

City: Deerfield



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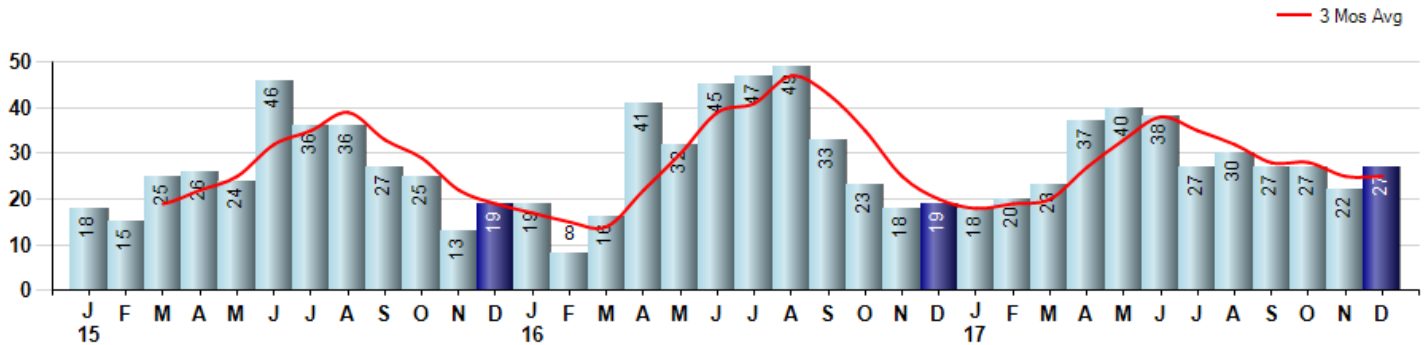
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$624,900	5%		0%				
Average List Price of all Current Listings	\$704,326	7%		-3%				
December Median Sales Price	\$350,000	-10%	3%	-17%	-12%	\$425,751	7%	7%
December Average Sales Price	\$477,967	20%	17%	-3%	7%	\$476,439	7%	6%
Total Properties Currently for Sale (Inventory)	117	-20%		5%				
December Number of Properties Sold	27	23%		42%			-4%	
December Average Days on Market (Solds)	59	-11%	7%	-36%	9%	49	-9%	-9%
Asking Price per Square Foot (based on New Listings)	\$231	16%	12%	-1%	1%	\$219	-4%	-4%
December Sold Price per Square Foot	\$186	-3%	0%	-9%	-7%	\$205	3%	3%
December Month's Supply of Inventory	4.3	-35%	-26%	-27%	-38%	6.3	-10%	-10%
December Sale Price vs List Price Ratio	91.3%	-0.4%	-1%	1%	-2.5%	93.8%	0.1%	0.1%

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

Property Sales

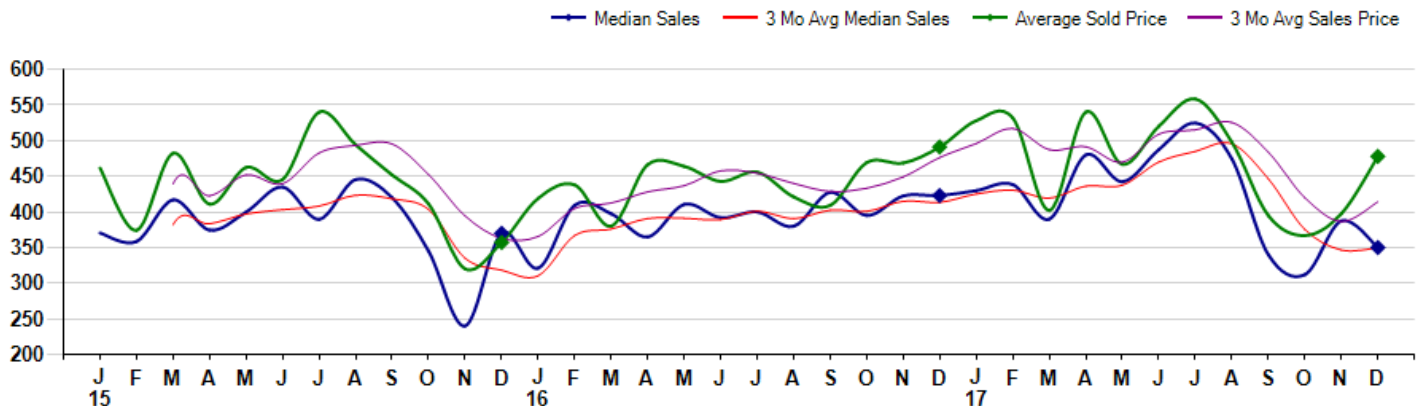
December Property sales were 27, up 42.1% from 19 in December of 2016 and 22.7% higher than the 22 sales last month. December 2017 sales were at their highest level compared to December of 2016 and 2015. December YTD sales of 336 are running -4.0% behind last year's year-to-date sales of 350.



