

MLS Area: Deerfield, Bannockburn, Riverwoods



ART WILSON
 Broker, Realtor
 847-363-1599
 www.NorthShoreHomesOnline.com
 Art.Wilson@cbexchange.com



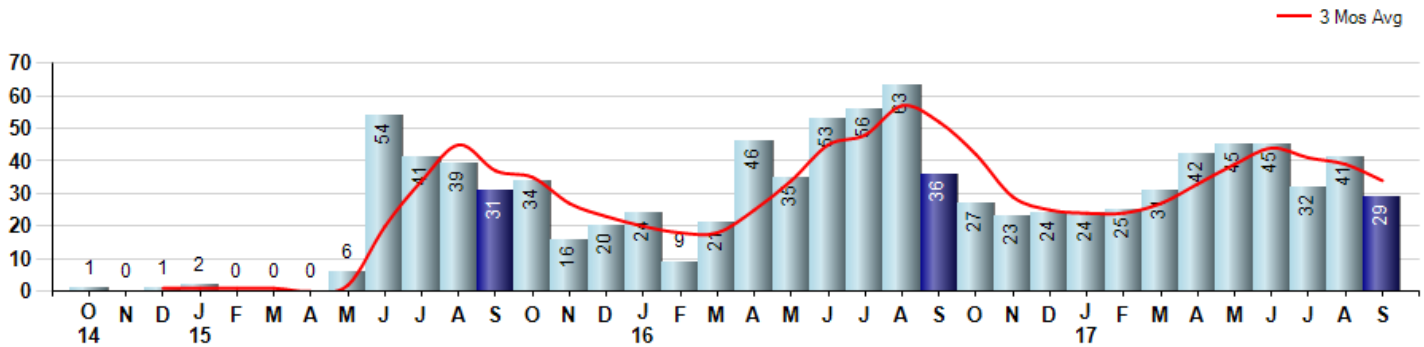
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|-------------------------------------------------|-----------|-------------------|-----|-----|----|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$666,500 | ↑ | | ↓ | | | | |
| Average List Price of all Current Listings | \$817,642 | ↑ | | ↓ | | | | |
| September Median Sales Price | \$350,000 | ↓ | ↓ | ↓ | ↓ | \$492,500 | ↑ | ↑ |
| September Average Sales Price | \$421,250 | ↓ | ↓ | ↓ | ↓ | \$547,184 | ↑ | ↑ |
| Total Properties Currently for Sale (Inventory) | 262 | ↓ | | ↔ | | | | |
| September Number of Properties Sold | 29 | ↓ | | ↓ | | 314 | ↓ | |
| September Average Days on Market (Solds) | 52 | ↔ | ↑ | ↓ | ↓ | 55 | ↓ | ↓ |
| September Month's Supply of Inventory | 9.0 | ↑ | ↑ | ↑ | ↑ | 7.6 | ↓ | ↓ |
| September Sale Price vs List Price Ratio | 92.6% | ↔ | ↓ | ↔ | ↔ | 93.6% | ↑ | ↑ |

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

Property Sales

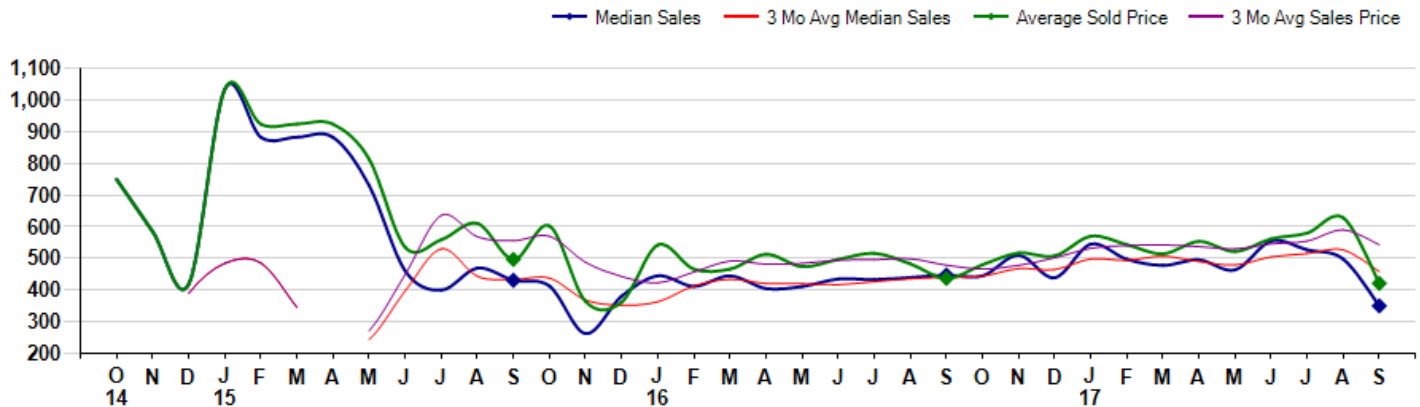
September Property sales were 29, down -19.4% from 36 in September of 2016 and -29.3% lower than the 41 sales last month. September 2017 sales were at their lowest level compared to September of 2016 and 2015. September YTD sales of 314 are running -8.5% behind last year's year-to-date sales of 343.



