

*MLS Area: Deerfield,
Bannockburn, Riverwoods*



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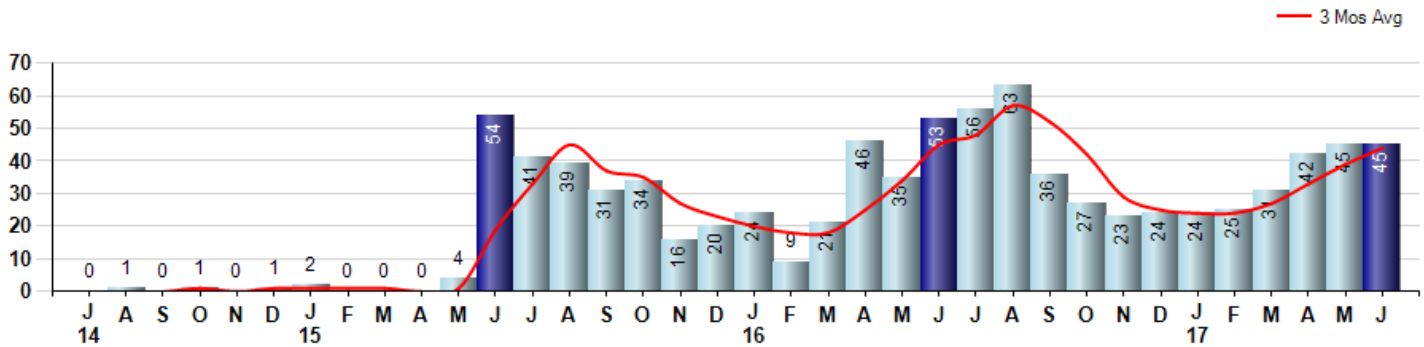
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$714,500	↑		↑				
Average List Price of all Current Listings	\$850,143	↔		↑				
June Median Sales Price	\$555,000	↑	↑	↑	↑	\$496,250	↑	↑
June Average Sales Price	\$562,050	↑	↑	↑	↑	\$543,749	↑	↑
Total Properties Currently for Sale (Inventory)	296	↑		↑				
June Number of Properties Sold	45	↔		↓		212	↑	
June Average Days on Market (Solds)	43	↑	↓	↓	↓	58	↓	↓
June Month's Supply of Inventory	6.6	↑	↑	↑	↓	7.1	↓	↓
June Sale Price vs List Price Ratio	93.5%	↓	↓	↓	↑	93.8%	↑	↑

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

Property Sales

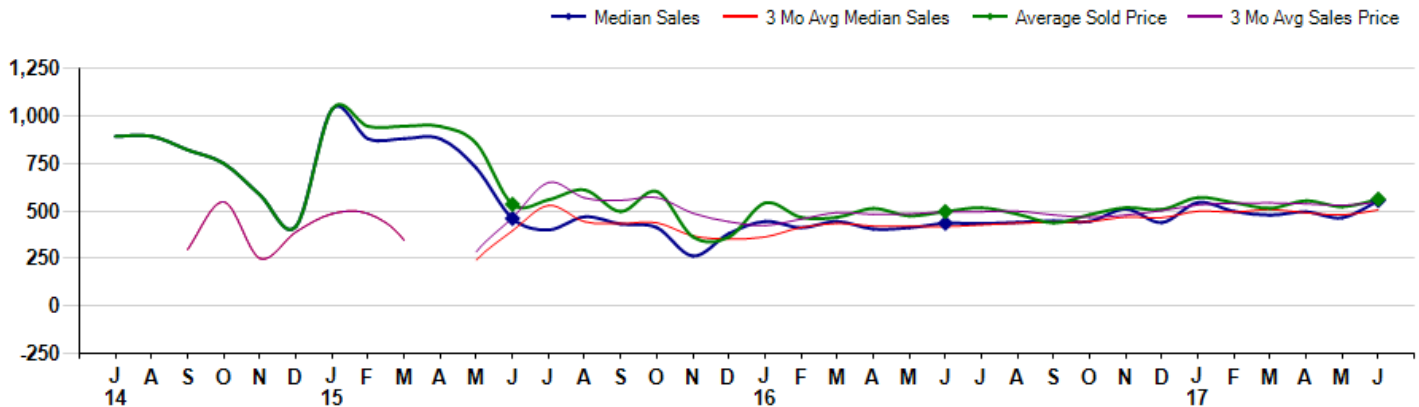
June Property sales were 45, down -15.1% from 53 in June of 2016 and equal to 0.0% 45 sales last month. June 2017 sales were at their lowest level compared to June of 2016 and 2015. June YTD sales of 212 are running 12.8% ahead of last year's year-to-date sales of 188.



