

City: Deerfield



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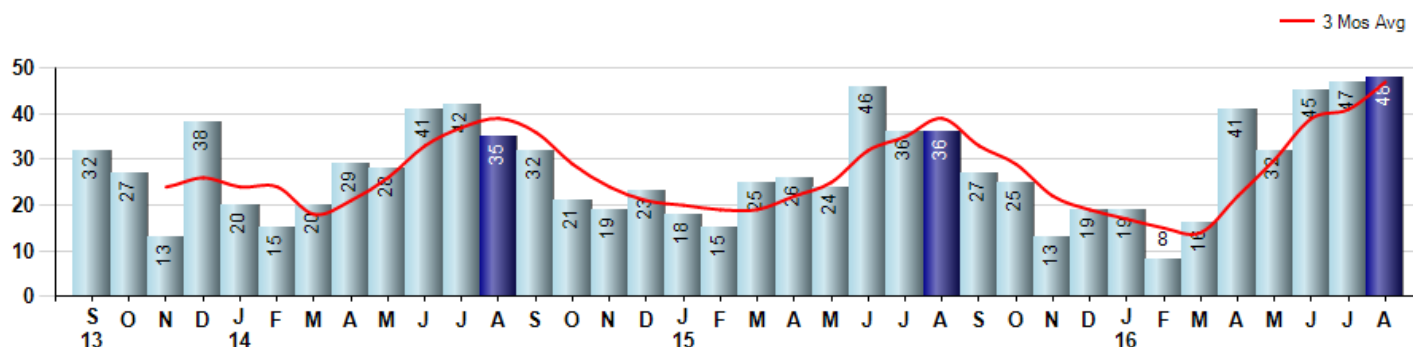
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$609,450	2%		5%				
Average List Price of all Current Listings	\$713,930	1%		5%				
August Median Sales Price	\$382,125	-5%	-4%	-14%	-3%	\$397,000	-1%	1%
August Average Sales Price	\$426,615	-6%	-4%	-14%	-5%	\$442,808	-5%	-1%
Total Properties Currently for Sale (Inventory)	166	-9%		6%				
August Number of Properties Sold	48	2%		33%			13%	
August Average Days on Market (Solds)	56	0%	12%	-16%	8%	52	-2%	0%
Asking Price per Square Foot (based on New Listings)	\$221	-25%	-7%	-6%	2%	\$228	5%	5%
August Sold Price per Square Foot	\$197	-2%	-3%	1%	1%	\$198	0%	2%
August Month's Supply of Inventory	3.5	-11%	-10%	-21%	-40%	7.2	37%	25%
August Sale Price vs List Price Ratio	96.7%	0.5%	0%	1%	0.8%	96.2%	0.2%	

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

Property Sales

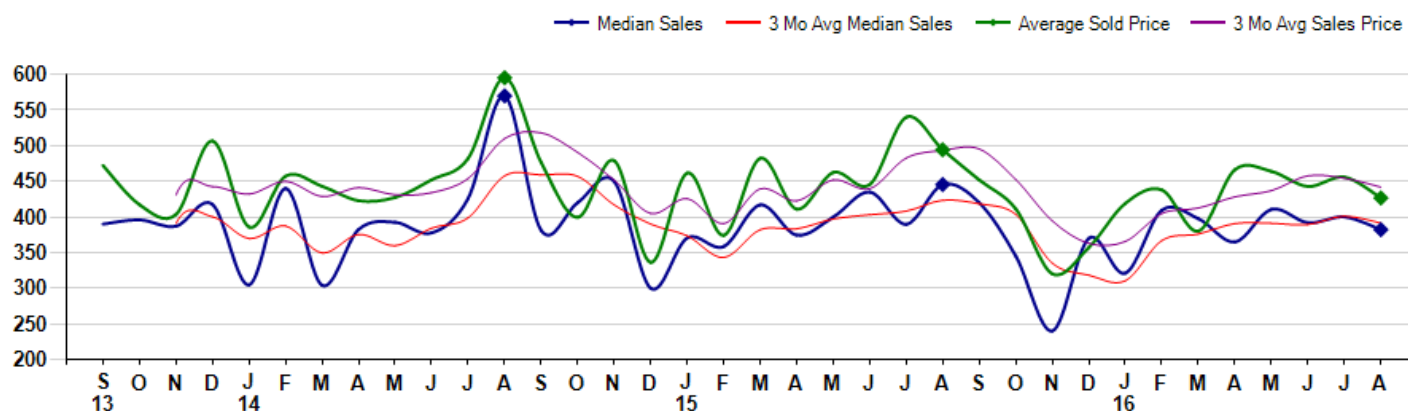
August Property sales were 48, up 33.3% from 36 in August of 2015 and 2.1% higher than the 47 sales last month. August 2016 sales were at their highest level compared to August of 2015 and 2014. August YTD sales of 256 are running 13.3% ahead of last year's year-to-date sales of 226.



