

City: *Deerfield*



Price Range: All | Properties: Single Family - Condo - TwnHm

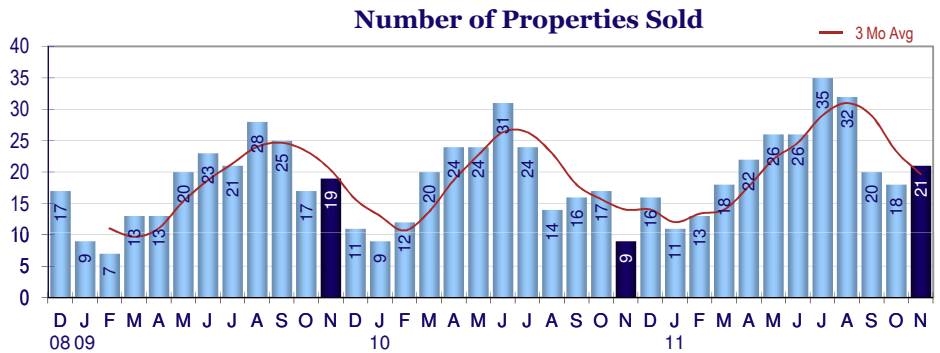
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$361,000	-4%		-10%				
Average List Price of all Current Listings	\$500,991	-4%		-7%				
November Median Sales Price	\$267,500	-29%	-28%	-1%	-27%	\$343,000	-9%	-6%
November Average Sales Price	\$297,879	-28%	-24%	7%	-28%	\$402,868	-5%	-3%
Total Properties Currently for Sale (Inventory)	176	-8%		-19%				
November Number of Properties Sold	21	17%		133%		242	21%	
November Average Days on Market (Solds)	74	3%	-17%	-66%	-39%	96	-21%	-21%
Asking Price per Square Foot (based on New Listings)	\$187	9%	2%	1%	-6%	\$193	-3%	-3%
November Sold Price per Square Foot	\$136	-30%	-17%	-9%	-22%	\$166	-6%	-5%
November Month's Supply of Inventory	8.4	-21%	-12%	-65%	-44%	9.7	-37%	-35%
November Sale Price vs List Price Ratio	87.0%	-1.8%	-2.0%	9.4%	1.5%	88.2%	2.4%	2.8%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2010) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

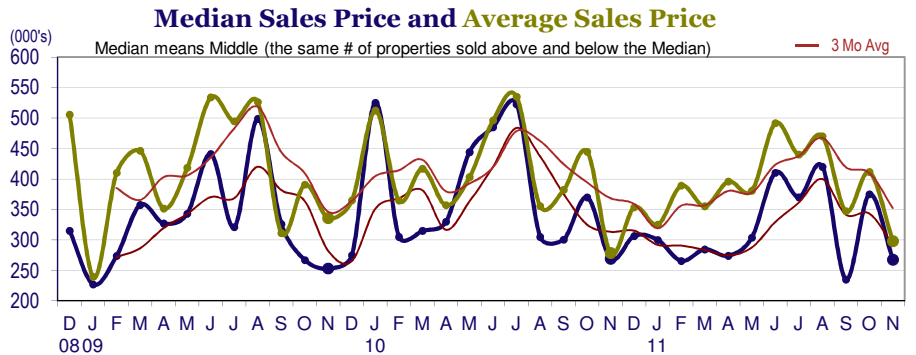
Property Sales

November Property sales were 21, up 133.3% from 9 in November of 2010 and 16.7% higher than the 18 sales last month. November 2011 sales were at their highest level compared to November of 2010 and 2009. November YTD sales of 242 are running 21.0% ahead of last year's year-to-date sales of 200.



Prices

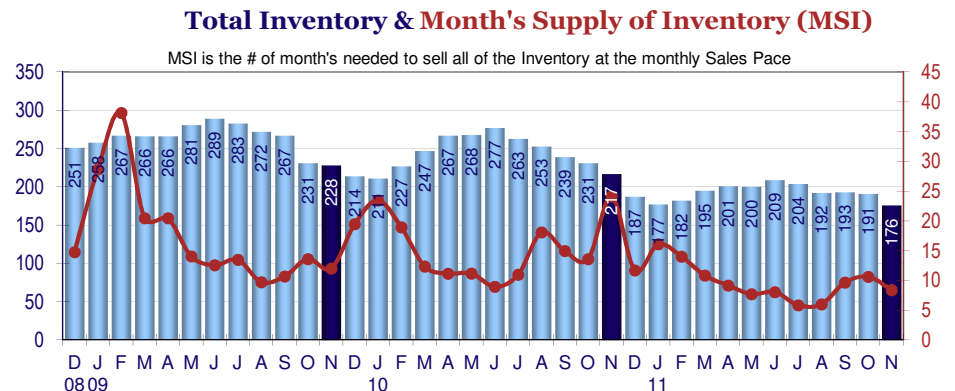
The Median Sales Price in November was \$267,500, down 0.6% from \$269,000 in November of 2010 and down 28.7% from \$375,000 last month. The Average Sales Price in November was \$297,879, up 7.1% from \$278,222 in November of 2010 and down 27.6% from \$411,581 last month. November 2011 ASP was at a mid range compared to November of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of November was 176, down 7.9% from 191 last month and down 18.9% from 217 in November of last year. November 2011 Inventory was at its lowest level compared with November of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2011 MSI of 8.4 months was at its lowest level compared with November of 2010 and 2009.



