MARKET ACTION REPORT

December 2015

MLS Area: Deerfield, Bannockburn, Riverwoods

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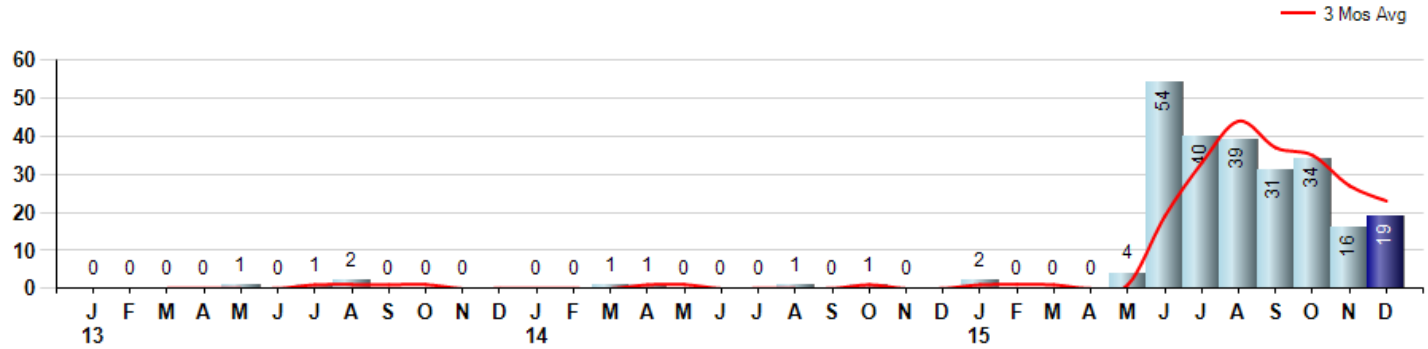
Price Range: $0 to $999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*: LM	L3M	PYM	LY	YTD	Trending Versus*: PriorYTD	PriorYear
Median List Price of all Current Listings	$789,000	↑		↑				
Average List Price of all Current Listings	$914,488	↑		↓				
December Median Sales Price	$370,000	↑	↓	↔	↓	$425,000	↓	↓
December Average Sales Price	$357,163	↓	↓	↔	↓	$541,023	↓	↓
Total Properties Currently for Sale (Inventory)	161	↓		↑				
December Number of Properties Sold	19	↑		↔		239	↑	
December Average Days on Market (Solds)	47	↓	↓	↔	↓	52	↓	↓
December Month's Supply of Inventory	8.5	↓	↓	↔	↑	10.1	↑	↑
December Sale Price vs List Price Ratio	95.0%	↑	↑	↔	↑	95.0%	↑	↑

