

*MLS Area: Deerfield,  
Bannockburn, Riverwoods*



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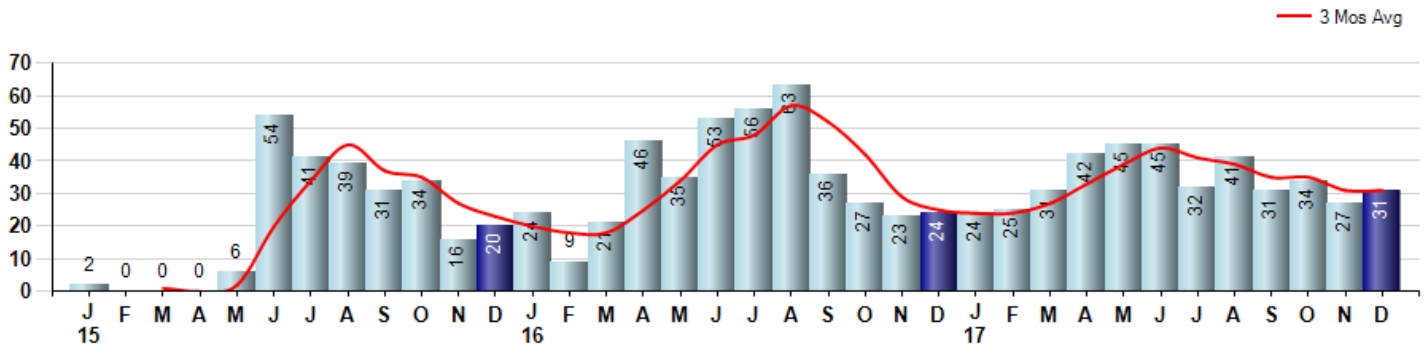
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$699,000	↑		→				
Average List Price of all Current Listings	\$917,860	↑		↑				
December Median Sales Price	\$410,000	↓	↑	↓	↓	\$476,500	↑	↑
December Average Sales Price	\$511,510	↑	↑	→	↑	\$532,794	↑	↑
Total Properties Currently for Sale (Inventory)	175	↓		↓				
December Number of Properties Sold	31	↑		↑		408	↓	
December Average Days on Market (Solds)	55	↓	↓	↓	↓	57	↓	↓
December Month's Supply of Inventory	5.6	↓	↓	↓	↓	7.4	↓	↓
December Sale Price vs List Price Ratio	91.9%	↑	↑	↑	↓	93.1%	→	↑

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

## Property Sales

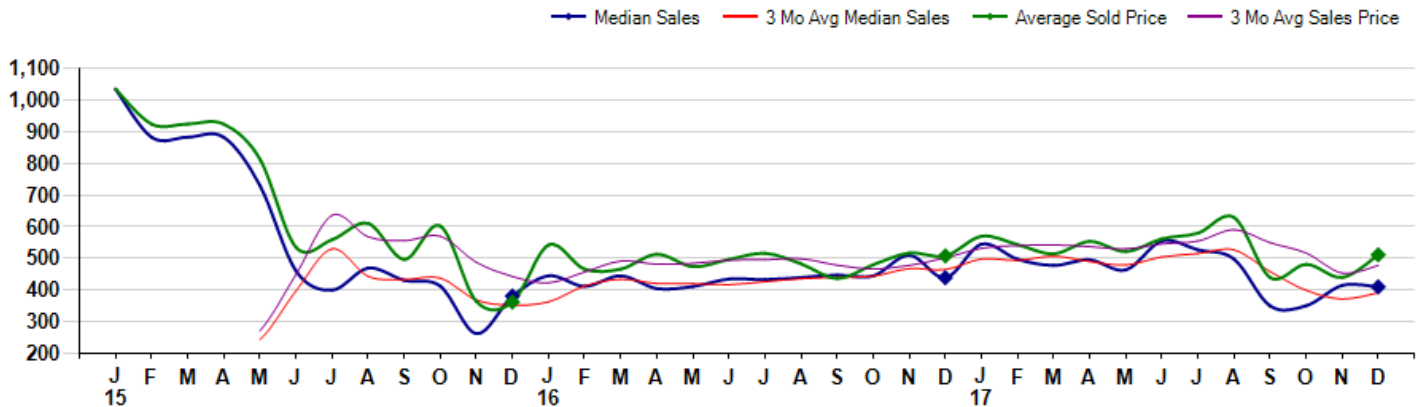
December Property sales were 31, up 29.2% from 24 in December of 2016 and 14.8% higher than the 27 sales last month. December 2017 sales were at their highest level compared to December of 2016 and 2015. December YTD sales of 408 are running -2.2% behind last year's year-to-date sales of 417.



