

HOW'S THE MARKET?

3RD QUARTER 2017



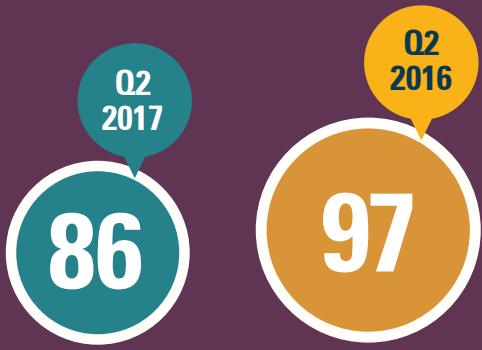
HOME SALES ARE UP

When comparing the time periods of Q2 2016 vs. Q2 2017, volume of homes sold is up 7%.¹

LEADING THE WAY



- » Largest Sales Volume Increase for Homes \$1 Million + ⁴
- » #1 in Sold Homes \$2 million + - Gold Coast and Streeterville neighborhoods in Chicago ⁷
- » #1 Market Share in Lake Forest and Lake Bluff ³
- » Highest Average Sales Price in DuPage and Lake Counties ²



HOMES SELLING FASTER

When comparing days on market from Q2 2016 to Q2 2017, numbers were down 11 percent.¹

LUXURY SALES UP

- » Luxury Market Up 9.8% overall ⁹
- » KoenigRubloff's closed volume for million dollar properties is up nearly 18% while offices surge in luxury ⁹



HINSDALE¹⁰



ELMHURST, EVANSTON & PARK RIDGE¹⁰

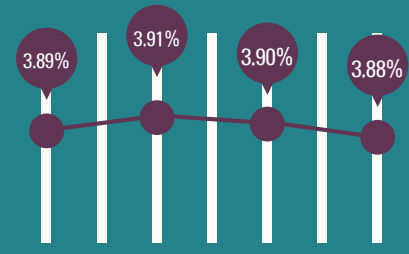


GLENVIEW¹⁰



LAKE FOREST & DEERFIELD¹⁰

INTEREST RATES SLIGHTLY LOWER



June 2017 interest rates mildly declined when comparing numbers to the end of Q1 2017.⁵

PRICES INCREASE

From Q2 2016 through Q2 2017, median prices for sold properties increased by 5.5%.⁶



BERKSHIRE HATHAWAY | KoenigRubloff Realty Group
HomeServices

MRED MLS, Broker Metrics
¹ Q2 2016 vs. Q2 2017, Total Sold, List & Sell, All MLS, All Prices, All Property Types ² Total Sold, All Prices, All Property Types, Lake County, Dupage County 1/1/17-7/7/17 among brokerages with 3%+ marketshare ³ 1/1/2017-7/7/2017, Total Closed Volume, List & Sell, All Property Types ⁴ \$1 million+, all types, all MLS, Q2 2017 vs Q2 2016, among brokerages with 3%+ marketshare ⁵ Freddie Mac, Weekly 30 year Fixed Rate Mortgage from June 8th, 2017- June 29th, 2017 ⁶ Q2 2016 vs Q2 2017, Median Price Sold, All MLS, All Prices, All Property Types ⁷ Total Sold, \$2M+, All Property Types, 60610, 60611, 4/1/17-6/30/17, Total Closed Volume, List + Sell Side ⁸ 1/1/17-6/30/17 vs 1/1/16-6/30/16, \$1 million+, all types, list & sell, closed, all MLS by office ⁹ 1/1/17-6/30/17 vs 1/1/16-6/30/16, all types, total list & sell, \$1 mill+ ¹⁰ 1/1/17-6/30/17 vs 1/1/16-6/30/16, office, total list & Sell, \$1 mill+, all types, change in volume

