

*MLS Area: Deerfield,
Bannockburn, Riverwoods*



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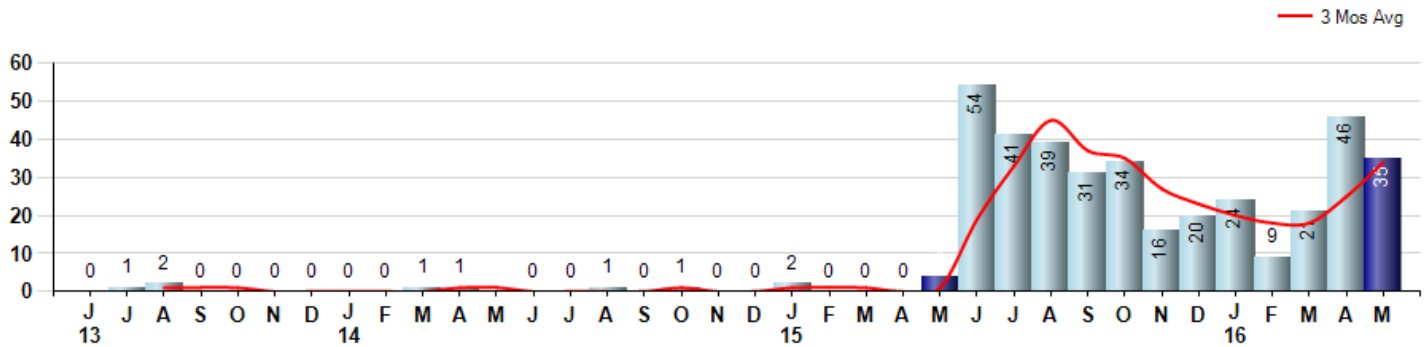
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$698,500	↔		↑				
Average List Price of all Current Listings	\$839,587	↔		↑				
May Median Sales Price	\$411,500	↑	↔	↓	↓	\$412,000	↓	↓
May Average Sales Price	\$474,091	↓	↓	↓	↓	\$497,820	↓	↓
Total Properties Currently for Sale (Inventory)	254	↓		↑				
May Number of Properties Sold	35	↓		↑		135	↑	
May Average Days on Market (Solds)	58	↑	↓	↑	↑	63	↑	↑
May Month's Supply of Inventory	7.3	↑	↓	↓	↓	11.3	↓	↑
May Sale Price vs List Price Ratio	96.9%	↑	↑	↑	↑	94.6%	↑	↓

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

Property Sales

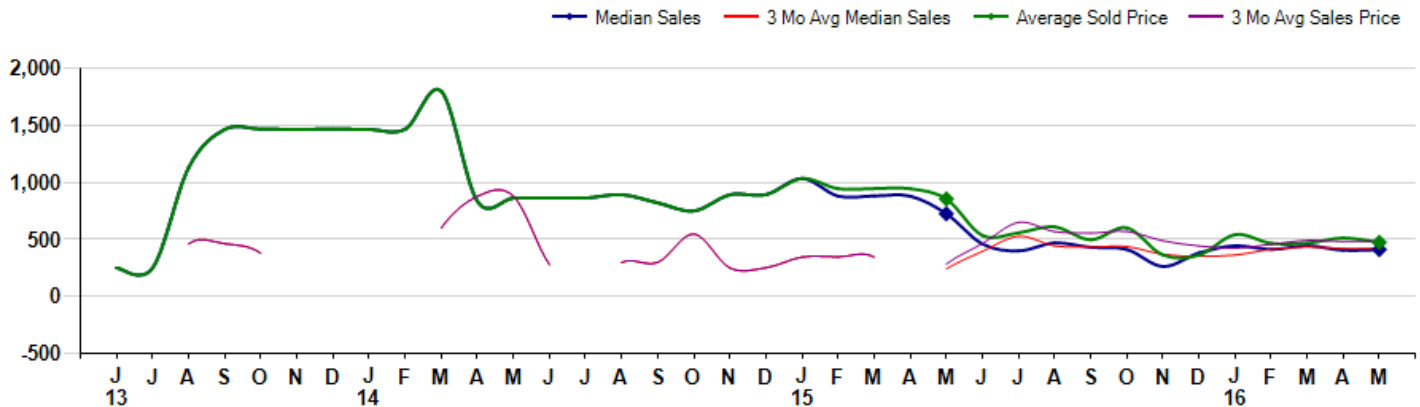
May Property sales were 35, up 775.0% from 4 in May of 2015 and -23.9% lower than the 46 sales last month. May 2016 sales were at their highest level compared to May of 2015 and 2014. May YTD sales of 135 are running 2150.0% ahead of last year's year-to-date sales of 6.



Prices

The Median Sales Price in May was \$411,500, down -43.2% from \$725,000 in May of 2015 and up 1.6% from \$405,000 last month. The Average Sales Price in May was \$474,091, down -44.6% from \$855,000 in May of 2015 and down -7.6% from \$513,320 last month. May 2016 ASP was at a mid range compared to May of 2015 and 2014.

