

*MLS Area: Deerfield,
Bannockburn, Riverwoods*



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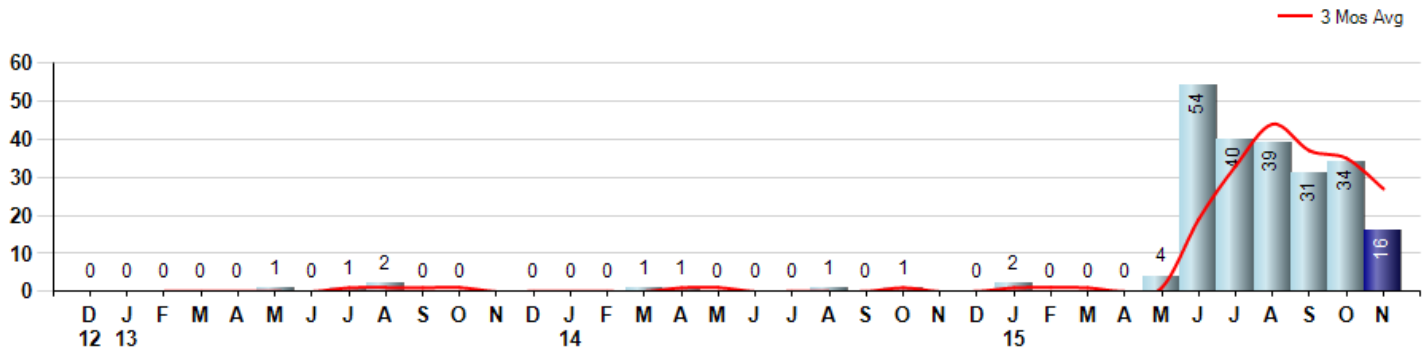
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$749,500	↑		↓				
Average List Price of all Current Listings	\$901,810	↑		↓				
November Median Sales Price	\$262,500	↓	↓	↔	↓	\$435,000	↓	↓
November Average Sales Price	\$364,150	↓	↓	↔	↓	\$556,901	↓	↓
Total Properties Currently for Sale (Inventory)	183	↓		↑				
November Number of Properties Sold	16	↓		↔		220	↑	
November Average Days on Market (Solds)	66	↑	↑	↔	↓	53	↓	↓
November Month's Supply of Inventory	11.4	↑	↑	↔	↑	10.2	↑	↑
November Sale Price vs List Price Ratio	93.2%	↓	↓	↔	↑	95.0%	↑	↑

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

Property Sales

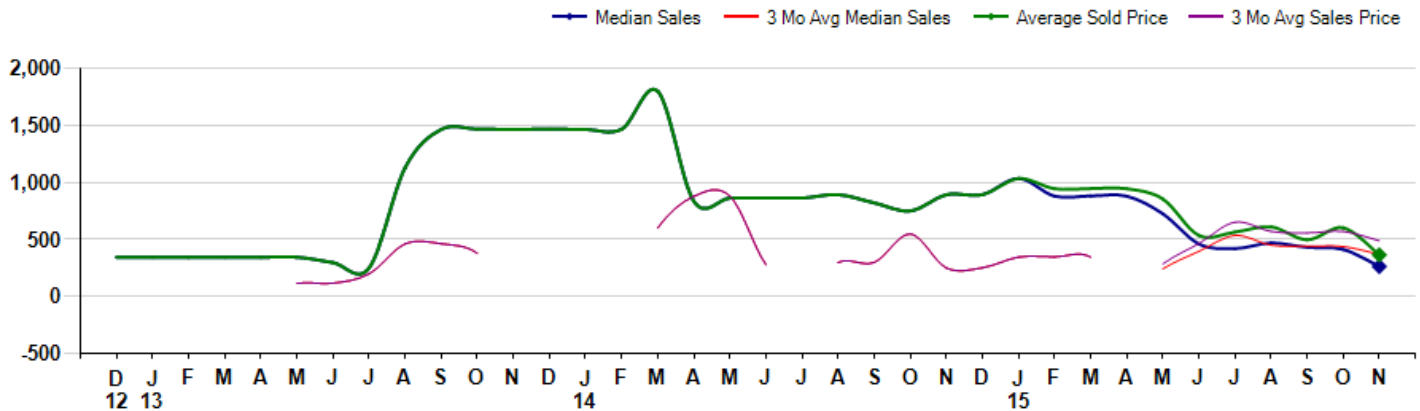
November Property sales were 16, equal to 0 in November of 2014 and -52.9% lower than the 34 sales last month. November 2015 sales were at their highest level compared to November of 2014 and 2013. November YTD sales of 220 are running 5400.0% ahead of last year's year-to-date sales of 4.



