

## City: Deerfield



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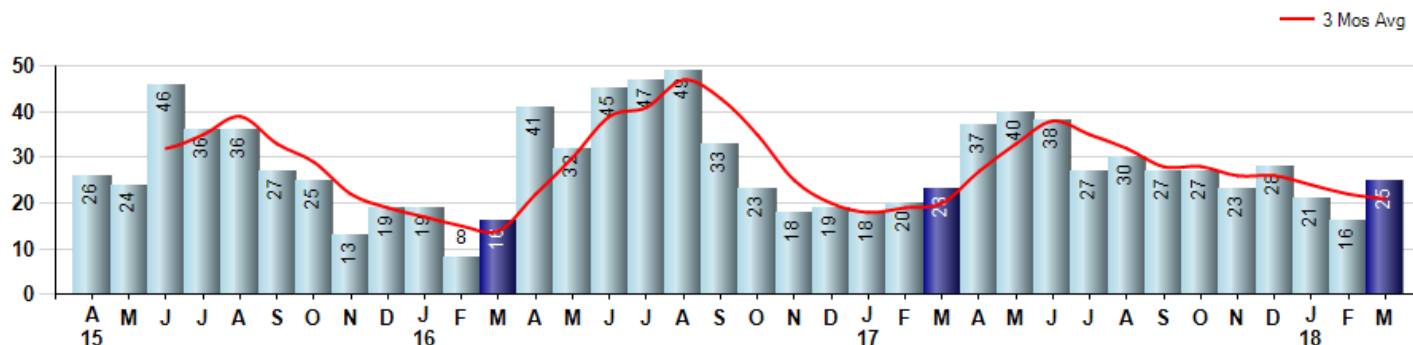
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$574,750	2%		-12%				
Average List Price of all Current Listings	\$655,245	3%		-13%				
March Median Sales Price	\$467,500	44%	17%	20%	10%	\$423,750	3%	0%
March Average Sales Price	\$476,040	6%	2%	18%	0%	\$467,820	-3%	-2%
Total Properties Currently for Sale (Inventory)	150	-3%		-8%				
March Number of Properties Sold	25	56%		9%			2%	
March Average Days on Market (Solds)	62	-20%	-3%	-11%	24%	65	12%	30%
Asking Price per Square Foot (based on New Listings)	\$223	6%	3%	-2%	3%	\$216	-9%	-1%
March Sold Price per Square Foot	\$195	1%	3%	-1%	-4%	\$192	-7%	-5%
March Month's Supply of Inventory	6.0	-38%	-18%	-15%	-6%	7.3	3%	15%
March Sale Price vs List Price Ratio	93.8%	-0.2%	1%	-2%	0.1%	93.7%	-0.7%	-0.1%

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

### Property Sales

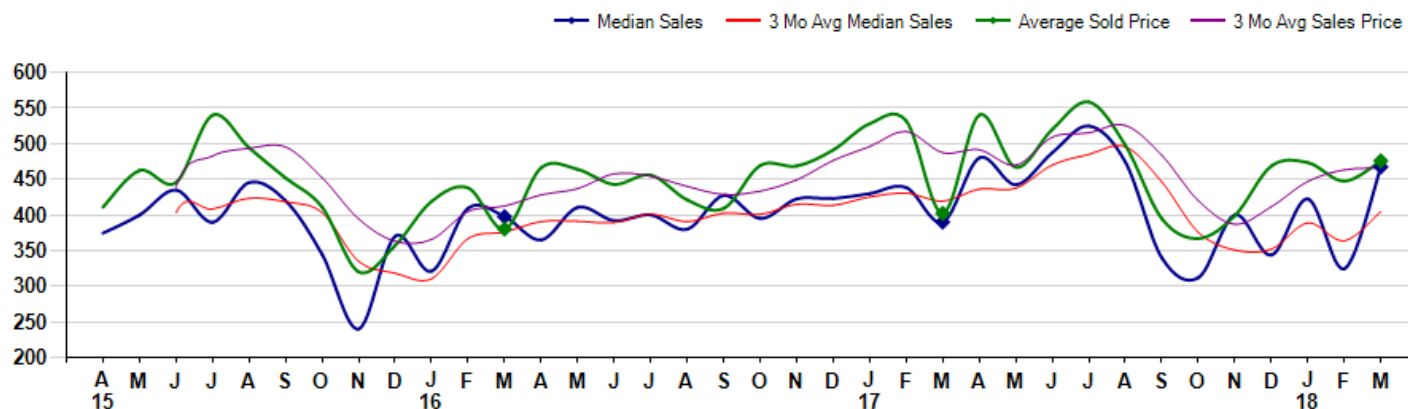
March Property sales were 25, up 8.7% from 23 in March of 2017 and 56.3% higher than the 16 sales last month. March 2018 sales were at their highest level compared to March of 2017 and 2016. March YTD sales of 62 are running 1.6% ahead of last year's year-to-date sales of 61.



