

*MLS Area: Deerfield,
Bannockburn, Riverwoods*



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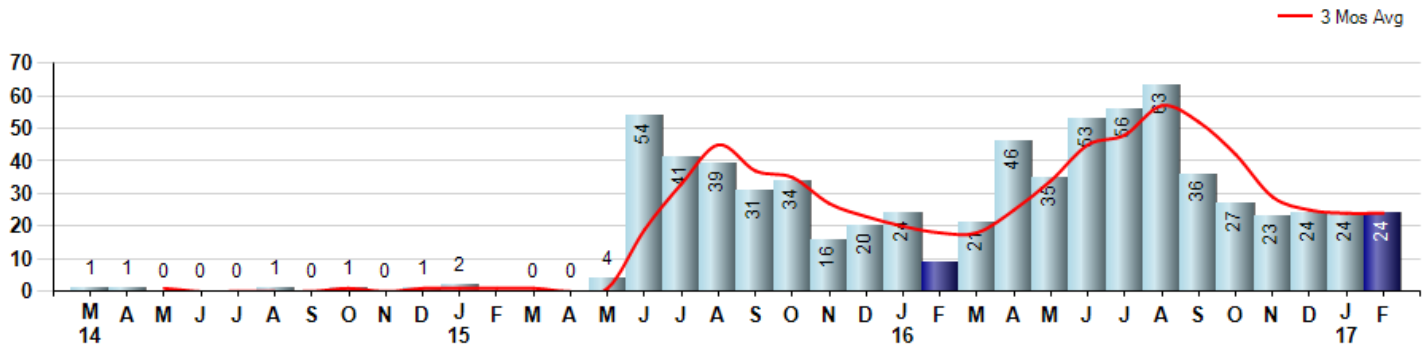
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$789,000	↑		↑				
Average List Price of all Current Listings	\$886,332	↔		↑				
February Median Sales Price	\$498,700	↓	↔	↑	↑	\$504,950	↑	↑
February Average Sales Price	\$548,896	↓	↑	↑	↑	\$559,635	↑	↑
Total Properties Currently for Sale (Inventory)	200	↑		↓				
February Number of Properties Sold	24	↔		↑		48	↑	
February Average Days on Market (Solds)	49	↓	↓	↓	↓	60	↓	↓
February Month's Supply of Inventory	8.3	↑	↑	↓	↓	7.9	↓	↓
February Sale Price vs List Price Ratio	94.4%	↑	↑	↑	↑	92.3%	↔	↓

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

Property Sales

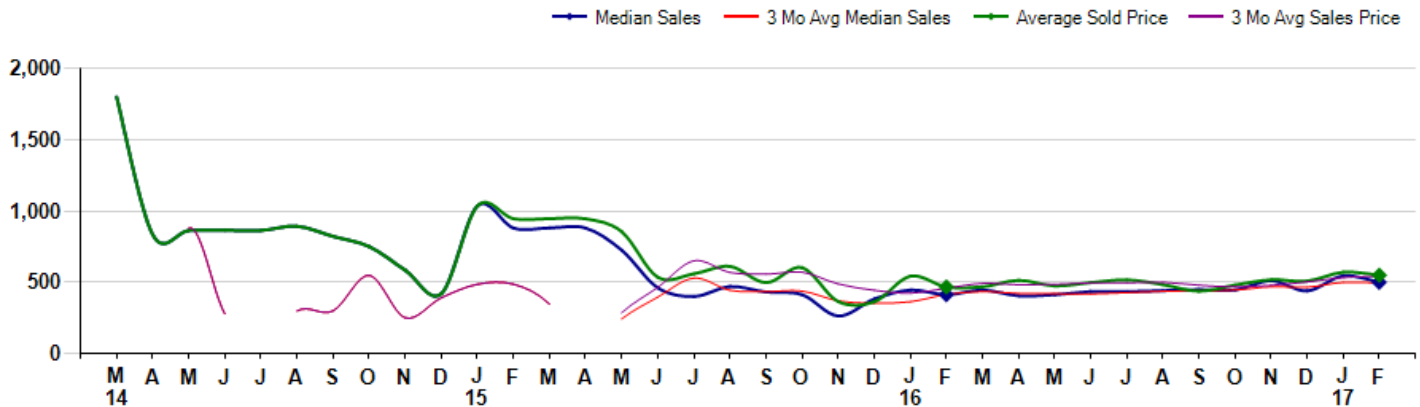
February Property sales were 24, up 166.7% from 9 in February of 2016 and equal to 0.0% 24 sales last month. February 2017 sales were at their highest level compared to February of 2016 and 2015. February YTD sales of 48 are running 45.5% ahead of last year's year-to-date sales of 33.