## Prices

The Median Sales Price in December was \$410,000, down -6.6% from \$438,950 in December of 2016 and down -1.2% from \$415,000 last month. The Average Sales Price in December was \$511,510, up 0.7% from \$507,828 in December of 2016 and up 16.3% from \$439,866 last month. December 2017 ASP was at highest level compared to December of 2016 and 2015.

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



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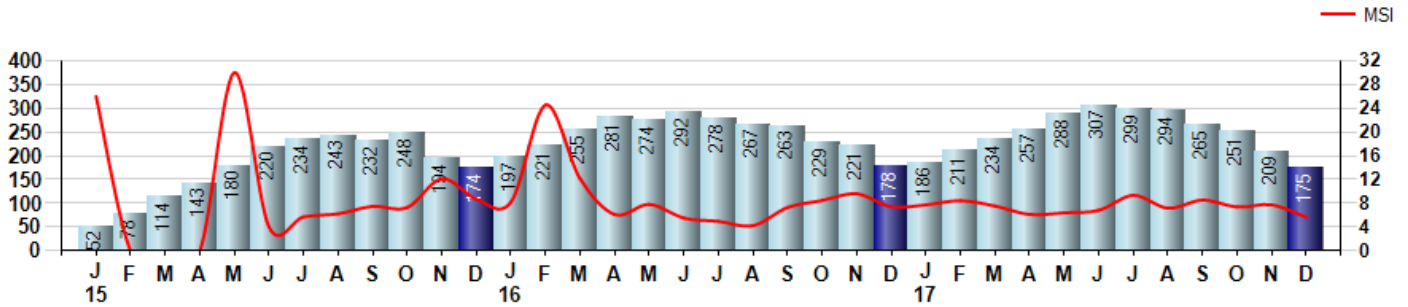
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### Inventory & MSI

The Total Inventory of Properties available for sale as of December was 175, down -16.3% from 209 last month and down -1.7% from 178 in December of last year. December 2017 Inventory was at a mid range compared to December of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2017 MSI of 5.6 months was at its lowest level compared with December of 2016 and 2015.

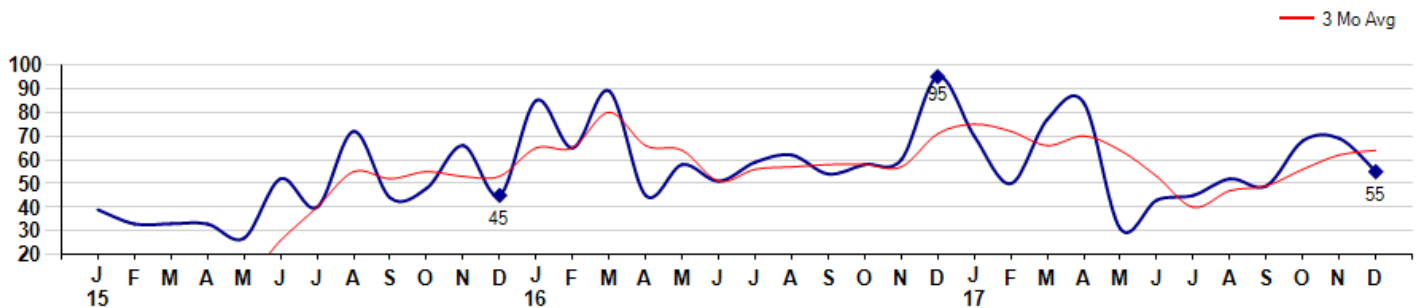
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 December was 55, down -20.3% from 69 days last month and down -42.1% from 95 days in December of last year. The December 2017 DOM was at a mid range compared with December of 2016 and 2015.

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



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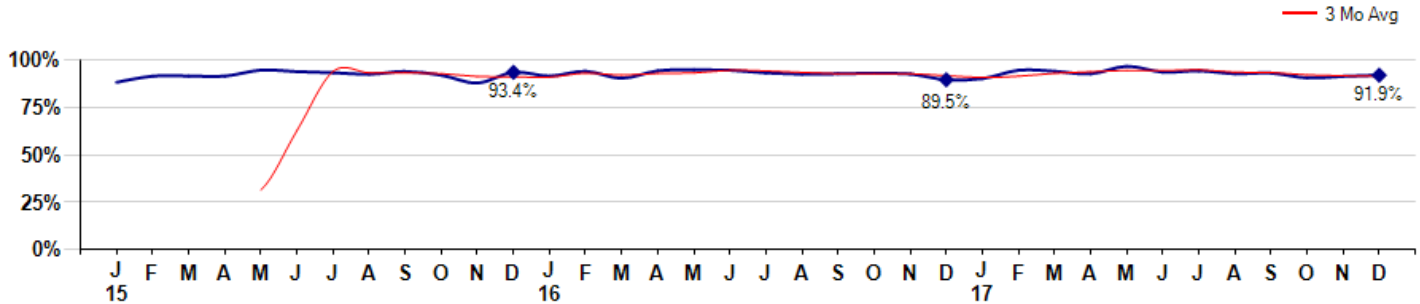


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## Selling Price vs Listing Price

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 December 2017 Selling Price vs List Price of 91.9% was up from 91.3% last month and up from 89.5% in December of last year.

