

City: Deerfield



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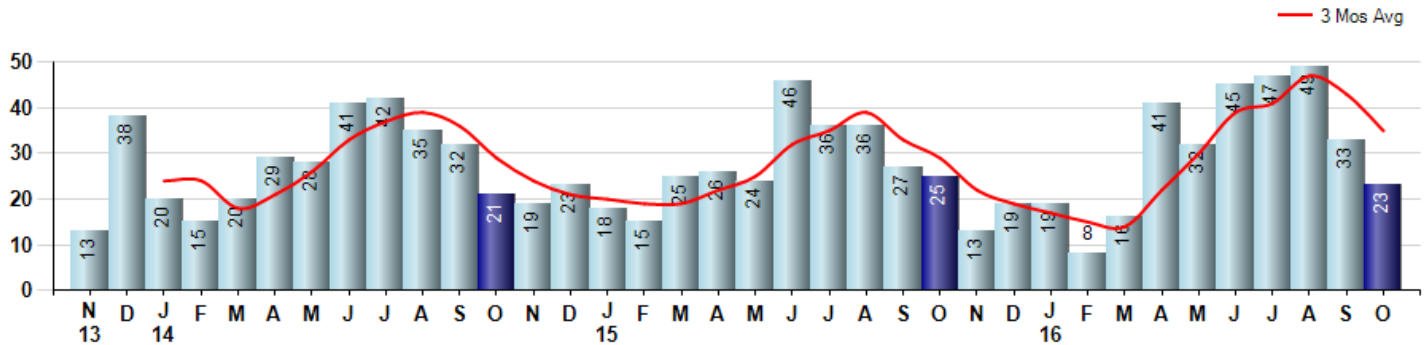
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$642,000	4%		11%				
Average List Price of all Current Listings	\$707,299	-2%		5%				
October Median Sales Price	\$395,000	-8%	-1%	15%	1%	\$399,000	0%	2%
October Average Sales Price	\$469,441	15%	8%	14%	5%	\$440,313	-4%	-1%
Total Properties Currently for Sale (Inventory)	140	-17%		-16%				
October Number of Properties Sold	23	-30%		-8%			13%	
October Average Days on Market (Solds)	52	6%	-4%	33%	0%	52	2%	0%
Asking Price per Square Foot (based on New Listings)	\$237	2%	-4%	10%	9%	\$228	4%	5%
October Sold Price per Square Foot	\$203	1%	2%	12%	4%	\$198	1%	2%
October Month's Supply of Inventory	6.1	19%	24%	-9%	5%	6.9	27%	19%
October Sale Price vs List Price Ratio	95.3%	-0.2%	-1%	1%	-0.7%	96.0%	-0.2%	0.1%

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

Property Sales

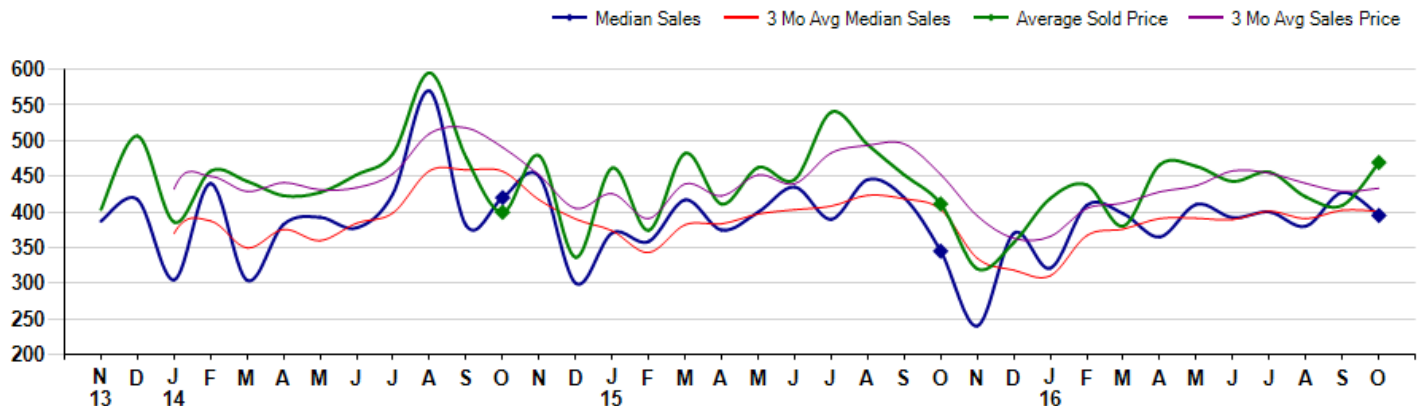
October Property sales were 23, down -8.0% from 25 in October of 2015 and -30.3% lower than the 33 sales last month. October 2016 sales were at a mid level compared to October of 2015 and 2014. October YTD sales of 313 are running 12.6% ahead of last year's year-to-date sales of 278.