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



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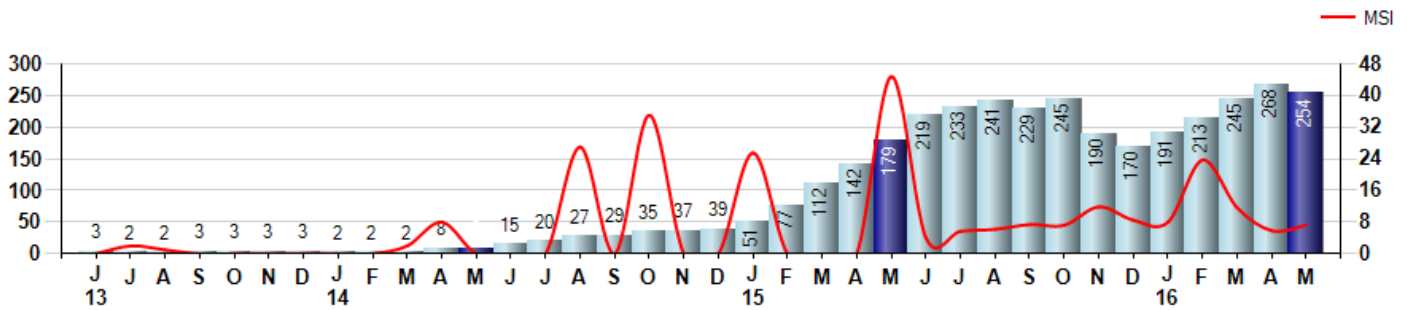
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Inventory & MSI

The Total Inventory of Properties available for sale as of May was 254, down -5.2% from 268 last month and up 41.9% from 179 in May of last year. May 2016 Inventory was at highest level compared to May of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2016 MSI of 7.3 months was at a mid range compared with May of 2015 and 2014.

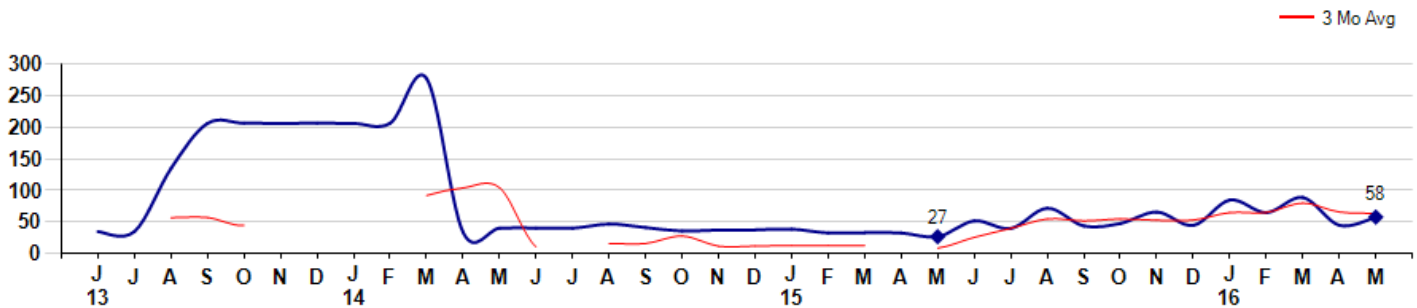
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 May was 58, up 28.9% from 45 days last month and up 114.8% from 27 days in May of last year. The May 2016 DOM was at its highest level compared with May of 2015 and 2014.

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



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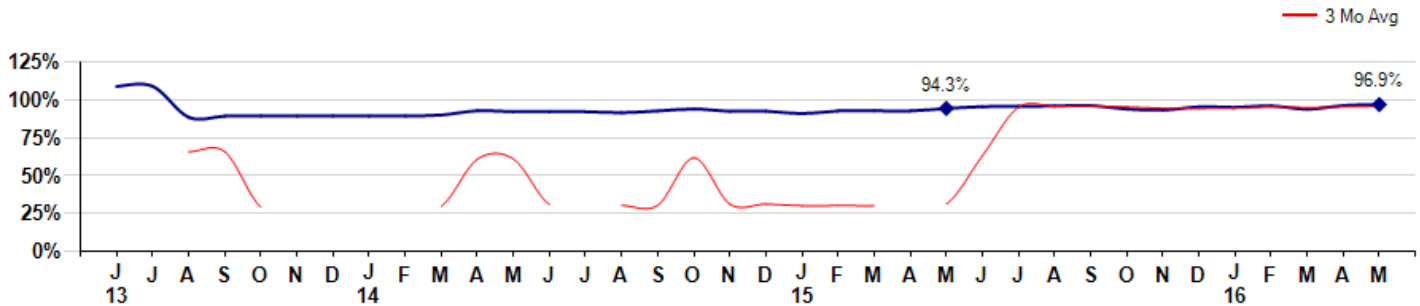


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Selling Price vs Listing Price

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 May 2016 Selling Price vs List Price of 96.9% was up from 96.2% last month and up from 94.3% in May of last year.

