

City: Deerfield



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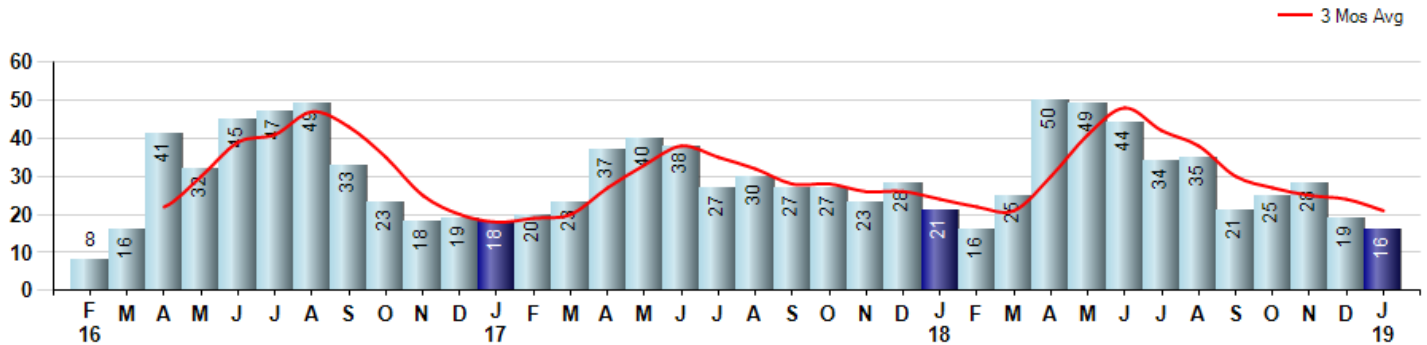
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$529,000	-1%		-8%				
Average List Price of all Current Listings	\$592,309	-1%		-12%				
January Median Sales Price	\$352,500	-5%	-13%	-17%	-18%	\$352,500	-17%	-18%
January Average Sales Price	\$392,255	-6%	-9%	-17%	-17%	\$392,255	-17%	-17%
Total Properties Currently for Sale (Inventory)	124	16%		-7%				
January Number of Properties Sold	16	-16%		-24%			0%	
January Average Days on Market (Solds)	108	40%	61%	80%	83%	108	80%	83%
Asking Price per Square Foot (based on New Listings)	\$206	4%	-1%	-2%	-2%	\$206	-2%	-2%
January Sold Price per Square Foot	\$200	16%	8%	6%	3%	\$200	6%	3%
January Month's Supply of Inventory	7.8	38%	27%	22%	35%	7.8	22%	35%
January Sale Price vs List Price Ratio	92.0%	5.5%	1%	-1%	-1.3%	92.0%	-1.3%	-1.3%

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

Property Sales

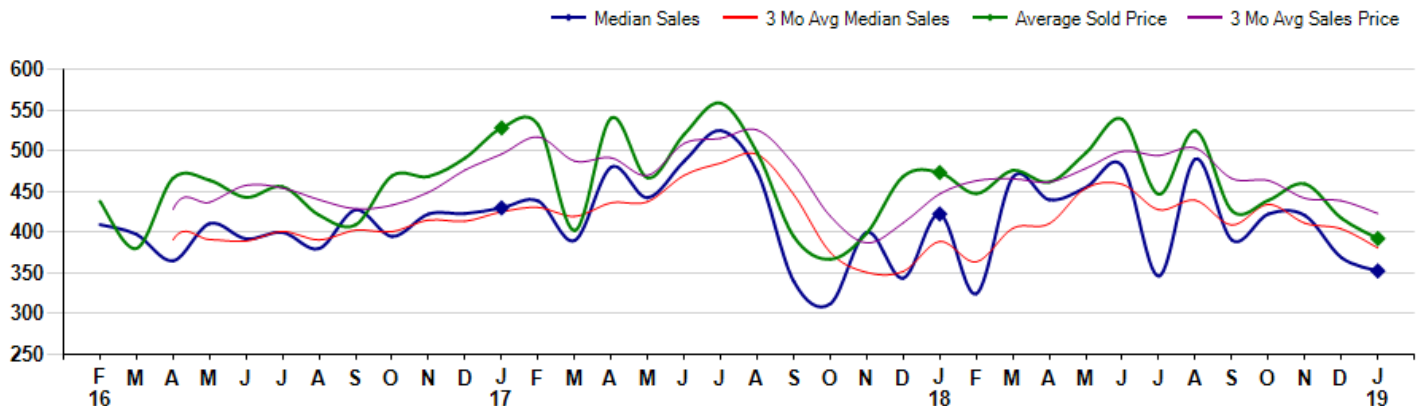
January Property sales were 16, down -23.8% from 21 in January of 2018 and -15.8% lower than the 19 sales last month. January 2019 sales were at their lowest level compared to January of 2018 and 2017. January YTD sales of 16 are running -23.8% behind last year's year-to-date sales of 21.



