

*MLS Area: Deerfield, Bannockburn, Riverwoods*



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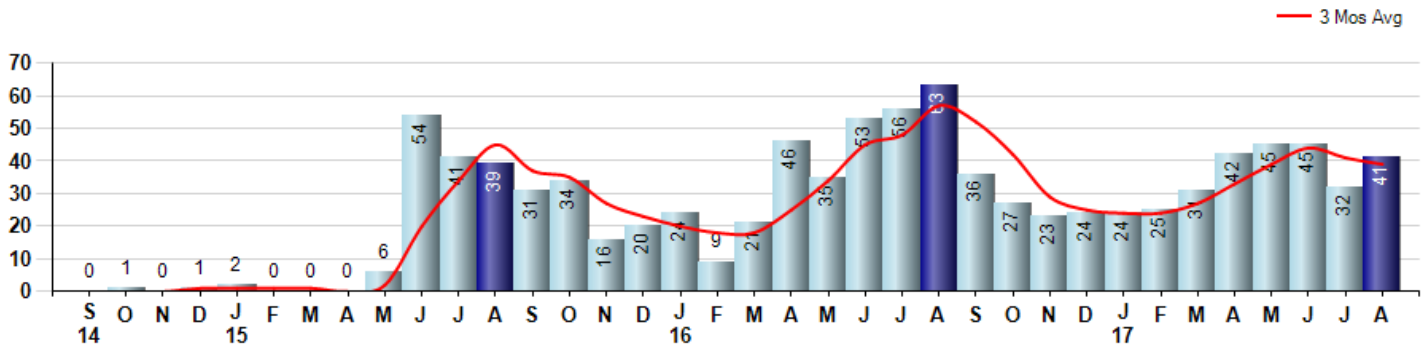
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$649,000	↔		↓				
Average List Price of all Current Listings	\$797,895	↔		↓				
August Median Sales Price	\$498,000	↓	↔	↑	↑	\$499,900	↑	↑
August Average Sales Price	\$628,413	↑	↑	↑	↑	\$559,998	↑	↑
Total Properties Currently for Sale (Inventory)	291	↓		↑				
August Number of Properties Sold	41	↑		↓		285	↓	
August Average Days on Market (Solds)	52	↑	↑	↓	↓	55	↓	↓
August Month's Supply of Inventory	7.1	↓	↓	↑	↓	7.4	↓	↓
August Sale Price vs List Price Ratio	92.6%	↓	↓	↑	↔	93.7%	↑	↑

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

## Property Sales

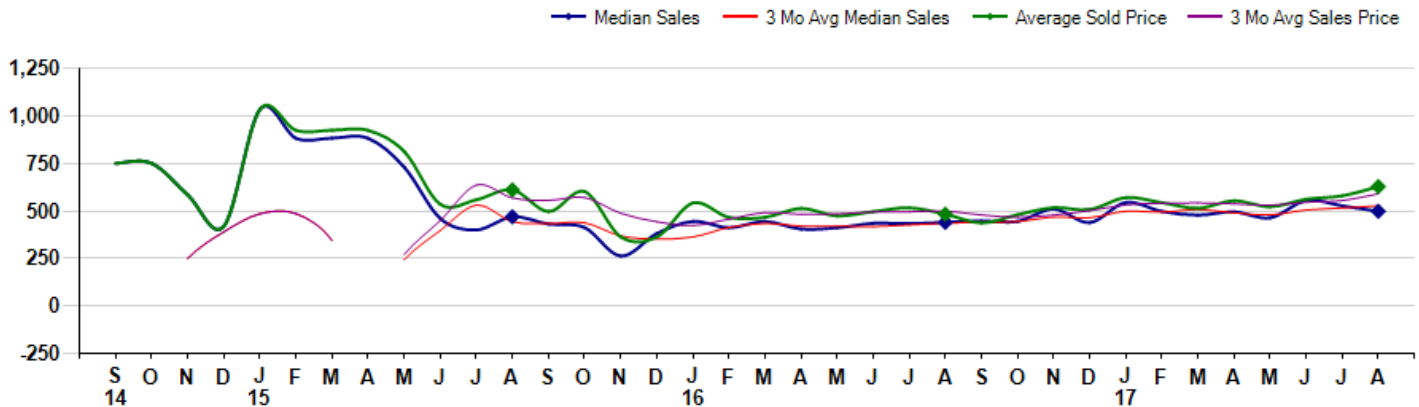
August Property sales were 41, down -34.9% from 63 in August of 2016 and 28.1% higher than the 32 sales last month. August 2017 sales were at a mid level compared to August of 2016 and 2015. August YTD sales of 285 are running -7.2% behind last year's year-to-date sales of 307.



