

## City: Deerfield



**Janie Bress**  
 Broker Associate  
 (847) 835-6040  
<http://www.janiebress.com>  
[janie.bress@cbexchange.com](mailto:janie.bress@cbexchange.com)



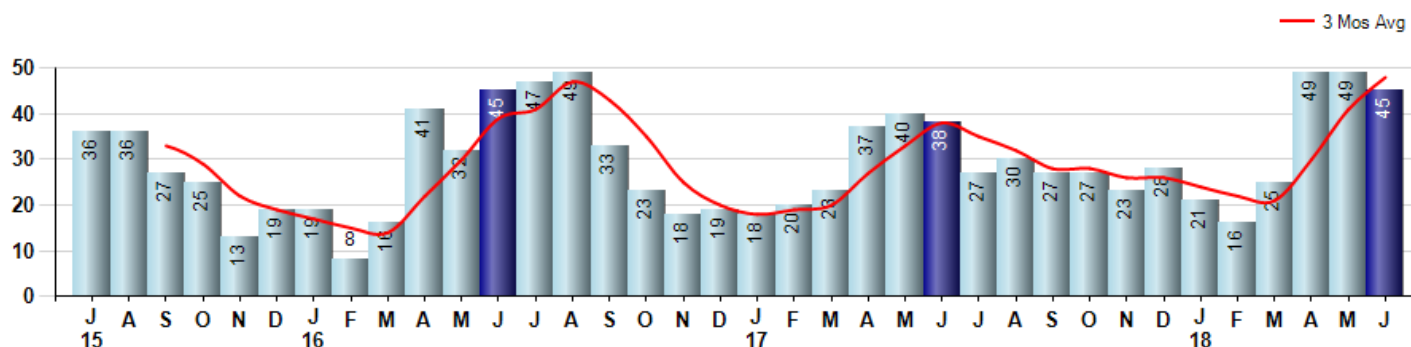
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview                     | Month     | Trending Versus*: |     |      |      | YTD       | Trending Versus*: |           |
|--|-----------|-------------------|-----|------|------|-----------|-------------------|-----------|
|  |           | LM                | L3M | PYM  | LY   |           | PriorYTD          | PriorYear |
| Median List Price of all Current Listings            | \$580,000 | -2%               |     | 1%   |      |           |                   |           |
| Average List Price of all Current Listings           | \$640,421 | -1%               |     | -7%  |      |           |                   |           |
| June Median Sales Price                              | \$483,500 | 6%                | 6%  | -1%  | 14%  | \$440,000 | -3%               | 3%        |
| June Average Sales Price                             | \$542,937 | 9%                | 10% | 4%   | 14%  | \$488,633 | -2%               | 3%        |
| Total Properties Currently for Sale (Inventory)      | 165       | -1%               |     | -22% |      |           |                   |           |
| June Number of Properties Sold                       | 45        | -8%               |     | 18%  |      |           | 17%               |           |
| June Average Days on Market (Solds)                  | 59        | -12%              | 2%  | 41%  | 18%  | 60        | 20%               | 20%       |
| Asking Price per Square Foot (based on New Listings) | \$220     | 6%                | 2%  | 5%   | 1%   | \$214     | -5%               | -1%       |
| June Sold Price per Square Foot                      | \$198     | 1%                | 0%  | -10% | -3%  | \$197     | -8%               | -3%       |
| June Month's Supply of Inventory                     | 3.7       | 8%                | 4%  | -34% | -42% | 5.5       | -11%              | -14%      |
| June Sale Price vs List Price Ratio                  | 94.3%     | 0.1%              | 0%  | 1%   | 0.6% | 94.0%     | -0.7%             | 0.3%      |

