



*MLS Area: Deerfield, Bannockburn, Riverwoods*



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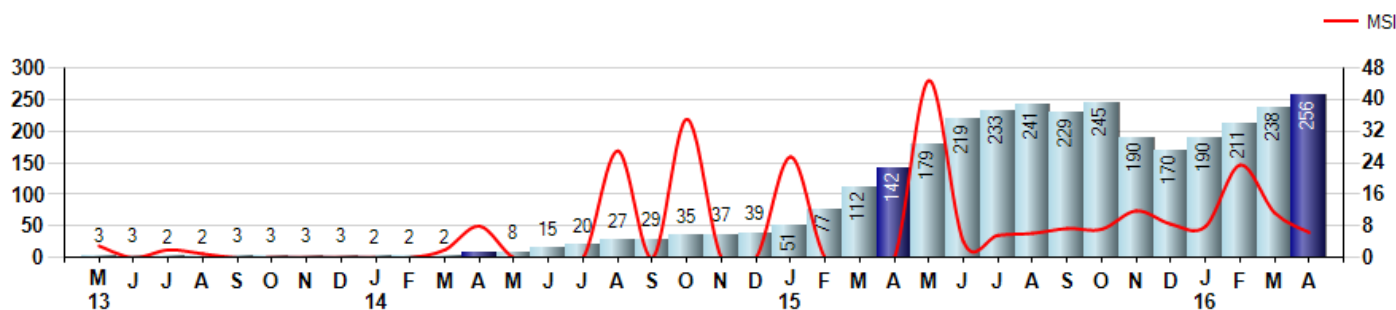
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

## Inventory & MSI

The Total Inventory of Properties available for sale as of April was 256, up 7.6% from 238 last month and up 80.3% from 142 in April of last year. April 2016 Inventory was at highest level compared to April of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2016 MSI of 6.4 months was at a mid range compared with April of 2015 and 2014.

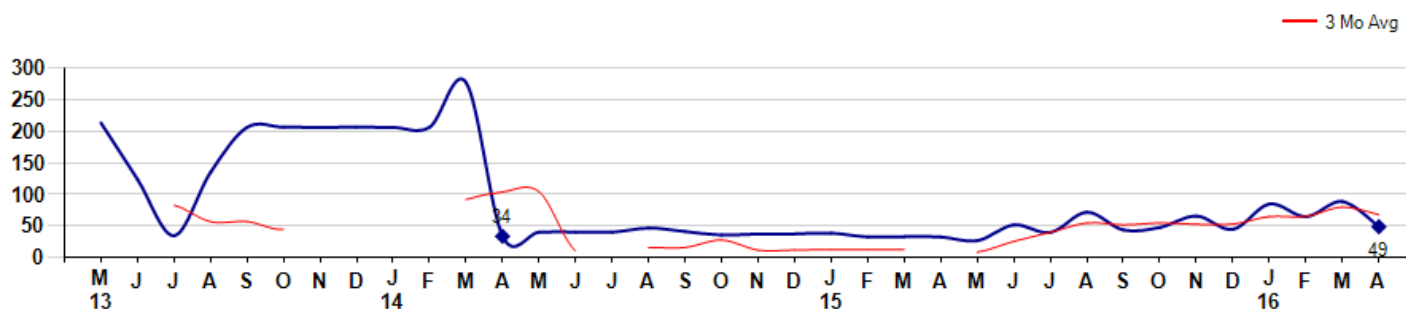
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



## 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 April was 49, down -44.9% from 89 days last month and equal to 0 days in April of last year. The April 2016 DOM was at its highest level compared with April of 2015 and 2014.

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



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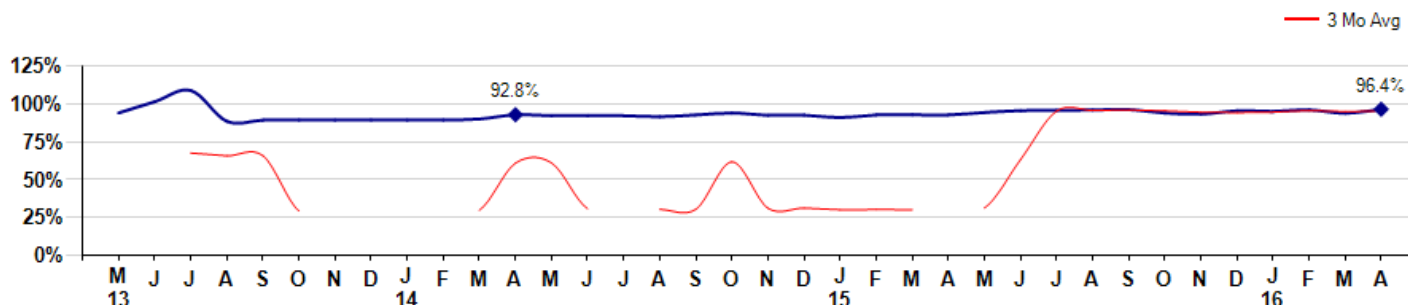


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## Selling Price vs Listing Price

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 April 2016 Selling Price vs List Price of 96.4% was up from 93.8% last month and equal to 0.0% in April of last year.

