

City: Deerfield



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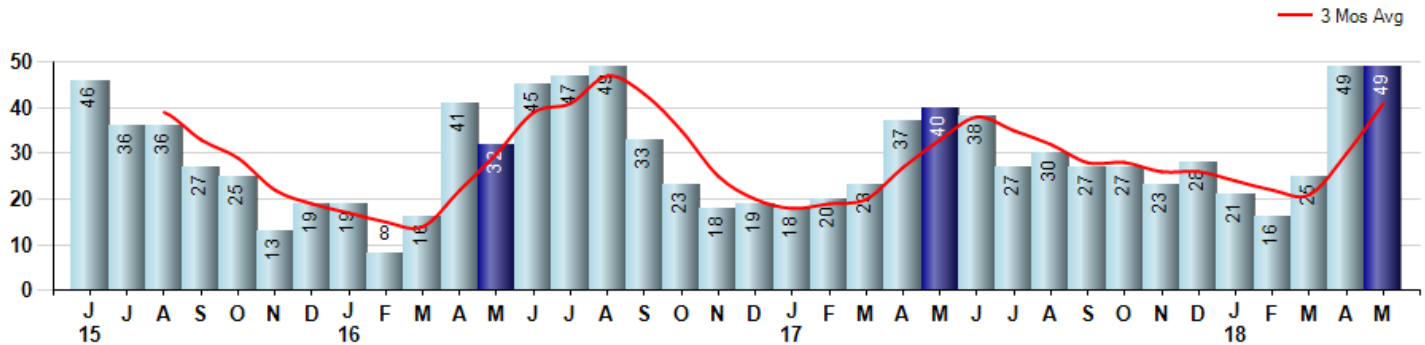
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$599,000	1%		0%				
Average List Price of all Current Listings	\$663,132	2%		-6%				
May Median Sales Price	\$455,000	3%	5%	3%	7%	\$429,750	-3%	1%
May Average Sales Price	\$497,478	9%	5%	7%	5%	\$473,360	-4%	0%
Total Properties Currently for Sale (Inventory)	163	-4%		-20%				
May Number of Properties Sold	49	0%		23%			16%	
May Average Days on Market (Solds)	67	46%	12%	235%	34%	60	15%	20%
Asking Price per Square Foot (based on New Listings)	\$209	-5%	-3%	-5%	-4%	\$214	-7%	-1%
May Sold Price per Square Foot	\$197	-3%	-1%	-9%	-3%	\$197	-7%	-3%
May Month's Supply of Inventory	3.3	-4%	-23%	-35%	-48%	5.8	-8%	-9%
May Sale Price vs List Price Ratio	94.2%	0.1%	0%	-3%	0.5%	94.0%	-1.0%	0.3%

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

Property Sales

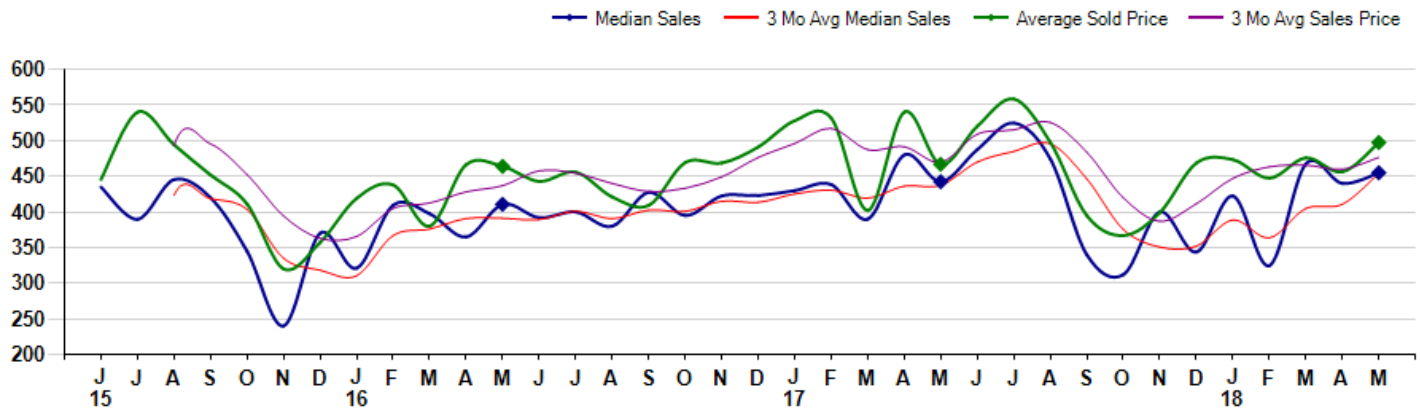
May Property sales were 49, up 22.5% from 40 in May of 2017 and equal to 49 sales last month. May 2018 sales were at their highest level compared to May of 2017 and 2016. May YTD sales of 160 are running 15.9% ahead of last year's year-to-date sales of 138.



