

## City: Deerfield



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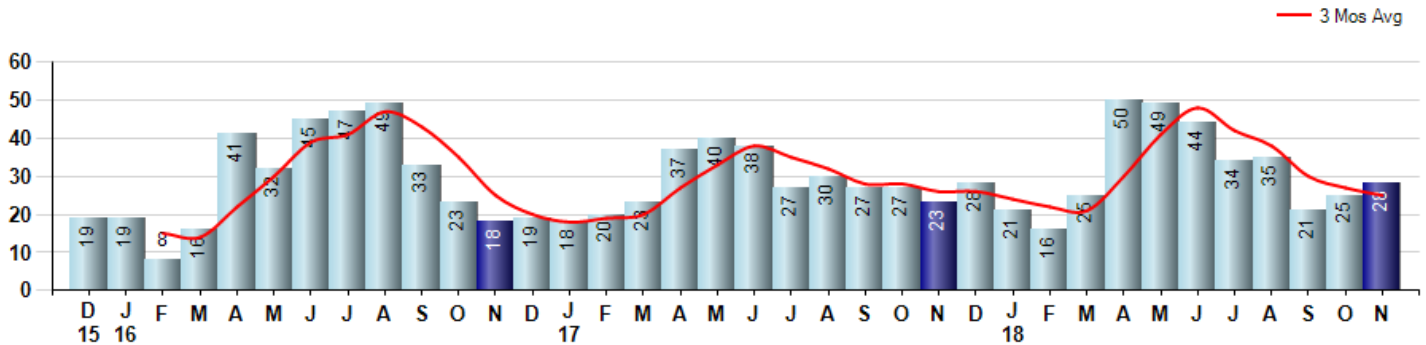
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$529,000	2%		-3%				
Average List Price of all Current Listings	\$587,727	1%		-8%				
November Median Sales Price	\$420,755	0%	-3%	5%	-1%	\$433,200	1%	2%
November Average Sales Price	\$459,602	5%	-2%	15%	-3%	\$478,557	1%	1%
Total Properties Currently for Sale (Inventory)	139	-14%		-9%				
November Number of Properties Sold	28	12%		22%			12%	
November Average Days on Market (Solds)	45	-20%	-8%	-29%	-10%	55	15%	10%
Asking Price per Square Foot (based on New Listings)	\$215	1%	2%	11%	-1%	\$211	-3%	-3%
November Sold Price per Square Foot	\$181	-6%	-7%	-6%	-11%	\$196	-5%	-3%
November Month's Supply of Inventory	5.0	-23%	-25%	-22%	-22%	5.8	-12%	-10%
November Sale Price vs List Price Ratio	92.8%	1.5%	0%	1%	-1.0%	93.6%	-0.4%	-0.1%

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

### Property Sales

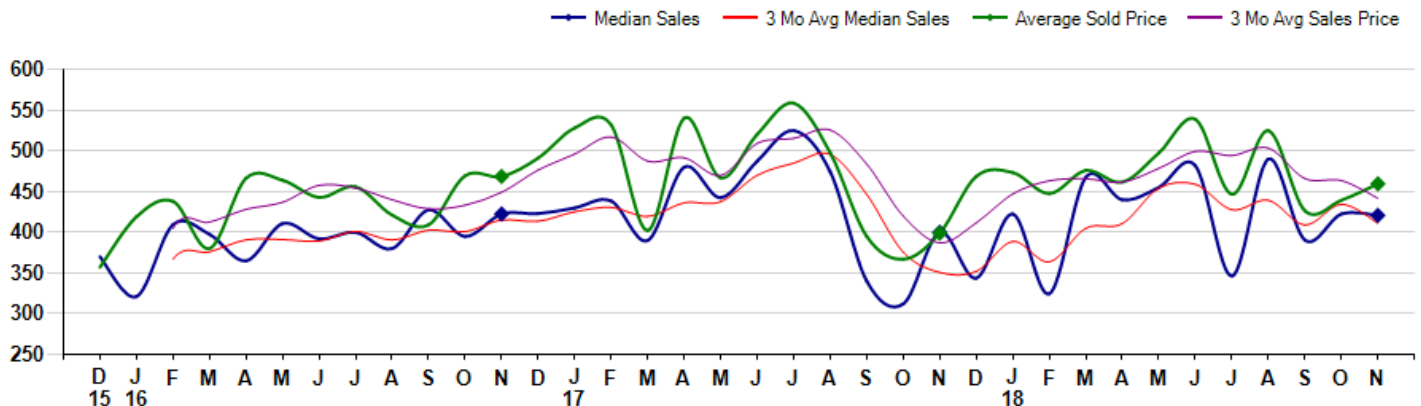
November Property sales were 28, up 21.7% from 23 in November of 2017 and 12.0% higher than the 25 sales last month. November 2018 sales were at their highest level compared to November of 2017 and 2016. November YTD sales of 348 are running 12.3% ahead of last year's year-to-date sales of 310.



