

MLS Area: Deerfield, Bannockburn, Riverwoods



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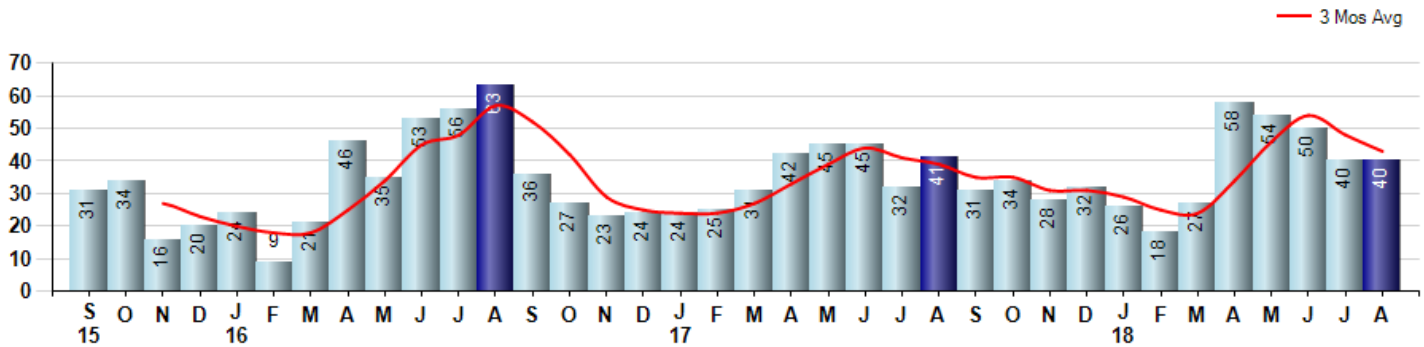
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$629,000	↓		↓				
Average List Price of all Current Listings	\$759,491	↓		↓				
August Median Sales Price	\$509,000	↑	↑	↑	↑	\$469,950	↓	↔
August Average Sales Price	\$548,992	↑	↑	↓	↑	\$517,445	↓	↓
Total Properties Currently for Sale (Inventory)	267	↔		↓				
August Number of Properties Sold	40	↔		↓		313	↑	
August Average Days on Market (Solds)	52	↑	↓	↔	↓	64	↑	↑
August Month's Supply of Inventory	6.7	↔	↑	↓	↓	7.0	↓	↓
August Sale Price vs List Price Ratio	92.5%	↓	↓	↓	↓	93.2%	↓	↑

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

Property Sales

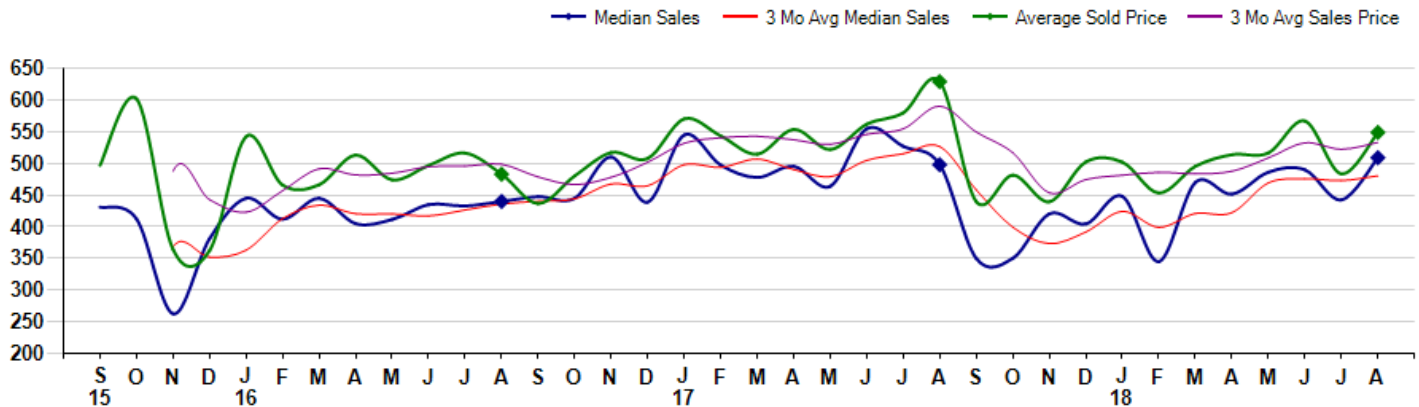
August Property sales were 40, down -2.4% from 41 in August of 2017 and equal to 0.0% 40 sales last month. August 2018 sales were at their lowest level compared to August of 2017 and 2016. August YTD sales of 313 are running 9.8% ahead of last year's year-to-date sales of 285.



