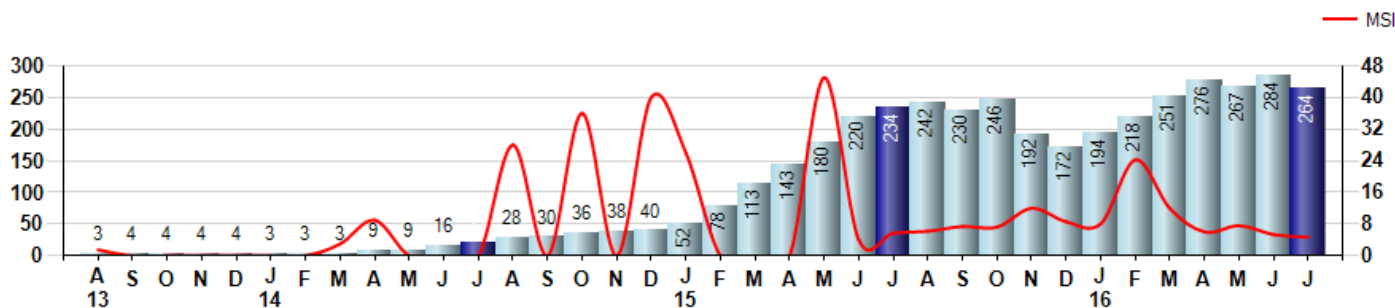
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Inventory & MSI

The Total Inventory of Properties available for sale as of July was 264, down -7.0% from 284 last month and up 12.8% from 234 in July of last year. July 2016 Inventory was at highest level compared to July of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2016 MSI of 4.7 months was at a mid range compared with July of 2015 and 2014.

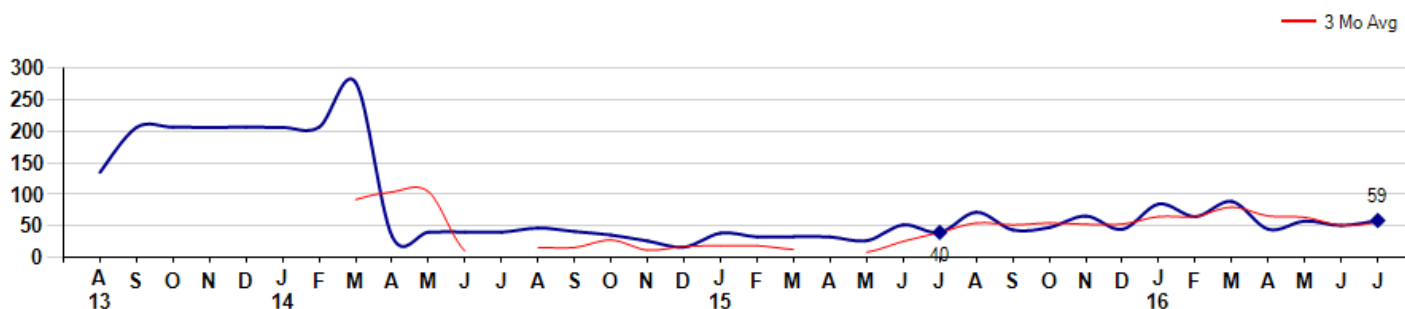
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 July was 59, up 15.7% from 51 days last month and up 47.5% from 40 days in July of last year. The July 2016 DOM was at its highest level compared with July of 2015 and 2014.

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



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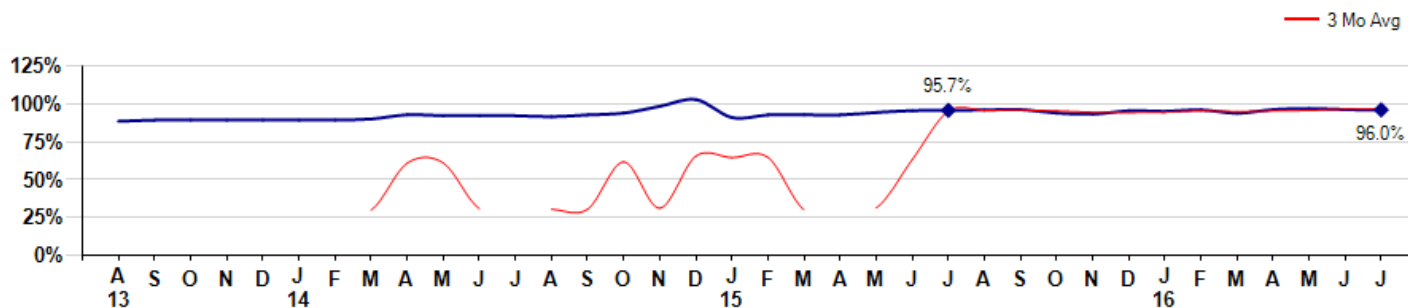


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Selling Price vs Listing Price

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 July 2016 Selling Price vs List Price of 96.0% was down from 96.2% last month and up from 95.7% in July of last year.

