

MLS Area: Deerfield, Bannockburn, Riverwoods



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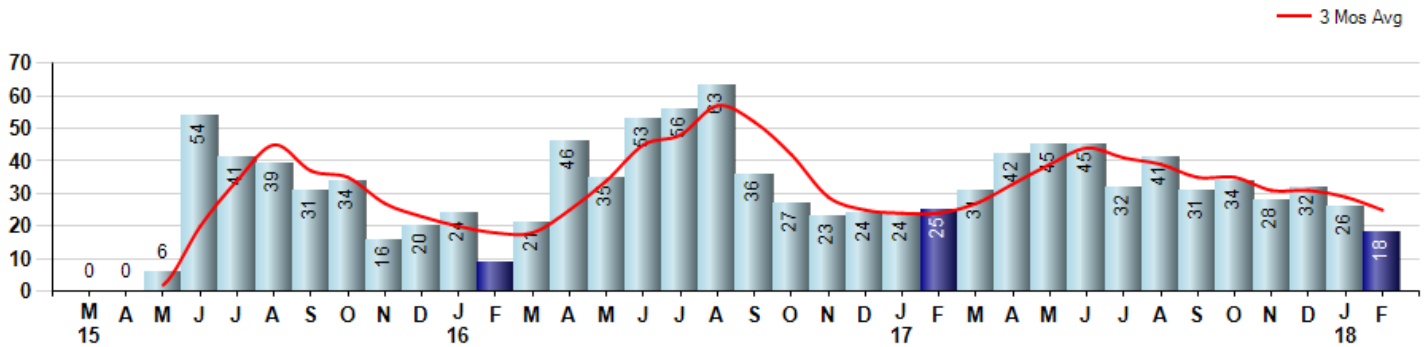
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$653,000	↓		↓				
Average List Price of all Current Listings	\$813,312	↓		↓				
February Median Sales Price	\$345,000	↓	↓	↓	↓	\$428,750	↓	↓
February Average Sales Price	\$453,358	↓	↓	↓	↓	\$482,247	↓	↓
Total Properties Currently for Sale (Inventory)	217	↑		↑				
February Number of Properties Sold	18	↓		↓		44	↓	
February Average Days on Market (Solds)	101	↑	↑	↑	↑	88	↑	↑
February Month's Supply of Inventory	12.1	↑	↑	↑	↑	9.7	↑	↑
February Sale Price vs List Price Ratio	92.7%	↑	↑	↓	↓	92.2%	↔	↓

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

Property Sales

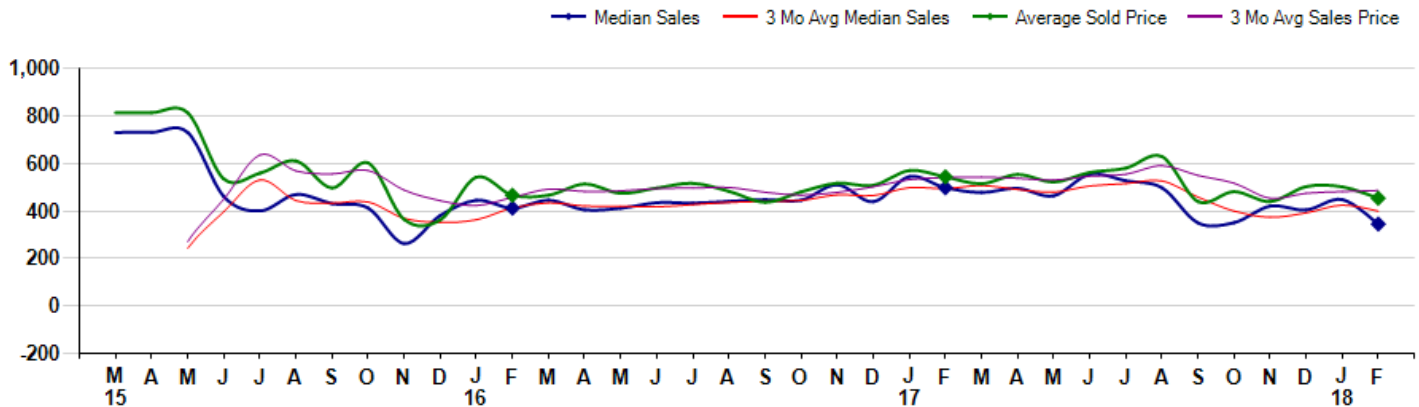
February Property sales were 18, down -28.0% from 25 in February of 2017 and -30.8% lower than the 26 sales last month. February 2018 sales were at a mid level compared to February of 2017 and 2016. February YTD sales of 44 are running -10.2% behind last year's year-to-date sales of 49.