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

### Property Sales

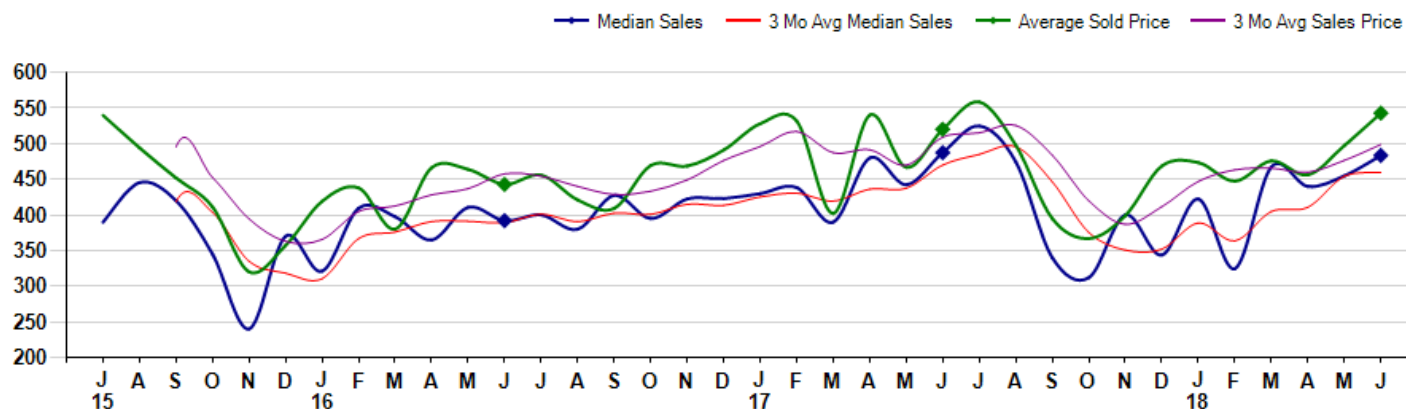
June Property sales were 45, up 18.4% from 38 in June of 2017 and -8.2% lower than the 49 sales last month. June 2018 sales were at a mid level compared to June of 2017 and 2016. June YTD sales of 205 are running 16.5% ahead of last year's year-to-date sales of 176.



### Prices

The Median Sales Price in June was \$483,500, down -0.8% from \$487,500 in June of 2017 and up 6.3% from \$455,000 last month. The Average Sales Price in June was \$542,937, up 4.3% from \$520,355 in June of 2017 and up 9.1% from \$497,478 last month. June 2018 ASP was at highest level compared to June of 2017 and 2016.

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



## City: Deerfield



**Janie Bress**  
 Broker Associate  
 (847) 835-6040  
<http://www.janiebress.com>  
[janie.bress@cbexchange.com](mailto:janie.bress@cbexchange.com)



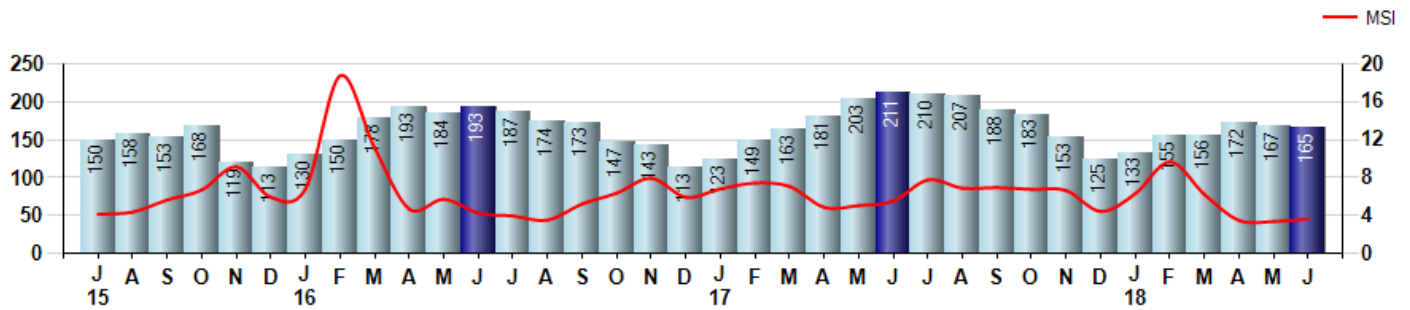
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

### Inventory & MSI

The Total Inventory of Properties available for sale as of June was 165, down -1.2% from 167 last month and down -21.8% from 211 in June of last year. June 2018 Inventory was at the lowest level compared to June of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2018 MSI of 3.7 months was at its lowest level compared with June of 2017 and 2016.

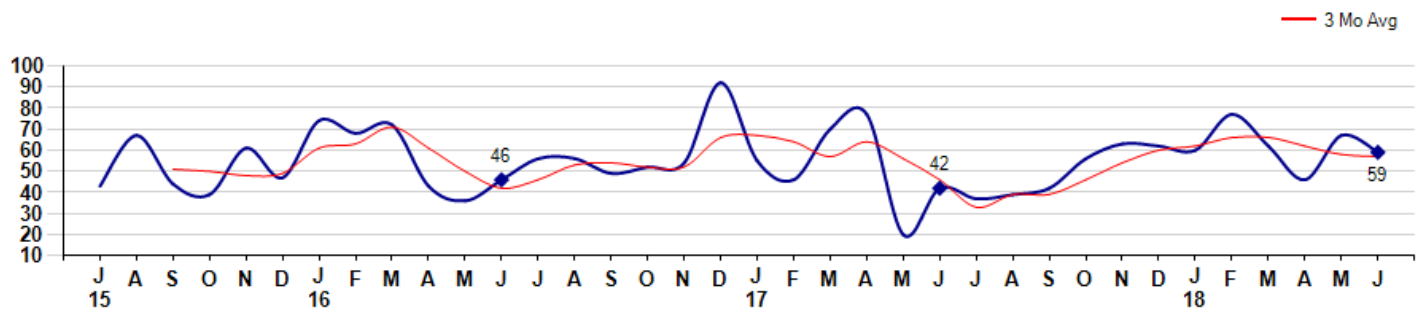
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 June was 59, down -11.9% from 67 days last month and up 40.5% from 42 days in June of last year. The June 2018 DOM was at its highest level compared with June of 2017 and 2016.