Prices

The Median Sales Price in December was \$350,000, down -17.3% from \$423,000 in December of 2016 and down -9.7% from \$387,500 last month. The Average Sales Price in December was \$477,967, down -2.7% from \$491,204 in December of 2016 and up 20.2% from \$397,608 last month. December 2017 ASP was at a mid range compared to December of 2016 and 2015.

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



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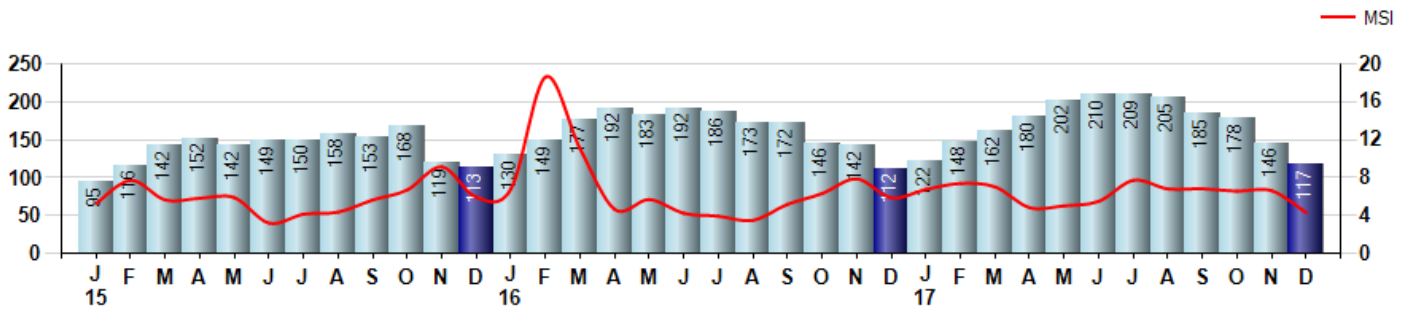
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 117, down -19.9% from 146 last month and up 4.5% from 112 in December of last year. December 2017 Inventory was at highest level compared to December of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2017 MSI of 4.3 months was at its lowest level compared with December of 2016 and 2015.

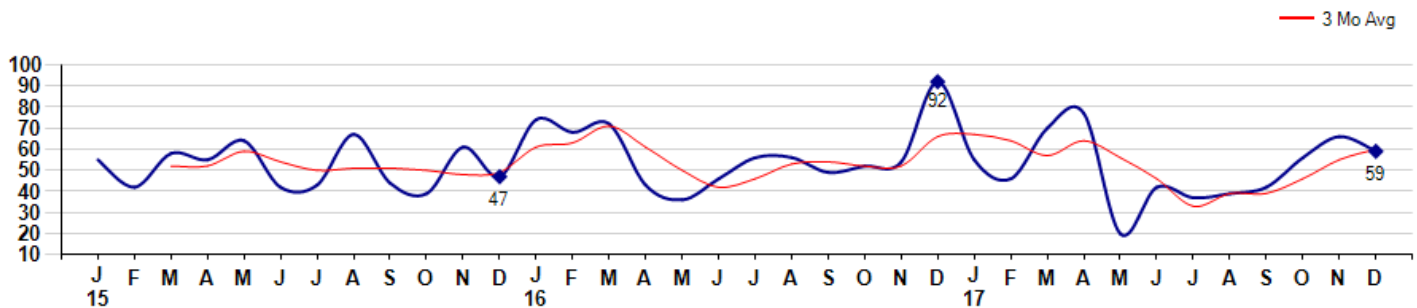
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 59, down -10.6% from 66 days last month and down -35.9% from 92 days in December of last year. The December 2017 DOM was at a mid range compared with December of 2016 and 2015.