Prices

The Median Sales Price in February was \$498,700, up 21.0% from \$412,000 in February of 2016 and down -8.5% from \$545,000 last month. The Average Sales Price in February was \$548,896, up 17.8% from \$466,000 in February of 2016 and down -3.8% from \$570,375 last month. February 2017 ASP was at highest level compared to February of 2016 and 2015.

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



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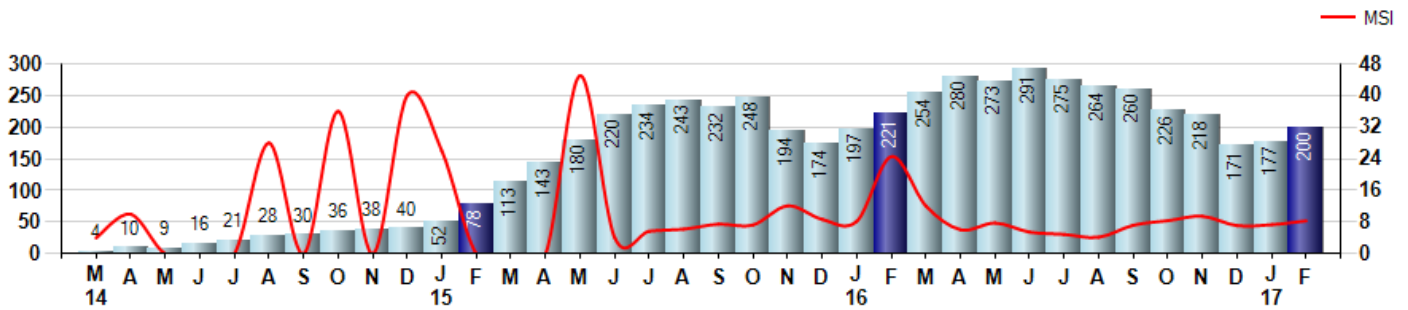
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 200, up 13.0% from 177 last month and down -9.5% from 221 in February of last year. February 2017 Inventory was at a mid range compared to February of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2017 MSI of 8.3 months was at a mid range compared with February of 2016 and 2015.

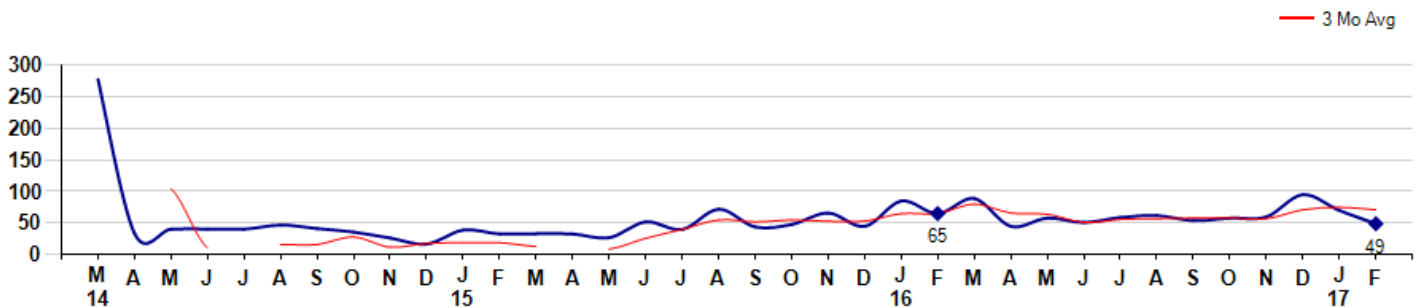
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 February was 49, down -30.0% from 70 days last month and down -24.6% from 65 days in February of last year. The February 2017 DOM was at a mid range compared with February of 2016 and 2015.