Prices

The Median Sales Price in October was \$395,000, up 14.5% from \$345,000 in October of 2015 and down -7.6% from \$427,500 last month. The Average Sales Price in October was \$469,441, up 14.1% from \$411,262 in October of 2015 and up 14.7% from \$409,213 last month. October 2016 ASP was at highest level compared to October of 2015 and 2014.

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



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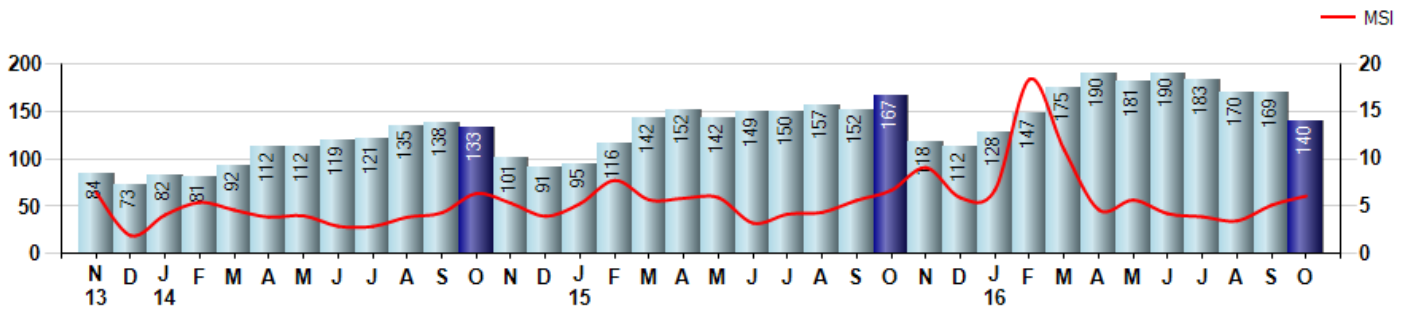
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Inventory & MSI

The Total Inventory of Properties available for sale as of October was 140, down -17.2% from 169 last month and down -16.2% from 167 in October of last year. October 2016 Inventory was at a mid range compared to October of 2015 and 2014.

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

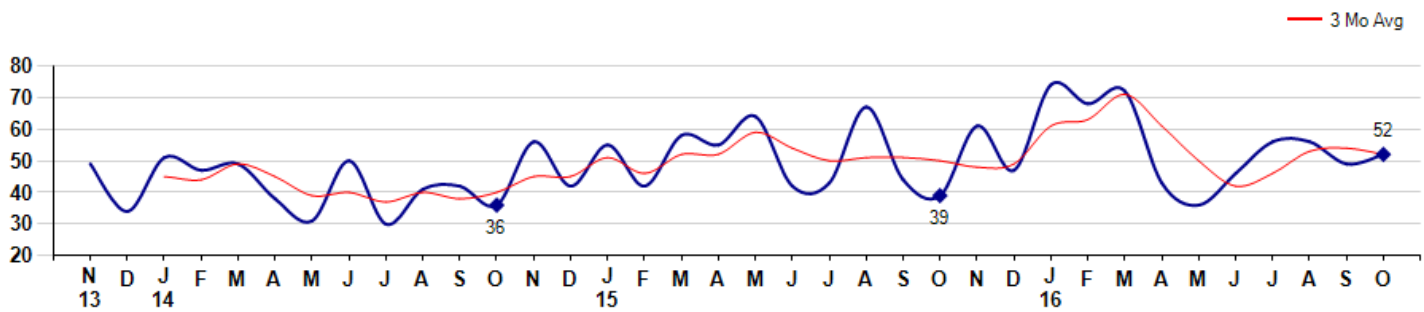
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 October was 52, up 6.1% from 49 days last month and up 33.3% from 39 days in October of last year. The October 2016 DOM was at its highest level compared with October of 2015 and 2014.