Prices

The Median Sales Price in June was \$555,000, up 27.6% from \$435,000 in June of 2016 and up 19.6% from \$464,000 last month. The Average Sales Price in June was \$562,050, up 13.1% from \$496,818 in June of 2016 and up 7.7% from \$522,024 last month. June 2017 ASP was at highest level compared to June of 2016 and 2015.

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



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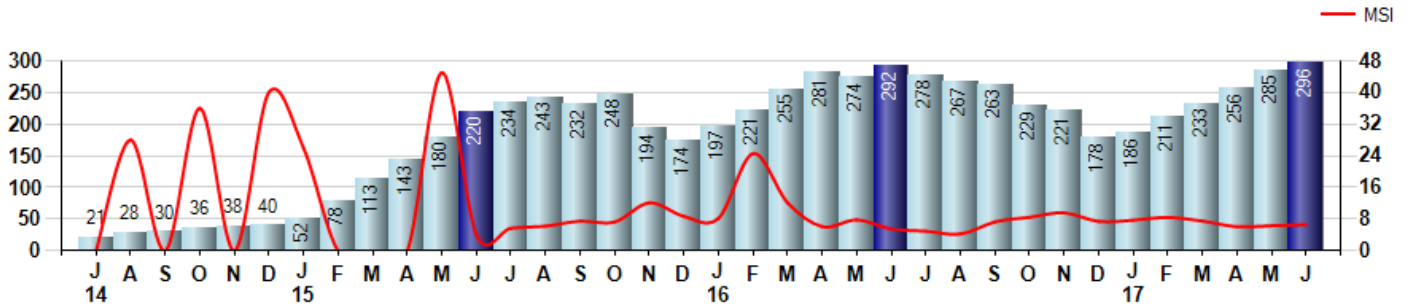
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Inventory & MSI

The Total Inventory of Properties available for sale as of June was 296, up 3.9% from 285 last month and up 1.4% from 292 in June of last year. June 2017 Inventory was at highest level compared to June of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2017 MSI of 6.6 months was at its highest level compared with June of 2016 and 2015.

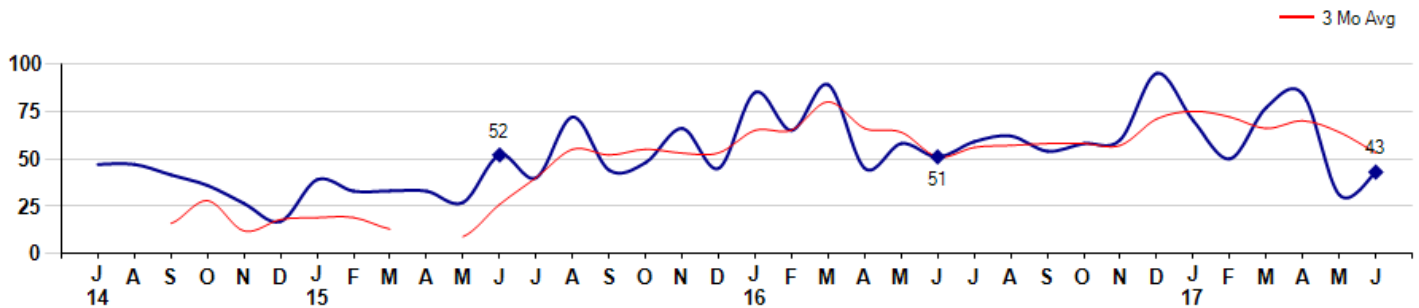
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 June was 43, up 38.7% from 31 days last month and down -15.7% from 51 days in June of last year. The June 2017 DOM was at its lowest level compared with June of 2016 and 2015.

