

City: Deerfield



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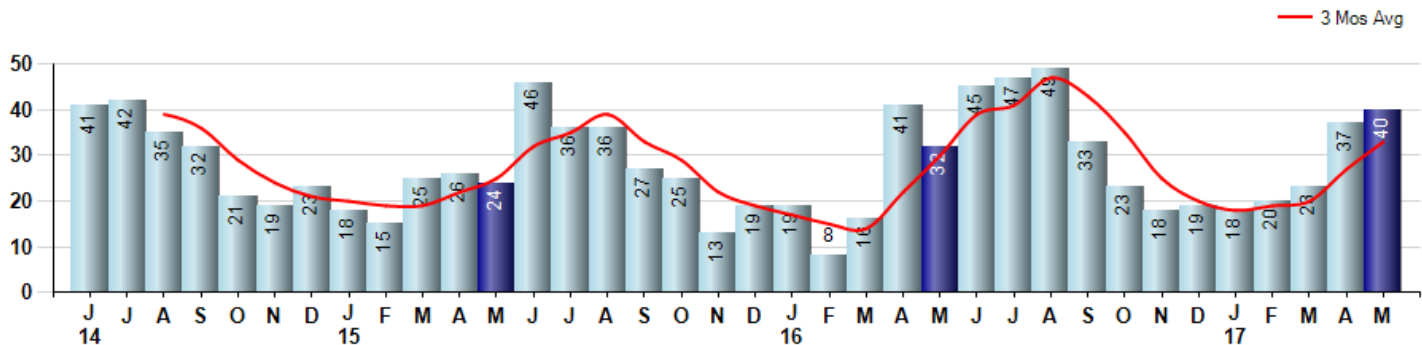
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$649,450	-7%		14%				
Average List Price of all Current Listings	\$734,162	-5%		14%				
May Median Sales Price	\$442,500	-8%	0%	8%	11%	\$442,000	11%	11%
May Average Sales Price	\$466,859	-14%	-4%	1%	4%	\$493,212	11%	10%
Total Properties Currently for Sale (Inventory)	196	10%		7%				
May Number of Properties Sold	40	8%		25%			19%	
May Average Days on Market (Solds)	20	-74%	-62%	-44%	-63%	52	0%	-4%
Asking Price per Square Foot (based on New Listings)	\$227	0%	-2%	0%	0%	\$233	5%	2%
May Sold Price per Square Foot	\$217	3%	3%	7%	9%	\$211	9%	6%
May Month's Supply of Inventory	4.9	2%	-12%	-14%	-30%	6.2	-34%	-12%
May Sale Price vs List Price Ratio	97.4%	4.3%	2%	2%	4.0%	95.0%	1.0%	1.4%

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

Property Sales

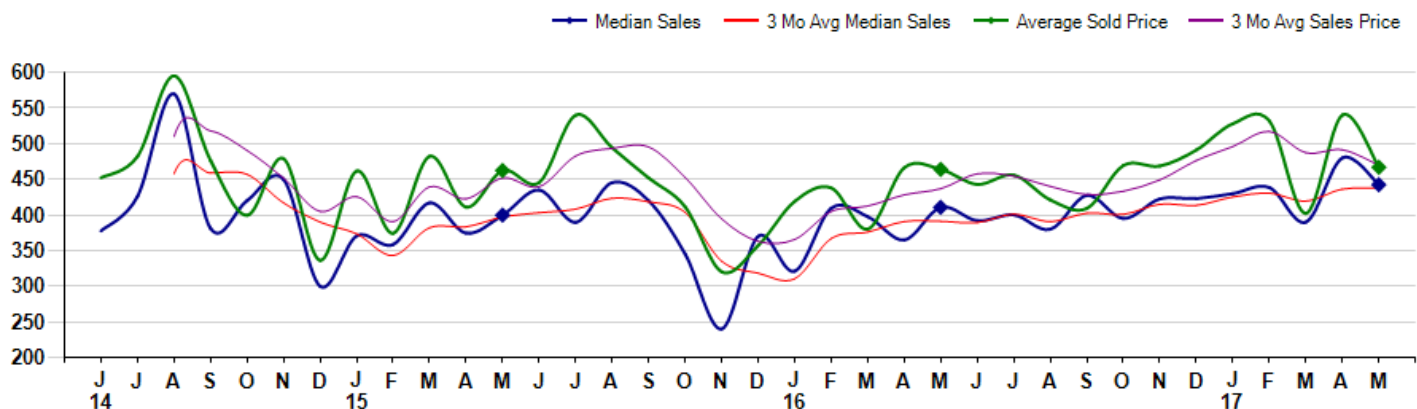
May Property sales were 40, up 25.0% from 32 in May of 2016 and 8.1% higher than the 37 sales last month. May 2017 sales were at their highest level compared to May of 2016 and 2015. May YTD sales of 138 are running 19.0% ahead of last year's year-to-date sales of 116.



