

HOW'S THE MARKET?

2ND QUARTER 2018

UP
10%

NEW CONSTRUCTION UP

When comparing the time periods of Q1 2017 to Q1 2018, volume of new construction homes sold is up 10%.⁴

LEADING THE WAY



- » Highest Average Sales Price in Chicago¹
- » Highest Average Sales Price in DuPage and Lake Counties²
- » Highest Average Sales Price in Lake Forest⁸

LUXURY SALES UP

- » The total volume of properties \$1 million and above is up 18.5% from Q1 2017 to Q1 2018.⁵

Q1
2018

107

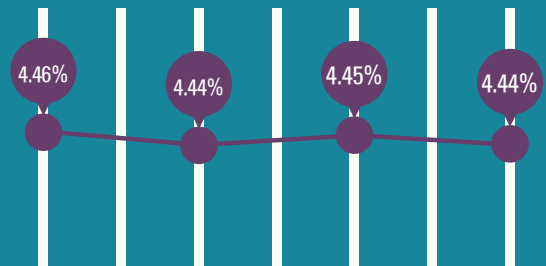
Q1
2017

110

HOMES MOVING QUICKER

When comparing days on market from Q1 2017 to Q1 2018, numbers were down slightly by 3 percent.⁷

INTEREST RATES STABLE



March 2018 Interest Rates showed very little change.³

PRICE INCREASE

From Q1 2017 through Q1 2018, median prices for sold properties increased by 3%.⁶



**BERKSHIRE
HATHAWAY**
HomeServices

**KoenigRubloff
Realty Group**

MRED MLS, BROKER METRICS ¹Chicago, Sold, 1/1/2018 – 3/31/18, All Prices, List & Sell, Attached & Detached, Among Brokerages with 6% + Market Share ²DuPage County & Lake County, Sold, 1/1/18-3/31/18, List & Sell, All Prices, All Property Types ³Freddie Mac, Weekly 30-year Fixed Rate Mortgage from 3/8/18-3/29/18 ⁴Q1 2017 vs. Q1 2018, Sold, List & Sell, All Property Types, New Construction ⁵Q1 2017 vs. Q1 2018, Sold, List & Sell, All Property Types, \$1 Million + ⁶Q1 2017 through Q1 2018, Median Price Sold, All MLS, All Property Types ⁷Q1 2017 vs. Q1 2018, Sold, List & Sell, All Prop Types ⁸Lake Forest, Sold, 1/1/18-3/31/18, List & Sell, All Prices, All Property Types, among brokerages with 3% + market share

