

## City: Deerfield



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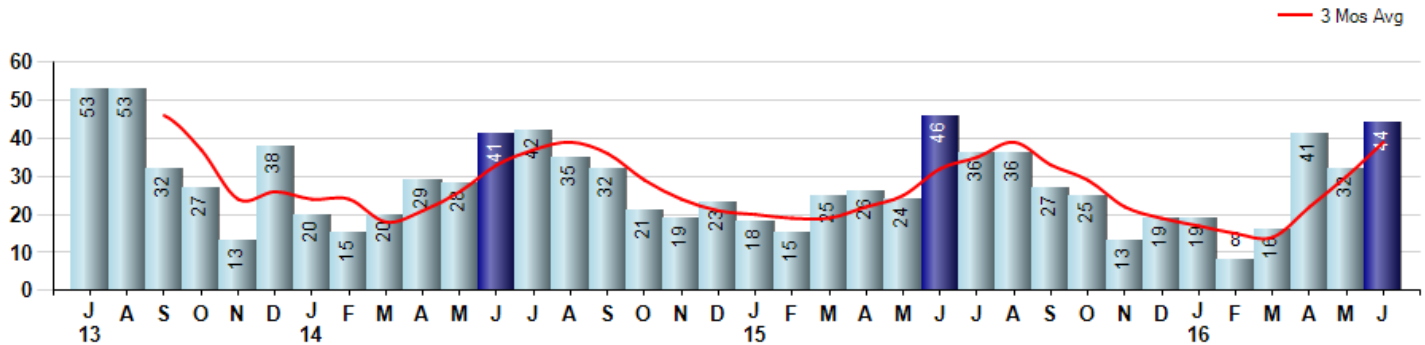
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$599,495	4%		2%				
Average List Price of all Current Listings	\$718,101	10%		6%				
June Median Sales Price	\$395,500	-4%	-1%	-9%	1%	\$397,000	-1%	1%
June Average Sales Price	\$449,645	-3%	0%	1%	1%	\$445,644	1%	0%
Total Properties Currently for Sale (Inventory)	184	4%		24%				
June Number of Properties Sold	44	38%		-4%			4%	
June Average Days on Market (Solds)	47	31%	2%	12%	-10%	51	-2%	-2%
Asking Price per Square Foot (based on New Listings)	\$219	-4%	-3%	4%	1%	\$222	3%	2%
June Sold Price per Square Foot	\$208	3%	4%	6%	7%	\$197	1%	1%
June Month's Supply of Inventory	4.2	-24%	-12%	29%	-28%	8.3	48%	44%
June Sale Price vs List Price Ratio	96.4%	-0.3%	0%	0%	0.5%	96.0%	-0.4%	0.1%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

### Property Sales

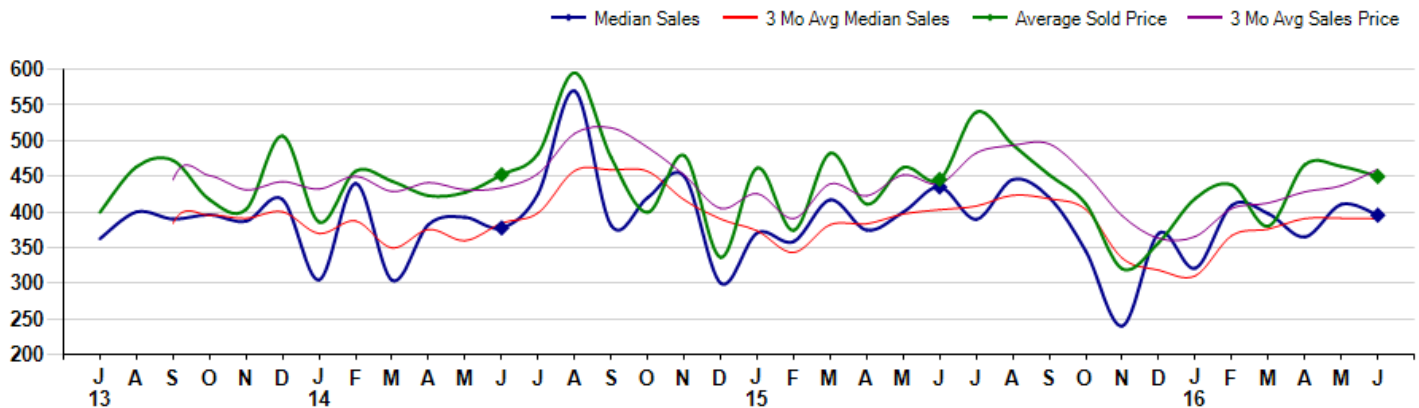
June Property sales were 44, down -4.3% from 46 in June of 2015 and 37.5% higher than the 32 sales last month. June 2016 sales were at a mid level compared to June of 2015 and 2014. June YTD sales of 160 are running 3.9% ahead of last year's year-to-date sales of 154.