Prices

The Median Sales Price in May was \$442,500, up 7.7% from \$410,750 in May of 2016 and down -7.8% from \$480,000 last month. The Average Sales Price in May was \$466,859, up 0.6% from \$463,944 in May of 2016 and down -13.6% from \$540,321 last month. May 2017 ASP was at highest level compared to May of 2016 and 2015.

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



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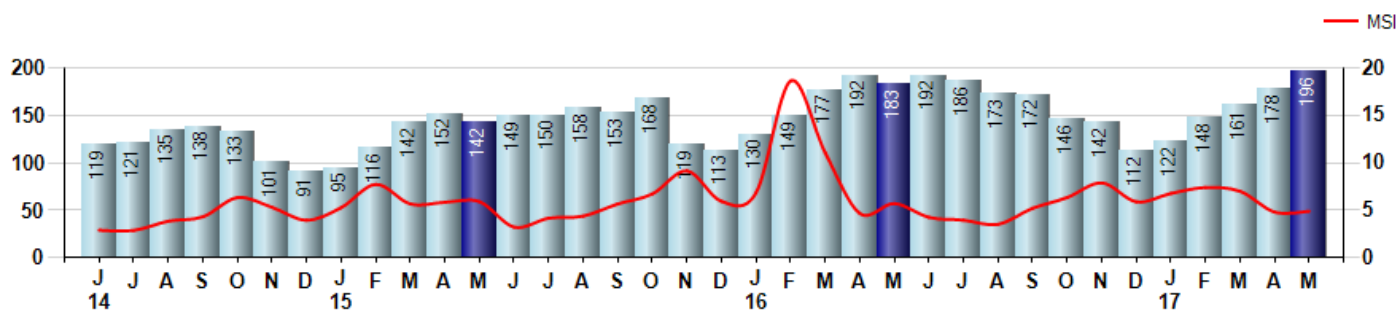
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Inventory & MSI

The Total Inventory of Properties available for sale as of May was 196, up 10.1% from 178 last month and up 7.1% from 183 in May of last year. May 2017 Inventory was at highest level compared to May of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2017 MSI of 4.9 months was at its lowest level compared with May of 2016 and 2015.

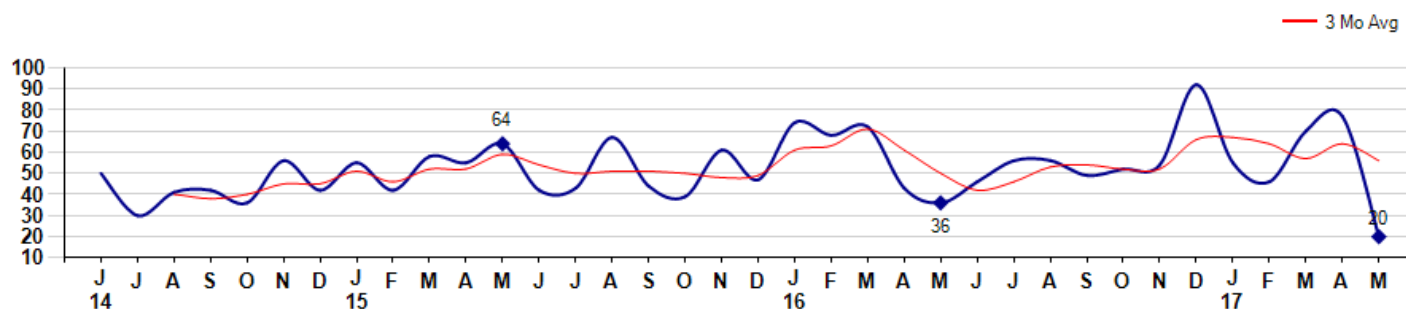
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 May was 20, down -74.0% from 77 days last month and down -44.4% from 36 days in May of last year. The May 2017 DOM was at its lowest level compared with May of 2016 and 2015.