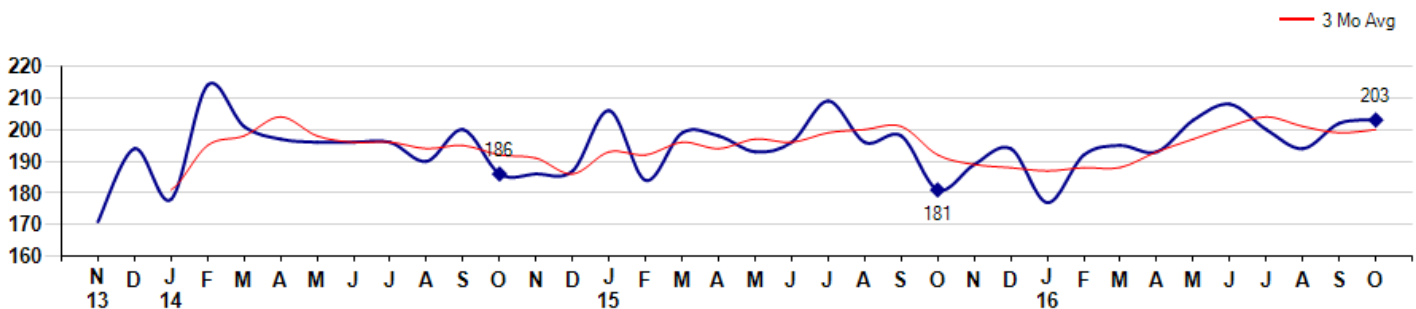
Average Days on Market(Listing to Contract) for properties sold during the month



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 October 2016 Selling Price per Square Foot of \$203 was up 0.5% from \$202 last month and up 12.2% from \$181 in October of last year.

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



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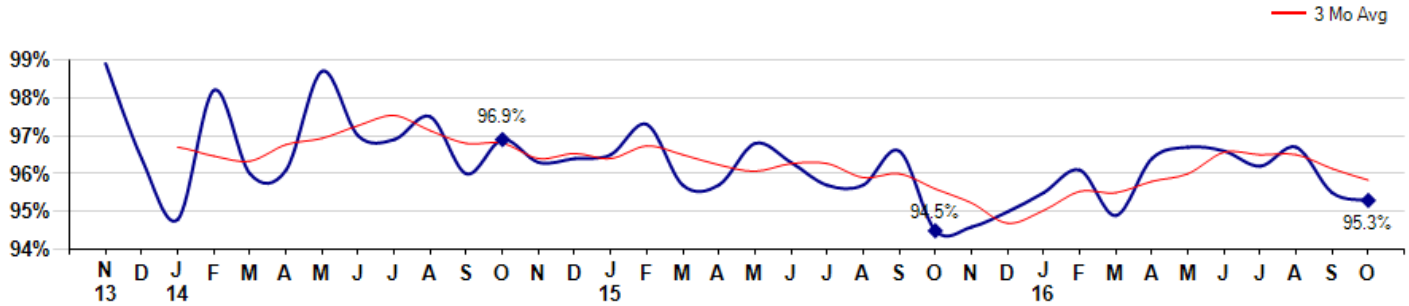


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Selling Price vs Listing Price