### Prices

The Median Sales Price in November was \$420,755, up 5.2% from \$400,000 in November of 2017 and down -0.4% from \$422,500 last month. The Average Sales Price in November was \$459,602, up 15.2% from \$399,017 in November of 2017 and up 4.6% from \$439,386 last month. November 2018 ASP was at a mid range compared to November of 2017 and 2016.

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



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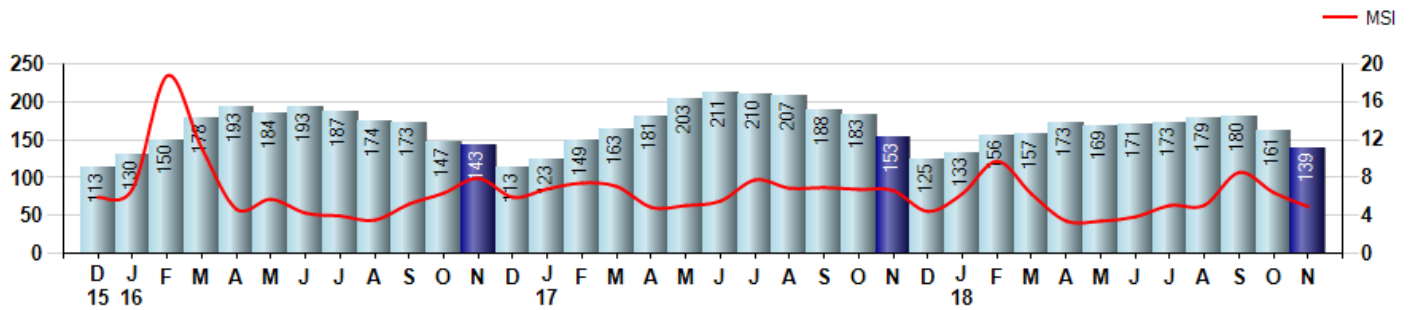
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### Inventory & MSI

The Total Inventory of Properties available for sale as of November was 139, down -13.7% from 161 last month and down -9.2% from 153 in November of last year. November 2018 Inventory was at the lowest level compared to November of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2018 MSI of 5.0 months was at its lowest level compared with November of 2017 and 2016.

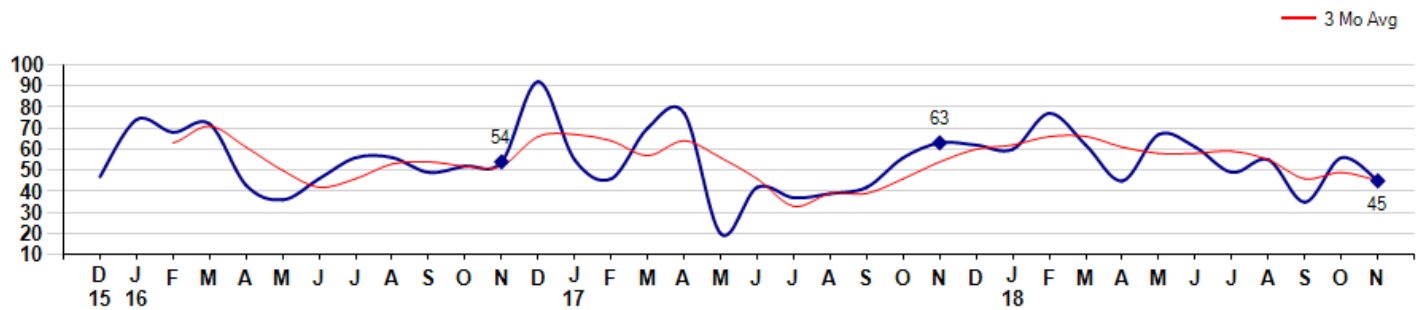
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 November was 45, down -19.6% from 56 days last month and down -28.6% from 63 days in November of last year. The November 2018 DOM was at its lowest level compared with November of 2017 and 2016.