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

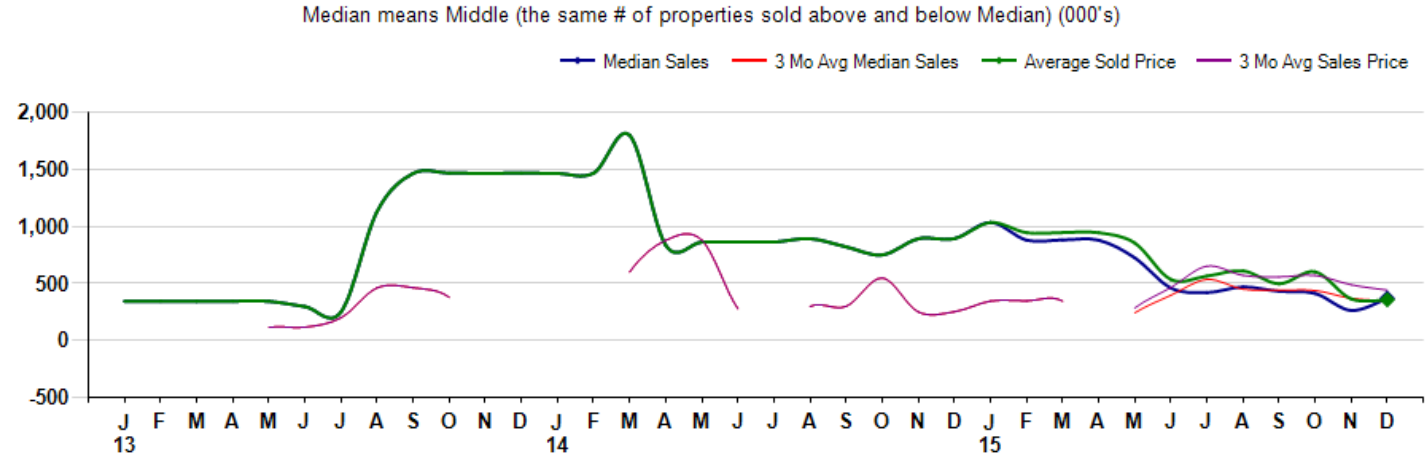
Property Sales

December Property sales were 19, equal to 0 in December of 2014 and 18.8% higher than the 16 sales last month. December 2015 sales were at their highest level compared to December of 2014 and 2013. December YTD sales of 239 are running 5875.0% ahead of last year's year-to-date sales of 4.



Prices

The Median Sales Price in December was $370,000, equal to $0 in December of 2014 and up 41.0% from $262,500 last month. The Average Sales Price in December was $357,163, equal to $0 in December of 2014 and down -1.9% from $364,150 last month. December 2015 ASP was at highest level compared to December of 2014 and 2013.



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Based on information from Midwest Real Estate Data LLC for the period 1/1/2013 through 12/31/2015. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.

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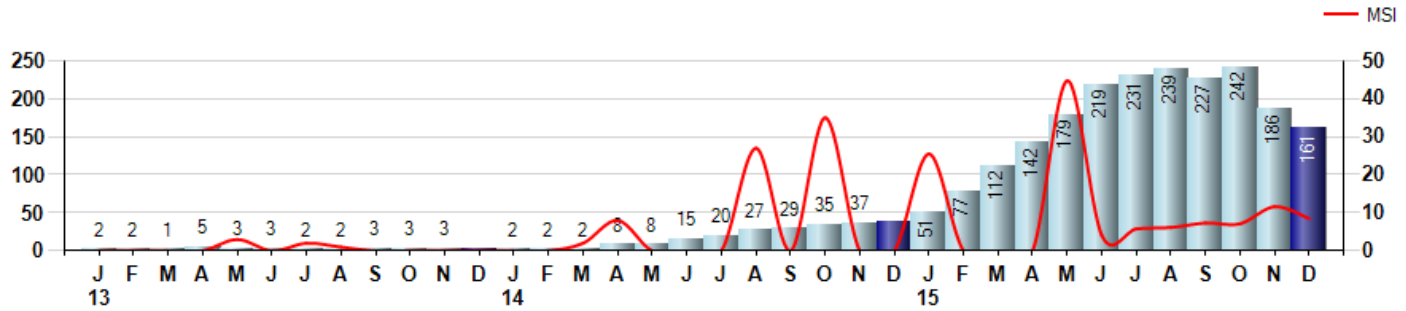
Inventory & MSI

The Total Inventory of Properties available for sale as of December was 161, down -13.4% from 186 last month and up 312.8% from 39 in December of last year. December 2015 Inventory was at highest level compared to December of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2015 MSI of 8.5 months was at its highest level compared with December of 2014 and 2013.