### Prices

The Median Sales Price in March was \$467,500, up 19.9% from \$390,000 in March of 2017 and up 44.1% from \$324,500 last month. The Average Sales Price in March was \$476,040, up 18.4% from \$402,195 in March of 2017 and up 6.4% from \$447,528 last month. March 2018 ASP was at highest level compared to March of 2017 and 2016.

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



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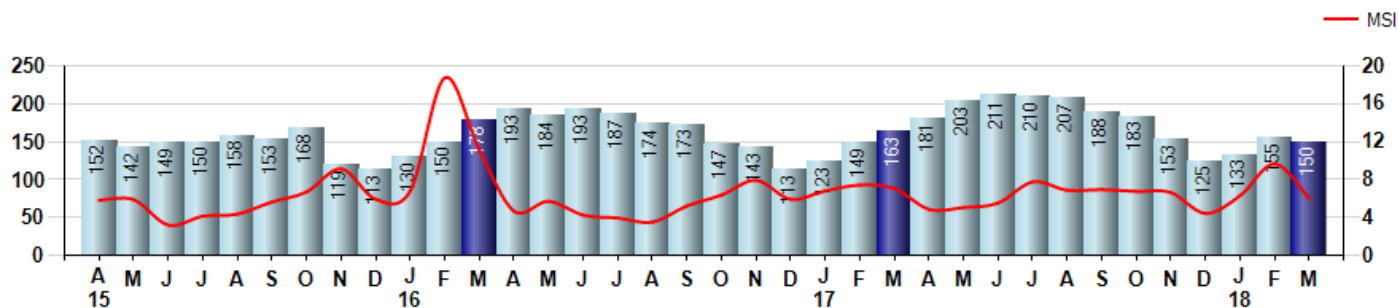
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### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 150, down -3.2% from 155 last month and down -8.0% from 163 in March of last year. March 2018 Inventory was at the lowest level compared to March of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2018 MSI of 6.0 months was at its lowest level compared with March of 2017 and 2016.

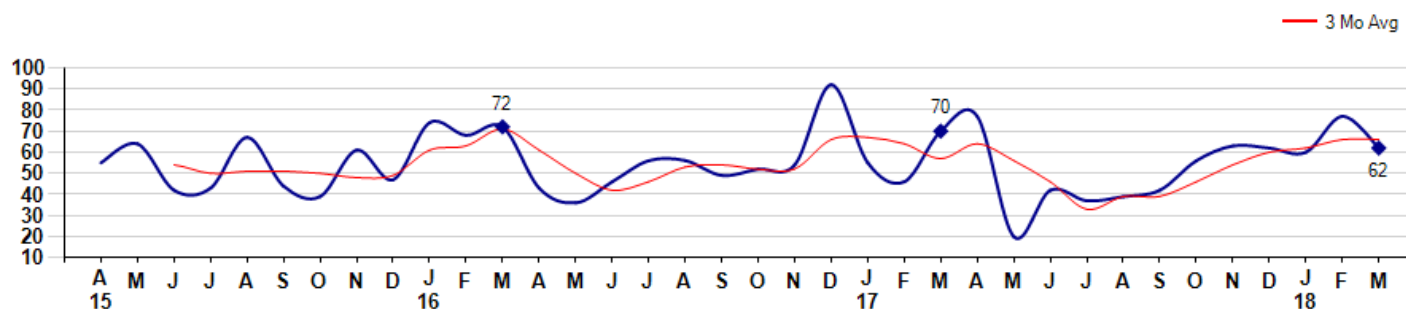
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 March was 62, down -19.5% from 77 days last month and down -11.4% from 70 days in March of last year. The March 2018 DOM was at its lowest level compared with March of 2017 and 2016.