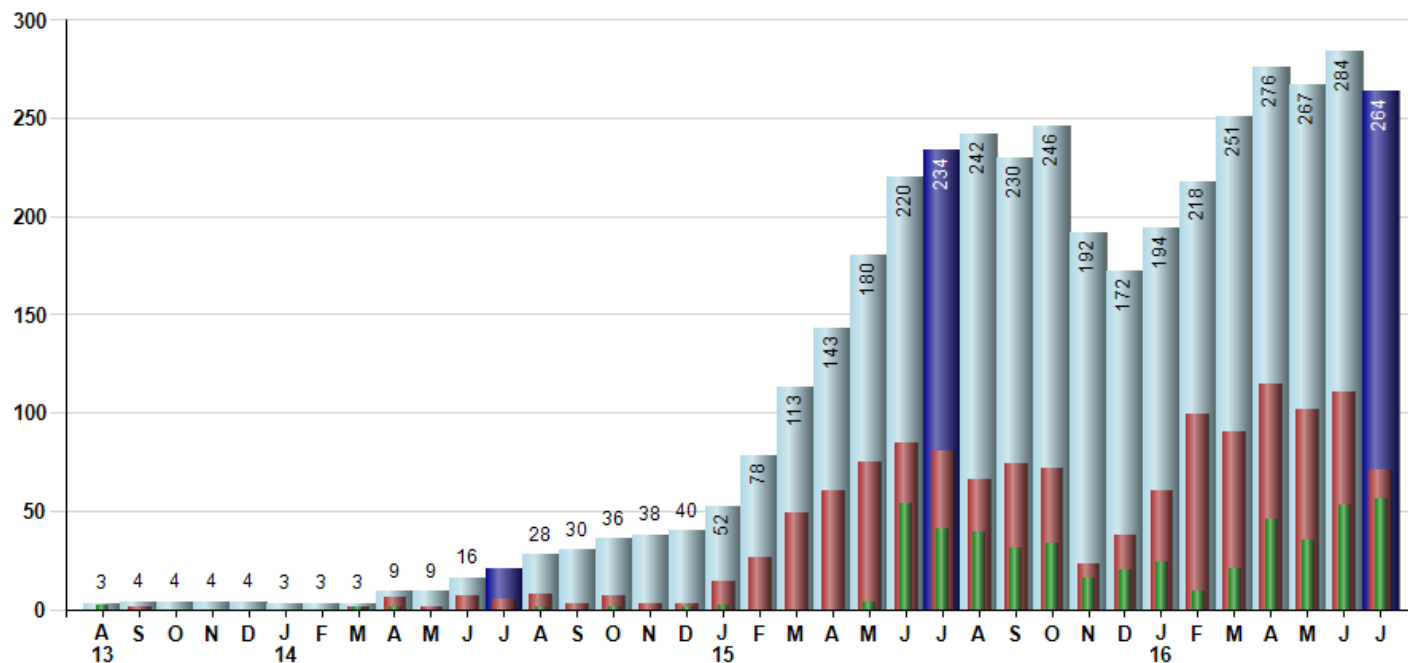
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2016 was 71, down -36.0% from 111 last month and down -12.3% from 81 in July of last year.

Inventory New Listings Sold



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MARKET ACTION REPORT

July 2016

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Homes Sold	2	0	0	0	0	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
3 Mo. Roll Avg			1	0	0	0	0	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

	(000's) A 13	S	O	N	D	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
Median Sale Price	1,133	0	0	0	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	
3 Mo. Roll Avg			378	0	0	0	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	

	A 13	S	O	N	D	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
Inventory	3	4	4	4	4	3	3	3	9	9	16	21	28	30	36	38	40	52	78	113	143	180	220	234	242	230	246	192	172	194	218	251	276	267	284	264
MSI	2	0	0	0	0	0	3	9	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	

	A 13	S	O	N	D	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
Days On Market	135	0	0	0	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	
3 Mo. Roll Avg			45	0	0	0	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	

	A 13	S	O	N	D	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
Price per Sq Ft	190	0	0	0	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	
3 Mo. Roll Avg			63	0	0	0	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	

	A 13	S	O	N	D	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
Sale to List Price	0.885	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	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	
3 Mo. Roll Avg			0.295	0.000	0.000	0.000	0.300	0.609	0.609	0.309	0.000	0.305	0.305	0.618	0.313	0.656	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	

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New Listings	0	1	0	0	0	0	1	6	1	7	5	8	3	7	3	3	14	26	49	60	75	85	81	66	74	72	23	38	60	99	90	115	102	111	71	
Inventory	3	4	4	4	4	3	3	3	9	9	16	21	28	30	36	38	40	52	78	113	143	180	220	234	242	230	246	192	172	194	218	251	276	267	284	264
Sales	2	0	0	0	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	

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Avg Sale Price	1,133	0	0	0	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	
3 Mo. Roll Avg			378	0	0	0	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	

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