

*MLS Area: Deerfield, Bannockburn, Riverwoods*



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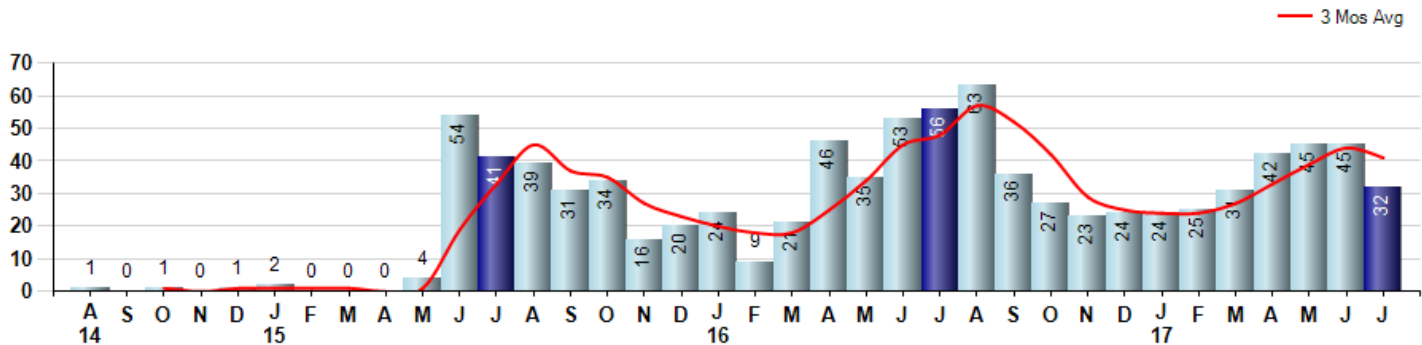
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$665,000	↓		↓				
Average List Price of all Current Listings	\$813,190	↓		↓				
July Median Sales Price	\$527,000	↓	↑	↑	↑	\$499,950	↑	↑
July Average Sales Price	\$579,997	↑	↑	↑	↑	\$548,502	↑	↑
Total Properties Currently for Sale (Inventory)	289	↓		↑				
July Number of Properties Sold	32	↓		↓		244	↔	
July Average Days on Market (Solds)	45	↑	↓	↓	↓	56	↓	↓
July Month's Supply of Inventory	9.0	↑	↑	↑	↑	7.4	↓	↓
July Sale Price vs List Price Ratio	94.2%	↑	↔	↑	↑	93.8%	↑	↑

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

## Property Sales

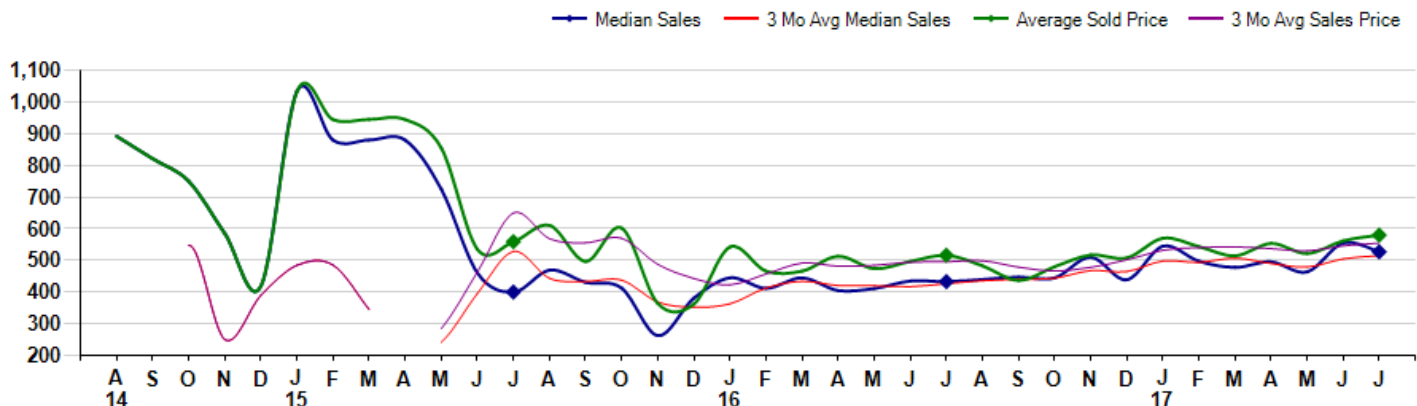
July Property sales were 32, down -42.9% from 56 in July of 2016 and -28.9% lower than the 45 sales last month. July 2017 sales were at their lowest level compared to July of 2016 and 2015. July YTD sales of 244 are running equal to last year's year-to-date sales of 244.



## Prices

The Median Sales Price in July was \$527,000, up 21.7% from \$433,000 in July of 2016 and down -5.0% from \$555,000 last month. The Average Sales Price in July was \$579,997, up 12.3% from \$516,452 in July of 2016 and up 3.2% from \$562,050 last month. July 2017 ASP was at highest level compared to July of 2016 and 2015.