Prices

The Median Sales Price in February was \$345,000, down -30.7% from \$497,500 in February of 2017 and down -23.0% from \$448,000 last month. The Average Sales Price in February was \$453,358, down -16.6% from \$543,580 in February of 2017 and down -9.7% from \$502,247 last month. February 2018 ASP was at the lowest level compared to February of 2017 and 2016.

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



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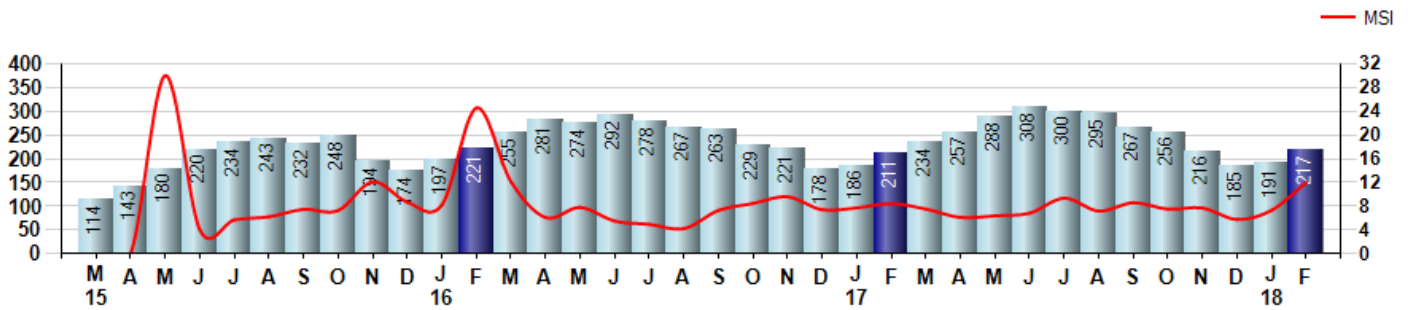
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 217, up 13.6% from 191 last month and up 2.8% from 211 in February of last year. February 2018 Inventory was at a mid range compared to February of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2018 MSI of 12.1 months was at a mid range compared with February of 2017 and 2016.

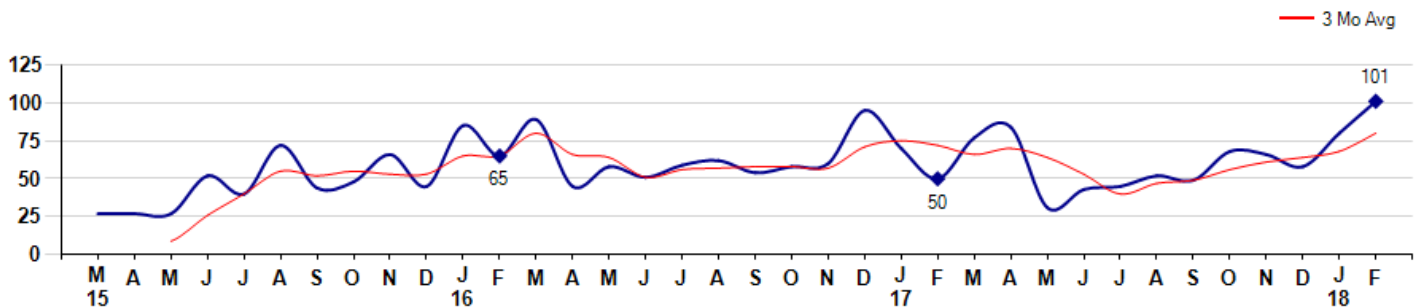
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 101, up 26.3% from 80 days last month and up 102.0% from 50 days in February of last year. The February 2018 DOM was at its highest level compared with February of 2017 and 2016.