Prices

The Median Sales Price in August was \$382,125, down -14.2% from \$445,532 in August of 2015 and down -4.5% from \$400,000 last month. The Average Sales Price in August was \$426,615, down -13.7% from \$494,307 in August of 2015 and down -6.4% from \$456,028 last month. August 2016 ASP was at the lowest level compared to August of 2015 and 2014.

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



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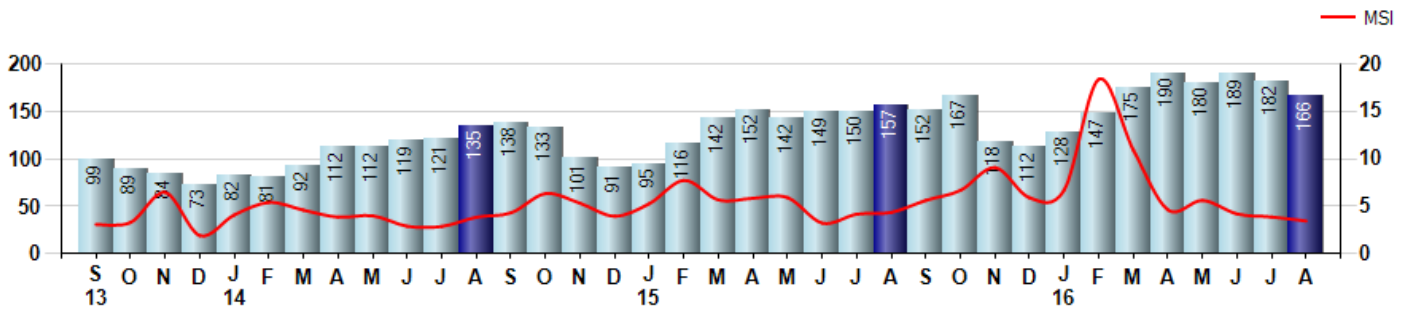
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Inventory & MSI

The Total Inventory of Properties available for sale as of August was 166, down -8.8% from 182 last month and up 5.7% from 157 in August of last year. August 2016 Inventory was at highest level compared to August of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2016 MSI of 3.5 months was at its lowest level compared with August of 2015 and 2014.

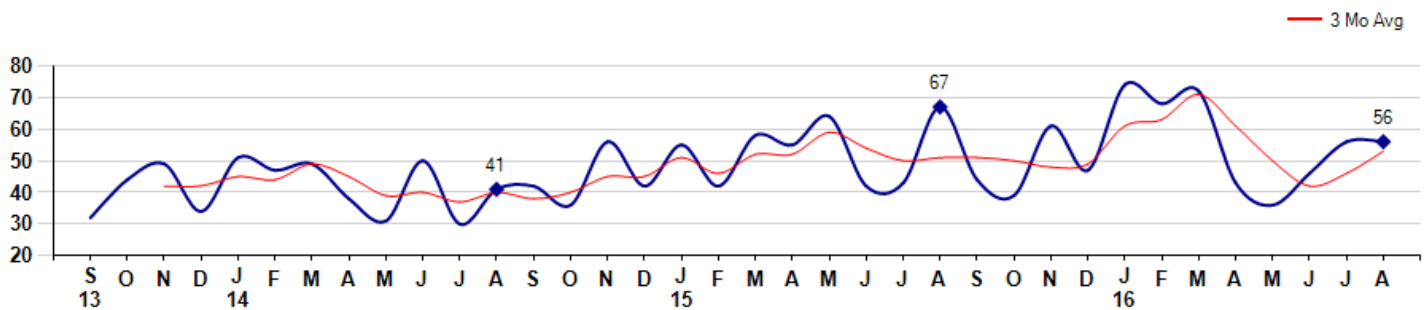
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 August was 56, equal to 56 days last month and down -16.4% from 67 days in August of last year. The August 2016 DOM was at a mid range compared with August of 2015 and 2014.