## Prices

The Median Sales Price in August was \$498,000, up 13.2% from \$440,000 in August of 2016 and down -5.5% from \$527,000 last month. The Average Sales Price in August was \$628,413, up 30.1% from \$483,001 in August of 2016 and up 8.3% from \$579,997 last month. August 2017 ASP was at highest level compared to August of 2016 and 2015.

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



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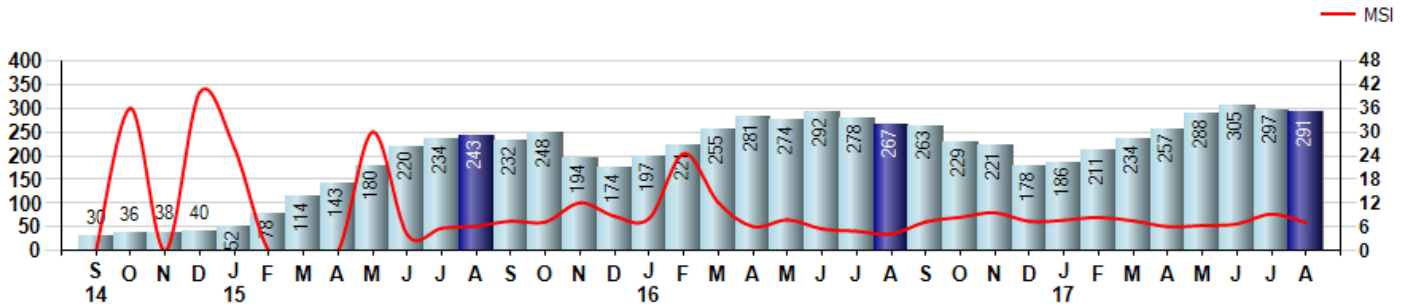
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### Inventory & MSI

The Total Inventory of Properties available for sale as of August was 291, down -2.0% from 297 last month and up 9.0% from 267 in August of last year. August 2017 Inventory was at highest level compared to August of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2017 MSI of 7.1 months was at its highest level compared with August of 2016 and 2015.

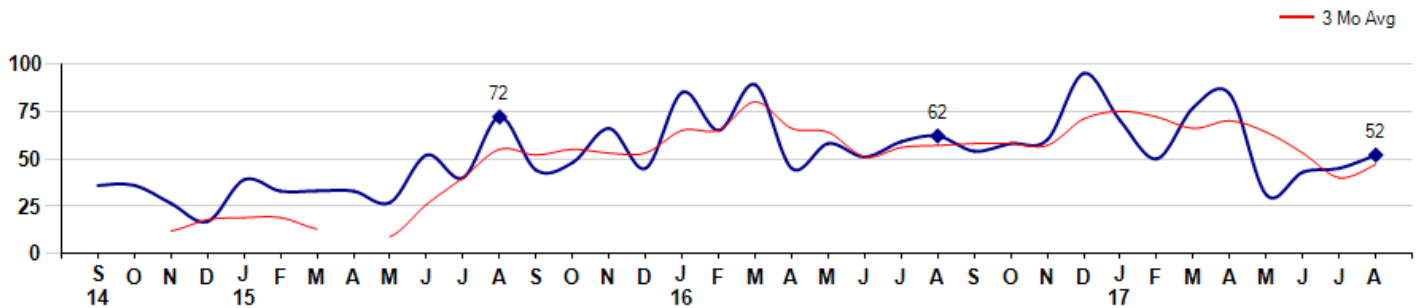
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 August was 52, up 15.6% from 45 days last month and down -16.1% from 62 days in August of last year. The August 2017 DOM was at its lowest level compared with August of 2016 and 2015.

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



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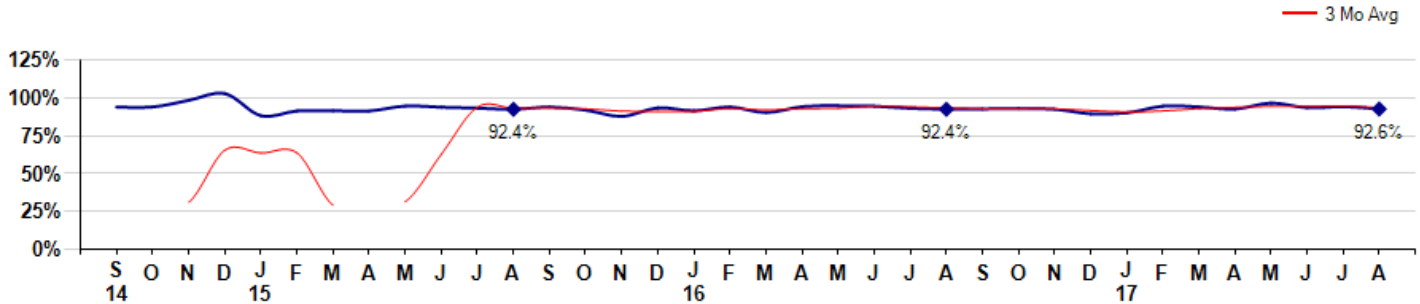


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## Selling Price vs Listing Price

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 August 2017 Selling Price vs List Price of 92.6% was down from 94.2% last month and up from 92.4% in August of last year.