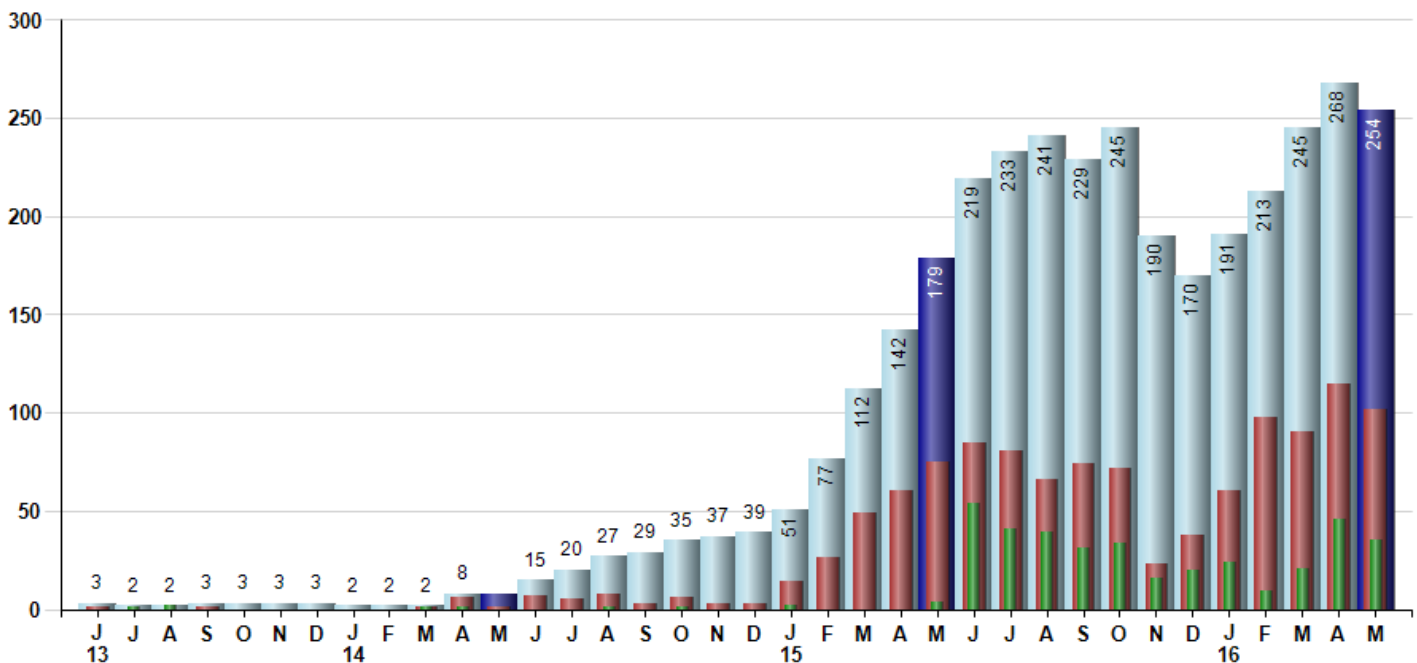
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 May 2016 was 102, down -11.3% from 115 last month and up 36.0% from 75 in May of last year.

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



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MARKET ACTION REPORT

May 2016

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	J 13	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	F	M	A	M
Homes Sold	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	9	21	46	35
3 Mo. Roll Avg			1	1	1	0	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	18	18	25	34

(000's)	J 13	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	F	M	A	M
Median Sale Price	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	400	470	431	413	263	381	445	412	445	405	412
3 Mo. Roll Avg			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	413	434	421	421

	J 13	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	F	M	A	M
Inventory	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	233	241	229	245	190	170	191	213	245	268	254
MSI	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	9	8	24	12	6	7

	J 13	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	F	M	A	M
Days On Market	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	65	89	45	58
3 Mo. Roll Avg			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	65	80	66	64

	J 13	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	F	M	A	M
Price per Sq Ft	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	188	200	186	195	199
3 Mo. Roll Avg			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	183	193	191	194	193

	J 13	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	F	M	A	M
Sale to List Price	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	0.960	0.938	0.962	0.969
3 Mo. Roll Avg			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	0.955	0.949	0.953	0.956

	J 13	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	F	M	A	M
New Listings	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	23	38	60	98	90	115	102
Inventory	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	233	241	229	245	190	170	191	213	245	268	254
Sales	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	9	21	46	35

(000's)	J 13	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	F	M	A	M
Avg Sale Price	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	466	466	513	474
3 Mo. Roll Avg			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	457	491	482	484

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