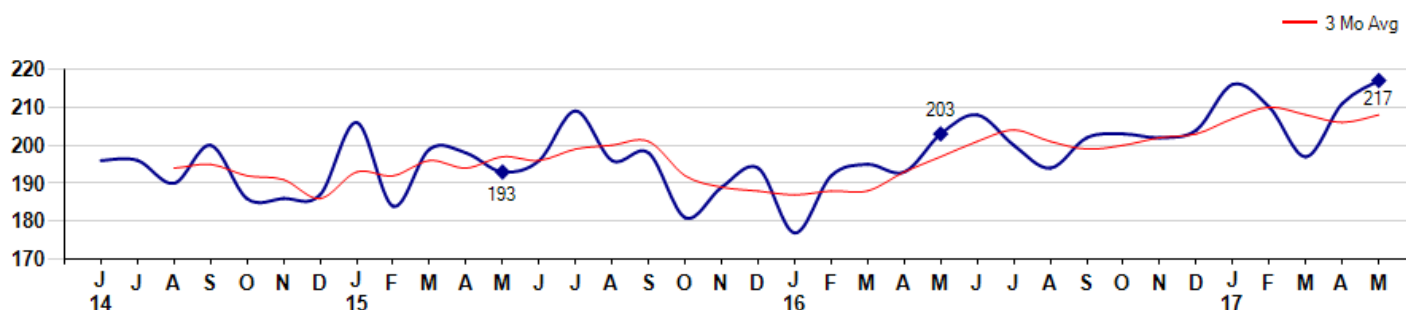
Average Days on Market(Listing to Contract) for properties sold during the month



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 May 2017 Selling Price per Square Foot of \$217 was up 2.8% from \$211 last month and up 6.9% from \$203 in May of last year.

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



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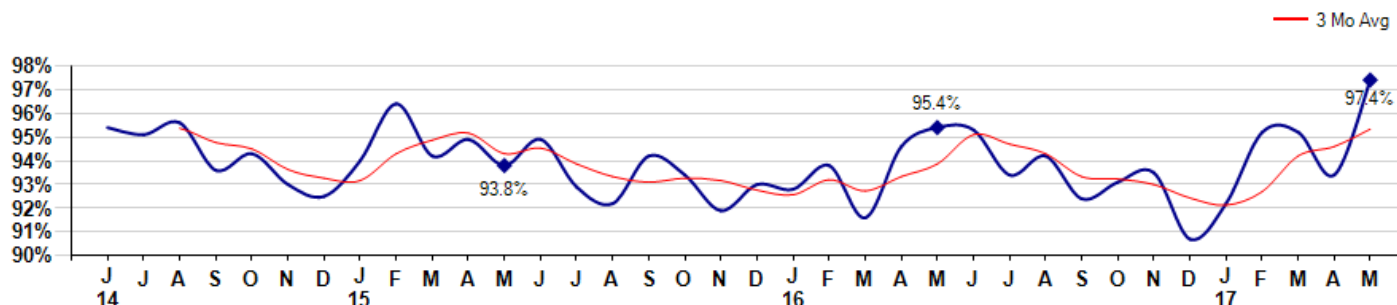


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Selling Price vs Listing Price

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 May 2017 Selling Price vs List Price of 97.4% was up from 93.4% last month and up from 95.4% in May of last year.