Prices

The Median Sales Price in August was \$509,000, up 2.2% from \$498,000 in August of 2017 and up 15.0% from \$442,500 last month. The Average Sales Price in August was \$548,992, down -12.8% from \$629,311 in August of 2017 and up 13.5% from \$483,543 last month. August 2018 ASP was at a mid range compared to August of 2017 and 2016.

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



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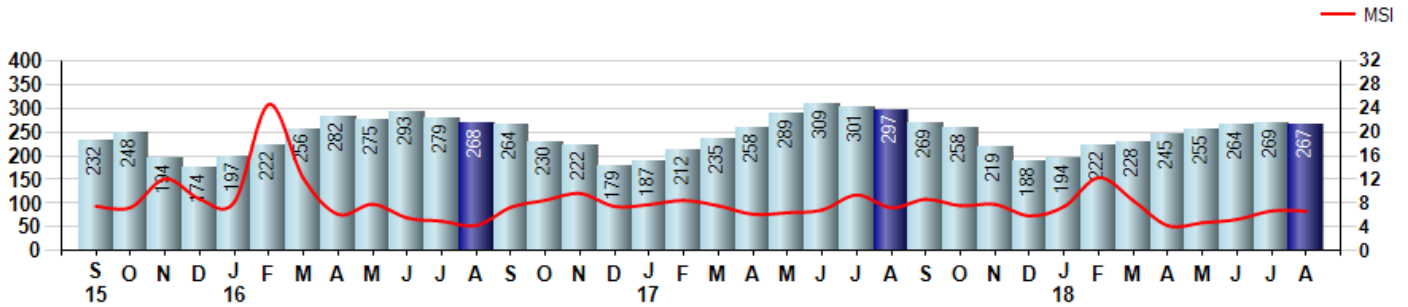
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Inventory & MSI

The Total Inventory of Properties available for sale as of August was 267, down -0.7% from 269 last month and down -10.1% from 297 in August of last year. August 2018 Inventory was at the lowest level compared to August of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2018 MSI of 6.7 months was at a mid range compared with August of 2017 and 2016.

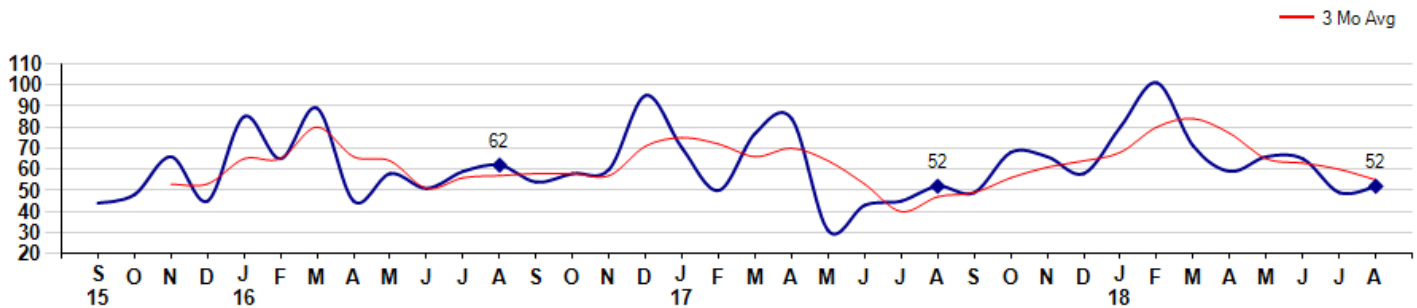
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 August was 52, up 6.1% from 49 days last month and equal to 52 days in August of last year. The August 2018 DOM was at its lowest level compared with August of 2017 and 2016.

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



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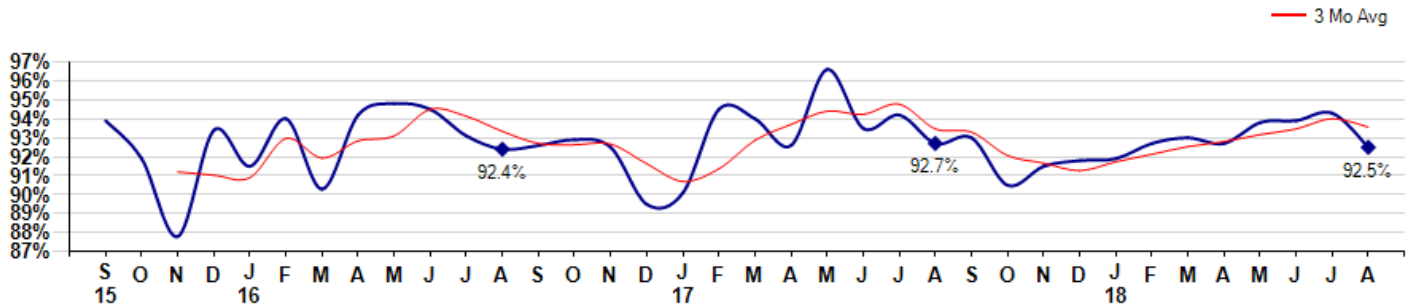


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Selling Price vs Listing Price

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 August 2018 Selling Price vs List Price of 92.5% was down from 94.3% last month and down from 92.7% in August of last year.