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



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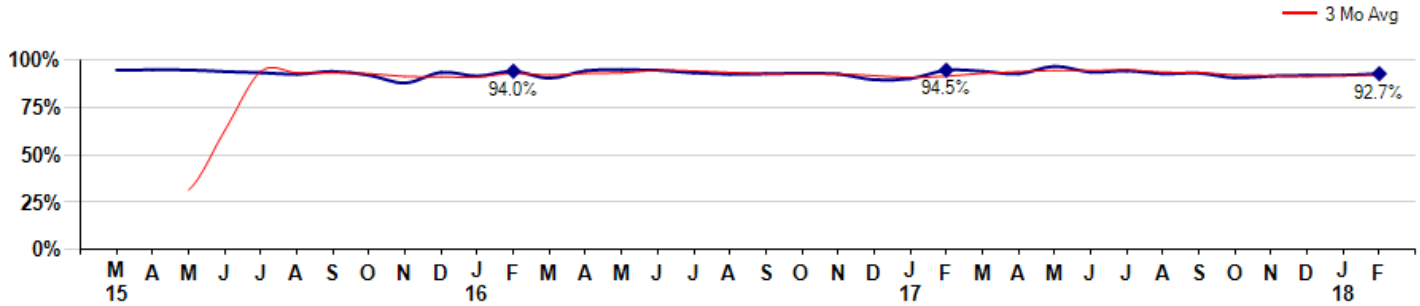


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Selling Price vs Listing Price

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 2018 Selling Price vs List Price of 92.7% was up from 91.9% last month and down from 94.5% in February of last year.

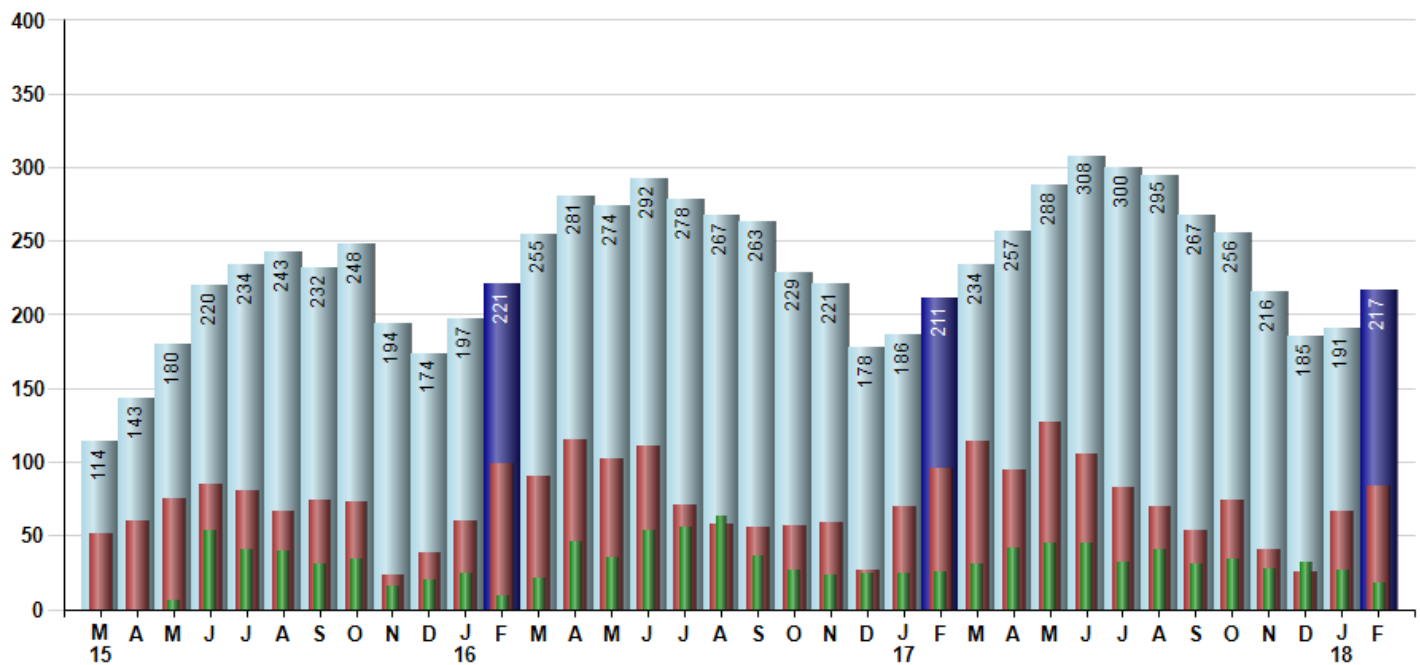
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2018 was 84, up 25.4% from 67 last month and down -12.5% from 96 in February of last year.