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



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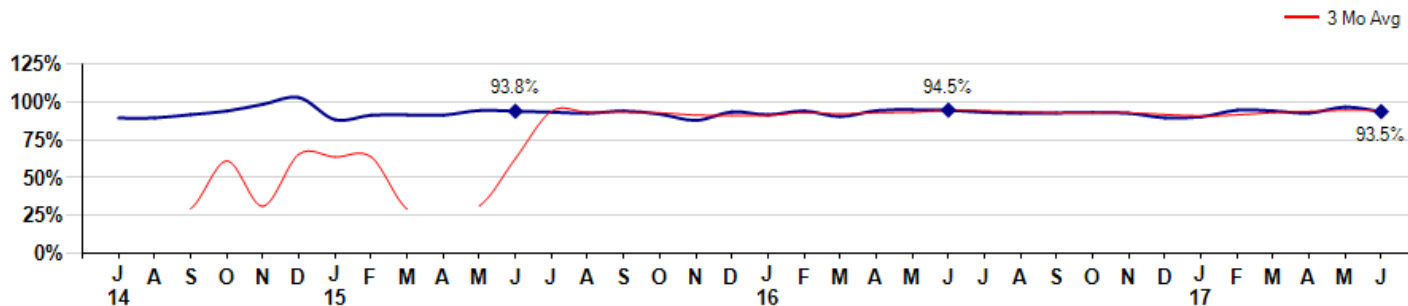


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Selling Price vs Listing Price

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 June 2017 Selling Price vs List Price of 93.5% was down from 96.6% last month and down from 94.5% in June of last year.

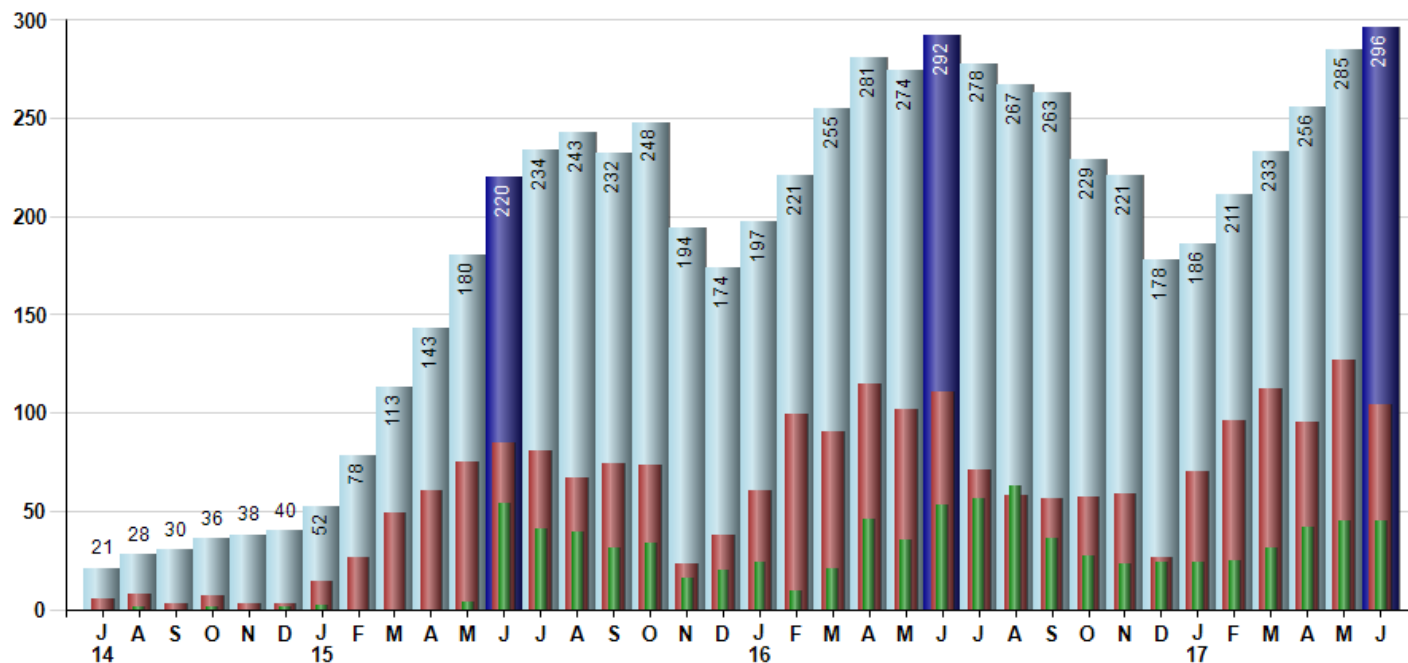
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 June 2017 was 104, down -18.1% from 127 last month and down -6.3% from 111 in June of last year.