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



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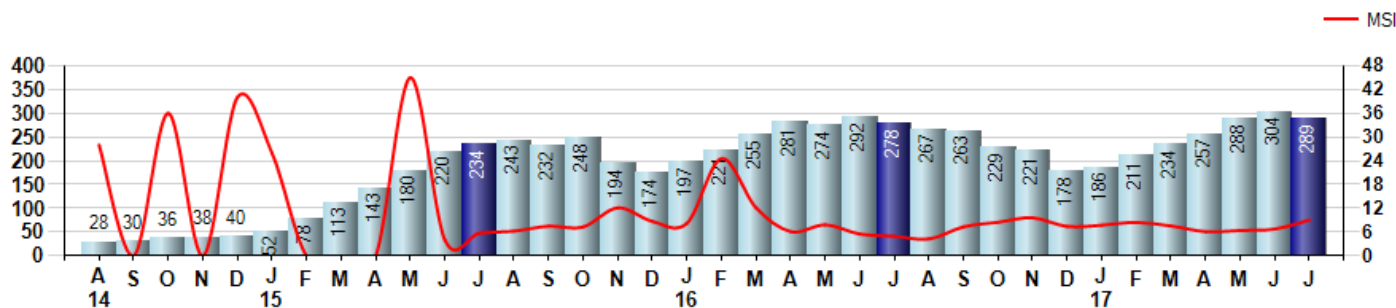
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### Inventory & MSI

The Total Inventory of Properties available for sale as of July was 289, down -4.9% from 304 last month and up 4.0% from 278 in July of last year. July 2017 Inventory was at highest level compared to July of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2017 MSI of 9.0 months was at its highest level compared with July of 2016 and 2015.

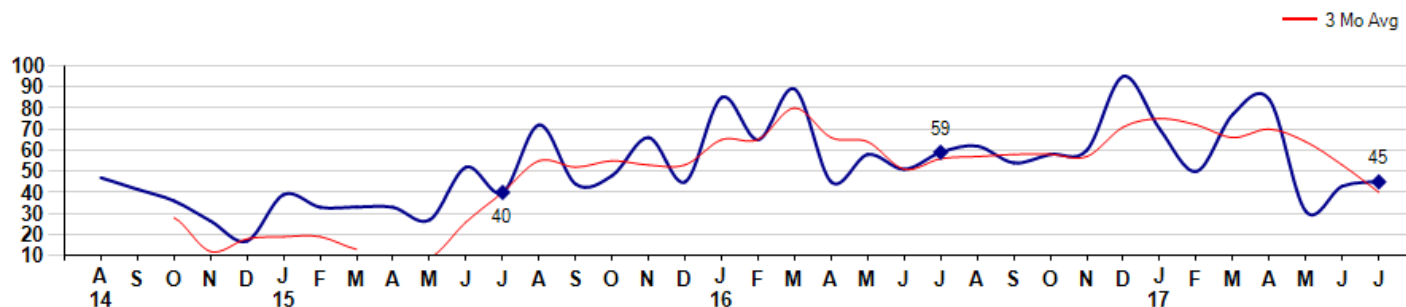
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 July was 45, up 4.7% from 43 days last month and down -23.7% from 59 days in July of last year. The July 2017 DOM was at a mid range compared with July of 2016 and 2015.

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



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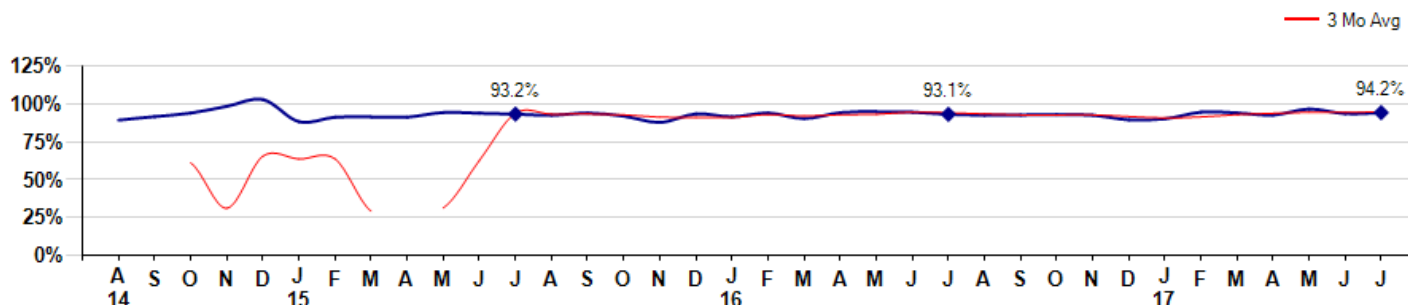


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## Selling Price vs Listing Price

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 July 2017 Selling Price vs List Price of 94.2% was up from 93.5% last month and up from 93.1% in July of last year.