Prices

The Median Sales Price in November was \$262,500, equal to \$0 in November of 2014 and down -36.4% from \$412,500 last month. The Average Sales Price in November was \$364,150, equal to \$0 in November of 2014 and down -39.5% from \$602,327 last month. November 2015 ASP was at highest level compared to November of 2014 and 2013.

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



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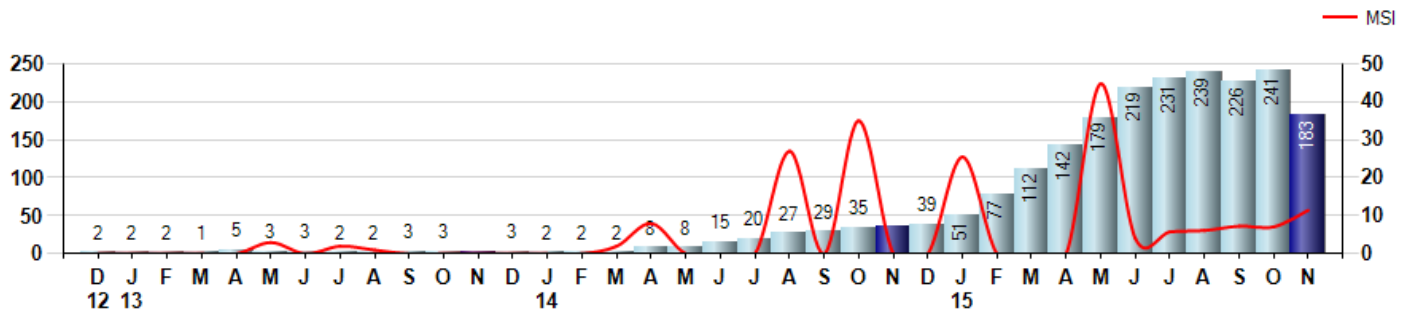
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Inventory & MSI

The Total Inventory of Properties available for sale as of November was 183, down -24.1% from 241 last month and up 394.6% from 37 in November of last year. November 2015 Inventory was at highest level compared to November of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2015 MSI of 11.4 months was at its highest level compared with November of 2014 and 2013.

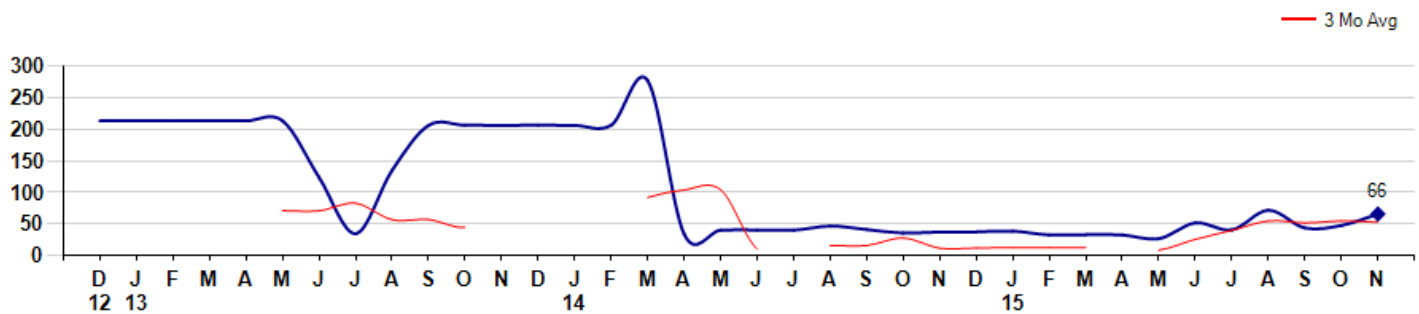
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 November was 66, up 37.5% from 48 days last month and equal to 0 days in November of last year. The November 2015 DOM was at its highest level compared with November of 2014 and 2013.