### Prices

The Median Sales Price in June was \$395,500, down -9.1% from \$435,000 in June of 2015 and down -3.7% from \$410,750 last month. The Average Sales Price in June was \$449,645, up 0.9% from \$445,657 in June of 2015 and down -3.1% from \$463,944 last month. June 2016 ASP was at a mid range compared to June of 2015 and 2014.

Median means Middle (the same # of properties sold above and below Median) (000's)



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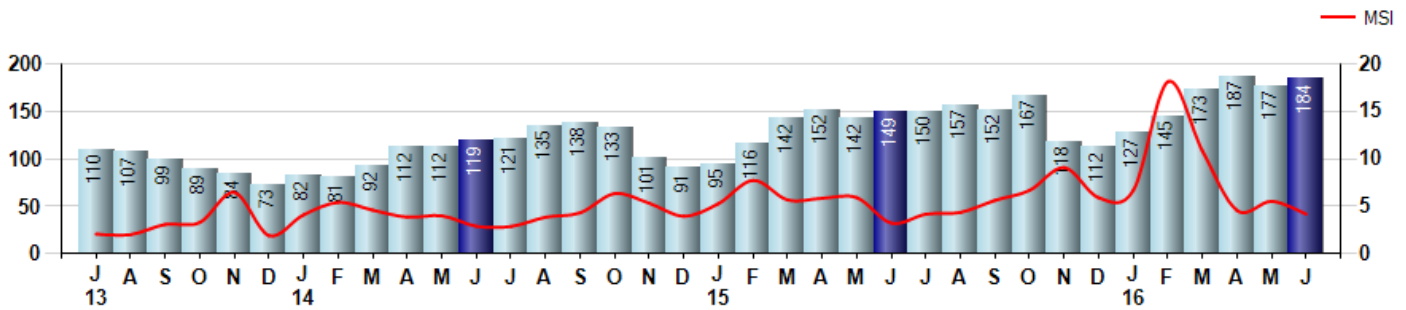
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### Inventory & MSI

The Total Inventory of Properties available for sale as of June was 184, up 4.0% from 177 last month and up 23.5% from 149 in June of last year. June 2016 Inventory was at highest level compared to June of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2016 MSI of 4.2 months was at its highest level compared with June of 2015 and 2014.