Inventory New Listings Sold



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MARKET ACTION REPORT

June 2017

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Homes Sold	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	63	36	27	23	24	24	25	31	42	45	45
3 Mo. Roll Avg			0	1	0	1	1	1	1	0	1	19	33	45	37	35	27	23	20	18	18	25	34	45	48	57	52	42	29	25	24	24	27	33	39	44

(000's)	J 14	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	A	S	O	N	D	J 17	F	M	A	M	J
Median Sale Price	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	440	448	445	510	439	545	498	478	496	464	555
3 Mo. Roll Avg			298	548	250	390	485	485	345	0	242	395	529	443	434	438	369	352	363	413	434	421	421	417	427	436	440	444	468	465	498	494	507	490	479	505

	J 14	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	A	S	O	N	D	J 17	F	M	A	M	J
Inventory	21	28	30	36	38	40	52	78	113	143	180	220	234	243	232	248	194	174	197	221	255	281	274	292	278	267	263	229	221	178	186	211	233	256	285	296
MSI	0	28	0	36	0	40	26	0	0	0	45	4	6	6	7	7	12	9	8	25	12	6	8	6	5	4	7	8	10	7	8	8	8	6	6	7

	J 14	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	A	S	O	N	D	J 17	F	M	A	M	J
Days On Market	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	62	54	58	60	95	70	50	77	84	31	43
3 Mo. Roll Avg			16	28	12	18	19	19	13	0	9	26	40	55	52	55	53	53	65	65	80	66	64	51	56	57	58	58	57	71	75	72	66	70	64	53

	J 14	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	A	S	O	N	D	J 17	F	M	A	M	J
Price per Sq Ft	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	189	203	202	195	199	212	208	198	207	219	218
3 Mo. Roll Avg			72	139	67	120	129	129	76	0	77	144	215	207	208	201	187	184	183	193	191	194	193	200	202	199	197	198	200	199	202	206	206	204	208	215

	J 14	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	A	S	O	N	D	J 17	F	M	A	M	J
Sale to List Price	0.000	0.893	0.000	0.939	0.000	1.028	0.882	0.000	0.000	0.000	0.943	0.938	0.932	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
3 Mo. Roll Avg			0.298	0.611	0.313	0.656	0.637	0.637	0.294	0.000	0.314	0.627	0.938	0.931	0.932	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

	J 14	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	A	S	O	N	D	J 17	F	M	A	M	J
New Listings	5	8	3	7	3	3	14	26	49	60	75	85	81	67	74	73	23	38	60	99	90	115	102	111	71	58	56	57	59	26	70	96	112	95	127	104
Inventory	21	28	30	36	38	40	52	78	113	143	180	220	234	243	232	248	194	174	197	221	255	281	274	292	278	267	263	229	221	178	186	211	233	256	285	296
Sales	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	63	36	27	23	24	24	25	31	42	45	45

(000's)	J 14	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	A	S	O	N	D	J 17	F	M	A	M	J
Avg Sale Price	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	483	437	480	517	508	570	544	515	554	522	562
3 Mo. Roll Avg			298	548	250	390	485	485	345	0	285	463	650	568	556	570	488	443	423	457	491	482	484	495	496	499	479	467	478	502	532	541	543	537	530	546

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