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



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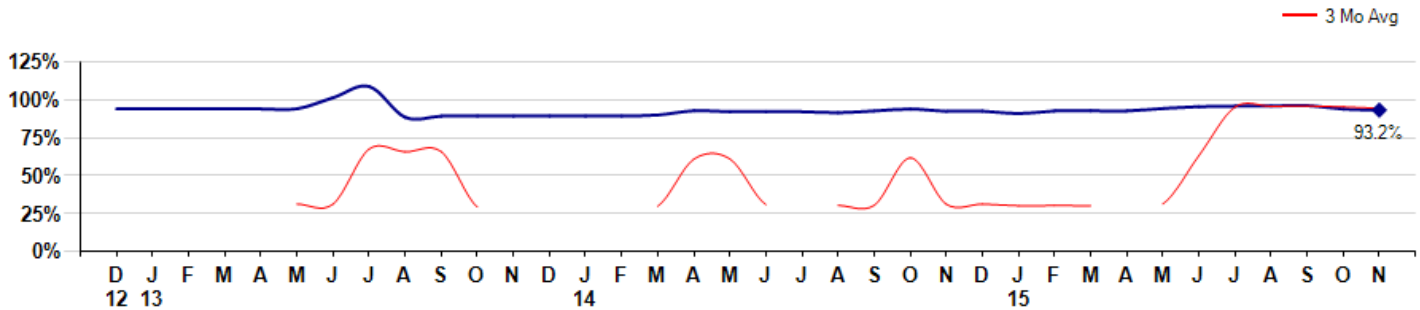


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Selling Price vs Listing Price

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 November 2015 Selling Price vs List Price of 93.2% was down from 93.9% last month and equal to 0.0% in November of last year.

