

City: *Deerfield*



Price Range: All | Properties: SFH - Condo - TwnHm

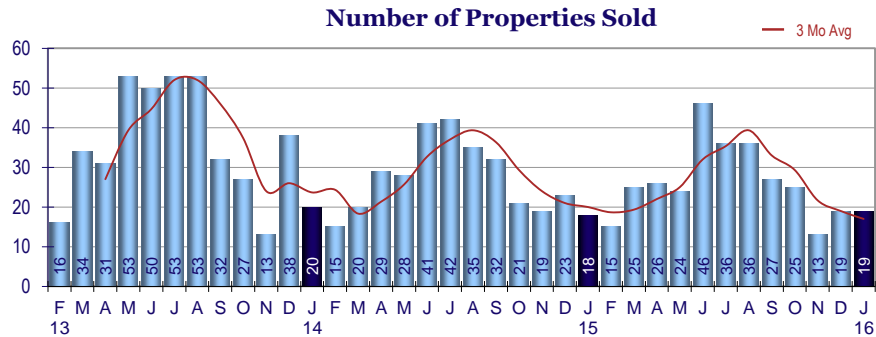
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$584,000	-6%		-2%				
Average List Price of all Current Listings	\$663,706	-5%		3%				
January Median Sales Price	\$321,000	-13%	-1%	-13%	-18%	\$321,000	-13%	-18%
January Average Sales Price	\$419,132	17%	9%	-9%	-6%	\$419,132	-9%	-6%
Total Properties Currently for Sale (Inventory)	116	10%		23%				
January Number of Properties Sold	19	0%		6%		19	6%	
January Average Days on Market (Solds)	74	57%	37%	35%	42%	74	35%	42%
Asking Price per Square Foot (based on New Listings)	\$212	3%	0%	-2%	-3%	\$212	-2%	-3%
January Sold Price per Square Foot	\$173	-11%	-5%	-16%	-11%	\$173	-16%	-11%
January Month's Supply of Inventory	6.1	10%	-10%	17%	8%	6.1	17%	8%
January Sale Price vs List Price Ratio	95.5%	.5%	.7%	-1.0%	-4%	95.6%	.1%	-4%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2015) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

Property Sales

January Property sales were 19, up 5.6% from 18 in January of 2015 and the same as the 19 sales last month. January 2016 sales were at a mid level compared to January of 2015 and 2014. January YTD sales of 19 are running 5.6% ahead of last year's year-to-date sales of 18.



Prices

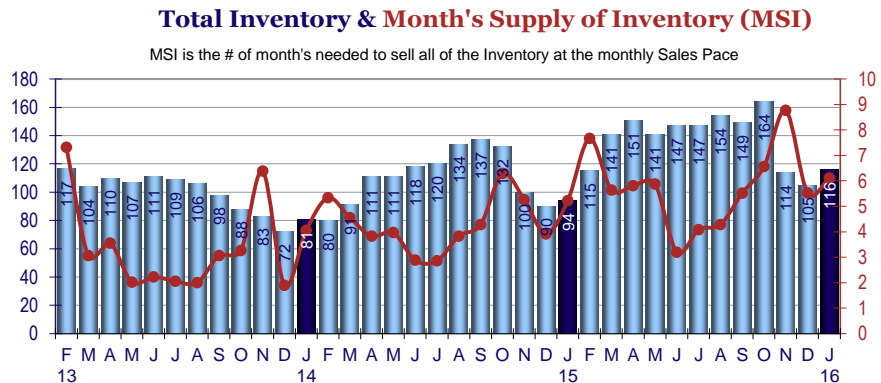
The Median Sales Price in January was \$321,000, down 13.4% from \$370,500 in January of 2015 and down 13.2% from \$370,000 last month. The Average Sales Price in January was \$419,132, down 9.2% from \$461,689 in January of 2015 and up 17.4% from \$357,163 last month. January 2016 ASP was at a mid range compared to January of 2015 and 2014.



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 116, up 10.5% from 105 last month and up 23.4% from 94 in January of last year. January 2016 Inventory was at its highest level compared with January of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2016 MSI of 6.1 months was at its highest level compared with January of 2015 and 2014.