City: *Deerfield*



Price Range: All | Properties: Single Family - Condo - TwnHm

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 November was 74, up 2.8% from 72 days last month and down 65.9% from 217 days in November of last year. The November 2011 DOM was at its lowest level compared with November of 2010 and 2009.

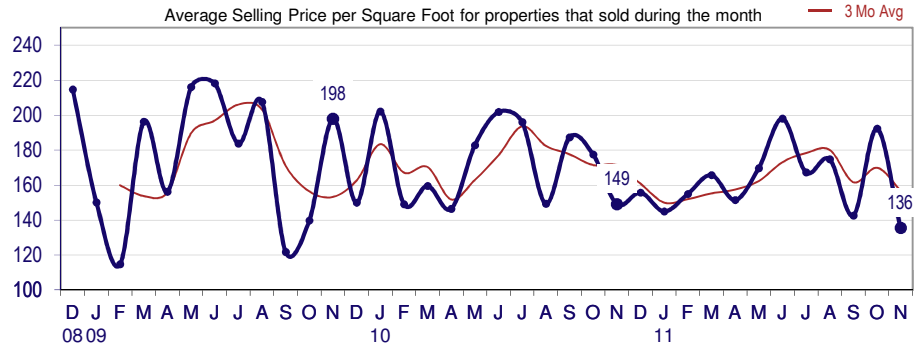
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The November 2011 Selling Price per Square Foot of \$136 was down 29.5% from \$192 last month and down 9.1% from 149 in November of last year.

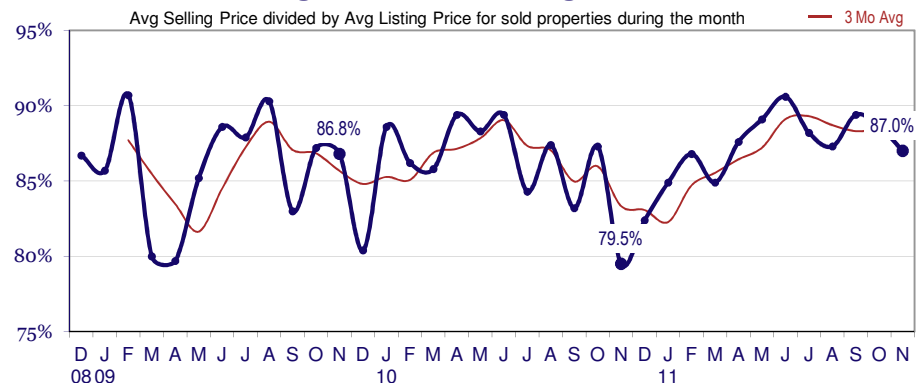
Selling Price per Square Foot



Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original 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 November 2011 Selling Price vs Original List Price of 87.0% was down from 88.6% last month and up from 79.5% in November of last year.

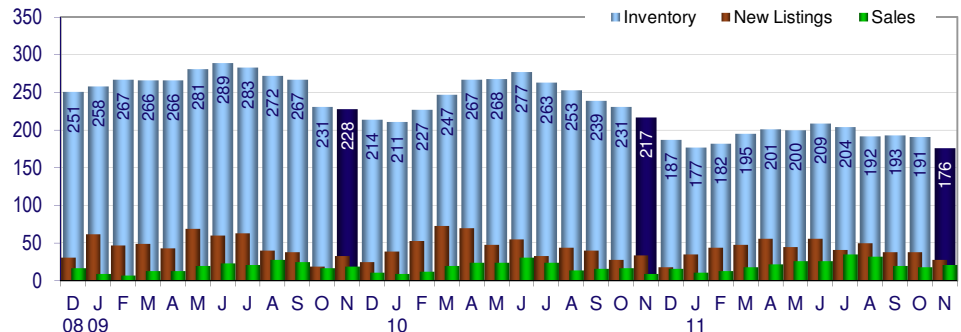
Selling Price versus Listing Price Ratio



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 November 2011 was 28, down 26.3% from 38 last month and down 17.6% from 34 in November of last year.

Inventory / New Listings / Sales





Price Range: All | Properties: Single Family - Condo - TwnHm

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 November 2011 was 28, down 26.3% from 38 last month and down 17.6% from 34 in November of last year.

