

MLS Area: Deerfield,
Bannockburn, Riverwoods



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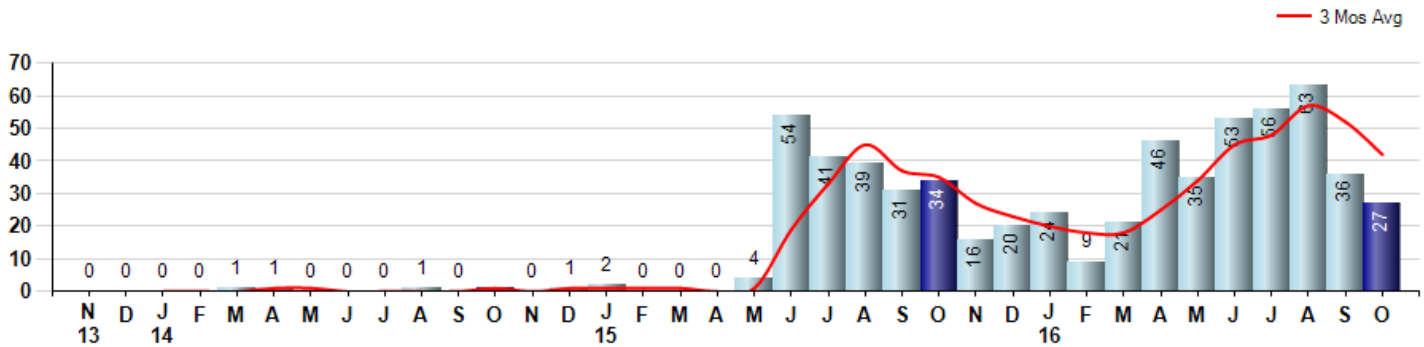
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$749,000	↑		↑				
Average List Price of all Current Listings	\$873,921	↑		↑				
October Median Sales Price	\$445,000	↔	↔	↑	↑	\$434,000	↓	↑
October Average Sales Price	\$480,283	↑	↔	↓	↓	\$490,746	↓	↓
Total Properties Currently for Sale (Inventory)	220	↓		↓				
October Number of Properties Sold	27	↓		↓		370	↑	
October Average Days on Market (Solds)	58	↑	↓	↑	↑	59	↑	↑
October Month's Supply of Inventory	8.1	↑	↑	↑	↓	8.8	↓	↓
October Sale Price vs List Price Ratio	95.2%	↓	↔	↑	↑	95.0%	↔	↔

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

Property Sales

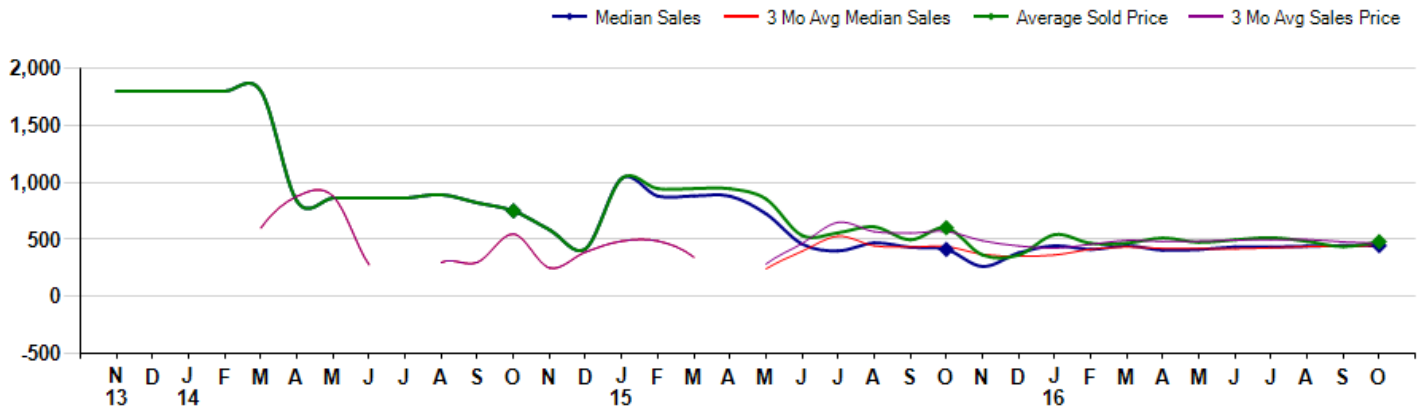
October Property sales were 27, down -20.6% from 34 in October of 2015 and -25.0% lower than the 36 sales last month. October 2016 sales were at a mid level compared to October of 2015 and 2014. October YTD sales of 370 are running 80.5% ahead of last year's year-to-date sales of 205.