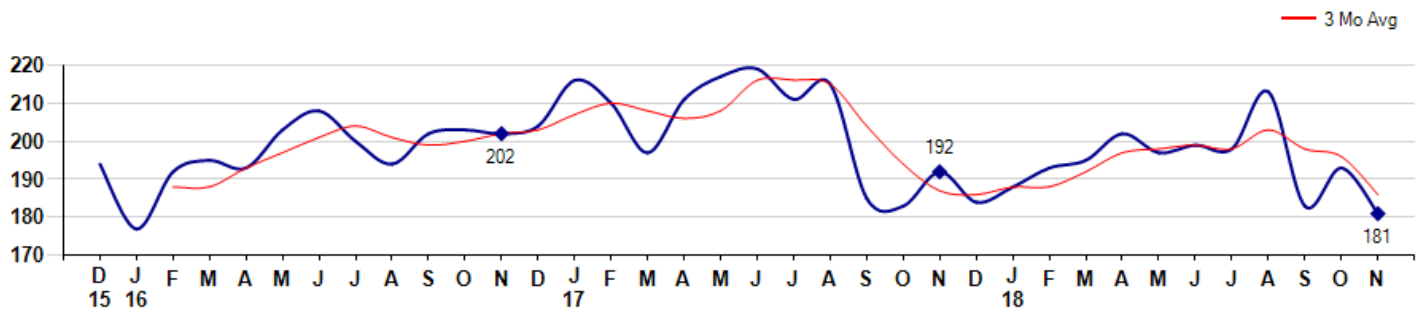
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 November 2018 Selling Price per Square Foot of \$181 was down -6.2% from \$193 last month and down -5.7% from \$192 in November of last year.

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



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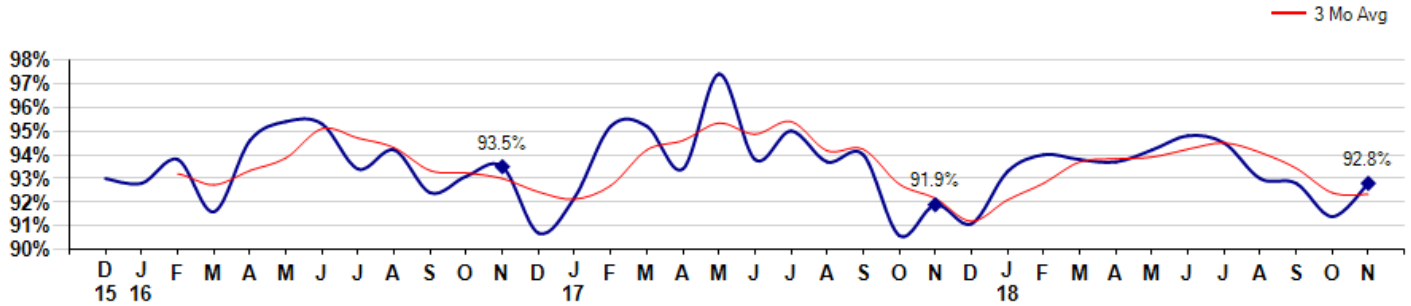


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### Selling Price vs Listing Price

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 November 2018 Selling Price vs List Price of 92.8% was up from 91.4% last month and up from 91.9% in November of last year.