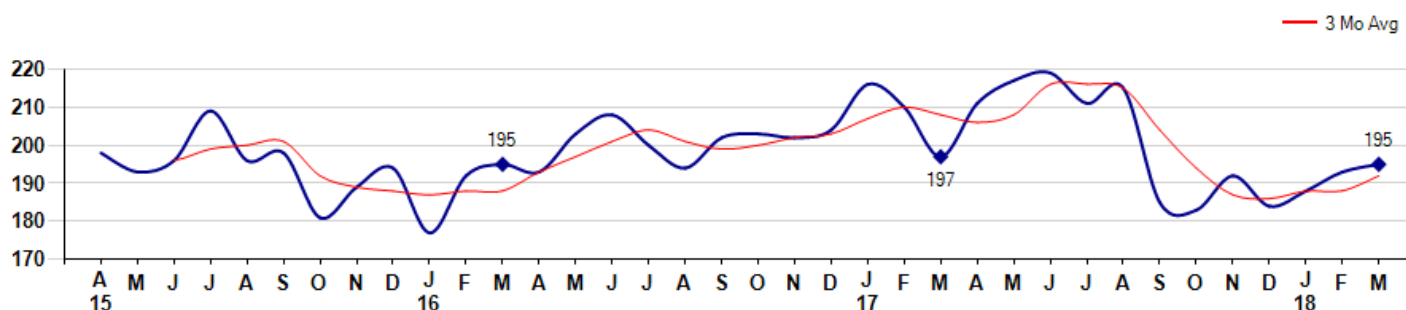
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 March 2018 Selling Price per Square Foot of \$195 was up 1.0% from \$193 last month and down -1.0% from \$197 in March of last year.

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



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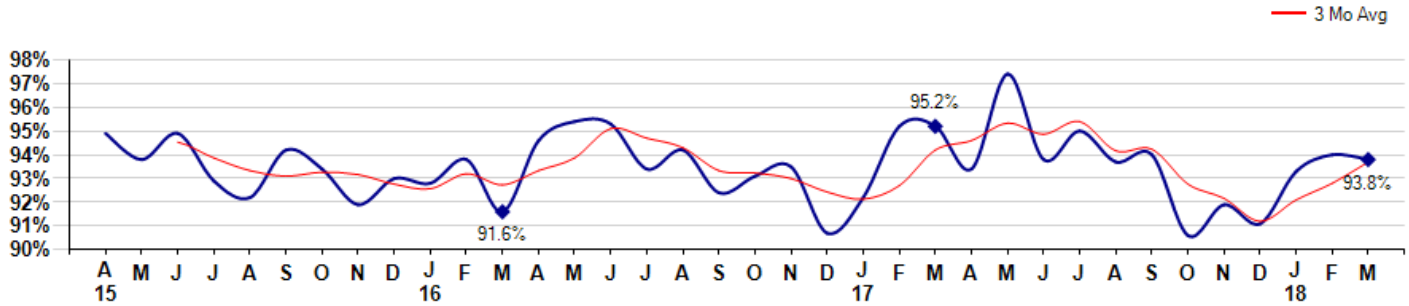


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### Selling Price vs Listing Price

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 March 2018 Selling Price vs List Price of 93.8% was down from 94.0% last month and down from 95.2% in March of last year.

