

MLS Area: Deerfield, Bannockburn, Riverwoods



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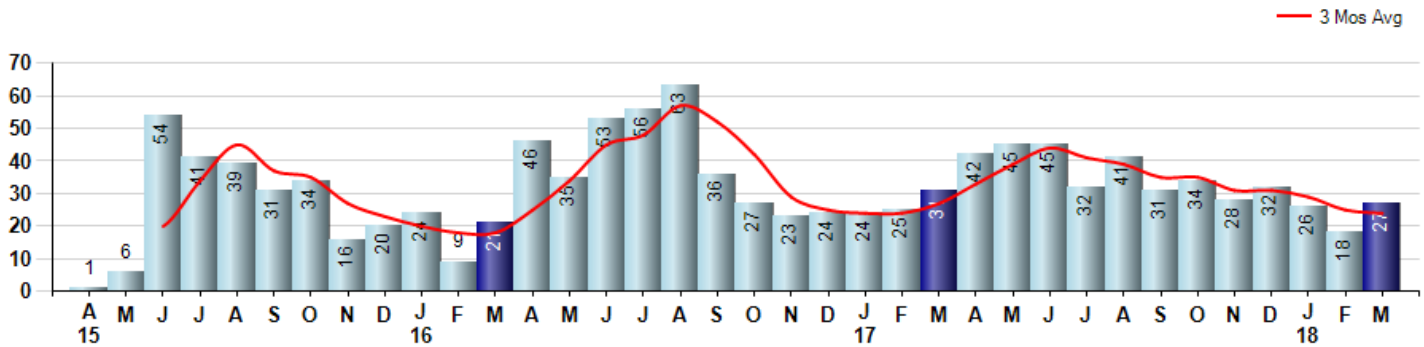
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

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	\$799,841	↔		↓				
March Median Sales Price	\$470,000	↑	↑	↓	↔	\$446,000	↓	↓
March Average Sales Price	\$495,519	↑	↔	↓	↓	\$487,294	↓	↓
Total Properties Currently for Sale (Inventory)	225	↑		↓				
March Number of Properties Sold	27	↑		↓		71	↓	
March Average Days on Market (Solds)	71	↓	↓	↓	↑	82	↑	↑
March Month's Supply of Inventory	8.3	↓	↓	↑	↑	9.4	↑	↑
March Sale Price vs List Price Ratio	93.0%	↑	↑	↓	↔	92.5%	↓	↓

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

Property Sales

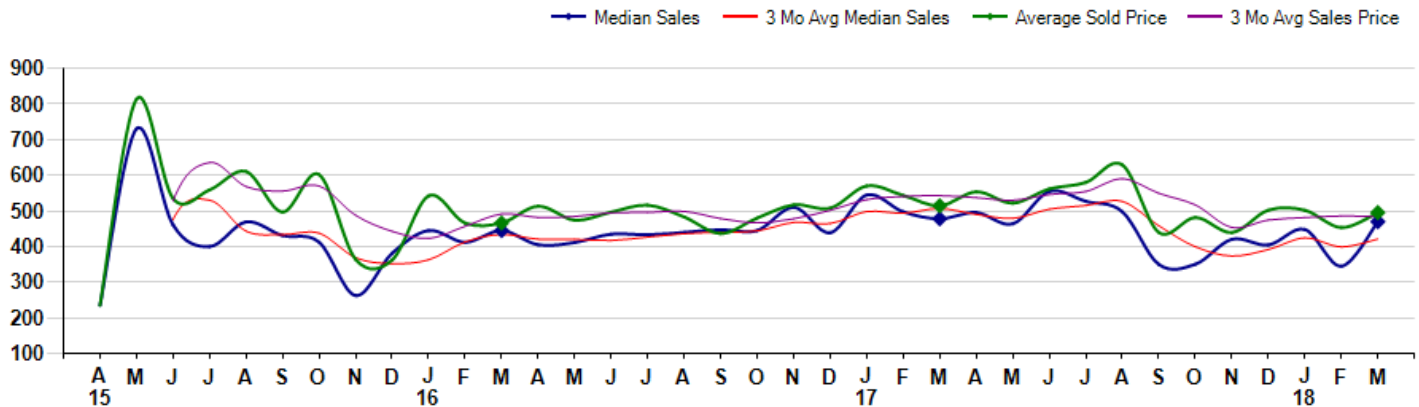
March Property sales were 27, down -12.9% from 31 in March of 2017 and 50.0% higher than the 18 sales last month. March 2018 sales were at a mid level compared to March of 2017 and 2016. March YTD sales of 71 are running -11.3% behind last year's year-to-date sales of 80.



Prices

The Median Sales Price in March was \$470,000, down -1.7% from \$478,000 in March of 2017 and up 36.2% from \$345,000 last month. The Average Sales Price in March was \$495,519, down -3.7% from \$514,532 in March of 2017 and up 9.3% from \$453,358 last month. March 2018 ASP was at a mid range compared to March of 2017 and 2016.