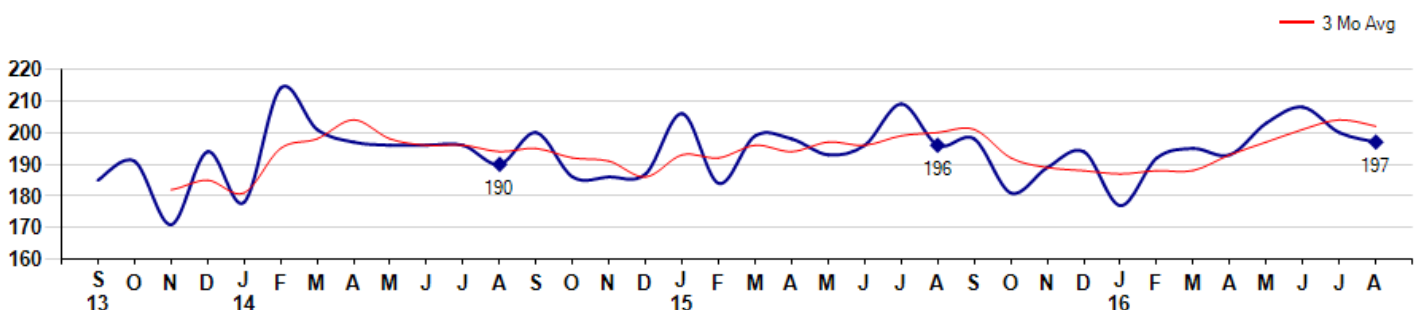
Average Days on Market(Listing to Contract) for properties sold during the month



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 August 2016 Selling Price per Square Foot of \$197 was down -1.5% from \$200 last month and up 0.5% from \$196 in August of last year.

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



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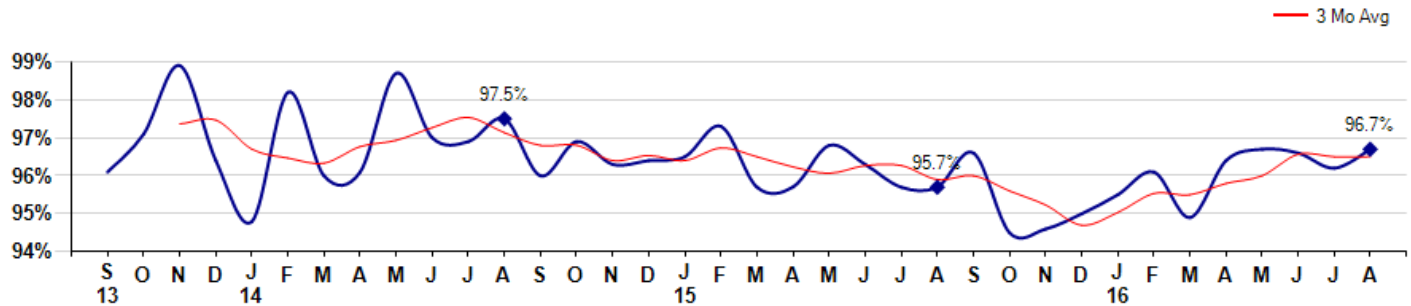


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Selling Price vs Listing Price

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 August 2016 Selling Price vs List Price of 96.7% was up from 96.2% last month and up from 95.7% in August of last year.

