

City: Deerfield



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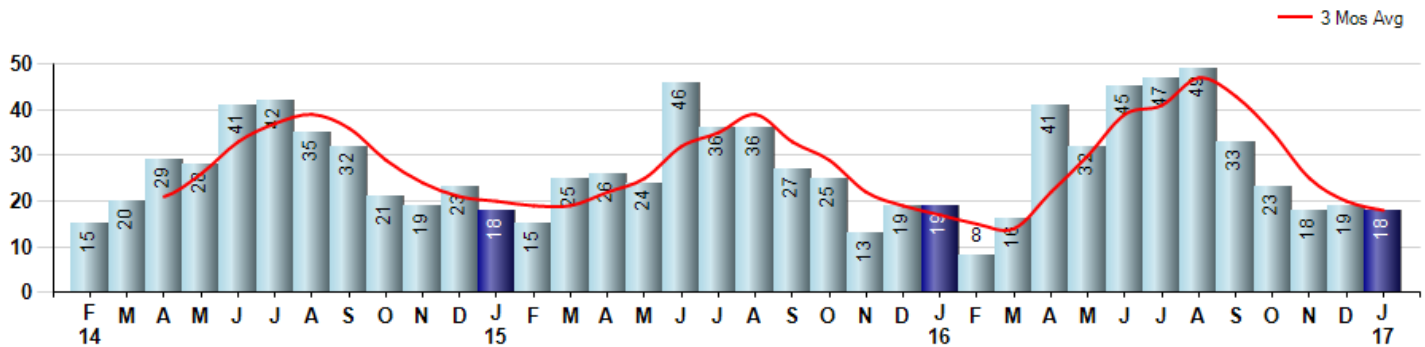
Price Range: \$0 to \$999,999,999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$699,450	11%		25%				
Average List Price of all Current Listings	\$755,775	1%		18%				
January Median Sales Price	\$430,000	2%	2%	34%	8%	\$430,000	34%	8%
January Average Sales Price	\$528,167	8%	8%	26%	18%	\$528,167	26%	18%
Total Properties Currently for Sale (Inventory)	116	7%		-10%				
January Number of Properties Sold	18	-5%		-5%			0%	
January Average Days on Market (Solds)	55	-40%	-13%	-26%	2%	55	-26%	2%
Asking Price per Square Foot (based on New Listings)	\$245	4%	4%	18%	7%	\$245	18%	7%
January Sold Price per Square Foot	\$216	6%	5%	22%	8%	\$216	22%	8%
January Month's Supply of Inventory	6.4	13%	-3%	-5%	-7%	6.4	-5%	-7%
January Sale Price vs List Price Ratio	92.2%	1.7%	0%	-1%	-1.5%	92.2%	-0.7%	-1.6%

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

Property Sales

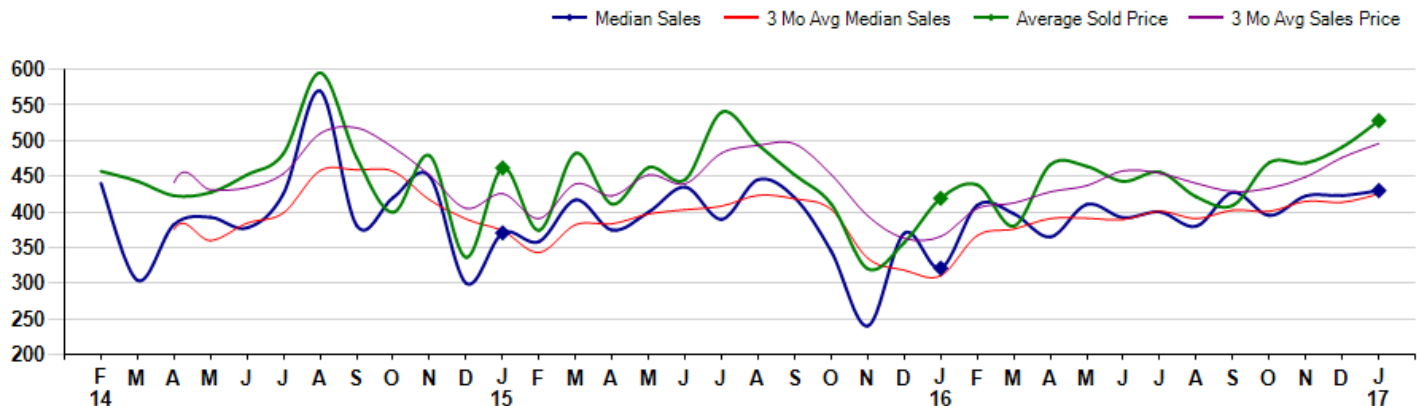
January Property sales were 18, down -5.3% from 19 in January of 2016 and -5.3% lower than the 19 sales last month. January 2017 sales were at their lowest level compared to January of 2016 and 2015. January YTD sales of 18 are running -5.3% behind last year's year-to-date sales of 19.