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



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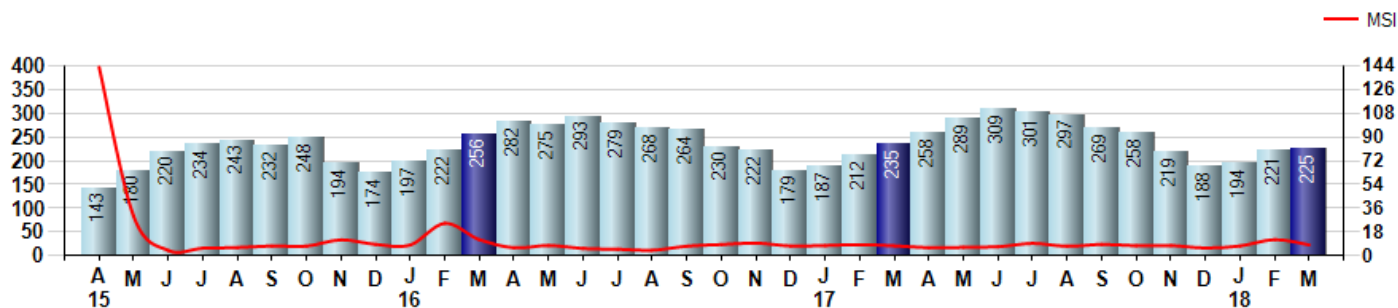
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Inventory & MSI

The Total Inventory of Properties available for sale as of March was 225, up 1.8% from 221 last month and down -4.3% from 235 in March of last year. March 2018 Inventory was at the lowest level compared to March of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2018 MSI of 8.3 months was at a mid range compared with March of 2017 and 2016.

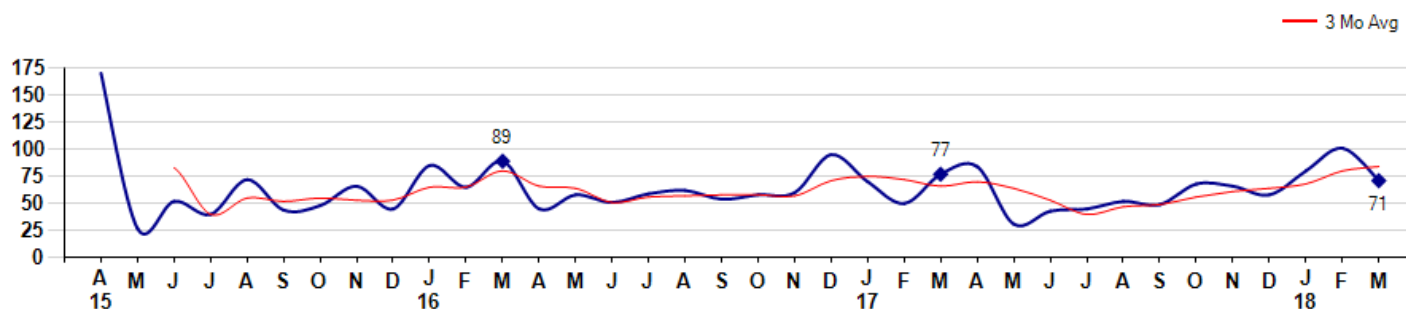
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 March was 71, down -29.7% from 101 days last month and down -7.8% from 77 days in March of last year. The March 2018 DOM was at its lowest level compared with March of 2017 and 2016.

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



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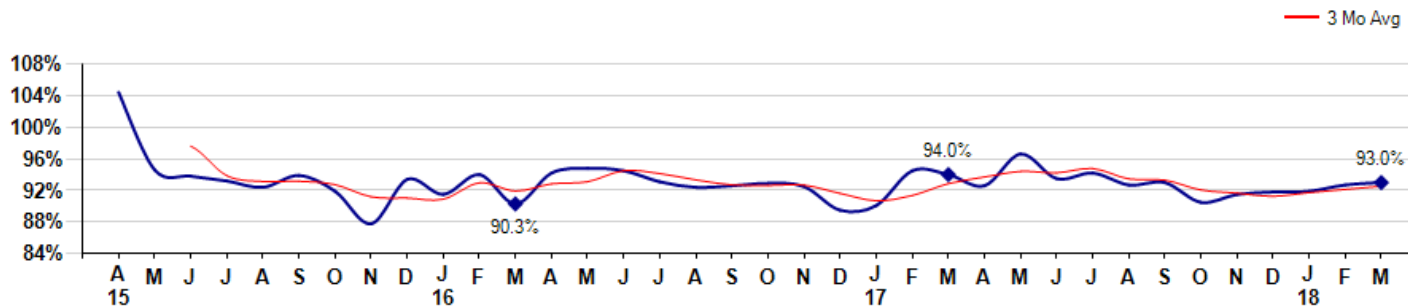


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Selling Price vs Listing Price

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 March 2018 Selling Price vs List Price of 93.0% was up from 92.7% last month and down from 94.0% in March of last year.