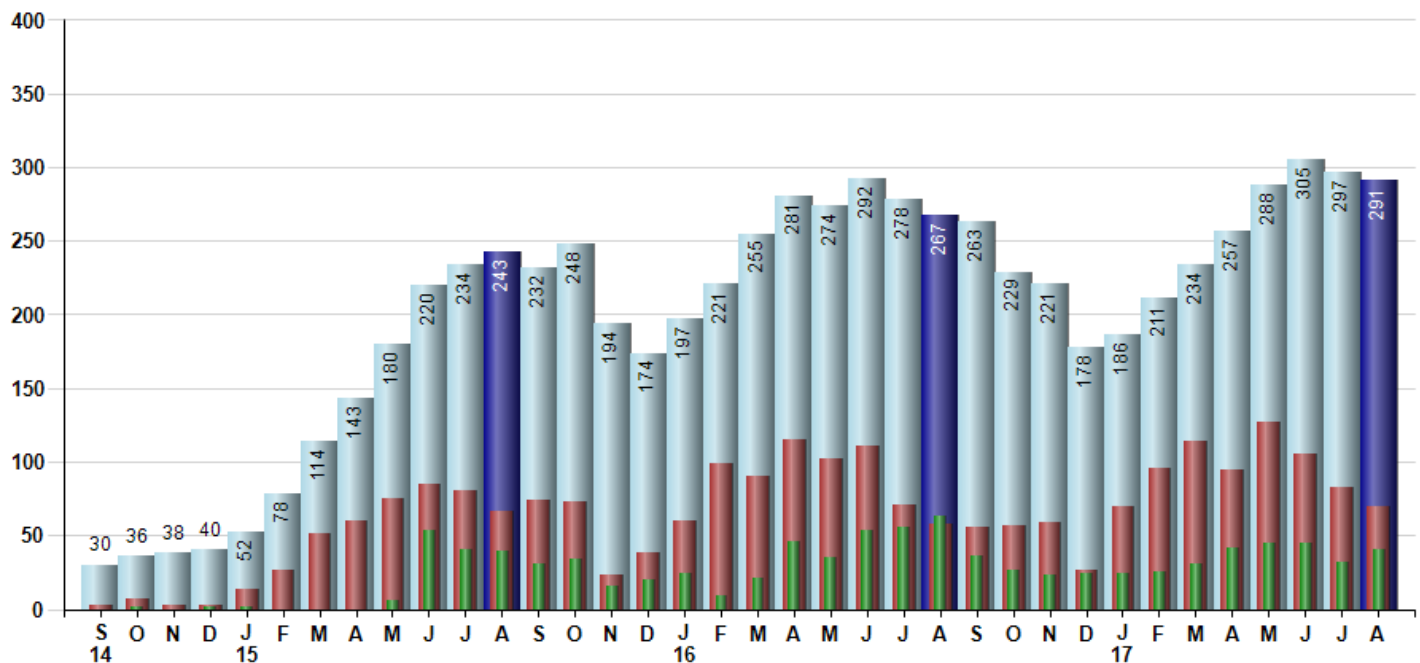
Avg Selling Price divided by Avg Listing Price for sold properties during the month



## 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 August 2017 was 70, down -15.7% from 83 last month and up 20.7% from 58 in August of last year.

Inventory    New Listings    Sold



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# MARKET ACTION REPORT

August 2017

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	S 14	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	J	A
Homes Sold	0	1	0	1	2	0	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
3 Mo. Roll Avg			0	1	1	1	1	0	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

	(000's) S 14	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	J	A
Median Sale Price	0	750	0	419	1,035	0	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
3 Mo. Roll Avg			250	390	485	485	345	0	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

	S 14	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	J	A
Inventory	30	36	38	40	52	78	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	305	297	291
MSI	0	36	0	40	26	0	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

	S 14	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	J	A
Days On Market	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	45	52
3 Mo. Roll Avg			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	40	47

	S 14	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	J	A
Price per Sq Ft	0	200	0	161	227	0	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
3 Mo. Roll Avg			67	120	129	129	76	0	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

	S 14	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	J	A
Sale to List Price	0.000	0.939	0.000	1.028	0.882	0.000	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	0.926
3 Mo. Roll Avg			0.313	0.656	0.637	0.637	0.294	0.000	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	0.934

	S 14	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	J	A
New Listings	3	7	3	3	14	26	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
Inventory	30	36	38	40	52	78	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	305	297	291
Sales	0	1	0	1	2	0	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

	(000's) S 14	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	J	A
Avg Sale Price	0	750	0	419	1,035	0	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	628
3 Mo. Roll Avg			250	390	485	485	345	0	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

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