

MLS Area: Deerfield, Bannockburn, Riverwoods



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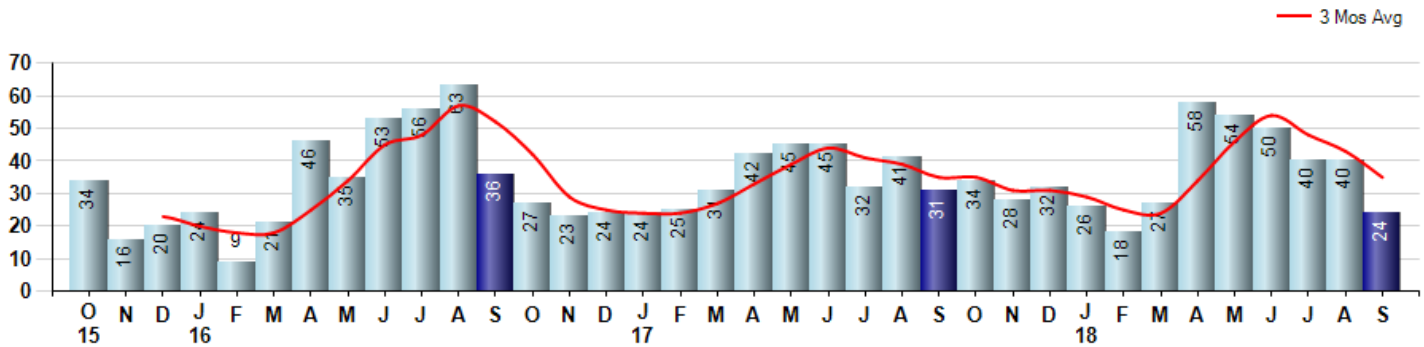
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$604,450	↓						
Average List Price of all Current Listings	\$751,982	↔						
September Median Sales Price	\$433,500	↓	↓	↑	↓	\$459,000	↓	↓
September Average Sales Price	\$532,183	↓	↔	↑	↔	\$518,495	↓	↓
Total Properties Currently for Sale (Inventory)	266	↓		↓				
September Number of Properties Sold	24	↓		↓		337	↑	
September Average Days on Market (Solds)	41	↓	↓	↓	↓	62	↑	
September Month's Supply of Inventory	11.1	↑	↑	↑	↑	7.4	↓	↔
September Sale Price vs List Price Ratio	92.7%	↑	↓	↓	↓	93.2%	↓	↔

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

## Property Sales

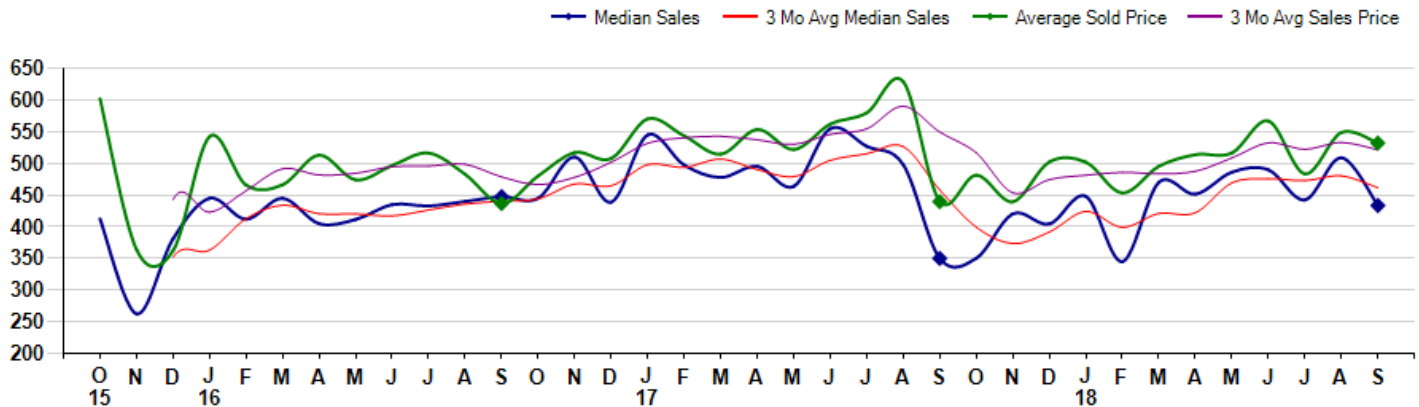
September Property sales were 24, down -22.6% from 31 in September of 2017 and -40.0% lower than the 40 sales last month. September 2018 sales were at their lowest level compared to September of 2017 and 2016. September YTD sales of 337 are running 6.6% ahead of last year's year-to-date sales of 316.