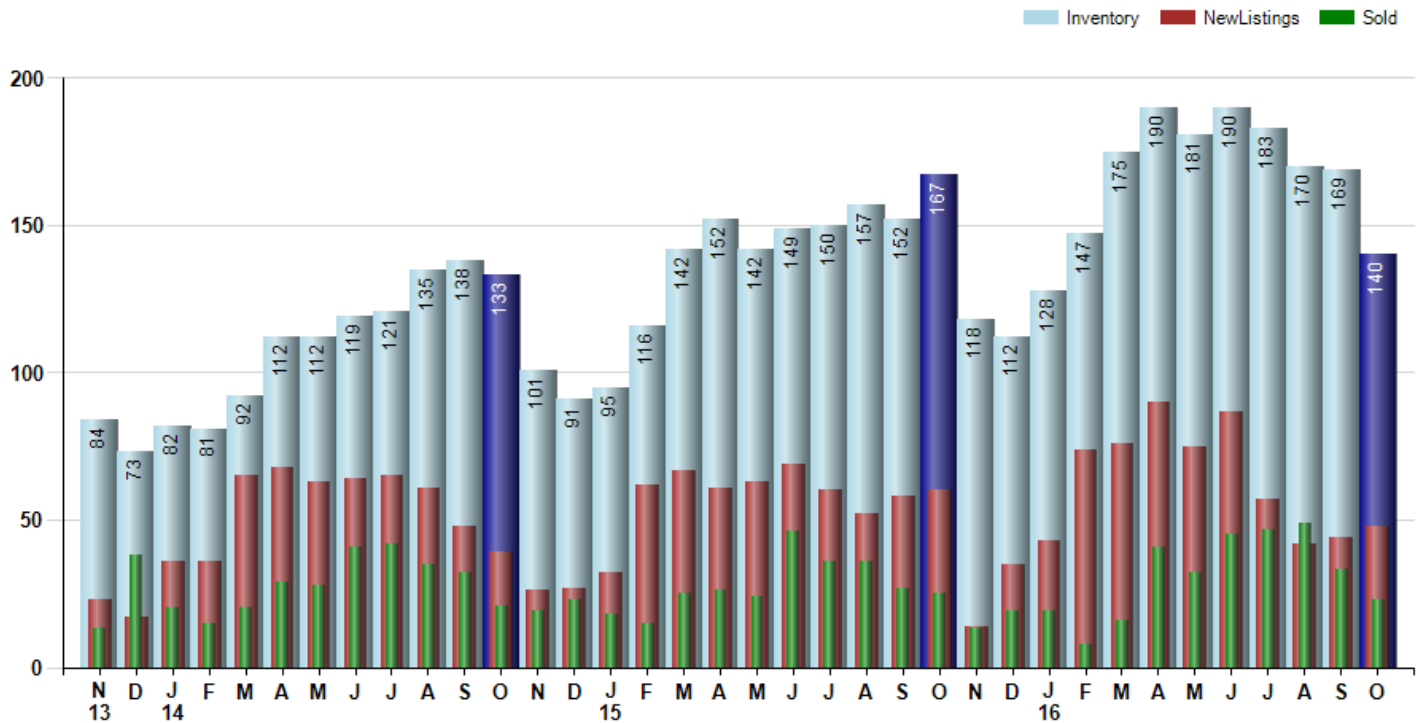
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The October 2016 Selling Price vs List Price of 95.3% was down from 95.5% last month and up from 94.5% in October 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 October 2016 was 48, up 9.1% from 44 last month and down -20.0% from 60 in October of last year.



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Homes Sold	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	49	33	23
3 Mo. Roll Avg			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	43	35

	(000's) N 13	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	S	O
Median Sale Price	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	380	428	395
3 Mo. Roll Avg			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	403	401

	N 13	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	S	O
Inventory	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	181	190	183	170	169	140
MSI	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	5	6

	N 13	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	S	O
Days On Market	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	49	52
3 Mo. Roll Avg			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	54	52

	N 13	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	S	O
Price per Sq Ft	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	194	202	203
3 Mo. Roll Avg			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	201	199	200

	N 13	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	S	O
Sale to List Price	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	0.966	0.962	0.967	0.955	0.953
3 Mo. Roll Avg			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	0.961	0.958

	N 13	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	S	O
New Listings	23	17	36	36	65	68	63	64	65	61	48	39	26	27	32	62	67	61	63	69	60	52	58	60	14	35	43	74	76	90	75	87	57	42	44	48
Inventory	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	181	190	183	170	169	140
Sales	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	49	33	23

	(000's) N 13	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	S	O
Avg Sale Price	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	421	409	469
3 Mo. Roll Avg			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	440	429	433

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