Prices

The Median Sales Price in January was \$352,500, down -16.6% from \$422,500 in January of 2018 and down -4.5% from \$369,000 last month. The Average Sales Price in January was \$392,255, down -17.1% from \$473,370 in January of 2018 and down -6.0% from \$417,308 last month. January 2019 ASP was at the lowest level compared to January of 2018 and 2017.

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



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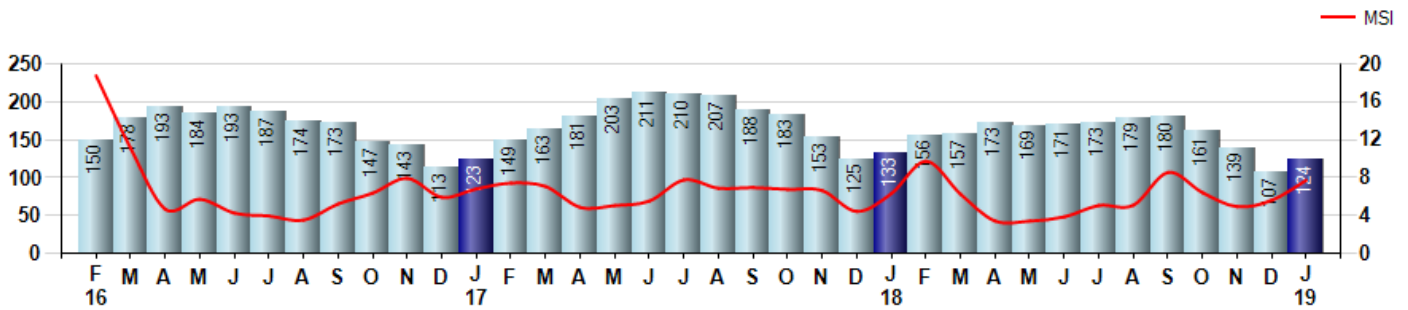
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 124, up 15.9% from 107 last month and down -6.8% from 133 in January of last year. January 2019 Inventory was at a mid range compared to January of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2019 MSI of 7.8 months was at its highest level compared with January of 2018 and 2017.

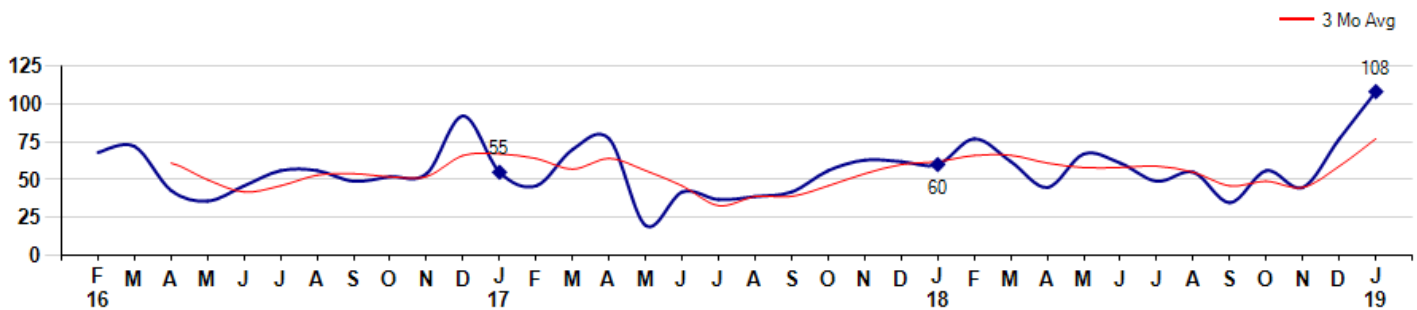
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 108, up 40.3% from 77 days last month and up 80.0% from 60 days in January of last year. The January 2019 DOM was at its highest level compared with January of 2018 and 2017.