Inventory NewListings Sold



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MARKET ACTION REPORT

February 2018

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	M 15	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	J	A	S	O	N	D	J 18	F
Homes Sold	0	0	6	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	32	41	31	34	28	32	26	18
3 Mo. Roll Avg			2	20	34	45	37	35	27	23	20	18	18	25	34	45	48	57	52	42	29	25	24	24	27	33	39	44	41	39	35	35	31	31	29	25

	(000's) M 15	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	J	A	S	O	N	D	J 18	F
Median Sale Price	0	0	731	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	527	498	350	350	421	405	448	345
3 Mo. Roll Avg			244	397	530	443	434	438	369	352	363	413	434	421	421	417	427	436	440	444	468	465	498	494	507	490	479	505	515	527	458	399	374	392	424	399

	M 15	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	J	A	S	O	N	D	J 18	F
Inventory	114	143	180	220	234	243	232	248	194	174	197	221	255	281	274	292	278	267	263	229	221	178	186	211	234	257	288	308	300	295	267	256	216	185	191	217
MSI	0	0	30	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	9	7	9	8	8	6	7	12

	M 15	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	J	A	S	O	N	D	J 18	F
Days On Market	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	45	52	49	68	66	58	80	101
3 Mo. Roll Avg			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	40	47	49	56	61	64	68	80

	M 15	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	J	A	S	O	N	D	J 18	F
Price per Sq Ft	0	0	225	200	212	210	201	192	169	191	188	200	186	195	199	207	200	189	203	202	195	207	212	208	198	207	219	218	214	221	184	194	191	190	185	190
3 Mo. Roll Avg			75	142	212	207	208	201	187	184	183	193	191	194	193	200	202	199	197	198	200	201	205	209	206	204	208	215	217	218	206	200	190	192	189	188

	M 15	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	J	A	S	O	N	D	J 18	F
Sale to List Price	0.000	0.000	0.946	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	0.942	0.927	0.930	0.905	0.915	0.918	0.919	0.927
3 Mo. Roll Avg			0.315	0.628	0.939	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	0.948	0.935	0.933	0.921	0.917	0.913	0.917	0.921

	M 15	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	J	A	S	O	N	D	J 18	F
New Listings	51	60	75	85	81	67	74	73	23	38	60	99	90	115	102	111	71	58	56	57	59	26	70	96	114	95	127	105	83	70	54	74	40	25	67	84
Inventory	114	143	180	220	234	243	232	248	194	174	197	221	255	281	274	292	278	267	263	229	221	178	186	211	234	257	288	308	300	295	267	256	216	185	191	217
Sales	0	0	6	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	32	41	31	34	28	32	26	18

	(000's) M 15	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	J	A	S	O	N	D	J 18	F
Avg Sale Price	0	0	814	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	580	629	440	482	440	502	502	453
3 Mo. Roll Avg			271	449	636	568	556	570	488	443	423	457	491	482	484	495	496	499	479	467	478	502	532	541	543	537	530	546	555	590	550	517	454	475	481	486

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