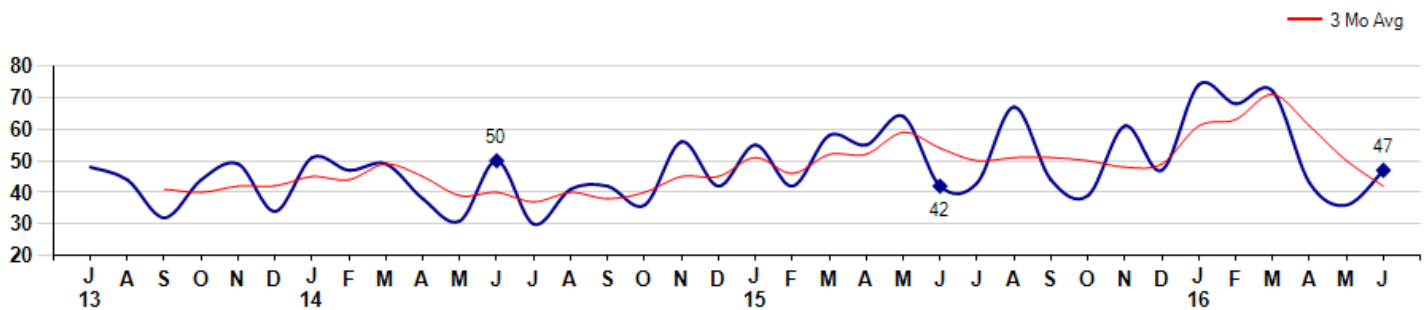
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 June was 47, up 30.6% from 36 days last month and up 11.9% from 42 days in June of last year. The June 2016 DOM was at a mid range compared with June of 2015 and 2014.

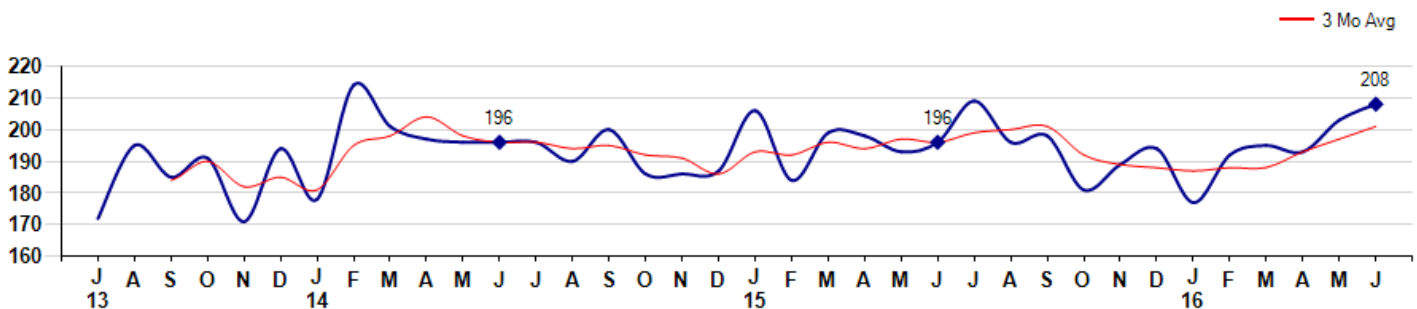
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 June 2016 Selling Price per Square Foot of \$208 was up 2.5% from \$203 last month and up 6.1% from \$196 in June of last year.

Average Selling Price per Square Foot for properties that sold during the month



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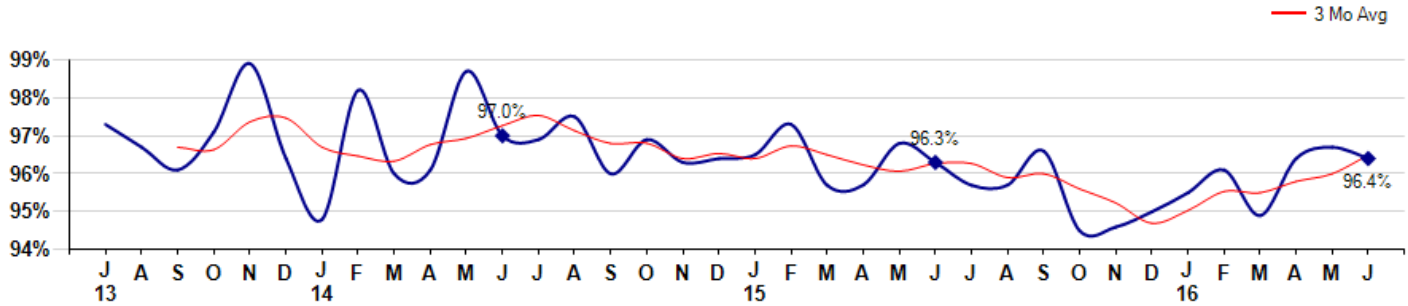


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### Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their 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 June 2016 Selling Price vs List Price of 96.4% was down from 96.7% last month and up from 96.3% in June of last year.