Prices

The Median Sales Price in September was \$350,000, down -21.8% from \$447,500 in September of 2016 and down -29.7% from \$498,000 last month. The Average Sales Price in September was \$421,250, down -3.5% from \$436,696 in September of 2016 and down -33.0% from \$628,413 last month. September 2017 ASP was at the lowest level compared to September of 2016 and 2015.

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



© 2017 Coldwell Banker Residential Brokerage. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 10/1/2014 through 9/30/2017. 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.



*MLS Area: Deerfield,
Bannockburn, Riverwoods*



ART WILSON
Broker, Realtor
847-363-1599
www.NorthShoreHomesOnline.com
Art.Wilson@cbexchange.com



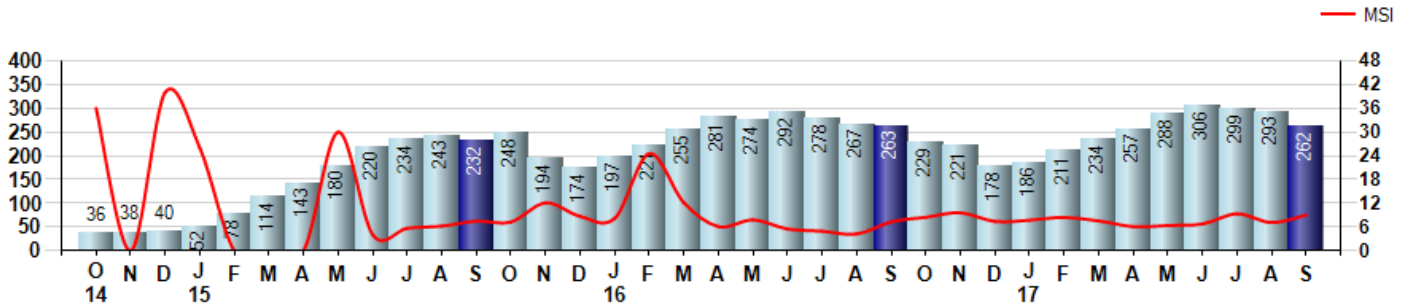
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of September was 262, down -10.6% from 293 last month and down -0.4% from 263 in September of last year. September 2017 Inventory was at a mid range compared to September of 2016 and 2015.

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

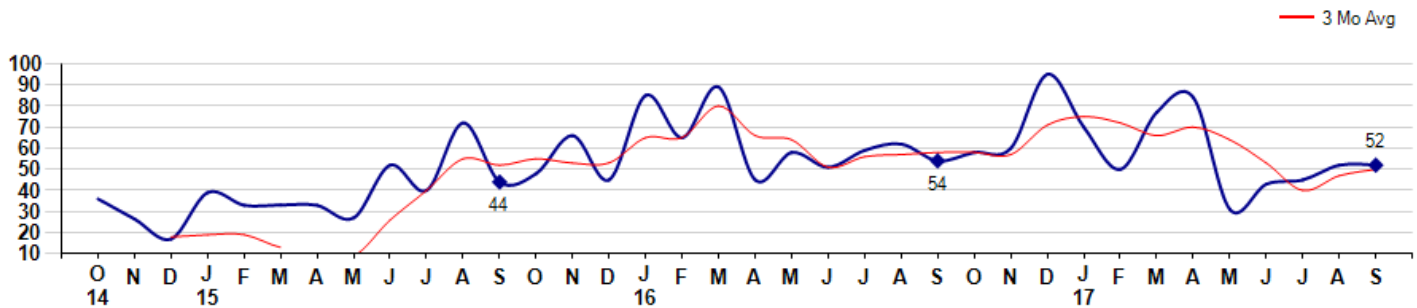
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 September was 52, equal to 52 days last month and down -3.7% from 54 days in September of last year. The September 2017 DOM was at a mid range compared with September of 2016 and 2015.