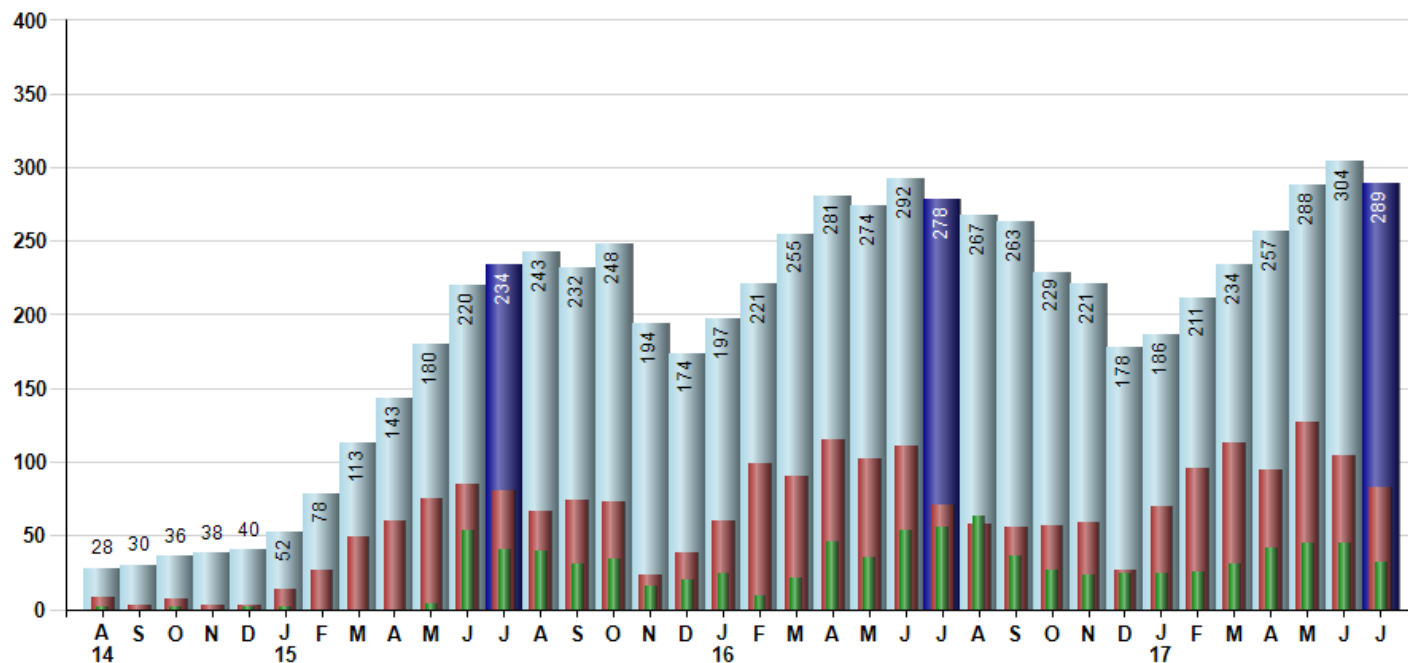
Avg Selling Price divided by Avg Listing Price for sold properties during the month



## 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 July 2017 was 83, down -20.2% from 104 last month and up 16.9% from 71 in July of last year.

Inventory New Listings Sold



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# MARKET ACTION REPORT

July 2017

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Homes Sold	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	23	24	24	25	31	42	45	45	32
3 Mo. Roll Avg			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	29	25	24	24	27	33	39	44	41

	(000's) A 14	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	N	D	J 17	F	M	A	M	J	J
Median Sale Price	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	510	439	545	498	478	496	464	555	527
3 Mo. Roll Avg			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	468	465	498	494	507	490	479	505	515

	A 14	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	N	D	J 17	F	M	A	M	J	J
Inventory	28	30	36	38	40	52	78	113	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	304	289
MSI	28	0	36	0	40	26	0	0	0	45	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

	A 14	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	N	D	J 17	F	M	A	M	J	J
Days On Market	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	60	95	70	50	77	84	31	43	45
3 Mo. Roll Avg			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	57	71	75	72	66	70	64	53	40

	A 14	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	N	D	J 17	F	M	A	M	J	J
Price per Sq Ft	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	195	199	212	208	198	207	219	218	214
3 Mo. Roll Avg			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	200	199	202	206	206	204	208	215	217

	A 14	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	N	D	J 17	F	M	A	M	J	J
Sale to List Price	0.893	0.000	0.939	0.000	1.028	0.882	0.000	0.000	0.000	0.943	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
3 Mo. Roll Avg			0.611	0.313	0.656	0.637	0.637	0.294	0.000	0.314	0.627	0.938	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

	A 14	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	N	D	J 17	F	M	A	M	J	J
New Listings	8	3	7	3	3	14	26	49	60	75	85	81	67	74	73	23	38	60	99	90	115	102	111	71	58	56	57	59	26	70	96	113	95	127	104	83
Inventory	28	30	36	38	40	52	78	113	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	304	289
Sales	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	23	24	24	25	31	42	45	45	32

	(000's) A 14	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	N	D	J 17	F	M	A	M	J	J
Avg Sale Price	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	517	508	570	544	515	554	522	562	580
3 Mo. Roll Avg			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	478	502	532	541	543	537	530	546	555

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