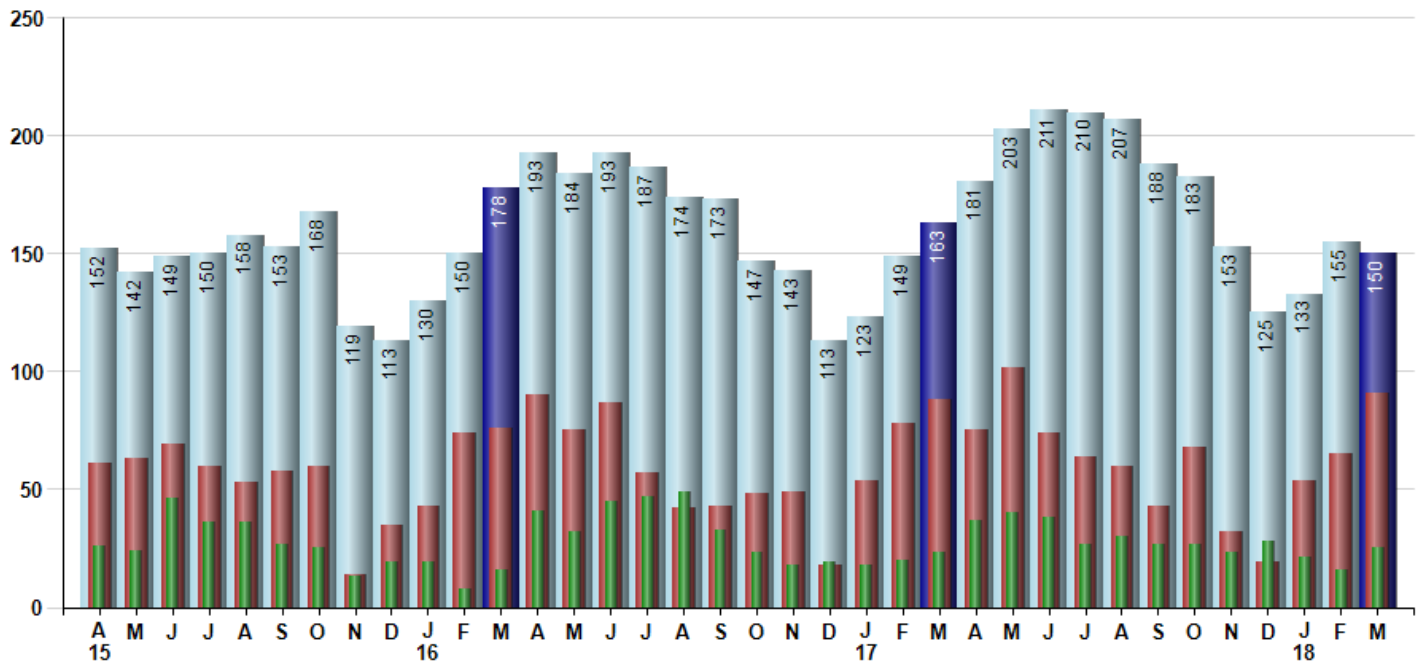
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 March 2018 was 91, up 40.0% from 65 last month and up 3.4% from 88 in March of last year.

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



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# MARKET ACTION REPORT

March 2018

City: *Deerfield*



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	A 15	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	J 18	F	M
Homes Sold	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	23	28	21	16	25
3 Mo. Roll Avg			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	26	26	24	22	21

	(000's) A 15	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	J 18	F	M
Median Sale Price	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	400	344	423	325	468
3 Mo. Roll Avg			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	351	352	389	364	405

	A 15	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	J 18	F	M
Inventory	152	142	149	150	158	153	168	119	113	130	150	178	193	184	193	187	174	173	147	143	113	123	149	163	181	203	211	210	207	188	183	153	125	133	155	150
MSI	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	7	4	6	10	6

	A 15	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	J 18	F	M
Days On Market	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	63	62	60	77	62
3 Mo. Roll Avg			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	54	60	62	66	66

	A 15	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	J 18	F	M
Price per Sq Ft	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	192	184	188	193	195
3 Mo. Roll Avg			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	187	186	188	188	192

	A 15	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	J 18	F	M
Sale to List Price	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	0.919	0.911	0.933	0.940	0.938
3 Mo. Roll Avg			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	0.922	0.912	0.921	0.928	0.937

	A 15	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	J 18	F	M
New Listings	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	60	43	68	32	19	54	65	91
Inventory	152	142	149	150	158	153	168	119	113	130	150	178	193	184	193	187	174	173	147	143	113	123	149	163	181	203	211	210	207	188	183	153	125	133	155	150
Sales	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	23	28	21	16	25

	(000's) A 15	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	J 18	F	M
Avg Sale Price	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	399	469	473	448	476
3 Mo. Roll Avg			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	387	412	447	463	466

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