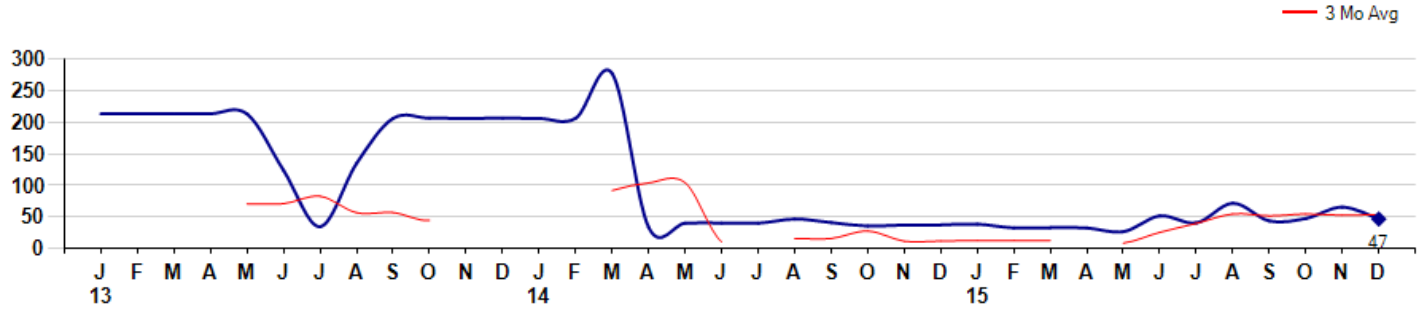
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 47, down -28.8% from 66 days last month and equal to 0 days in December of last year. The December 2015 DOM was at its highest level compared with December of 2014 and 2013.

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



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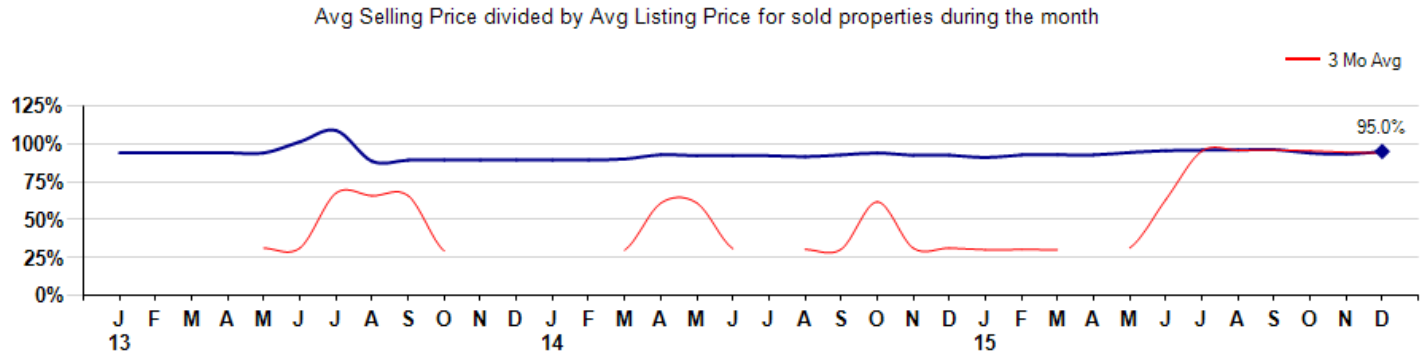
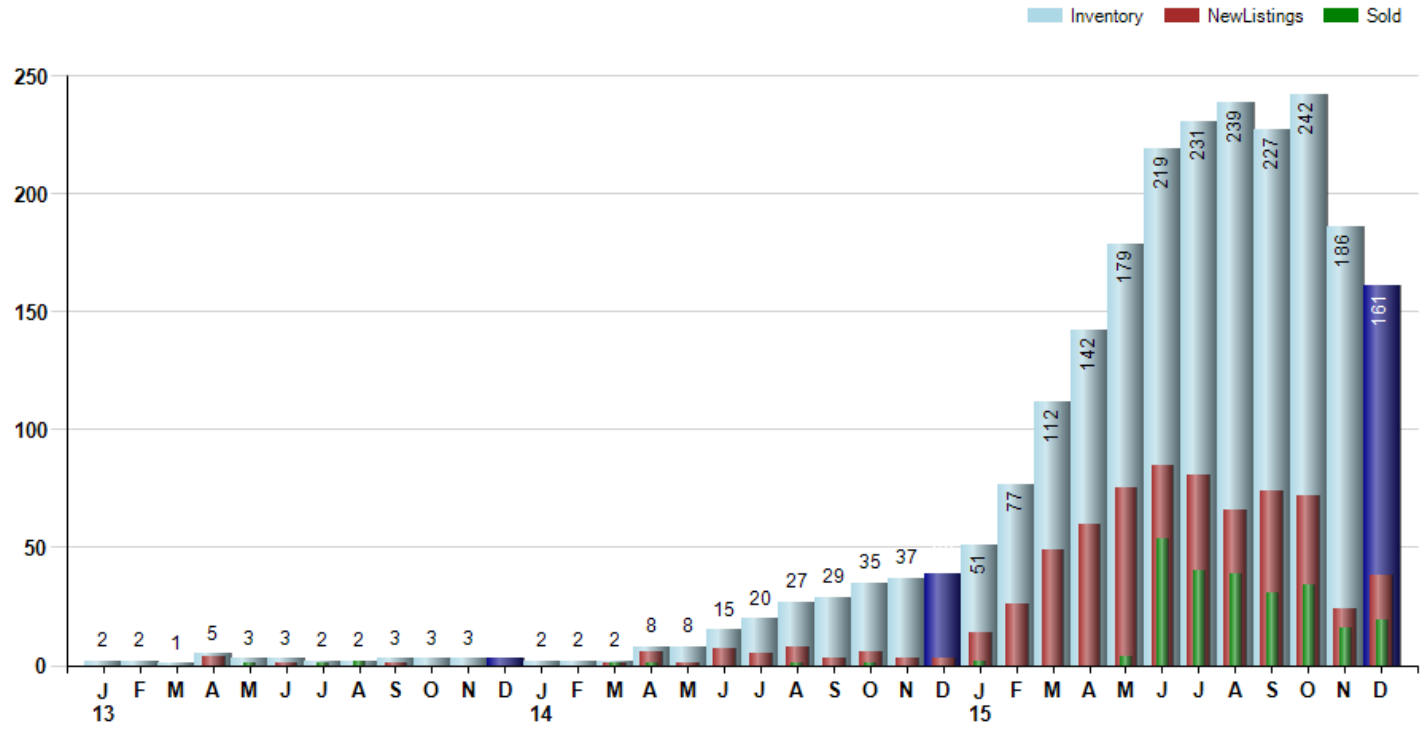
Selling Price vs Listing Price