Prices

The Median Sales Price in May was \$455,000, up 2.8% from \$442,500 in May of 2017 and up 3.4% from \$440,000 last month. The Average Sales Price in May was \$497,478, up 6.6% from \$466,859 in May of 2017 and up 9.0% from \$456,251 last month. May 2018 ASP was at highest level compared to May of 2017 and 2016.

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



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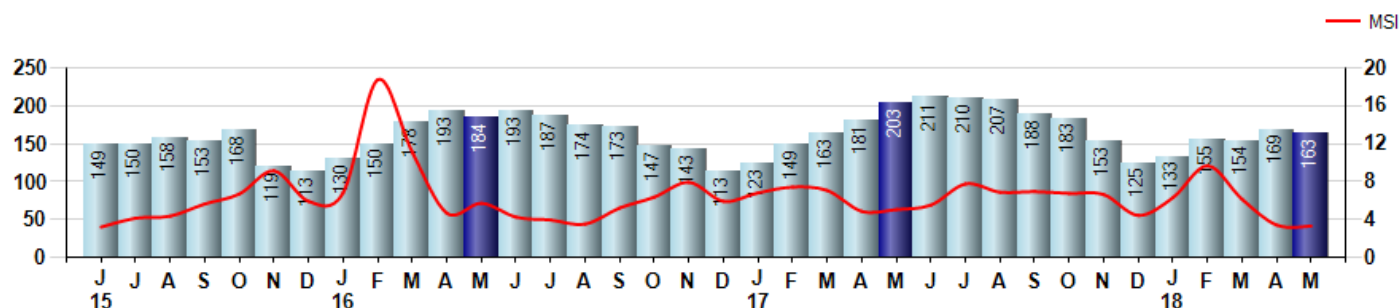
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Inventory & MSI

The Total Inventory of Properties available for sale as of May was 163, down -3.6% from 169 last month and down -19.7% from 203 in May of last year. May 2018 Inventory was at the lowest level compared to May of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2018 MSI of 3.3 months was at its lowest level compared with May of 2017 and 2016.

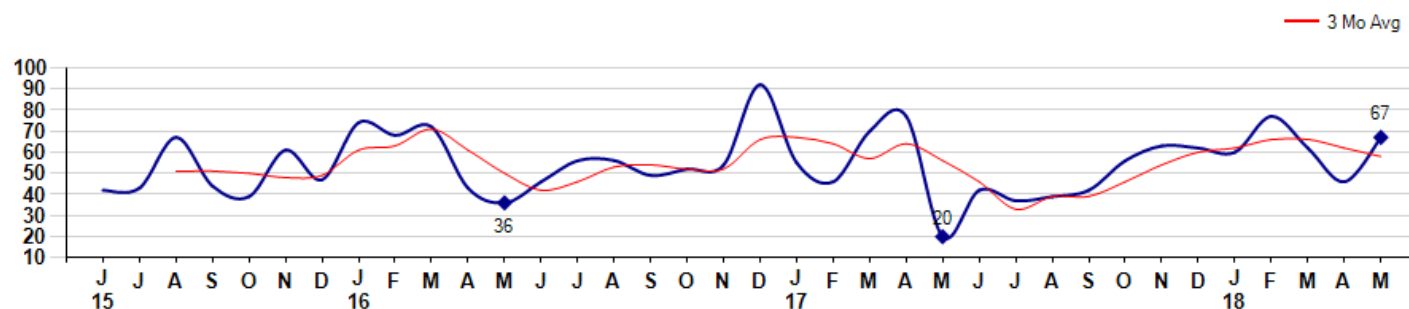
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 May was 67, up 45.7% from 46 days last month and up 235.0% from 20 days in May of last year. The May 2018 DOM was at its highest level compared with May of 2017 and 2016.