Prices

The Median Sales Price in January was \$430,000, up 34.0% from \$321,000 in January of 2016 and up 1.7% from \$423,000 last month. The Average Sales Price in January was \$528,167, up 26.0% from \$419,132 in January of 2016 and up 7.5% from \$491,204 last month. January 2017 ASP was at highest level compared to January of 2016 and 2015.

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



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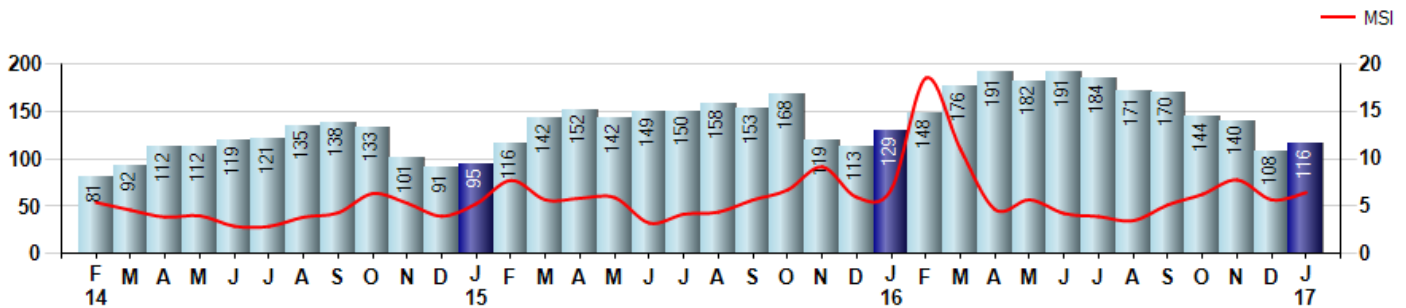
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 116, up 7.4% from 108 last month and down -10.1% from 129 in January of last year. January 2017 Inventory was at a mid range compared to January of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2017 MSI of 6.4 months was at a mid range compared with January of 2016 and 2015.

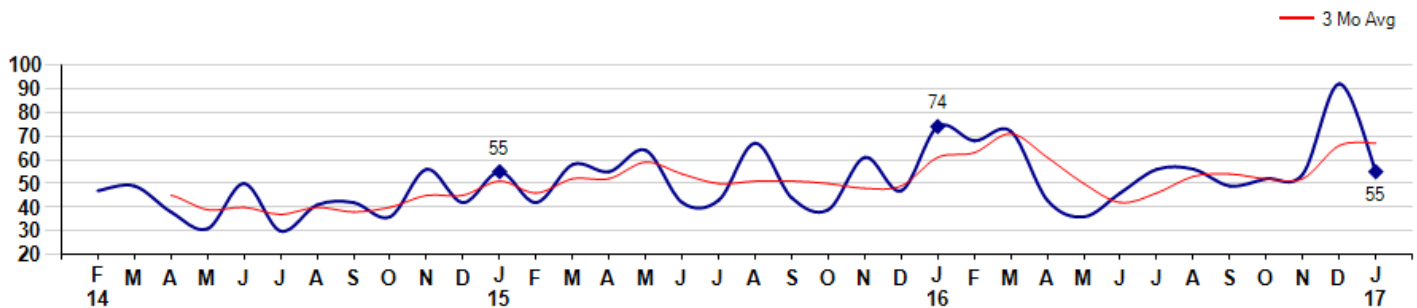
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 55, down -40.2% from 92 days last month and down -25.7% from 74 days in January of last year. The January 2017 DOM was at its lowest level compared with January of 2016 and 2015.