## Prices

The Median Sales Price in September was \$433,500, up 23.9% from \$350,000 in September of 2017 and down -14.8% from \$509,000 last month. The Average Sales Price in September was \$532,183, up 21.0% from \$439,718 in September of 2017 and down -3.1% from \$548,992 last month. September 2018 ASP was at highest level compared to September of 2017 and 2016.

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



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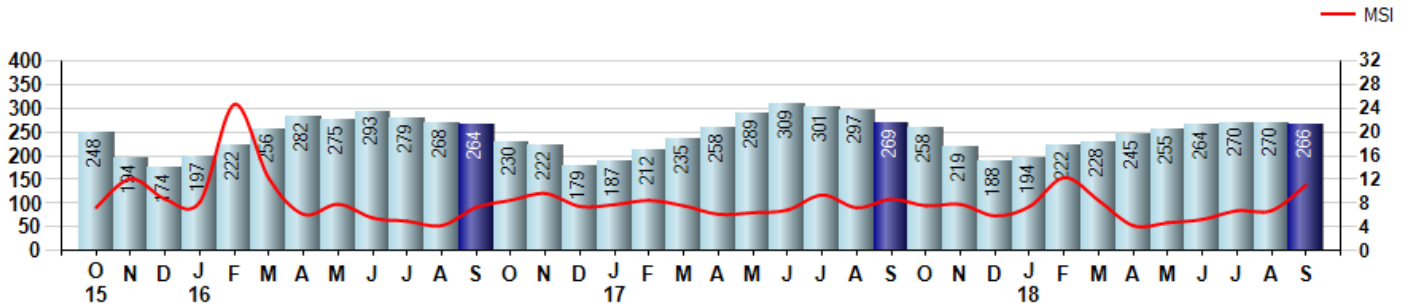
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### Inventory & MSI

The Total Inventory of Properties available for sale as of September was 266, down -1.5% from 270 last month and down -1.1% from 269 in September of last year. September 2018 Inventory was at a mid range compared to September of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2018 MSI of 11.1 months was at its highest level compared with September of 2017 and 2016.

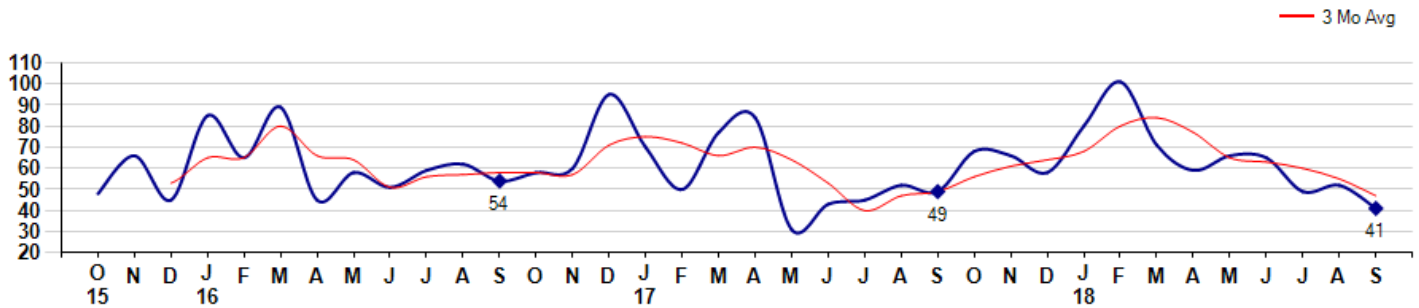
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 41, down -21.2% from 52 days last month and down -16.3% from 49 days in September of last year. The September 2018 DOM was at its lowest level compared with September of 2017 and 2016.