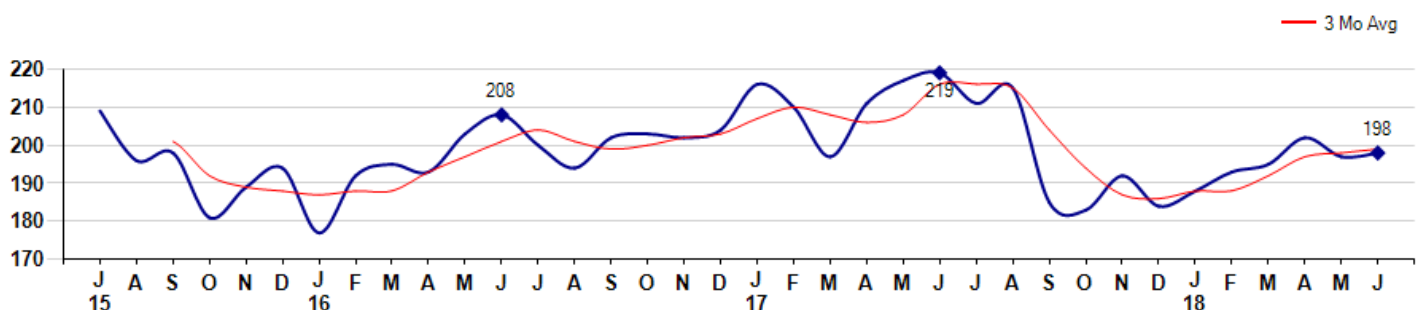
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 June 2018 Selling Price per Square Foot of \$198 was up 0.5% from \$197 last month and down -9.6% from \$219 in June of last year.

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



## City: Deerfield



**Janie Bress**  
 Broker Associate  
 (847) 835-6040  
<http://www.janiebress.com>  
[janie.bress@cbexchange.com](mailto:janie.bress@cbexchange.com)

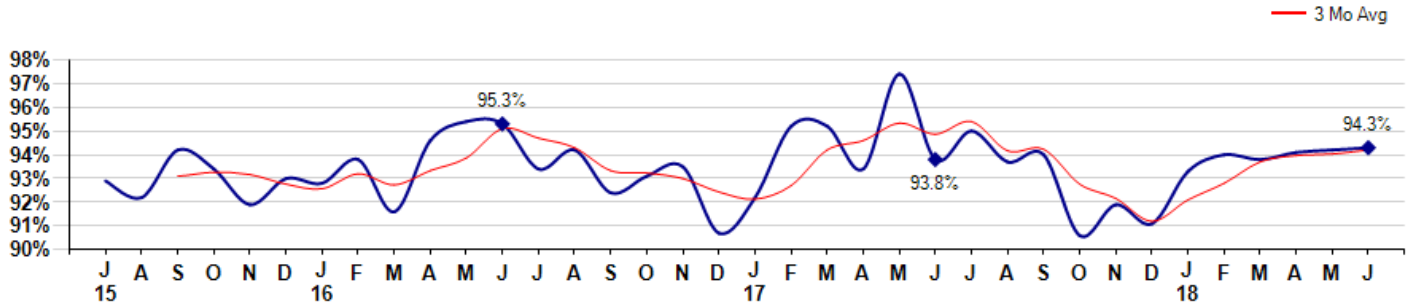


Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

### 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 June 2018 Selling Price vs List Price of 94.3% was up from 94.2% last month and up from 93.8% in June of last year.

