

*MLS Area: Deerfield,
Bannockburn, Riverwoods*



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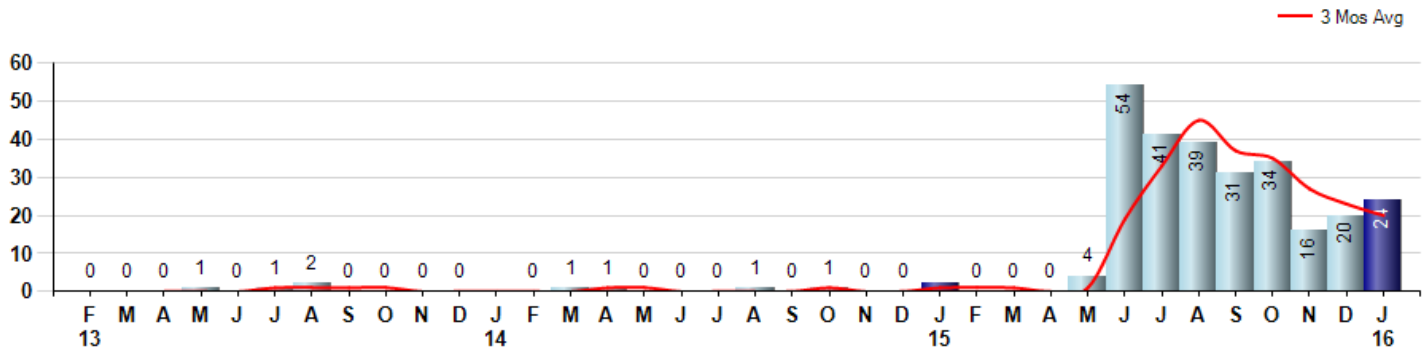
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$725,000	↓		↑				
Average List Price of all Current Listings	\$883,178	↔		↓				
January Median Sales Price	\$445,000	↑	↑	↓	↑	\$445,000	↓	↑
January Average Sales Price	\$542,438	↑	↑	↓	↔	\$542,438	↓	↔
Total Properties Currently for Sale (Inventory)	178	↑		↑				
January Number of Properties Sold	24	↑		↑		24	↔	
January Average Days on Market (Solds)	85	↑	↑	↑	↑	85	↑	↑
January Month's Supply of Inventory	7.4	↓	↓	↓	↓	7.4	↓	↓
January Sale Price vs List Price Ratio	95.0%	↓	↑	↑	↔	94.8%	↑	↔

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

Property Sales

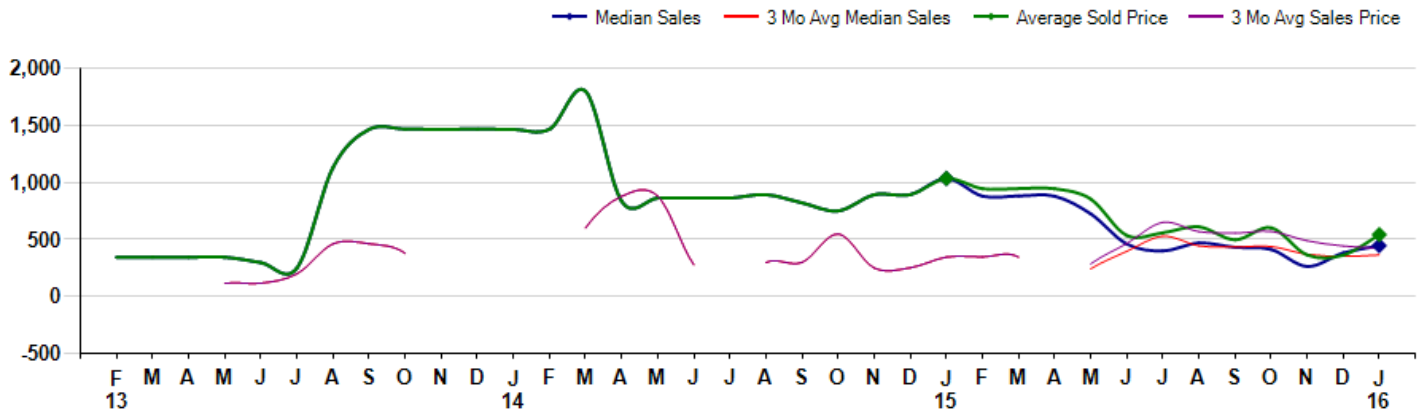
January Property sales were 24, up 1100.0% from 2 in January of 2015 and 20.0% higher than the 20 sales last month. January 2016 sales were at their highest level compared to January of 2015 and 2014. January YTD sales of 24 are running 1100.0% ahead of last year's year-to-date sales of 2.



Prices

The Median Sales Price in January was \$445,000, down -57.0% from \$1,035,000 in January of 2015 and up 16.7% from \$381,250 last month. The Average Sales Price in January was \$542,438, down -47.6% from \$1,035,000 in January of 2015 and up 49.7% from \$362,310 last month. January 2016 ASP was at a mid range compared to January of 2015 and 2014.