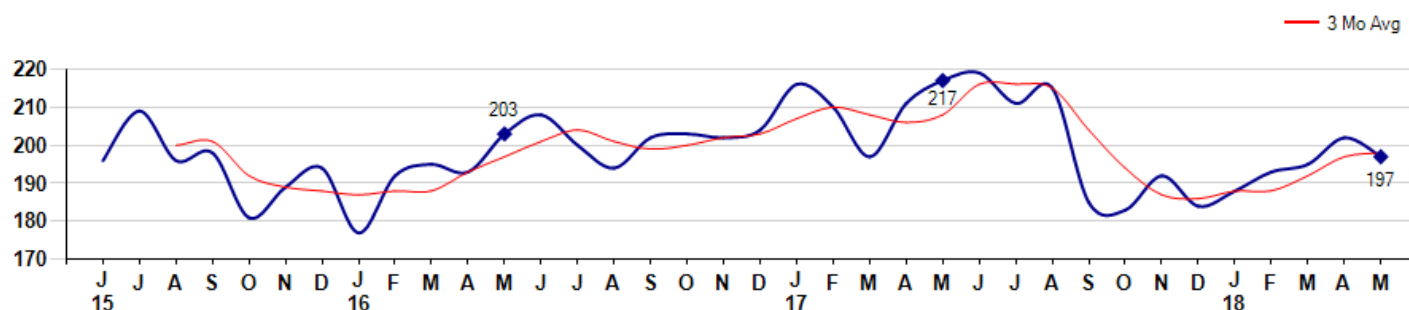
Average Days on Market(Listing to Contract) for properties sold during the month



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 May 2018 Selling Price per Square Foot of \$197 was down -2.5% from \$202 last month and down -9.2% from \$217 in May of last year.

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



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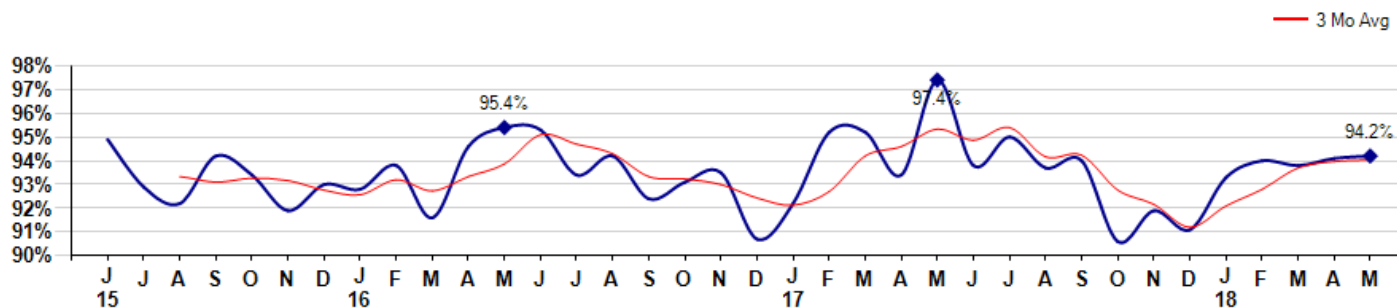


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Selling Price vs Listing Price

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 2018 Selling Price vs List Price of 94.2% was up from 94.1% last month and down from 97.4% in May of last year.