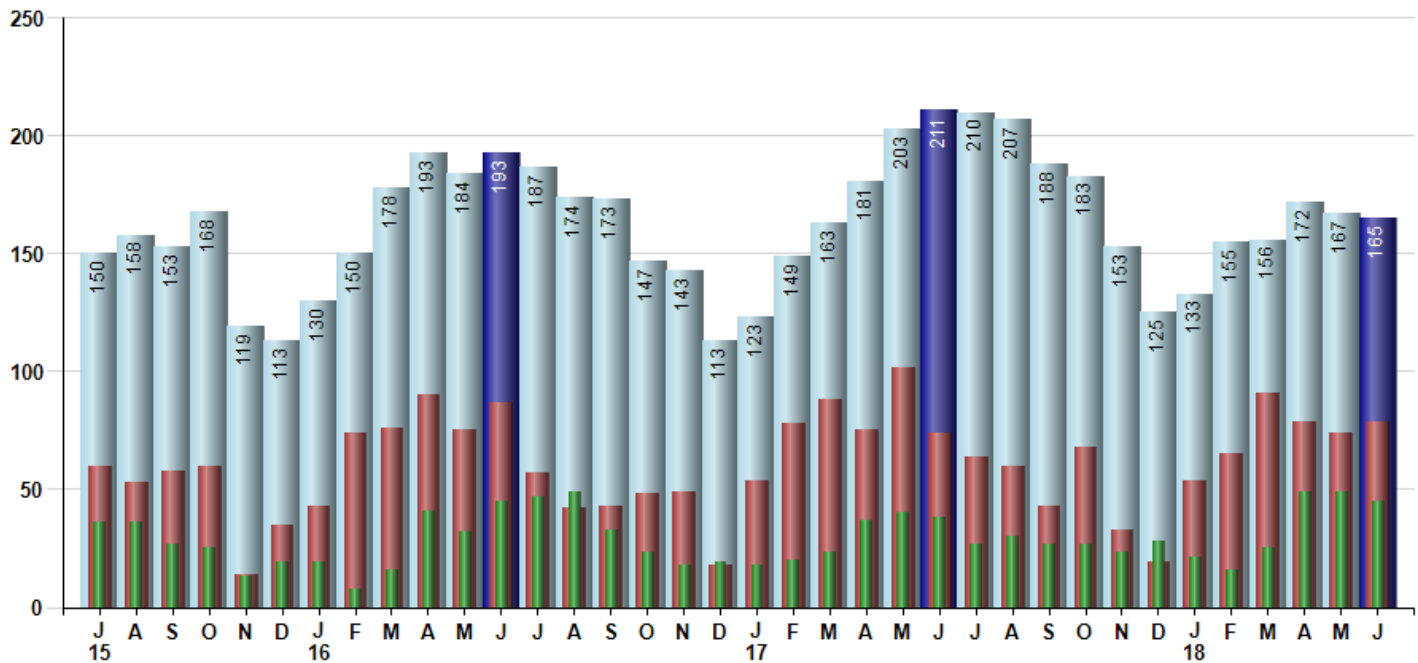
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 June 2018 was 79, up 6.8% from 74 last month and up 6.8% from 74 in June of last year.

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



© 2018 Coldwell Banker Residential Brokerage. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 7/1/2015 through 6/30/2018. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



# MARKET ACTION REPORT

June 2018

City: *Deerfield*



**Janie Bress**  
 Broker Associate  
 (847) 835-6040  
<http://www.janiebress.com>  
[janie.bress@cbexchange.com](mailto:janie.bress@cbexchange.com)



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

|                | J 15 | 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  | J  |
|----------------|------|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|
| Homes Sold     | 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 | 45 |
| 3 Mo. Roll Avg |      |    | 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 | 48 |

|                 | (000's) J 15 | 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   | J   |
|-----------------|--------------|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|
| MedianSalePrice | 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 | 484 |
| 3 Mo. Roll Avg  |              |     | 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 | 460 |

|           | J 15 | 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   | J   |
|-----------|------|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|
| Inventory | 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 | 156 | 172 | 167 | 165 |
| MSI       | 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   | 4   | 3   | 4   |

|                | J 15 | 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  | J  |
|----------------|------|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|
| Days On Market | 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 | 59 |
| 3 Mo. Roll Avg |      |    | 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 | 57 |

|                 | J 15 | 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   | J   |
|-----------------|------|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|
| Price per Sq Ft | 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 | 198 |
| 3 Mo. Roll Avg  |      |     | 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 | 199 |

|                    | J 15  | 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     | J     |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.943 |
| 3 Mo. Roll Avg     |       |       | 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 | 0.942 |

|              | J 15 | 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   | J   |
|--------------|------|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|
| New Listings | 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  | 79  |
| Inventory    | 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 | 156 | 172 | 167 | 165 |
| Sales        | 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  | 45  |

|                | (000's) J 15 | 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   | J   |
|----------------|--------------|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|
| Avg Sale Price | 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 | 543 |
| 3 Mo. Roll Avg |              |     | 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 | 499 |

© 2018 Coldwell Banker Residential Brokerage. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 7/1/2015 through 6/30/2018. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.