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



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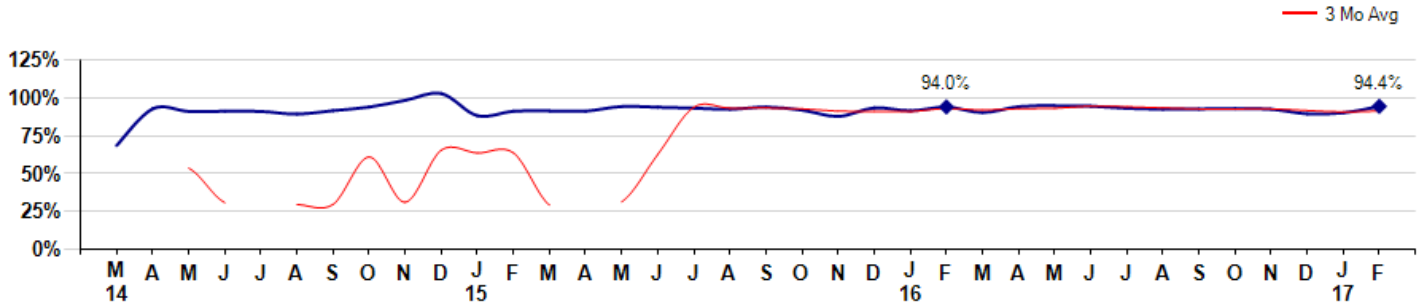


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Selling Price vs Listing Price

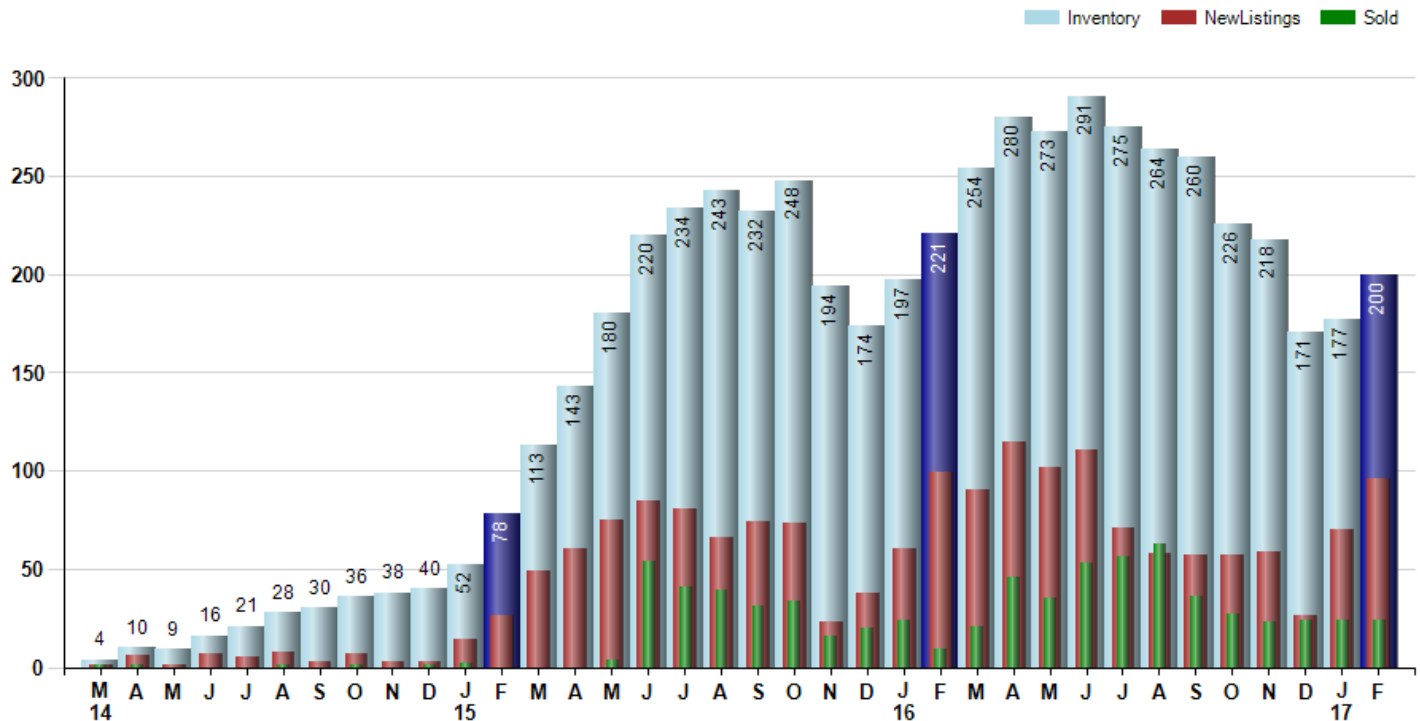
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The February 2017 Selling Price vs List Price of 94.4% was up from 90.1% last month and up from 94.0% in February 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 February 2017 was 96, up 37.1% from 70 last month and down -3.0% from 99 in February of last year.