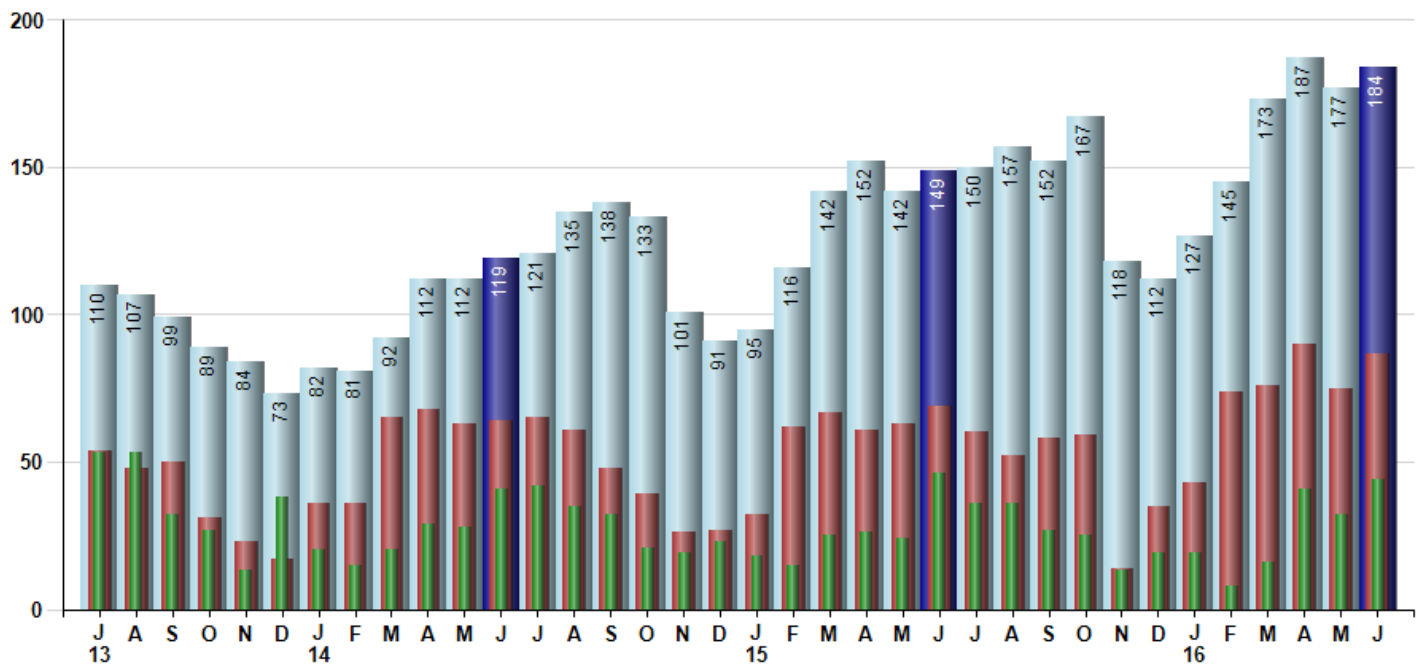
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 June 2016 was 87, up 16.0% from 75 last month and up 26.1% from 69 in June of last year.