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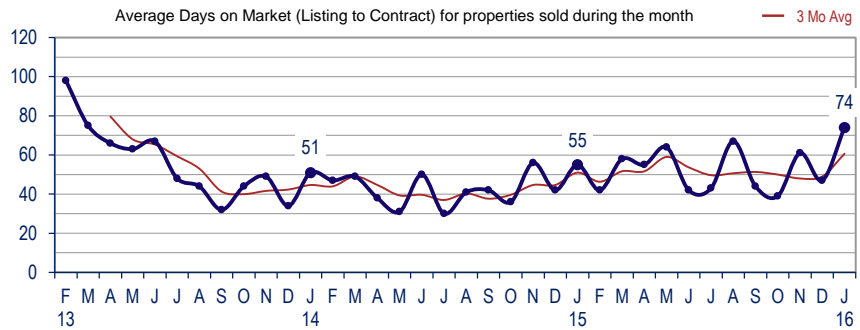


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Market Time

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 January was 74, up 57.4% from 47 days last month and up 34.5% from 55 days in January of last year. The January 2016 DOM was at a mid level compared with January of 2015 and 2014.

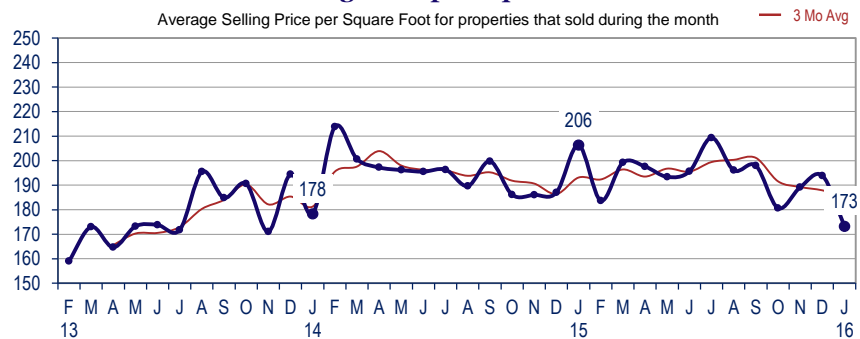
Days On Market for Sold Properties



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 January 2016 Selling Price per Square Foot of \$173 was down 10.6% from \$194 last month and down 16.0% from 206 in January of last year.

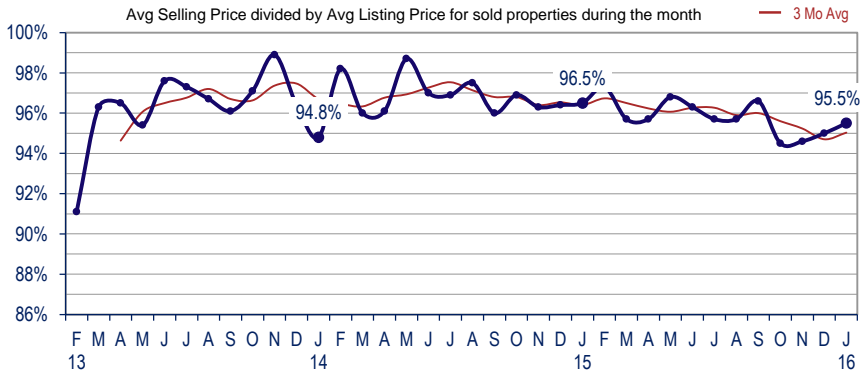
Selling Price per Square Foot



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 January 2016 Selling Price vs Original List Price of 95.5% was up from 95.0% last month and down from 96.5% in January of last year.

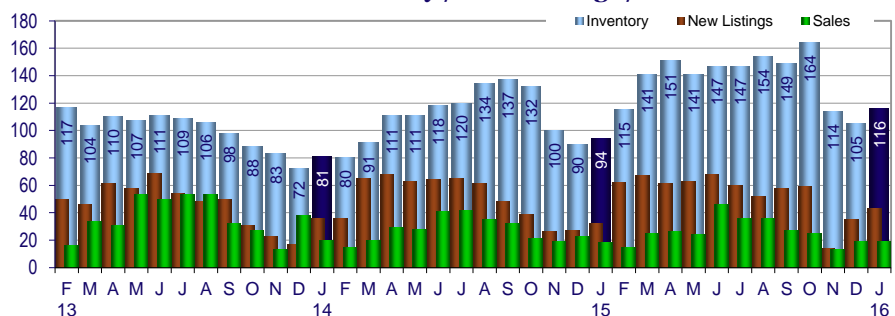
Selling Price versus Listing Price Ratio



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 January 2016 was 43, up 22.9% from 35 last month and up 34.4% from 32 in January of last year.

Inventory / New Listings / Sales





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