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MARKET ACTION REPORT

February 2017

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Homes Sold	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	63	36	27	23	24	24	24
3 Mo. Roll Avg			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	57	52	42	29	25	24	24

	(000's) M 14	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	A	S	O	N	D	J 17	F
Median Sale Price	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	440	448	445	510	439	545	499
3 Mo. Roll Avg			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	436	440	444	468	465	498	494

	M 14	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	A	S	O	N	D	J 17	F
Inventory	4	10	9	16	21	28	30	36	38	40	52	78	113	143	180	220	234	243	232	248	194	174	197	221	254	280	273	291	275	264	260	226	218	171	177	200
MSI	4	10	0	0	0	28	0	36	0	40	26	0	0	0	45	4	6	6	7	7	12	9	8	25	12	6	8	5	5	4	7	8	9	7	7	8

	M 14	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	A	S	O	N	D	J 17	F
Days On Market	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	62	54	58	60	95	70	49
3 Mo. Roll Avg			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	57	58	58	57	71	75	71

	M 14	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	A	S	O	N	D	J 17	F
Price per Sq Ft	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	189	203	202	195	199	212	209
3 Mo. Roll Avg			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	199	197	198	200	199	202	207

	M 14	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	A	S	O	N	D	J 17	F
Sale to List Price	0.686	0.928	0.000	0.000	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	0.944
3 Mo. Roll Avg			0.538	0.309	0.000	0.298	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	0.913

	M 14	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	A	S	O	N	D	J 17	F
New Listings	1	6	1	7	5	8	3	7	3	3	14	26	49	60	75	85	81	66	74	73	23	38	60	99	90	115	102	111	71	58	57	57	59	26	70	96
Inventory	4	10	9	16	21	28	30	36	38	40	52	78	113	143	180	220	234	243	232	248	194	174	197	221	254	280	273	291	275	264	260	226	218	171	177	200
Sales	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	63	36	27	23	24	24	24

	(000's) M 14	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	A	S	O	N	D	J 17	F
Avg Sale Price	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	483	437	480	517	508	570	549
3 Mo. Roll Avg			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	499	479	467	478	502	532	542

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