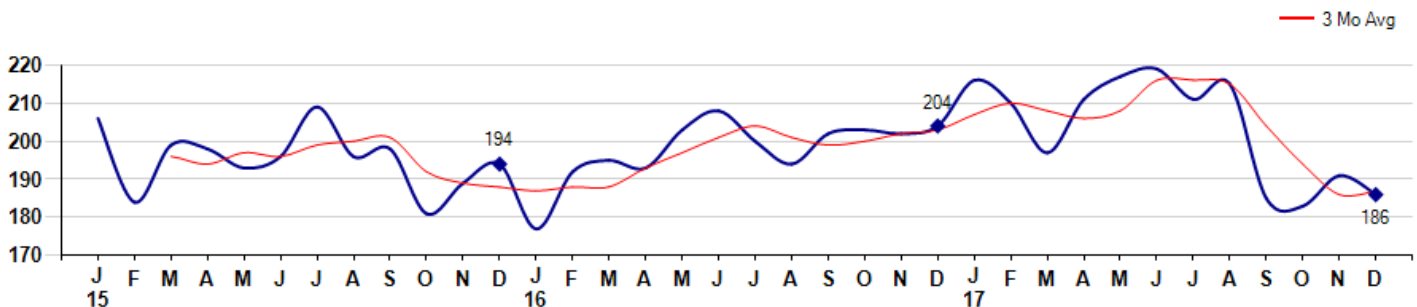
Average Days on Market(Listing to Contract) for properties sold during the month



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 December 2017 Selling Price per Square Foot of \$186 was down -2.6% from \$191 last month and down -8.8% from \$204 in December of last year.

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



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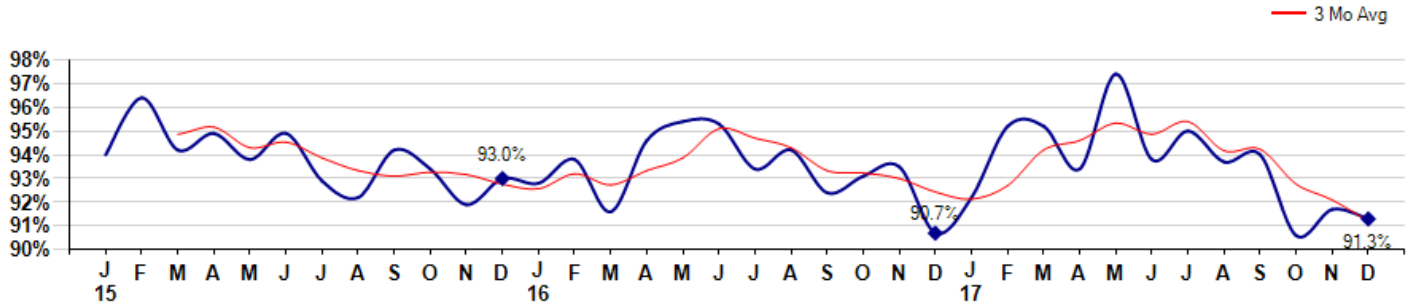


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Selling Price vs Listing Price

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 December 2017 Selling Price vs List Price of 91.3% was down from 91.7% last month and up from 90.7% in December of last year.