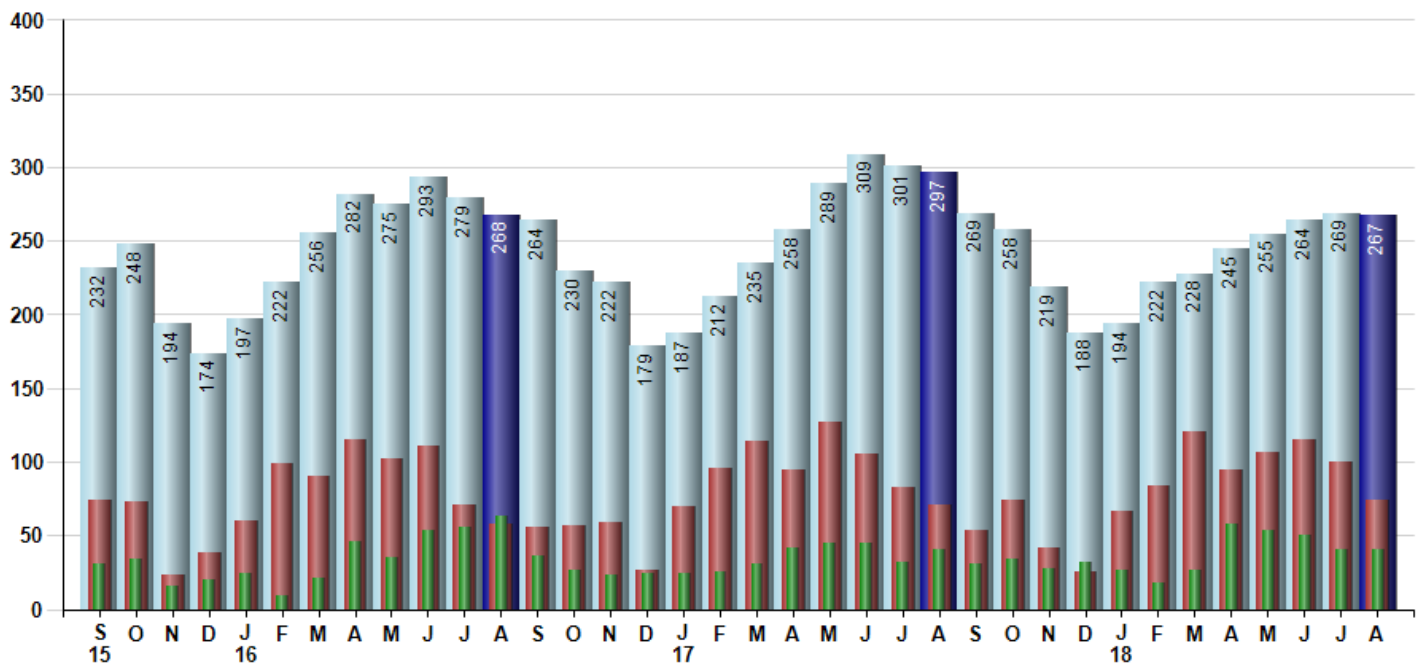
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 August 2018 was 74, down -26.0% from 100 last month and up 4.2% from 71 in August of last year.

Inventory New Listings Sold



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MARKET ACTION REPORT

August 2018

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

	(000's) S 15	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	J 18	F	M	A	M	J	J	A
Median Sale Price	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	421	405	448	345	470	452	486	490	443	509
3 Mo. Roll Avg			369	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

	S 15	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	J 18	F	M	A	M	J	J	A
Inventory	232	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	269	267
MSI	7	7	12	9	8	25	12	6	8	6	5	4	7	9	10	7	8	8	8	6	6	7	9	7	9	8	8	6	7	12	8	4	5	5	7	7

	S 15	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	J 18	F	M	A	M	J	J	A
Days On Market	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	66	58	80	101	71	59	66	65	49	52
3 Mo. Roll Avg			53	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

	S 15	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	J 18	F	M	A	M	J	J	A
Price per Sq Ft	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	191	190	185	190	192	199	196	198	200	210
3 Mo. Roll Avg			187	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

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

	S 15	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	J 18	F	M	A	M	J	J	A
New Listings	74	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
Inventory	232	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	269	267
Sales	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	28	32	26	18	27	58	54	50	40	40

	(000's) S 15	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	J 18	F	M	A	M	J	J	A
Avg Sale Price	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	502	502	453	496	514	517	567	484	549
3 Mo. Roll Avg			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	475	481	486	484	488	509	533	522	533

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