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 December 2015 Selling Price vs List Price of 95.0% was up from 93.2% last month and equal to 0.0% in December of last year.



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 December 2015 was 38, up 58.3% from 24 last month and up 1166.7% from 3 in December of last year.



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	J 13	F	M	A	M	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
Homes Sold	0	0	0	0	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	40	39	31	34	16	19
3 Mo. Roll Avg			0	0	0	0	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	44	37	35	27	23

(000's)	J 13	F	M	A	M	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
MedianSalePrice	0	0	0	0	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	420	470	431	413	263	370
3 Mo. Roll Avg			0	0	114	114	198	461	461	378	0	0	0	0	600	878	878	278	0	298	298	548	250	250	345	345	345	0	242	395	535	450	440	438	369	348

	J 13	F	M	A	M	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
Inventory	2	2	1	5	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	231	239	227	242	186	161
MSI	0	0	0	0	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	8

	J 13	F	M	A	M	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
Days On Market	0	0	0	0	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	41	72	44	48	66	47
3 Mo. Roll Avg			0	0	71	71	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	54

	J 13	F	M	A	M	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
Price per Sq Ft	0	0	0	0	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	214	210	201	192	169	194
3 Mo. Roll Avg			0	0	57	57	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	208	208	201	187	185

	J 13	F	M	A	M	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
Sale to List Price	0.000	0.000	0.000	0.000	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	0.958	0.959	0.962	0.939	0.932	0.950
3 Mo. Roll Avg			0.000	0.000	0.313	0.313	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	0.303	0.000	0.314	0.633	0.952	0.957	0.960	0.953	0.944	0.940

	J 13	F	M	A	M	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
New Listings	0	0	0	4	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	24	38
Inventory	2	2	1	5	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	231	239	227	242	186	161
Sales	0	0	0	0	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	40	39	31	34	16	19

(000's)	J 13	F	M	A	M	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
Avg Sale Price	0	0	0	0	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	565	611	497	602	364	357
3 Mo. Roll Avg			0	0	114	114	198	461	461	378	0	0	0	0	600	878	878	278	0	298	298	548	250	250	345	345	345	0	285	463	652	570	558	570	488	441

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