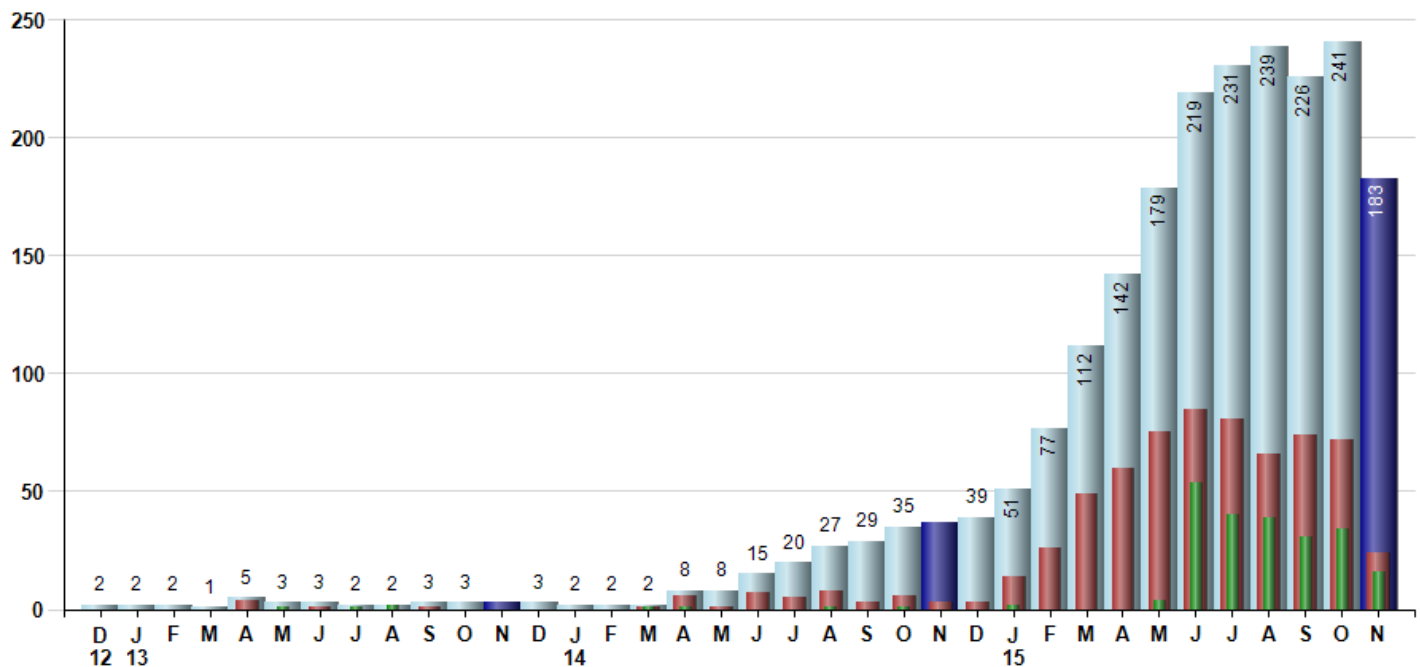
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 November 2015 was 24, down -66.7% from 72 last month and up 700.0% from 3 in November of last year.

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



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MARKET ACTION REPORT

November 2015

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	D 12	J 13	F	M	A	M	J	J	A	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
Homes Sold	0	0	0	0	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	40	39	31	34	16
3 Mo. Roll Avg			0	0	0	0	0	1	1	1	1	0	0	0	0	0	1	1	0	0	0	0	1	0	0	1	1	1	0	1	19	33	44	37	35	27

(000's)	D 12	J 13	F	M	A	M	J	J	A	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
Median Sale Price	0	0	0	0	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	420	470	431	413	263
3 Mo. Roll Avg			0	0	0	114	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	535	450	440	438	369

	D 12	J 13	F	M	A	M	J	J	A	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
Inventory	2	2	2	1	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	231	239	226	241	183
MSI	0	0	0	0	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	11

	D 12	J 13	F	M	A	M	J	J	A	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
Days On Market	0	0	0	0	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	41	72	44	48	66
3 Mo. Roll Avg			0	0	0	71	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

	D 12	J 13	F	M	A	M	J	J	A	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
Price per Sq Ft	0	0	0	0	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	214	210	201	192	169
3 Mo. Roll Avg			0	0	0	57	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	208	208	201	187

	D 12	J 13	F	M	A	M	J	J	A	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
Sale to List Price	0.000	0.000	0.000	0.000	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	0.958	0.959	0.962	0.939	0.932
3 Mo. Roll Avg			0.000	0.000	0.000	0.313	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	0.000	0.314	0.633	0.952	0.957	0.960	0.953	0.944	

	D 12	J 13	F	M	A	M	J	J	A	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
New Listings	0	0	0	0	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	24
Inventory	2	2	2	1	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	231	239	226	241	183
Sales	0	0	0	0	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	40	39	31	34	16

(000's)	D 12	J 13	F	M	A	M	J	J	A	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
Avg Sale Price	0	0	0	0	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	565	611	497	602	364
3 Mo. Roll Avg			0	0	0	114	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	652	570	558	570	488

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