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



*MLS Area: Deerfield,
Bannockburn, Riverwoods*



ART WILSON
Broker, Realtor
847-363-1599
www.NorthShoreHomesOnline.com
Art.Wilson@cbexchange.com

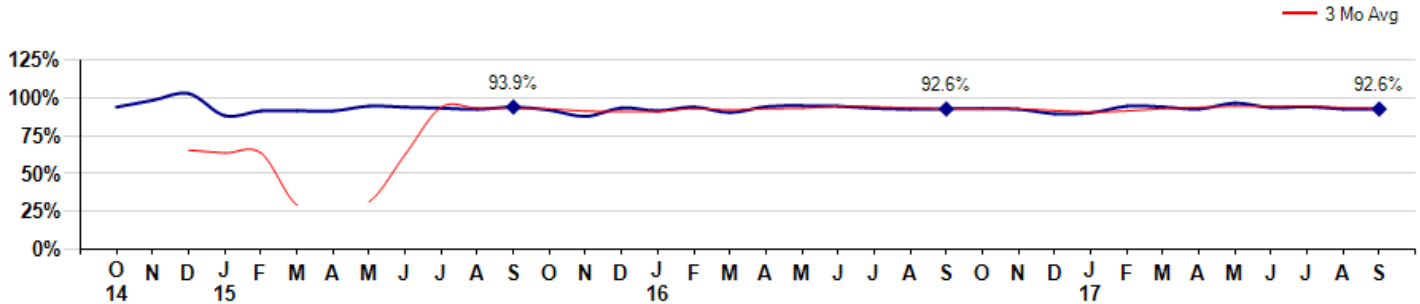


Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

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 September 2017 Selling Price vs List Price of 92.6% was equal to 92.6% last month and equal to 92.6% in September of last year.

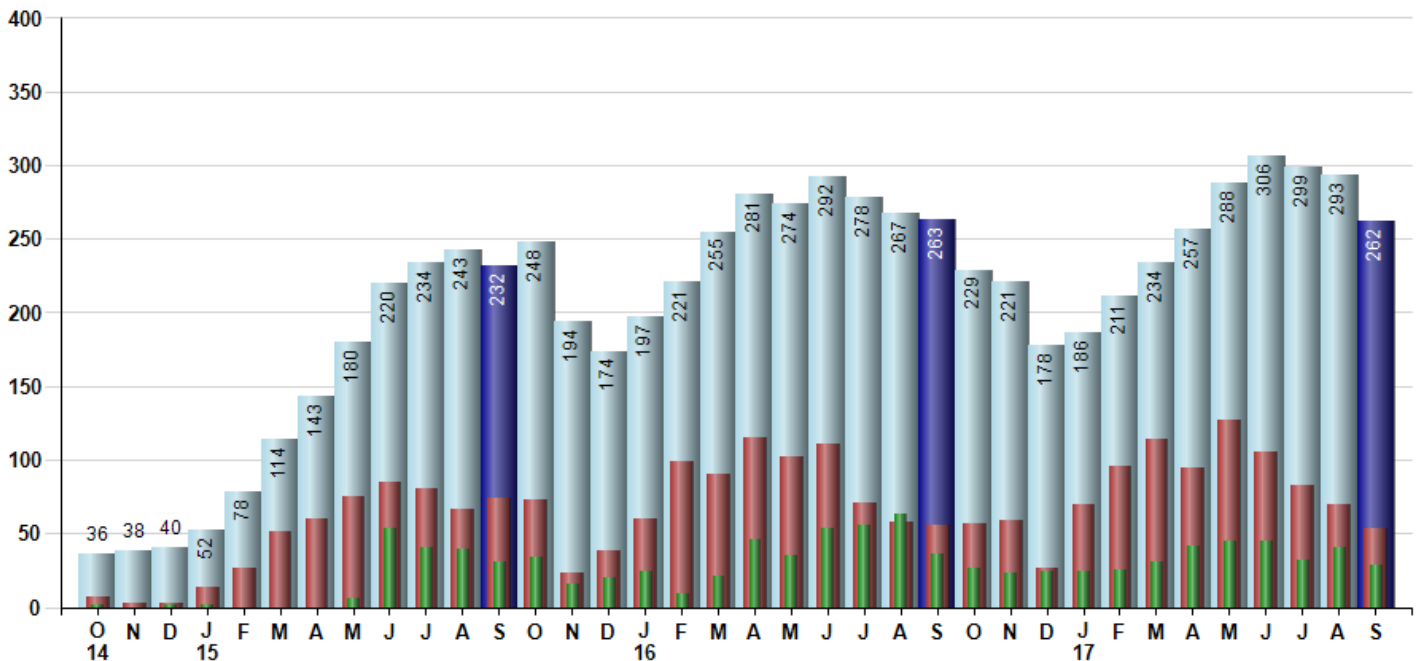
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 September 2017 was 54, down -22.9% from 70 last month and down -3.6% from 56 in September of last year.