Prices

The Median Sales Price in October was \$445,000, up 7.9% from \$412,500 in October of 2015 and down -0.6% from \$447,500 last month. The Average Sales Price in October was \$480,283, down -20.3% from \$602,327 in October of 2015 and up 10.0% from \$436,696 last month. October 2016 ASP was at the lowest level compared to October of 2015 and 2014.

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



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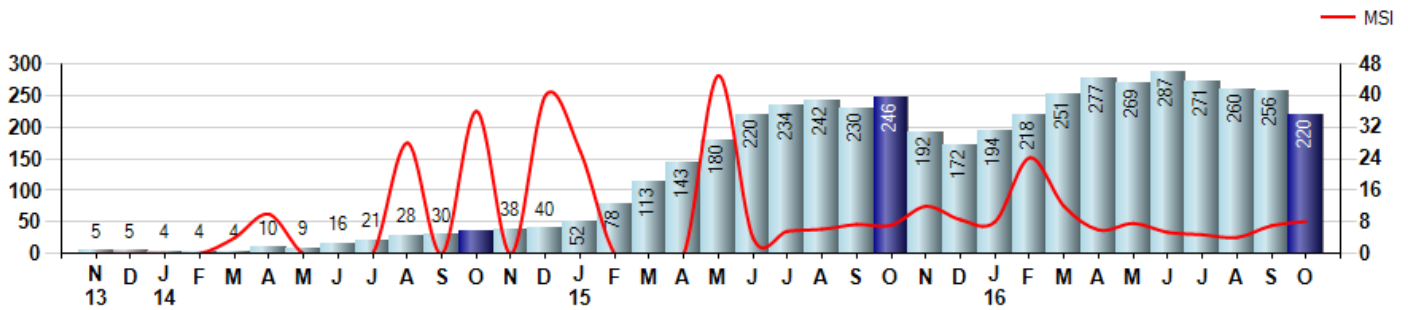
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Inventory & MSI

The Total Inventory of Properties available for sale as of October was 220, down -14.1% from 256 last month and down -10.6% from 246 in October of last year. October 2016 Inventory was at a mid range compared to October of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2016 MSI of 8.1 months was at a mid range compared with October of 2015 and 2014.

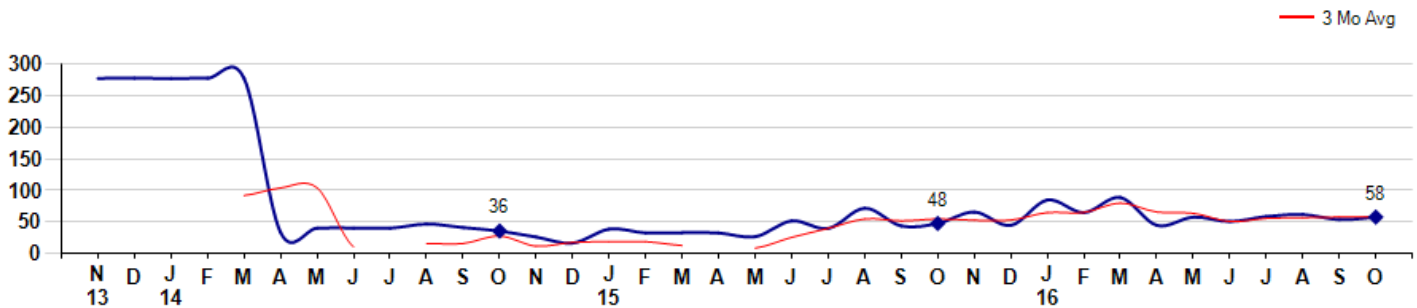
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 October was 58, up 7.4% from 54 days last month and up 20.8% from 48 days in October of last year. The October 2016 DOM was at its highest level compared with October of 2015 and 2014.