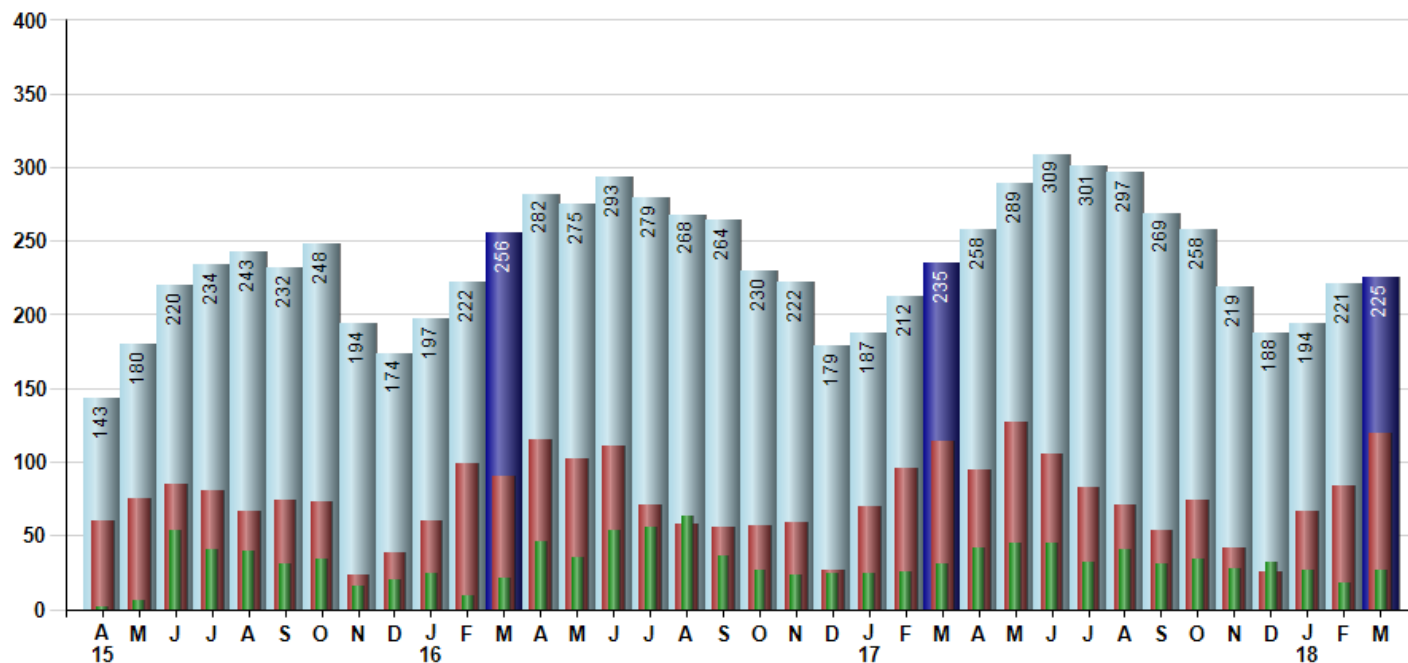
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 March 2018 was 119, up 41.7% from 84 last month and up 4.4% from 114 in March of last year.

Inventory NewListings Sold



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MARKET ACTION REPORT

March 2018

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	A 15	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	M
Homes Sold	1	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	27
3 Mo. Roll Avg			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	24

	(000's) A 15	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	M
Median Sale Price	235	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	470
3 Mo. Roll Avg			475	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	421

	A 15	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	M
Inventory	143	180	220	234	243	232	248	194	174	197	222	256	282	275	293	279	268	264	230	222	179	187	212	235	258	289	309	301	297	269	258	219	188	194	221	225
MSI	143	30	4	6	6	7	7	12	9	8	25	12	6	8	6	5	4	7	9	10	7	8	8	8	6	6	7	9	7	9	8	8	6	7	12	8

	A 15	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	M
Days On Market	170	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	71
3 Mo. Roll Avg			83	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	84

	A 15	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	M
Price per Sq Ft	131	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	192
3 Mo. Roll Avg			185	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	189

	A 15	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	M
Sale to List Price	1.044	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	0.930
3 Mo. Roll Avg			0.976	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	0.925

	A 15	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	M
New Listings	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	71	54	74	42	25	67	84	119
Inventory	143	180	220	234	243	232	248	194	174	197	222	256	282	275	293	279	268	264	230	222	179	187	212	235	258	289	309	301	297	269	258	219	188	194	221	225
Sales	1	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	27

	(000's) A 15	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	M
Avg Sale Price	235	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	496
3 Mo. Roll Avg			528	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	484

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