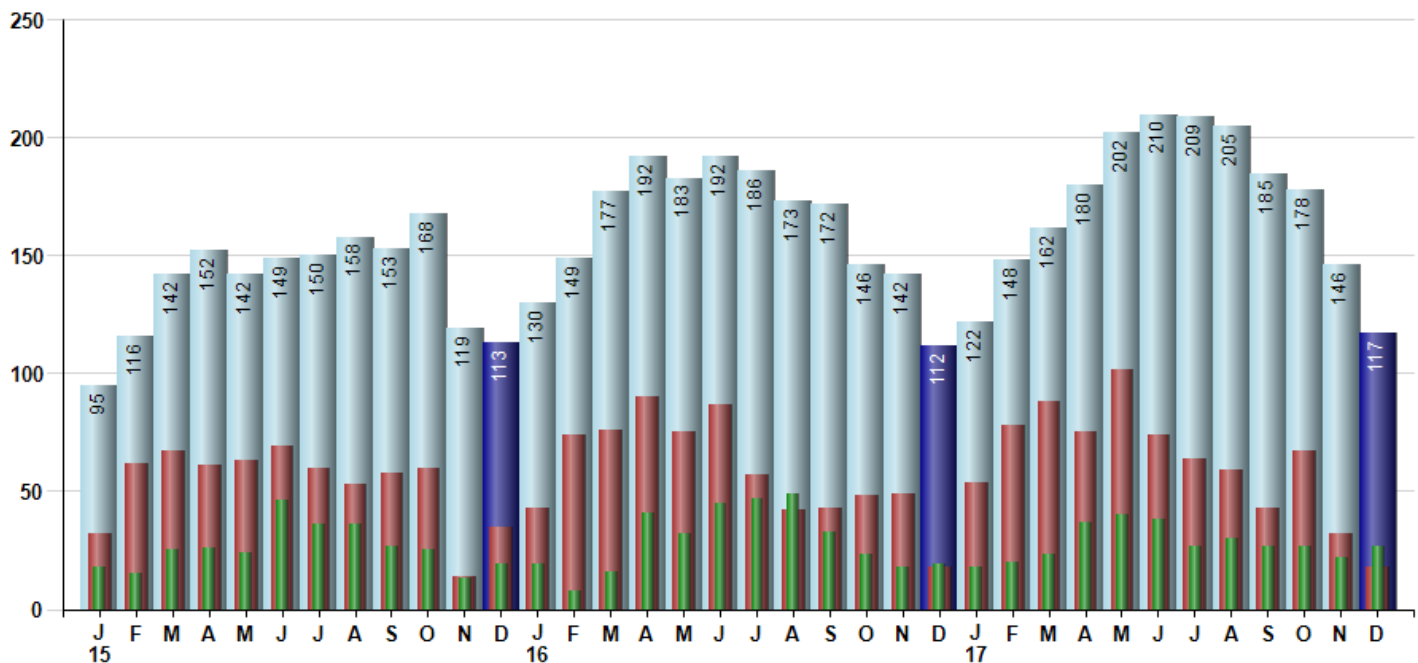
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 December 2017 was 18, down -43.8% from 32 last month and equal to 18 in December of last year.

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



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MARKET ACTION REPORT

December 2017

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	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	J	J	A	S	O	N	D
Homes Sold	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	38	27	30	27	27	22	27
3 Mo. Roll Avg			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	38	35	32	28	28	25	25

(000's)	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	J	J	A	S	O	N	D
Median Sale Price	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	488	525	475	340	312	388	350
3 Mo. Roll Avg			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	470	485	496	447	376	347	350

	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	J	J	A	S	O	N	D
Inventory	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	162	180	202	210	209	205	185	178	146	117
MSI	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	6	8	7	7	7	4	

	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	J	J	A	S	O	N	D
Days On Market	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	42	37	39	42	56	66	59
3 Mo. Roll Avg			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	46	33	39	39	46	55	60

	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	J	J	A	S	O	N	D
Price per Sq Ft	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	219	211	215	185	183	191	186
3 Mo. Roll Avg			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	216	216	215	204	194	186	187

	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	J	J	A	S	O	N	D
Sale to List Price	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	0.938	0.950	0.937	0.940	0.906	0.917	0.913
3 Mo. Roll Avg			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	0.949	0.954	0.942	0.942	0.928	0.921	0.912

	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	J	J	A	S	O	N	D
New Listings	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	88	75	102	74	64	59	43	67	32	18
Inventory	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	162	180	202	210	209	205	185	178	146	117
Sales	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	38	27	30	27	27	22	27

(000's)	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	J	J	A	S	O	N	D
Avg Sale Price	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	520	559	498	395	367	398	478
3 Mo. Roll Avg			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	509	515	526	484	420	386	414

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