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



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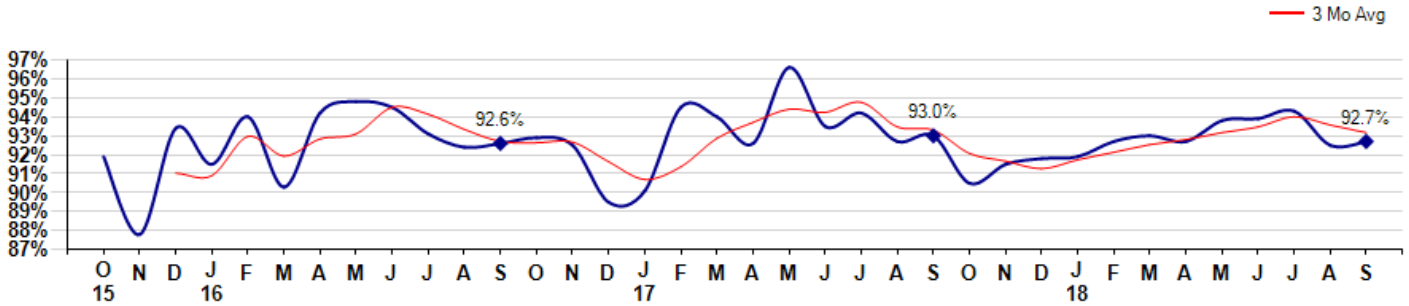


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## Selling Price vs Listing Price

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 September 2018 Selling Price vs List Price of 92.7% was up from 92.5% last month and down from 93.0% in September of last year.

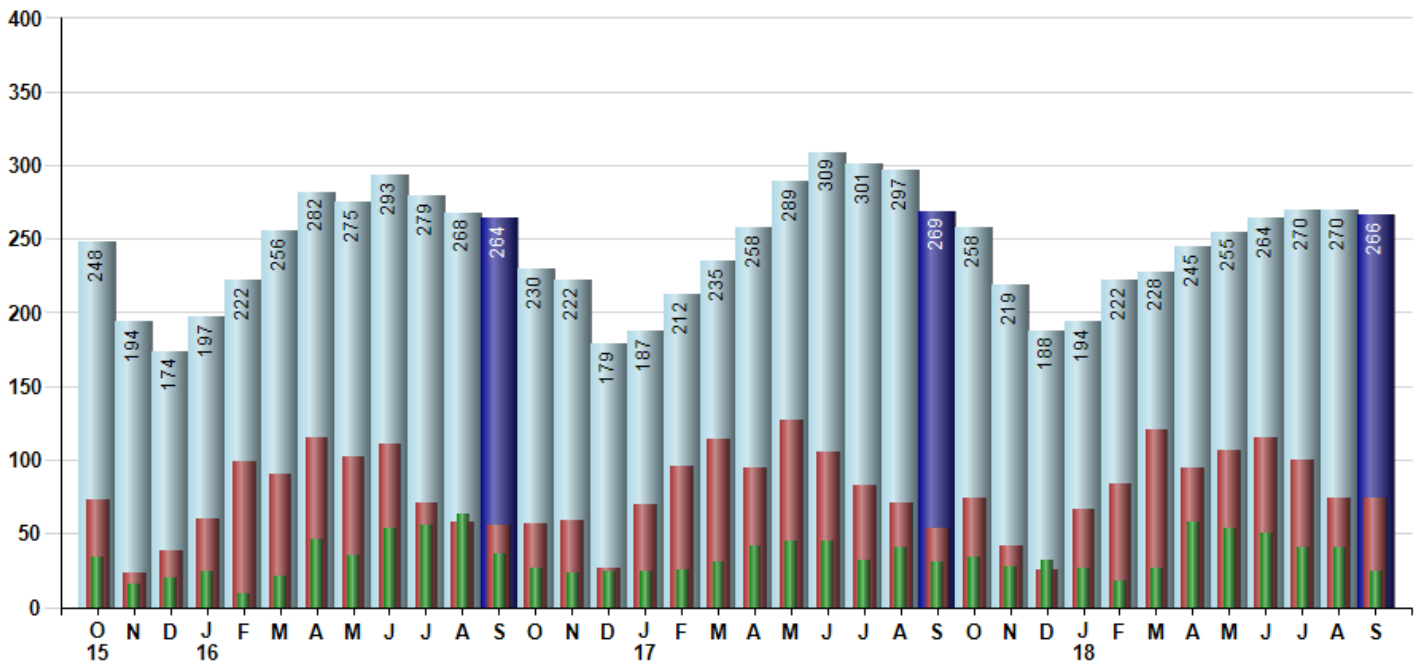
Avg Selling Price divided by Avg Listing Price for sold properties during the month