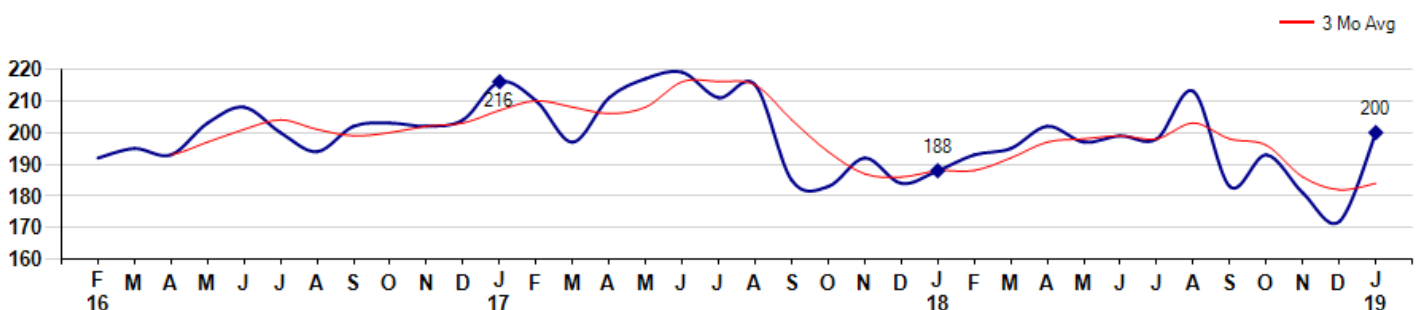
Average Days on Market(Listing to Contract) for properties sold during the month



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 January 2019 Selling Price per Square Foot of \$200 was up 16.3% from \$172 last month and up 6.4% from \$188 in January of last year.

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



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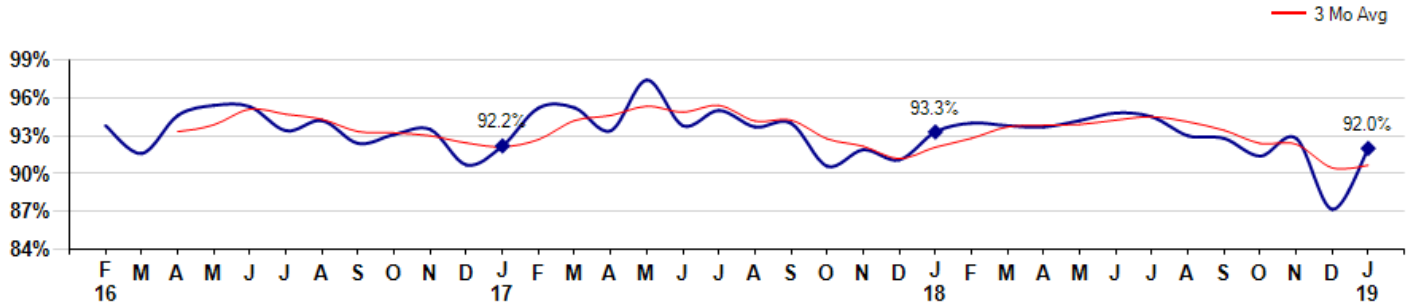


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Selling Price vs Listing Price

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 January 2019 Selling Price vs List Price of 92.0% was up from 87.2% last month and down from 93.3% in January of last year.

