

HOW'S THE MARKET?

4TH QUARTER 2017

UP
14%

NEW CONSTRUCTION UP

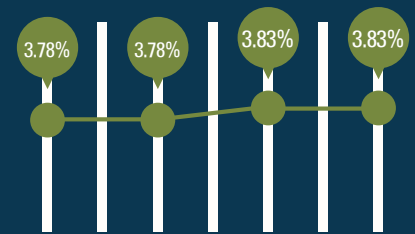
Year-to-Date, KoenigRubloff is up 14% in Chicago for volume of new construction homes sold in comparison to 2016. This is ahead of the market, which is only up 3.9%.¹

LEADING THE WAY



- » Highest Average Sales Price in Chicago³
- » Largest Percentage Increase in volume and market share for New Construction on the North Shore⁶
- » Highest Average Sales Price in DuPage and Lake Counties²

INTEREST RATES REMAIN CONSISTENT



September 2017 interest rates showed little change.⁴

LUXURY SALES UP

- » Luxury Market Share is up 5%⁷
- » KoenigRubloff's Closed Volume for Properties Over \$1 Million is Up 10.6%⁷

PRICE INCREASE

From Q3 2016 through Q3 2017, median prices for sold properties increased by 12.5%.⁵



HOMES SELLING FASTER

When comparing days on market from Q3 2016 to Q3 2017, numbers were down 8 percent.⁸

**BERKSHIRE
HATHAWAY**
HomeServices

KoenigRubloff
Realty Group

MRED MLS, Broker Metrics

¹ All MLS, All Prices, New Construction, 1/1/16-10/5/16 vs. 1/1/17-10/5/17 ² Total Sold, All Prices, All Property Types, Lake County + DuPage County, 1/1/17-10/5/17, Among Brokerages with 3%+ Market Share ³ Chicago, Sold, 1/1/17-10/5/17, List & Sell, Attached & Detached, Among Brokerages with 2.5%+ Market Share ⁴ Freddie Mac, Weekly 30-year Fixed Rate Mortgage from September 7th, 2017- September 28th, 2017 ⁵ Q3 2016 through Q3 2017, Median Price Sold, All MLS, All Prices, All Property Types ⁶ Sold, New Construction, North Shore, 1/1/16-10/5/16 vs 1/1/17 - 10/5/17, Among Brokerages with 2.5% Market Share ⁷ Closed volume, Attached & Detached, 1/1/17-10/5/17, Properties \$1 Million+ ⁸ Q3 2016 vs. Q3 2017, Total Sold, List & Sell, All Prices, All Property Types