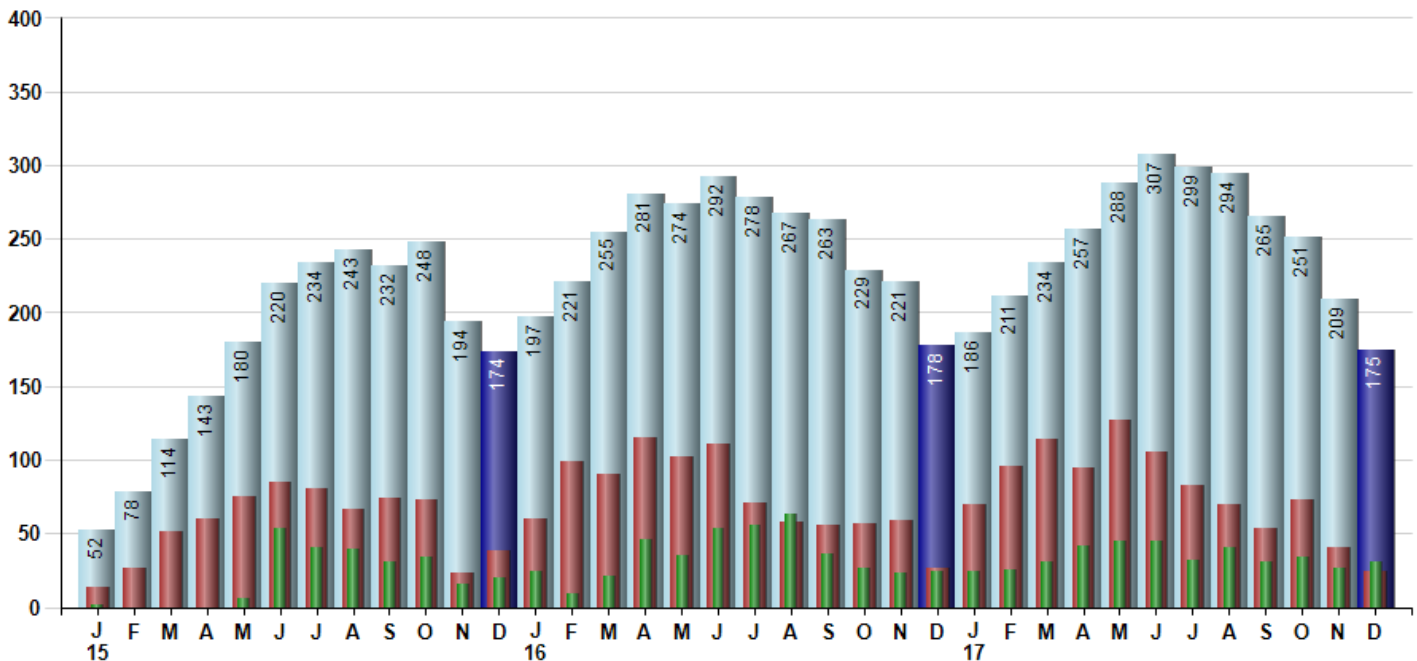
Avg Selling Price divided by Avg Listing Price for sold properties during the month



## 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 December 2017 was 24, down -40.0% from 40 last month and down -7.7% from 26 in December of last year.

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



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# MARKET ACTION REPORT

December 2017

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Homes Sold	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	31	34	27	31
3 Mo. Roll Avg			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	35	35	31	31

	(000's) 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	S	O	N	D
Median Sale Price	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	350	350	415	410
3 Mo. Roll Avg			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	458	399	372	392

	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	S	O	N	D
Inventory	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	307	299	294	265	251	209	175
MSI	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	9	7	8	6

	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	S	O	N	D
Days On Market	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	49	68	69	55
3 Mo. Roll Avg			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	49	56	62	64

	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	S	O	N	D
Price per Sq Ft	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	184	194	190	192
3 Mo. Roll Avg			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	206	200	189	192

	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	S	O	N	D
Sale to List Price	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	0.927	0.930	0.905	0.913	0.919
3 Mo. Roll Avg			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	0.935	0.933	0.921	0.916	0.912

	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	S	O	N	D
New Listings	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	54	73	40	24
Inventory	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	307	299	294	265	251	209	175
Sales	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	31	34	27	31

	(000's) 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	S	O	N	D
Avg Sale Price	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	629	440	482	440	512
3 Mo. Roll Avg			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	550	517	454	478

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