

HOW'S THE MARKET?

1ST QUARTER 2018

UP
12%

NEW CONSTRUCTION UP

Fourth quarter new construction sales up 12%
KoenigRubloff sales jumped 16.8%⁶

LEADING THE WAY



- » Highest Average Sales Price for New Construction¹
- » Highest Average Sales Price in Chicago²
- » Highest Average Sales Price on the North Shore³
- » Highest Average Sales Price in DuPage and Lake Counties⁴

LUXURY SALES UP

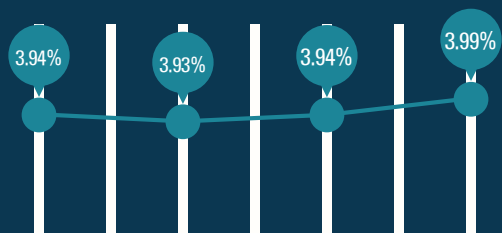
- » 5.3% increase in KoenigRubloff single-family sales over \$1m⁷



HOMES SELLING FASTER

Days on Market dropped 10% for Q4⁹

INTEREST RATES SHOW LITTLE CHANGE



December 2017 interest rates were consistent throughout the month.⁵

PRICE INCREASE

Q4 Median sales price increased 10.7% over the previous year⁸



**BERKSHIRE
HATHAWAY**
HomeServices

KoenigRubloff
Realty Group

MRED MLS, Broker Metrics

¹ All MLS, All Prices, All Prop Types, New Construction, 10/1/2017-12/31/17, Among Brokerages with 2% + Market Share ² Chicago, Sold, 10/1/17-12/31/17, All Prices List+Sell, Attached & Detached, Among Brokerages with 5.5% + Market Share ³ North Shore, All Prices, Sold, 10/1/17-12/31/17, List & Sell, Attached & Detached, Among Brokerages with 3% + Market Share ⁴ DuPage County & Lake County, Sold, 10/1/17-12/31/17, List + Sell, All Prices, All Property Types ⁵ Freddie Mac, Weekly 30-year Fixed Rate Mortgage from 12/7/17-12/28/17 ⁶ Q4 2016 vs. Q4 2017, Sold, List+Sell, All Prop Types, New Construction ⁷ Q4 2016 vs. Q4 2017, Sold, List+Sell, \$1 Million+, Detached ⁸ Q4 2016 through Q4 2017, Median Price Sold, All MLS, All Property Types ⁹ Q4 2016 vs. Q4 2017, Sold, List, Detached & Attached