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



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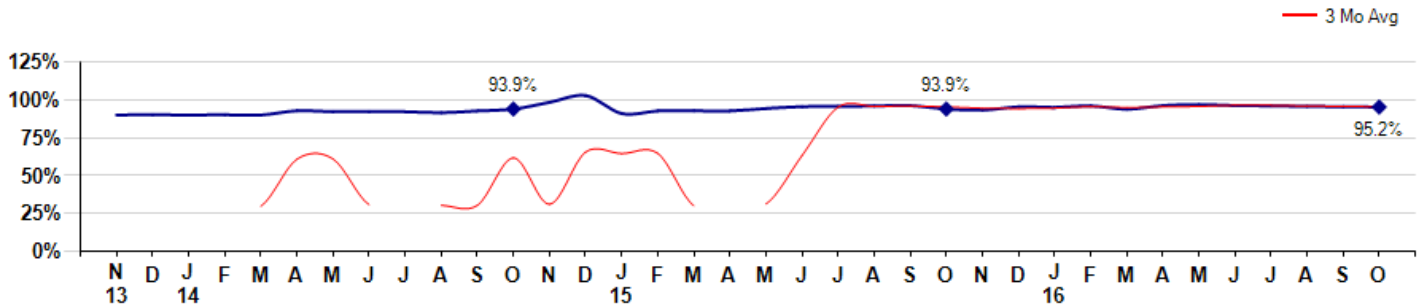


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Selling Price vs Listing Price

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 October 2016 Selling Price vs List Price of 95.2% was down from 95.5% last month and up from 93.9% in October of last year.

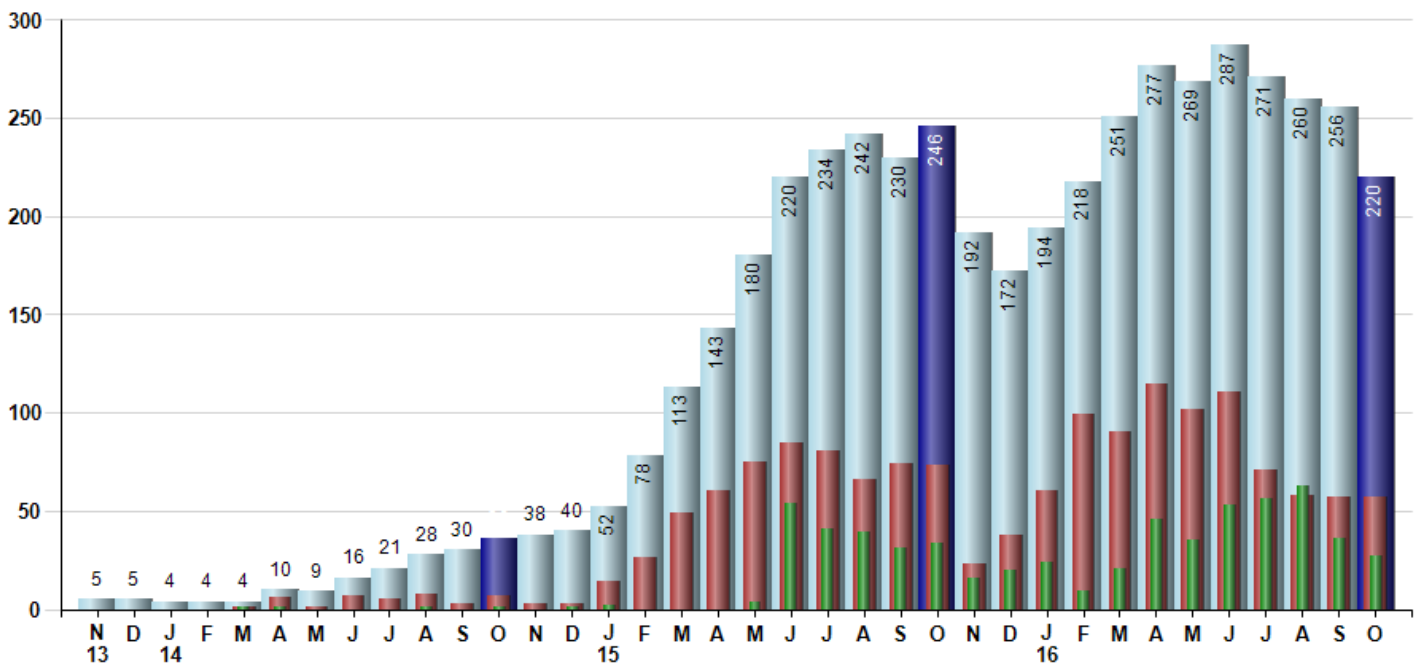
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 October 2016 was 57, equal to 57 last month and down -21.9% from 73 in October of last year.