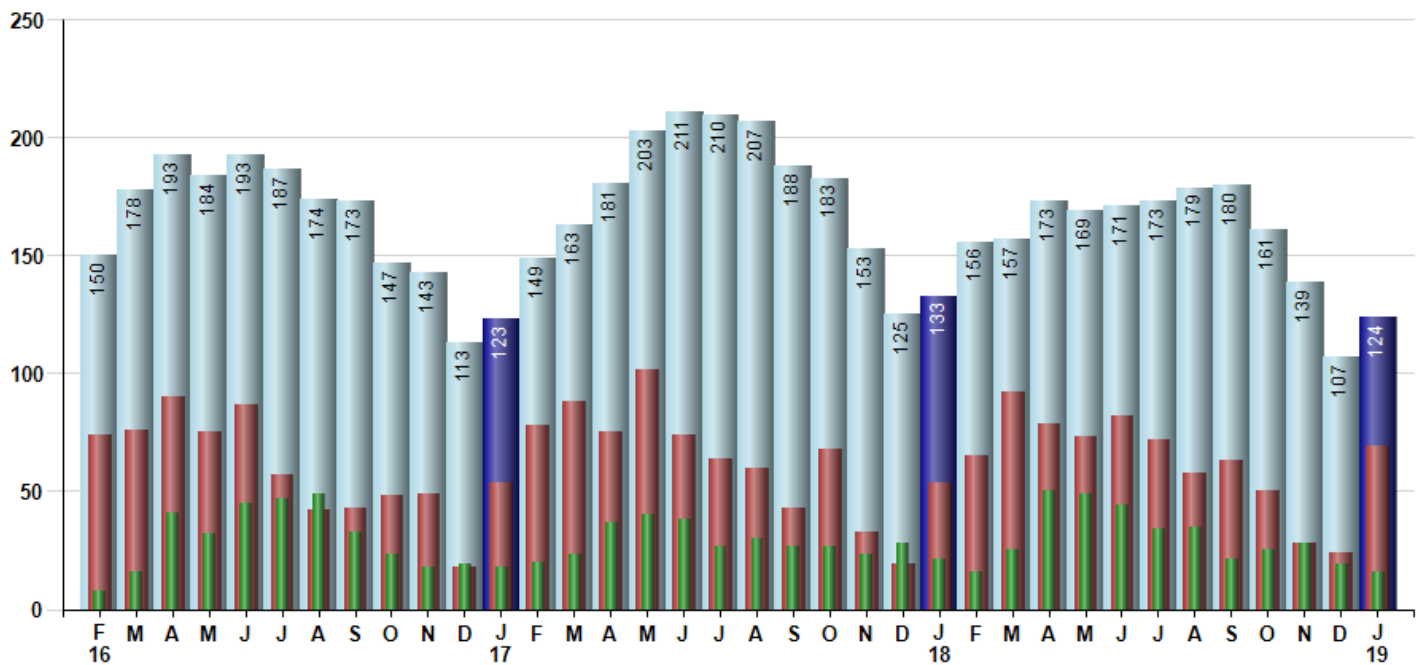
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 January 2019 was 69, up 187.5% from 24 last month and up 27.8% from 54 in January of last year.

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



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Homes Sold	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	19	16
3 Mo. Roll Avg			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	24	21

	(000's) F 16	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	D	J 19
Median Sale Price	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	369	353
3 Mo. Roll Avg			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	404	381

	F 16	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	D	J 19
Inventory	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	107	124
MSI	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	6	8

	F 16	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	D	J 19
Days On Market	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	77	108
3 Mo. Roll Avg			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	59	77

	F 16	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	D	J 19
Price per Sq Ft	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	172	200
3 Mo. Roll Avg			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	182	184

	F 16	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	D	J 19
Sale to List Price	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	0.872	0.920
3 Mo. Roll Avg			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	0.905	0.907

	F 16	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	D	J 19
New Listings	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	24	69
Inventory	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	107	124
Sales	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	19	16

	(000's) F 16	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	D	J 19
Avg Sale Price	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	417	392
3 Mo. Roll Avg			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	439	423

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