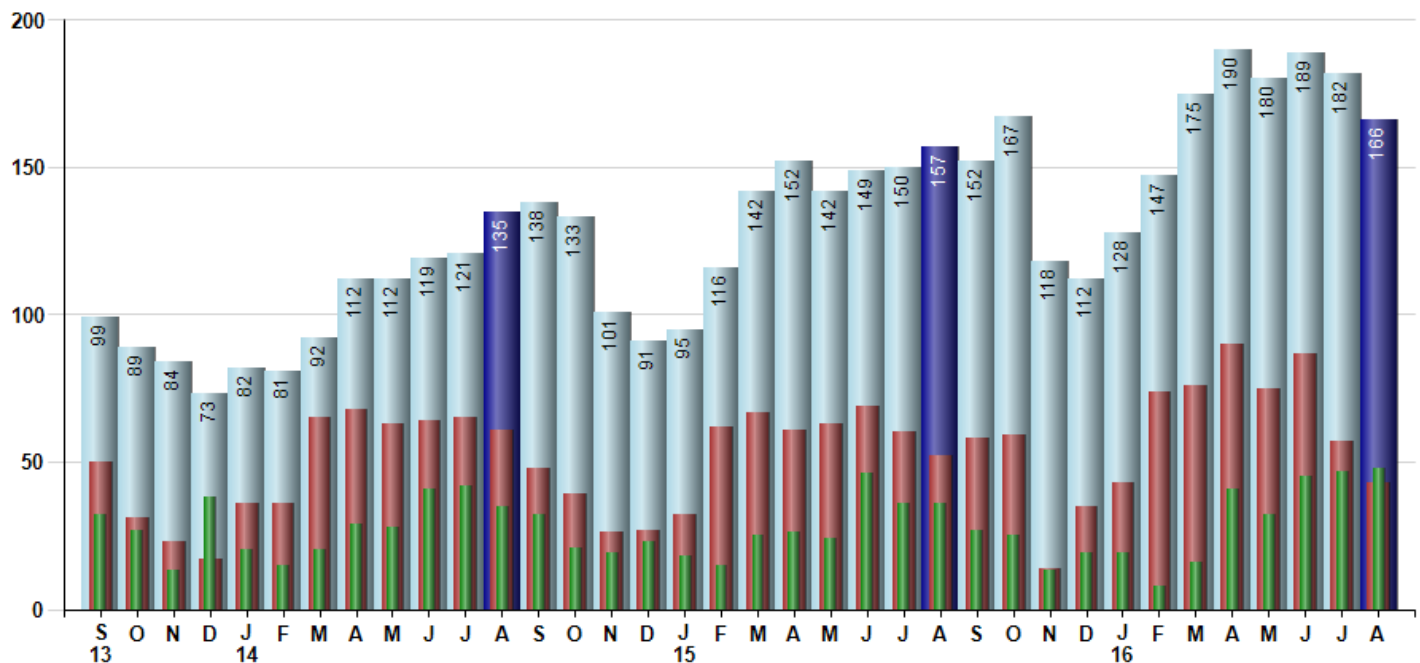
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 August 2016 was 43, down -24.6% from 57 last month and down -17.3% from 52 in August of last year.

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



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MARKET ACTION REPORT

August 2016

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	S 13	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	J	A
Homes Sold	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	45	47	48
3 Mo. Roll Avg			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	41	47

	(000's) S 13	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	J	A
Median Sale Price	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	392	400	382
3 Mo. Roll Avg			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	389	401	391

	S 13	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	J	A
Inventory	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	128	147	175	190	180	189	182	166
MSI	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	4	3

	S 13	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	J	A
Days On Market	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	46	56	56
3 Mo. Roll Avg			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	46	53

	S 13	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	J	A
Price per Sq Ft	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	200	197
3 Mo. Roll Avg			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	204	202

	S 13	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	J	A
Sale to List Price	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	0.966	0.945	0.946	0.950	0.955	0.961	0.949	0.964	0.967	0.966	0.962	0.967	
3 Mo. Roll Avg			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	0.966	0.965	0.965

	S 13	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	J	A
New Listings	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	57	43
Inventory	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	128	147	175	190	180	189	182	166
Sales	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	45	47	48

	(000's) S 13	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	J	A
Avg Sale Price	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	443	456	427
3 Mo. Roll Avg			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	458	454	442

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