Inventory (light blue), New Listings (red), Sold (green)



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MARKET ACTION REPORT

October 2016

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	N 13	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	M	J	J	A	S	O
Homes Sold	0	0	0	0	1	1	0	0	0	1	0	1	0	1	2	0	0	0	4	54	41	39	31	34	16	20	24	9	21	46	35	53	56	63	36	27
3 Mo. Roll Avg			0	0	0	1	1	0	0	0	0	1	0	1	1	1	1	0	1	19	33	45	37	35	27	23	20	18	18	25	34	45	48	57	52	42

	(000's) N 13	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	M	J	J	A	S	O
Median Sale Price	0	0	0	0	1,800	834	0	0	0	893	0	750	0	419	1,035	0	0	0	725	461	400	470	431	413	263	381	445	412	445	405	412	435	433	440	448	445
3 Mo. Roll Avg			0	0	600	878	878	278	0	298	298	548	250	390	485	485	345	0	242	395	529	443	434	438	369	352	363	413	434	421	421	417	427	436	440	444

	N 13	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	M	J	J	A	S	O
Inventory	5	5	4	4	4	10	9	16	21	28	30	36	38	40	52	78	113	143	180	220	234	242	230	246	192	172	194	218	251	277	269	287	271	260	256	220
MSI	0	0	0	0	4	10	0	0	0	28	0	36	0	40	26	0	0	0	45	4	6	6	7	7	12	9	8	24	12	6	8	5	5	4	7	8

	N 13	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	M	J	J	A	S	O
Days On Market	0	0	0	0	277	34	0	0	0	47	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
3 Mo. Roll Avg			0	0	92	104	104	11	0	16	16	28	12	18	19	19	13	0	9	26	40	55	52	55	53	53	65	65	80	66	64	51	56	57	58	58

	N 13	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	M	J	J	A	S	O
Price per Sq Ft	0	0	0	0	180	278	0	0	0	217	0	200	0	161	227	0	0	0	232	200	212	210	201	192	169	191	188	200	186	195	199	207	200	189	203	202
3 Mo. Roll Avg			0	0	60	153	153	93	0	72	72	139	67	120	129	129	76	0	77	144	215	207	208	201	187	184	183	193	191	194	193	200	202	199	197	198

	N 13	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	M	J	J	A	S	O
Sale to List Price	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	1.028	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	0.962	0.969	0.962	0.960	0.956	0.955	0.952
3 Mo. Roll Avg			0.000	0.000	0.300	0.609	0.609	0.309	0.000	0.305	0.305	0.618	0.313	0.656	0.646	0.646	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	0.953	0.956	0.964	0.964	0.959	0.957	0.954

	N 13	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	M	J	J	A	S	O
New Listings	0	0	0	0	1	6	1	7	5	8	3	7	3	3	14	26	49	60	75	85	81	66	74	73	23	38	60	99	90	115	102	111	71	58	57	57
Inventory	5	5	4	4	4	10	9	16	21	28	30	36	38	40	52	78	113	143	180	220	234	242	230	246	192	172	194	218	251	277	269	287	271	260	256	220
Sales	0	0	0	0	1	1	0	0	0	1	0	1	0	1	2	0	0	0	4	54	41	39	31	34	16	20	24	9	21	46	35	53	56	63	36	27

	(000's) N 13	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	M	J	J	A	S	O
Avg Sale Price	0	0	0	0	1,800	834	0	0	0	893	0	750	0	419	1,035	0	0	0	855	535	559	611	497	602	364	362	542	466	466	513	474	497	516	483	437	480
3 Mo. Roll Avg			0	0	600	878	878	278	0	298	298	548	250	390	485	485	345	0	285	463	650	568	556	570	488	443	423	457	491	482	484	495	496	499	479	467

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