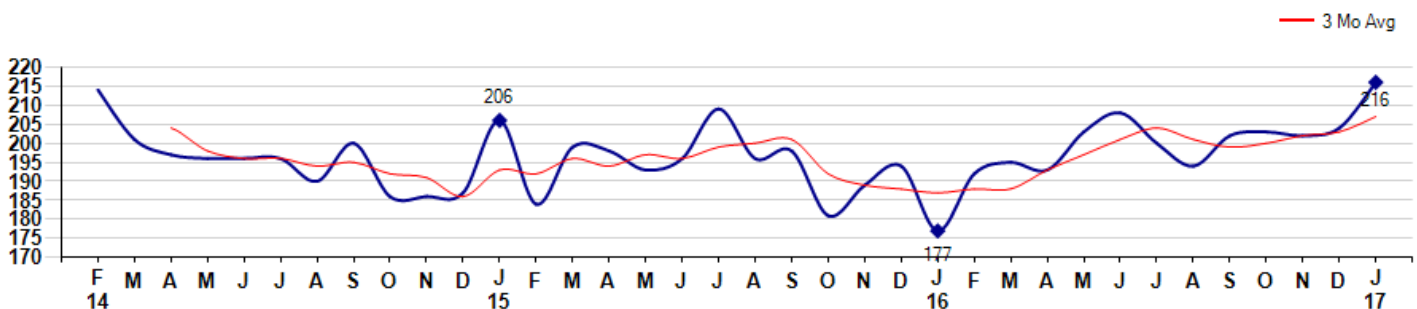
Average Days on Market(Listing to Contract) for properties sold during the month



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 January 2017 Selling Price per Square Foot of \$216 was up 5.9% from \$204 last month and up 22.0% from \$177 in January of last year.

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



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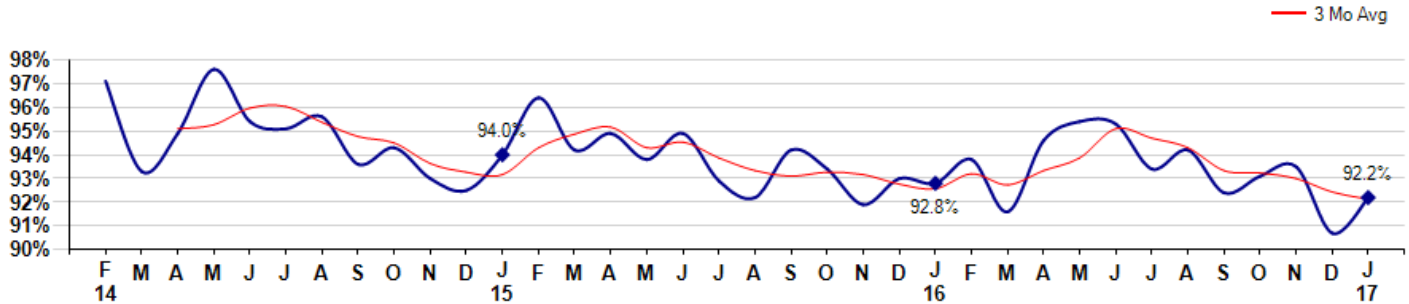


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Selling Price vs Listing Price

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 January 2017 Selling Price vs List Price of 92.2% was up from 90.7% last month and down from 92.8% in January of last year.