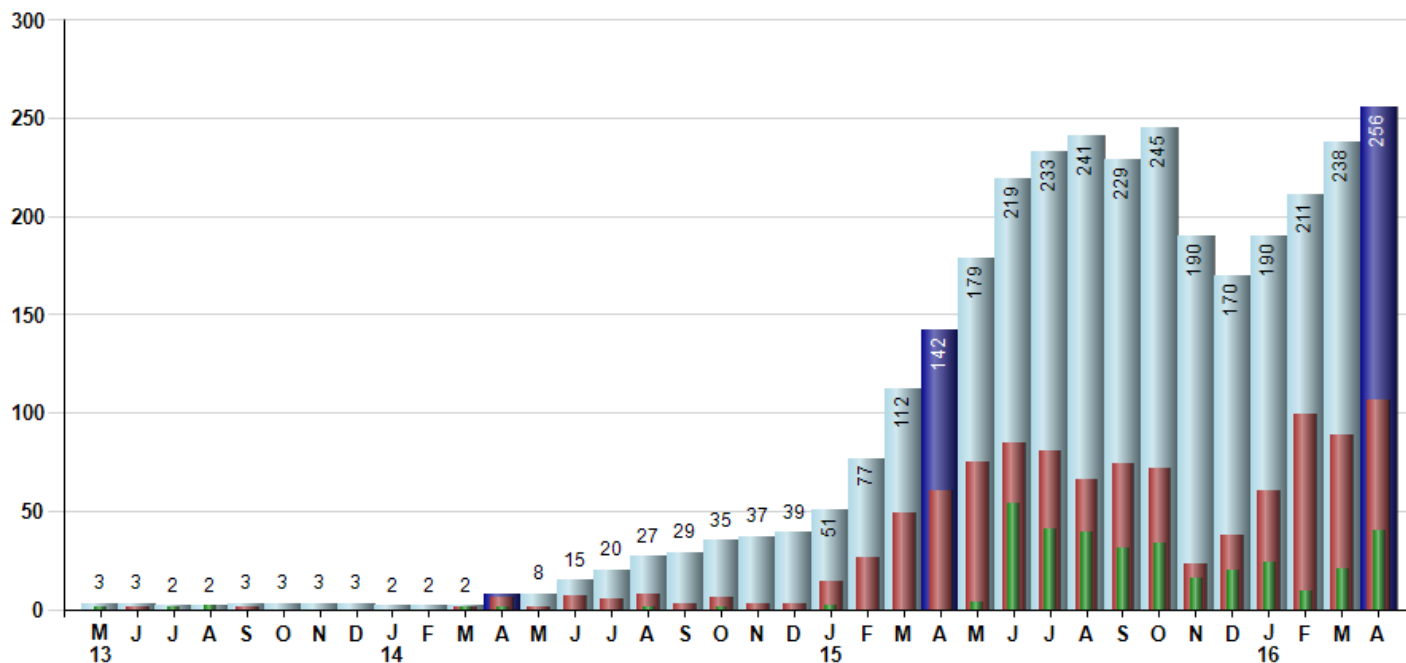
Avg Selling Price divided by Avg Listing Price for sold properties during the month



## 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 April 2016 was 107, up 20.2% from 89 last month and up 78.3% from 60 in April of last year.

Inventory New Listings Sold



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# MARKET ACTION REPORT

April 2016

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	M 13	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	F	M	A
Homes Sold	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	9	21	40
3 Mo. Roll Avg			1	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	23

	(000's) M 13	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	F	M	A
Median Sale Price	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	725	461	400	470	431	413	263	381	445	412	445	405
3 Mo. Roll Avg			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	413	434	421

	M 13	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	F	M	A
Inventory	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	219	233	241	229	245	190	170	190	211	238	256
MSI	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	9	8	23	11	6

	M 13	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	F	M	A
Days On Market	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	65	89	49
3 Mo. Roll Avg			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	65	80	68

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

	M 13	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	F	M	A
Sale to List Price	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	0.960	0.938	0.964
3 Mo. Roll Avg			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	0.000	0.314	0.633	0.952	0.957	0.959	0.953	0.944	0.942	0.945	0.955	0.949	0.954	

	M 13	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	F	M	A
New Listings	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	85	81	66	74	72	23	38	60	99	89	107
Inventory	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	219	233	241	229	245	190	170	190	211	238	256
Sales	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	9	21	40

	(000's) M 13	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	F	M	A
Avg Sale Price	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	466	466	498
3 Mo. Roll Avg			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	457	491	477

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