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



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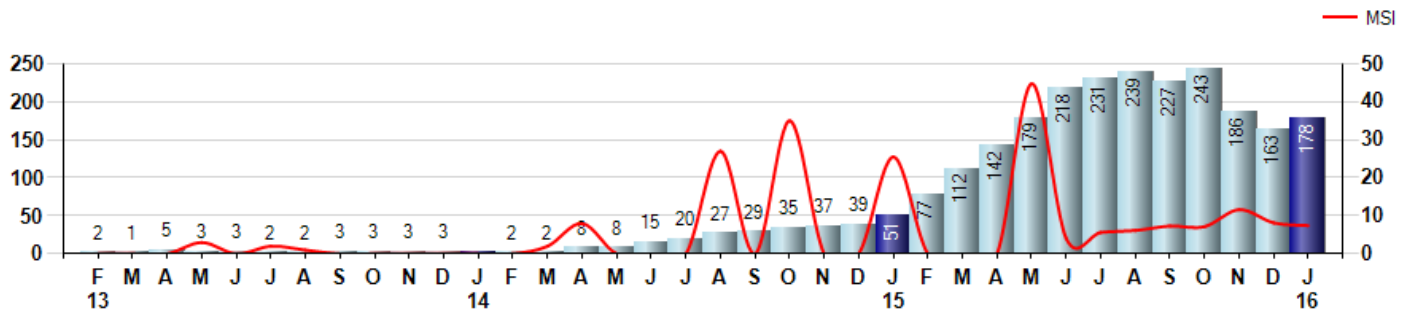
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 178, up 9.2% from 163 last month and up 249.0% from 51 in January of last year. January 2016 Inventory was at highest level compared to January of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2016 MSI of 7.4 months was at a mid range compared with January of 2015 and 2014.

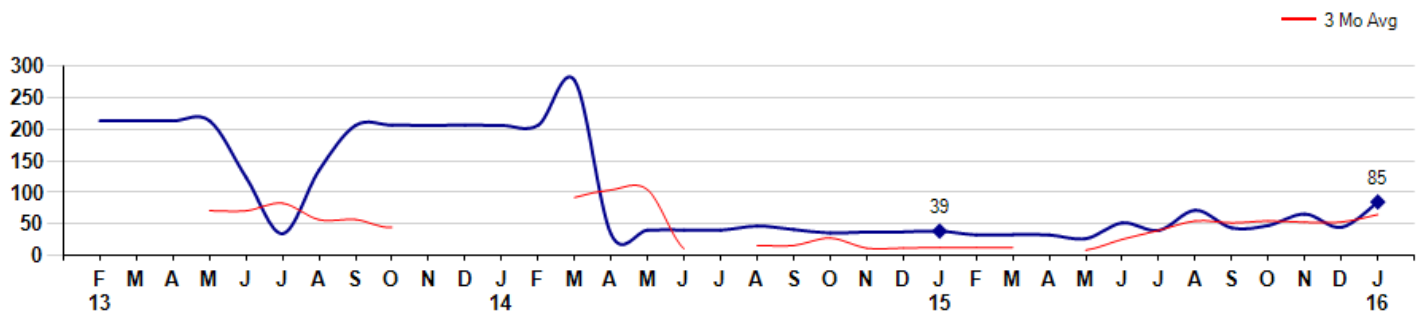
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 85, up 88.9% from 45 days last month and up 117.9% from 39 days in January of last year. The January 2016 DOM was at its highest level compared with January of 2015 and 2014.

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



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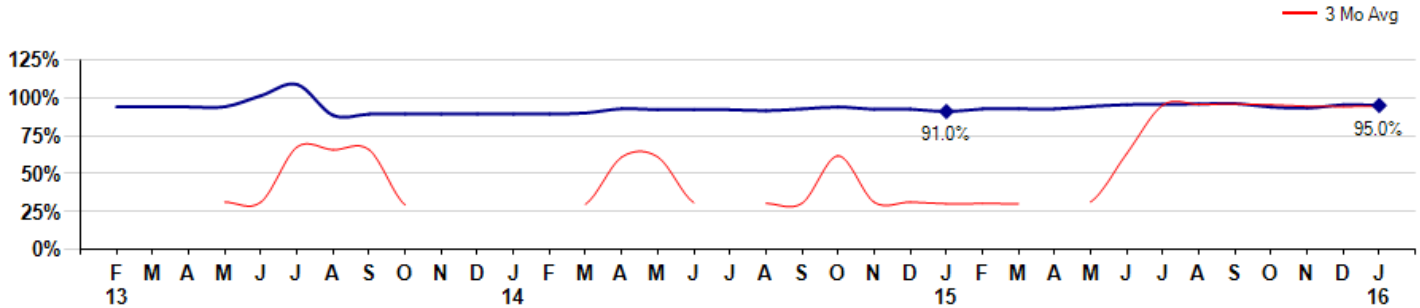


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Selling Price vs Listing Price