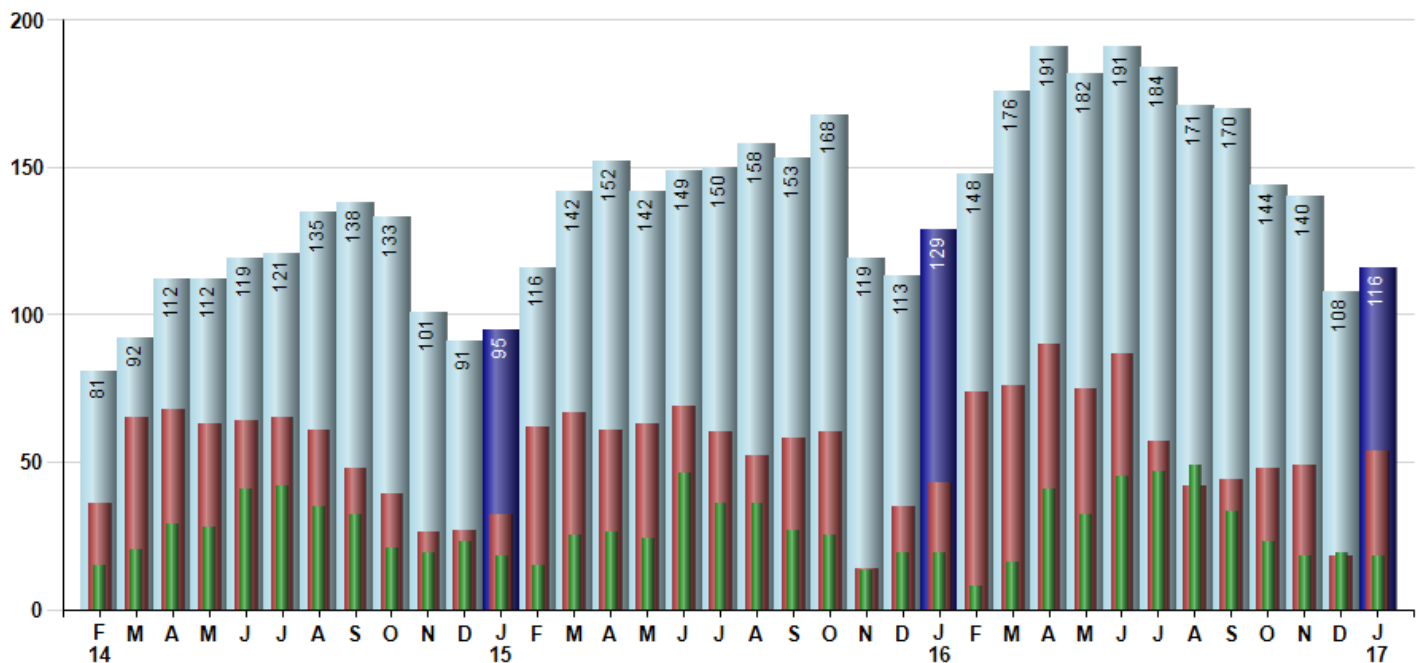
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 January 2017 was 54, up 200.0% from 18 last month and up 25.6% from 43 in January of last year.

Inventory New Listings Sold



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MARKET ACTION REPORT

January 2017

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	F 14	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	N	D	J 17
Homes Sold	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	18	19	18
3 Mo. Roll Avg			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	25	20	18

	(000's) F 14	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	N	D	J 17
Median Sale Price	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	423	423	430
3 Mo. Roll Avg			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	415	414	425

	F 14	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	N	D	J 17
Inventory	81	92	112	112	119	121	135	138	133	101	91	95	116	142	152	142	149	150	158	153	168	119	113	129	148	176	191	182	191	184	171	170	144	140	108	116
MSI	5	5	4	4	3	3	4	4	6	5	4	5	8	6	6	6	3	4	4	6	7	9	6	7	19	11	5	6	4	4	3	5	6	8	6	6

	F 14	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	N	D	J 17
Days On Market	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	54	92	55
3 Mo. Roll Avg			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	52	66	67

	F 14	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	N	D	J 17
Price per Sq Ft	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	202	204	216
3 Mo. Roll Avg			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	202	203	207

	F 14	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	N	D	J 17
Sale to List Price	0.971	0.933	0.949	0.976	0.954	0.951	0.956	0.936	0.943	0.930	0.925	0.940	0.964	0.942	0.949	0.938	0.949	0.929	0.922	0.942	0.934	0.919	0.930	0.928	0.938	0.916	0.946	0.954	0.953	0.934	0.942	0.924	0.931	0.935	0.907	0.922
3 Mo. Roll Avg			0.951	0.953	0.960	0.960	0.954	0.948	0.945	0.936	0.933	0.932	0.943	0.949	0.952	0.943	0.945	0.939	0.933	0.931	0.933	0.932	0.928	0.926	0.932	0.927	0.933	0.939	0.951	0.947	0.943	0.933	0.932	0.930	0.924	0.921

	F 14	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	N	D	J 17
New Listings	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	49	18	54
Inventory	81	92	112	112	119	121	135	138	133	101	91	95	116	142	152	142	149	150	158	153	168	119	113	129	148	176	191	182	191	184	171	170	144	140	108	116
Sales	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	18	19	18

	(000's) F 14	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	N	D	J 17
Avg Sale Price	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	469	491	528
3 Mo. Roll Avg			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	449	476	496

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