Inventory (light blue), New Listings (red), Sold (green)



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# MARKET ACTION REPORT

June 2016

City: *Deerfield*



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	J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J
Homes Sold	53	53	32	27	13	38	20	15	20	29	28	41	42	35	32	21	19	23	18	15	25	26	24	46	36	36	27	25	13	19	19	8	16	41	32	44
3 Mo. Roll Avg			46	37	24	26	24	24	18	21	26	33	37	39	36	29	24	21	20	19	19	22	25	32	35	39	33	29	22	19	17	15	14	22	30	39

	(000's) J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J
Median Sale Price	363	400	390	396	387	418	305	440	304	383	393	378	426	570	381	420	450	300	371	359	417	375	400	435	390	446	420	345	240	370	321	410	398	365	411	396
3 Mo. Roll Avg			384	395	391	400	370	387	350	376	360	384	399	458	459	457	417	390	374	343	382	383	397	403	408	423	418	404	335	318	310	367	376	391	391	390

	J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J
Inventory	110	107	99	89	84	73	82	81	92	112	112	119	121	135	138	133	101	91	95	116	142	152	142	149	150	157	152	167	118	112	127	145	173	187	177	184
MSI	2	2	3	3	6	2	4	5	5	4	4	3	3	4	4	6	5	4	5	8	6	6	6	3	4	4	6	7	9	6	7	18	11	5	6	4

	J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J
Days On Market	48	44	32	44	49	34	51	47	49	38	31	50	30	41	42	36	56	42	55	42	58	55	64	42	43	67	44	39	61	47	74	68	72	43	36	47
3 Mo. Roll Avg			41	40	42	42	45	44	49	45	39	40	37	40	38	40	45	45	51	46	52	52	59	54	50	51	51	50	48	49	61	63	71	61	50	42

	J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J
Price per Sq Ft	172	195	185	191	171	194	178	214	201	197	196	196	196	190	200	186	186	187	206	184	199	198	193	196	209	196	198	181	189	194	177	192	195	193	203	208
3 Mo. Roll Avg			184	190	182	185	181	195	198	204	198	196	196	194	195	192	191	186	193	192	196	194	197	196	199	200	201	192	189	188	187	188	188	193	197	201

	J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J
Sale to List Price	0.973	0.967	0.961	0.971	0.989	0.964	0.948	0.982	0.960	0.961	0.987	0.970	0.969	0.975	0.960	0.969	0.963	0.964	0.965	0.973	0.957	0.957	0.968	0.963	0.957	0.957	0.966	0.945	0.946	0.950	0.955	0.961	0.949	0.964	0.967	0.964
3 Mo. Roll Avg			0.967	0.966	0.974	0.975	0.967	0.965	0.963	0.968	0.969	0.973	0.975	0.971	0.968	0.968	0.964	0.965	0.964	0.967	0.965	0.962	0.961	0.963	0.963	0.959	0.960	0.956	0.952	0.947	0.950	0.955	0.955	0.958	0.960	0.965

	J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J
New Listings	54	48	50	31	23	17	36	36	65	68	63	64	65	61	48	39	26	27	32	62	67	61	63	69	60	52	58	59	14	35	43	74	76	90	75	87
Inventory	110	107	99	89	84	73	82	81	92	112	112	119	121	135	138	133	101	91	95	116	142	152	142	149	150	157	152	167	118	112	127	145	173	187	177	184
Sales	53	53	32	27	13	38	20	15	20	29	28	41	42	35	32	21	19	23	18	15	25	26	24	46	36	36	27	25	13	19	19	8	16	41	32	44

	(000's) J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J
Avg Sale Price	399	463	472	417	404	507	386	457	443	423	427	452	482	595	477	399	479	336	462	374	482	411	462	446	540	494	452	411	320	357	419	438	380	466	464	450
3 Mo. Roll Avg			445	451	431	443	432	450	429	441	431	434	454	510	518	491	452	405	426	391	439	423	452	440	483	493	495	453	394	363	365	405	412	428	437	460

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