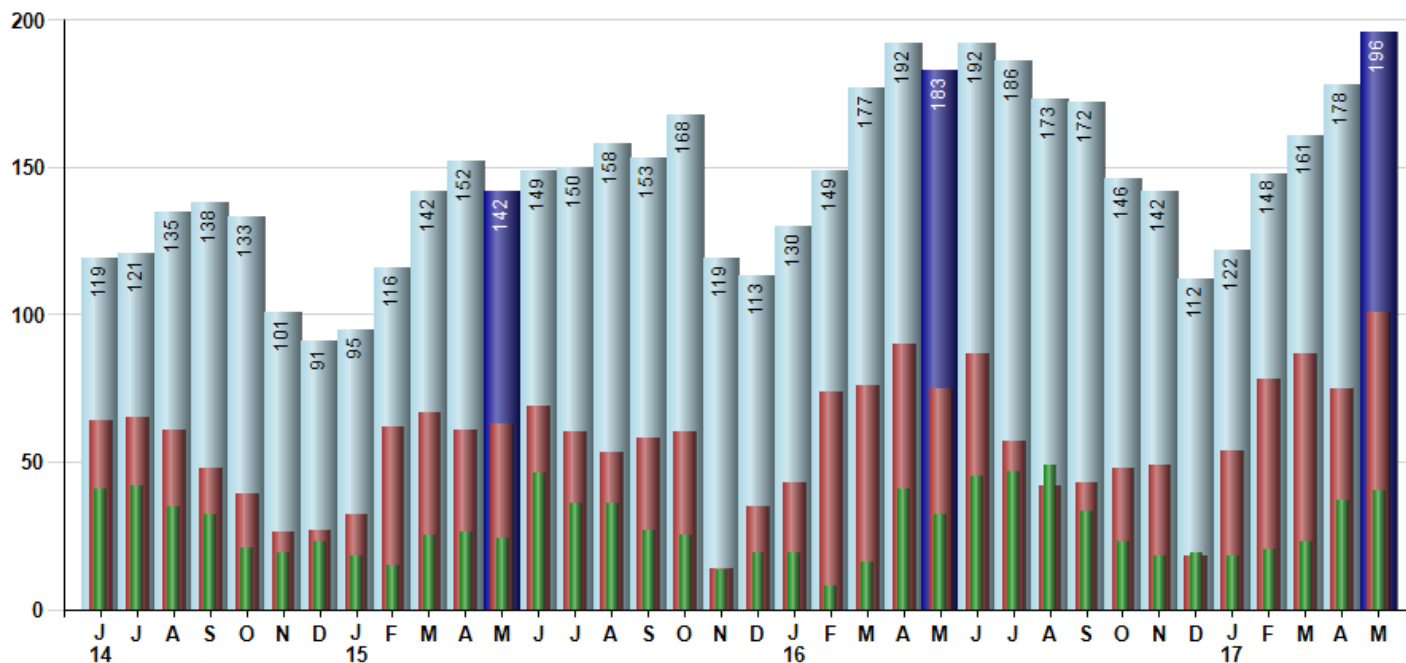
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 May 2017 was 101, up 34.7% from 75 last month and up 34.7% from 75 in May of last year.

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



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MARKET ACTION REPORT

May 2017

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	J 14	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	F	M	A	M
Homes Sold	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	20	23	37	40
3 Mo. Roll Avg			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	19	20	27	33

	(000's) J 14	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	F	M	A	M
Median Sale Price	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	439	390	480	443
3 Mo. Roll Avg			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	431	420	436	438

	J 14	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	F	M	A	M
Inventory	119	121	135	138	133	101	91	95	116	142	152	142	149	150	158	153	168	119	113	130	149	177	192	183	192	186	173	172	146	142	112	122	148	161	178	196
MSI	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	4	5	6	8	6	7	7	7	5	5

	J 14	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	F	M	A	M
Days On Market	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	46	70	77	20
3 Mo. Roll Avg			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	64	57	64	56

	J 14	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	F	M	A	M
Price per Sq Ft	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	210	197	211	217
3 Mo. Roll Avg			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	210	208	206	208

	J 14	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	F	M	A	M
Sale to List Price	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	0.952	0.952	0.934	0.974
3 Mo. Roll Avg			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	0.927	0.942	0.946	0.953

	J 14	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	F	M	A	M
New Listings	64	65	61	48	39	26	27	32	62	67	61	63	69	60	53	58	60	14	35	43	74	76	90	75	87	57	42	43	48	49	18	54	78	87	75	101
Inventory	119	121	135	138	133	101	91	95	116	142	152	142	149	150	158	153	168	119	113	130	149	177	192	183	192	186	173	172	146	142	112	122	148	161	178	196
Sales	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	20	23	37	40

	(000's) J 14	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	F	M	A	M
Avg Sale Price	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	532	402	540	467
3 Mo. Roll Avg			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	517	487	491	470

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