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



© 2017 Coldwell Banker Residential Brokerage. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 10/1/2014 through 9/30/2017. 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.



MARKET ACTION REPORT

September 2017

MLS Area: Deerfield, Bannockburn, Riverwoods



ART WILSON
 Broker, Realtor
 847-363-1599
 www.NorthShoreHomesOnline.com
 Art.Wilson@cbexchange.com



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

| | O 14 | 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 | A | S |
|----------------|------|---|---|------|---|---|---|---|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|
| Homes Sold | 1 | 0 | 1 | 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 | 29 |
| 3 Mo. Roll Avg | | | 1 | 1 | 1 | 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 | 34 |

| | (000's) O 14 | 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 | A | S |
|-------------------|--------------|---|-----|-------|-----|-----|---|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|
| Median Sale Price | 750 | 0 | 419 | 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 |
| 3 Mo. Roll Avg | | | 390 | 485 | 485 | 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 |

| | O 14 | 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 | A | S |
|-----------|------|----|----|------|----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|
| Inventory | 36 | 38 | 40 | 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 | 306 | 299 | 293 | 262 |
| MSI | 36 | 0 | 40 | 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 |

| | O 14 | 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 | A | S |
|----------------|------|---|----|------|----|----|---|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|
| Days On Market | 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 | 52 | 52 |
| 3 Mo. Roll Avg | | | 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 | 47 | 50 |

| | O 14 | 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 | A | S |
|-----------------|------|---|-----|------|-----|----|---|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|
| Price per Sq Ft | 200 | 0 | 161 | 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 | 182 |
| 3 Mo. Roll Avg | | | 120 | 129 | 129 | 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 |

| | O 14 | 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 | A | S |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 0.939 | 0.000 | 1.028 | 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 | 0.926 | 0.926 |
| 3 Mo. Roll Avg | | | 0.656 | 0.637 | 0.637 | 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 | 0.934 | 0.931 |

| | O 14 | 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 | A | S |
|--------------|------|----|----|------|----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|
| New Listings | 7 | 3 | 3 | 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 |
| Inventory | 36 | 38 | 40 | 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 | 306 | 299 | 293 | 262 |
| Sales | 1 | 0 | 1 | 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 | 29 |

| | (000's) O 14 | 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 | A | S |
|----------------|--------------|---|-----|-------|-----|-----|---|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|
| Avg Sale Price | 750 | 0 | 419 | 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 | 628 | 421 |
| 3 Mo. Roll Avg | | | 390 | 485 | 485 | 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 | 543 |

© 2017 Coldwell Banker Residential Brokerage. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 10/1/2014 through 9/30/2017. 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.