## 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 2018 was 74, equal to 74 last month and up 37.0% from 54 in September of last year.

Inventory    New Listings    Sold



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# MARKET ACTION REPORT

September 2018

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	O 15	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	J 18	F	M	A	M	J	J	A	S
Homes Sold	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	28	32	26	18	27	58	54	50	40	40	24
3 Mo. Roll Avg			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	29	25	24	34	46	54	48	43	35

	(000's) O 15	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	J 18	F	M	A	M	J	J	A	S
Median Sale Price	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	421	405	448	345	470	452	486	490	443	509	434
3 Mo. Roll Avg			352	363	413	434	421	421	417	427	436	440	444	468	465	498	494	507	490	479	505	515	527	458	399	374	392	424	399	421	422	469	476	473	481	462

	O 15	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	J 18	F	M	A	M	J	J	A	S
Inventory	248	194	174	197	222	256	282	275	293	279	268	264	230	222	179	187	212	235	258	289	309	301	297	269	258	219	188	194	222	228	245	255	264	270	270	266
MSI	7	12	9	8	25	12	6	8	6	5	4	7	9	10	7	8	8	6	6	7	9	7	9	8	8	6	7	12	8	4	5	5	7	7	11	

	O 15	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	J 18	F	M	A	M	J	J	A	S
Days On Market	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	66	58	80	101	71	59	66	65	49	52	41
3 Mo. Roll Avg			53	65	65	80	66	64	51	56	57	58	58	57	71	75	72	66	70	64	53	40	47	49	56	61	64	68	80	84	77	65	63	60	55	47

	O 15	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	J 18	F	M	A	M	J	J	A	S
Price per Sq Ft	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	191	190	185	190	192	199	196	198	200	210	194
3 Mo. Roll Avg			184	183	193	191	194	193	200	202	199	197	198	200	201	205	209	206	204	208	215	217	218	206	200	190	192	189	188	189	194	196	198	198	203	201

	O 15	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	J 18	F	M	A	M	J	J	A	S
Sale to List Price	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	0.915	0.918	0.919	0.927	0.930	0.927	0.938	0.939	0.943	0.925	0.927
3 Mo. Roll Avg			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	0.917	0.913	0.917	0.921	0.925	0.928	0.932	0.935	0.940	0.936	0.932

	O 15	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	J 18	F	M	A	M	J	J	A	S
New Listings	73	23	38	60	99	90	115	102	111	71	58	56	57	59	26	70	96	114	95	127	105	83	71	54	74	42	25	67	84	120	95	107	115	100	74	74
Inventory	248	194	174	197	222	256	282	275	293	279	268	264	230	222	179	187	212	235	258	289	309	301	297	269	258	219	188	194	222	228	245	255	264	270	270	266
Sales	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	28	32	26	18	27	58	54	50	40	40	24

	(000's) O 15	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	J 18	F	M	A	M	J	J	A	S
Avg Sale Price	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	502	502	453	496	514	517	567	484	549	532
3 Mo. Roll Avg			443	423	457	491	482	484	495	496	499	479	467	478	502	532	541	543	537	530	546	555	590	550	517	454	475	481	486	484	488	509	533	522	533	522

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