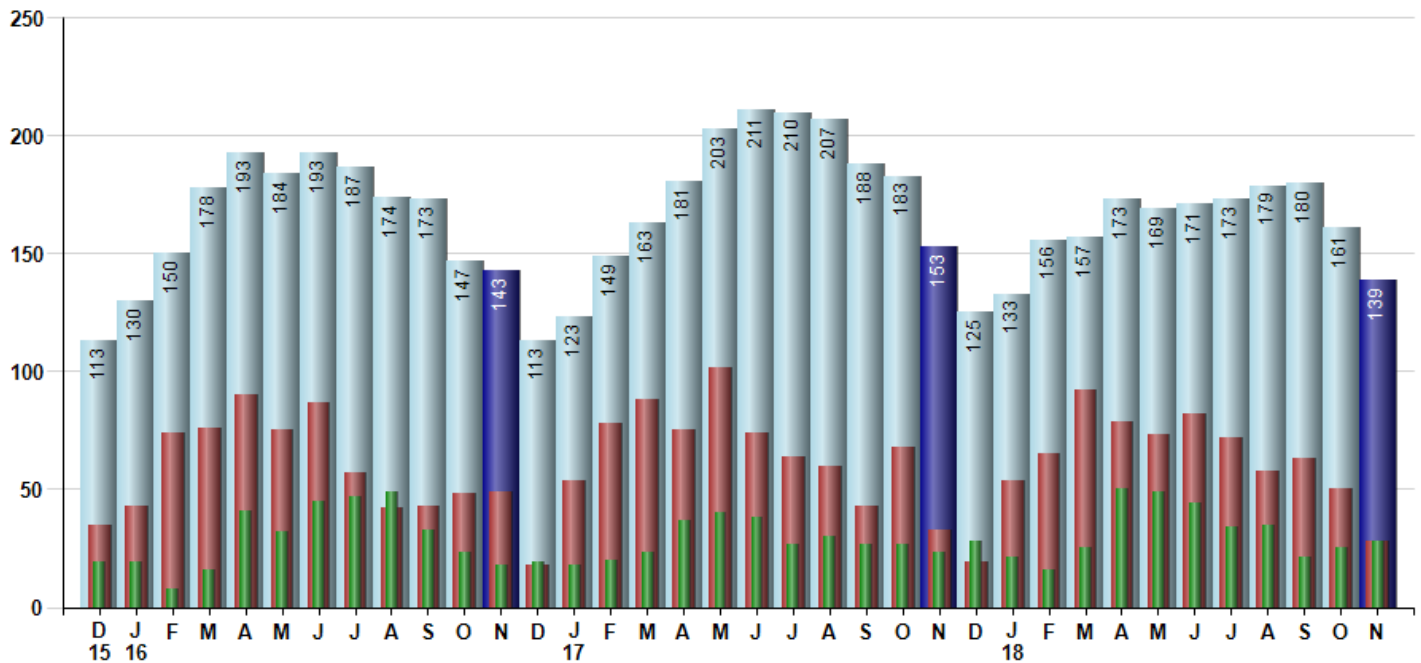
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 November 2018 was 28, down -44.0% from 50 last month and down -15.2% from 33 in November of last year.

Inventory    New Listings    Sold



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# MARKET ACTION REPORT

November 2018

City: *Deerfield*



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	D 15	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	J	A	S	O	N
Homes Sold	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	50	49	44	34	35	21	25	28
3 Mo. Roll Avg			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	42	38	30	27	25

(000's)	D 15	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	J	A	S	O	N
MedianSalePrice	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	482	346	490	391	423	421
3 Mo. Roll Avg			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	459	428	439	409	434	411

	D 15	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	J	A	S	O	N
Inventory	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	156	157	173	169	171	173	179	180	161	139
MSI	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	3	3	4	5	5	9	6	5

	D 15	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	J	A	S	O	N
Days On Market	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	45	67	61	49	55	35	56	45
3 Mo. Roll Avg			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	61	58	58	59	55	46	49	45

	D 15	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	J	A	S	O	N
Price per Sq Ft	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	199	198	213	183	193	181
3 Mo. Roll Avg			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	198	203	198	196	186

	D 15	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	J	A	S	O	N
Sale to List Price	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	0.937	0.942	0.948	0.945	0.930	0.928	0.914	0.928
3 Mo. Roll Avg			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	0.938	0.939	0.942	0.945	0.941	0.934	0.924	0.923

	D 15	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	J	A	S	O	N
New Listings	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	92	79	73	82	72	58	63	50	28
Inventory	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	156	157	173	169	171	173	179	180	161	139
Sales	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	50	49	44	34	35	21	25	28

(000's)	D 15	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	J	A	S	O	N
Avg Sale Price	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	462	497	539	447	525	427	439	460
3 Mo. Roll Avg			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	462	478	499	494	503	466	464	442

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