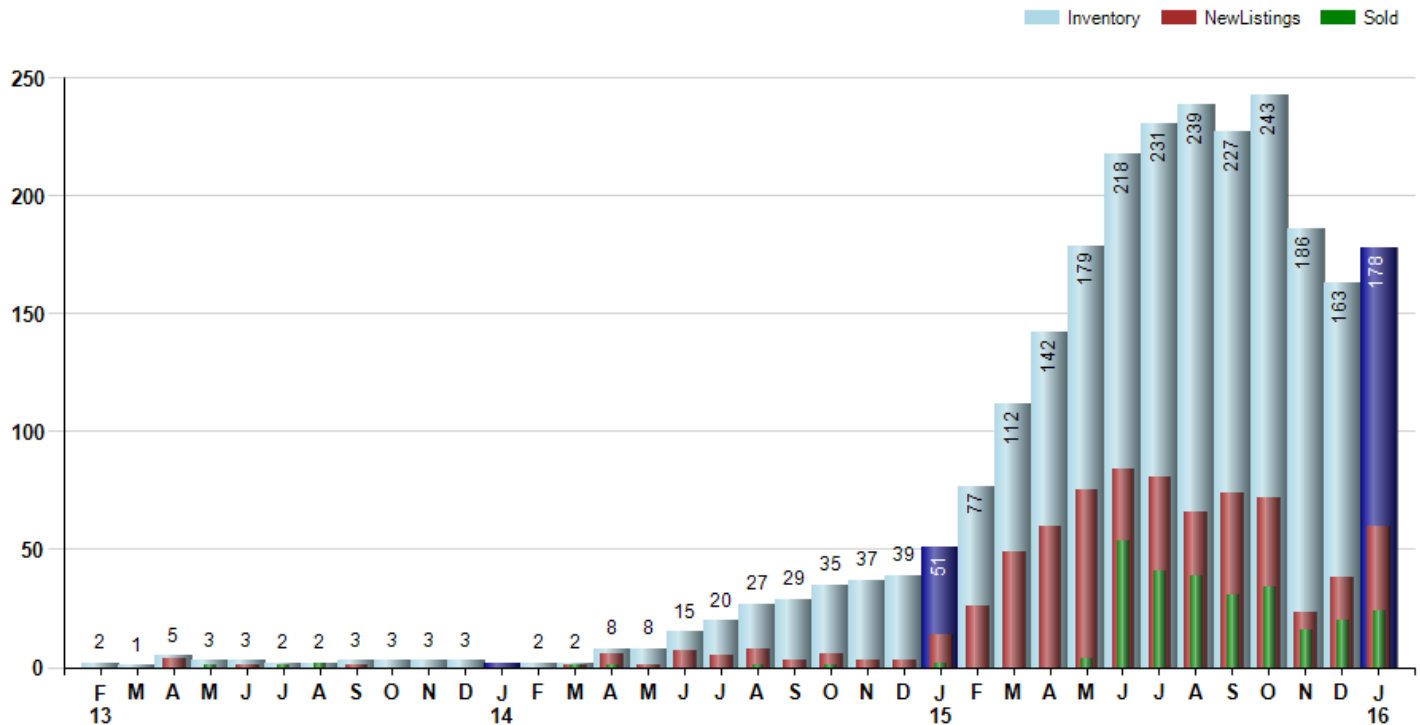
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The January 2016 Selling Price vs List Price of 95.0% was down from 95.4% last month and up from 91.0% in January 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 January 2016 was 60, up 57.9% from 38 last month and up 328.6% from 14 in January of last year.



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MARKET ACTION REPORT

January 2016

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	F 13	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	D	J 16
Homes Sold	0	0	0	1	0	1	2	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	
3 Mo. Roll Avg			0	0	0	1	1	1	1	0	0	0	0	1	1	0	0	0	0	1	0	0	1	1	1	0	1	19	33	45	37	35	27	23	20	

(000's)	F 13	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	D	J 16
Median Sale Price	0	0	0	343	0	250	1,133	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	
3 Mo. Roll Avg			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	529	443	434	438	369	352	363

	F 13	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	D	J 16
Inventory	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	218	231	239	227	243	186	163	178
MSI	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	12	8	7

	F 13	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	D	J 16
Days On Market	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	40	72	44	48	66	45	85
3 Mo. Roll Avg			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	53	65

	F 13	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	D	J 16
Price per Sq Ft	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	212	210	201	192	169	191	185
3 Mo. Roll Avg			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	207	208	201	187	184	182

	F 13	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	D	J 16
Sale to List Price	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	0.957	0.959	0.962	0.939	0.932	0.954	0.950
3 Mo. Roll Avg			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	0.303	0.000	0.314	0.633	0.952	0.957	0.959	0.953	0.944	0.942	0.945

	F 13	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	D	J 16
New Listings	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	84	81	66	74	72	23	38	60
Inventory	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	218	231	239	227	243	186	163	178
Sales	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	41	39	31	34	16	20	24

(000's)	F 13	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	D	J 16
Avg Sale Price	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	559	611	497	602	364	362	542
3 Mo. Roll Avg			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	650	568	556	570	488	443	423

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