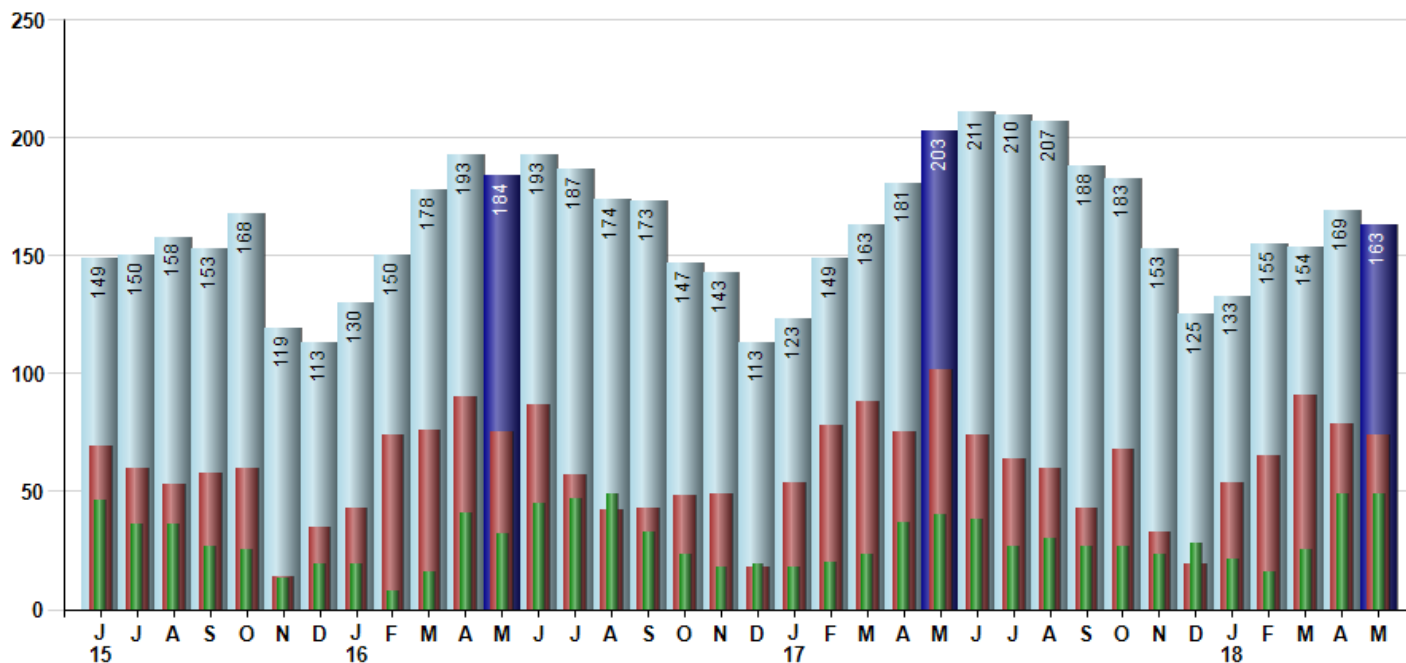
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2018 was 74, down -6.3% from 79 last month and down -27.5% from 102 in May of last year.

Inventory New Listings Sold



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MARKET ACTION REPORT

May 2018

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	J 15	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	A	M
Homes Sold	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	49	49
3 Mo. Roll Avg			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	30	41

(000's)	J 15	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	A	M
Median Sale Price	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	440	455
3 Mo. Roll Avg			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	411	454

	J 15	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	A	M
Inventory	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	154	169	163
MSI	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	6	10	6	3	3	

	J 15	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	A	M
Days On Market	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	46	67
3 Mo. Roll Avg			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	62	58

	J 15	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	A	M
Price per Sq Ft	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	202	197
3 Mo. Roll Avg			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	197	198

	J 15	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	A	M
Sale to List Price	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	0.941	0.942
3 Mo. Roll Avg			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	0.940	0.940

	J 15	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	A	M
New Listings	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	33	19	54	65	91	79	74
Inventory	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	154	169	163
Sales	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	49	49

(000's)	J 15	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	A	M
Avg Sale Price	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	456	497
3 Mo. Roll Avg			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	460	477

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