

City: Deerfield



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

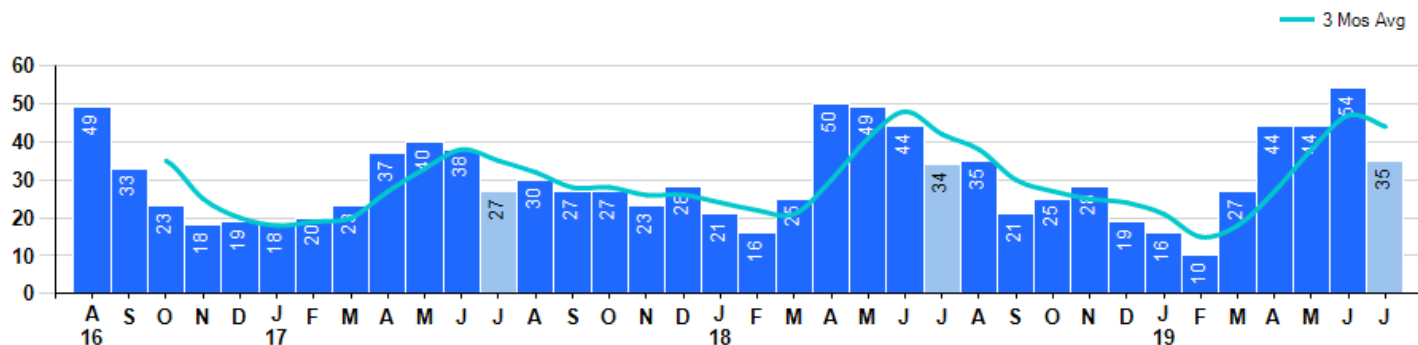
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$487,950	0%		-8%				
Average List Price of all Current Listings	\$588,397	2%		-2%				
July Median Sales Price	\$530,200	30%	18%	53%	23%	\$447,500	4%	4%
July Average Sales Price	\$561,977	29%	16%	26%	19%	\$475,141	-2%	1%
Total Properties Currently for Sale (Inventory)	188	-5%		8%				
July Number of Properties Sold	35	-35%		3%			-4%	
July Average Days on Market (Solds)	50	16%	4%	2%	-15%	51	-12%	-14%
Asking Price per Square Foot (based on New Listings)	\$194	-8%	-6%	-4%	-7%	\$207	-2%	-1%
July Sold Price per Square Foot	\$210	14%	8%	6%	8%	\$196	-1%	1%
July Month's Supply of Inventory	5.4	47%	19%	5%	-7%	6.8	25%	18%
July Sale Price vs List Price Ratio	94.1%	0.3%	0%	0%	0.9%	94.1%	-0.1%	0.9%

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

Property Sales

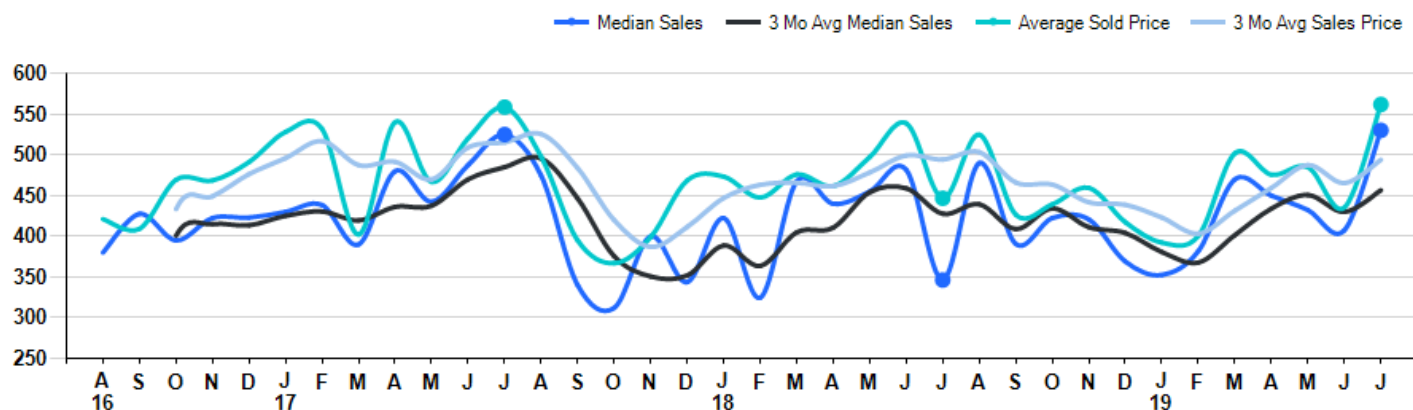
July Property sales were 35, up 2.9% from 34 in July of 2018 and -35.2% lower than the 54 sales last month. July 2019 sales were at their highest level compared to July of 2018 and 2017. July YTD sales of 230 are running -3.8% behind last year's year-to-date sales of 239.



Prices

The Median Sales Price in July was \$530,200, up 53.1% from \$346,250 in July of 2018 and up 30.1% from \$407,500 last month. The Average Sales Price in July was \$561,977, up 25.8% from \$446,768 in July of 2018 and up 29.1% from \$435,327 last month. July 2019 ASP was at highest level compared to July of 2018 and 2017.

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



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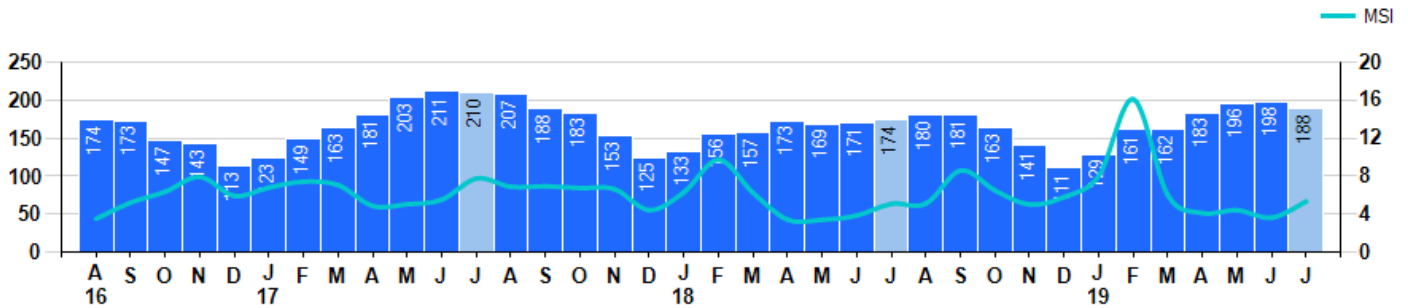
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Inventory & MSI

The Total Inventory of Properties available for sale as of July was 188, down -5.1% from 198 last month and up 8.0% from 174 in July of last year. July 2019 Inventory was at a mid range compared to July of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2019 MSI of 5.4 months was at a mid range compared with July of 2018 and 2017.

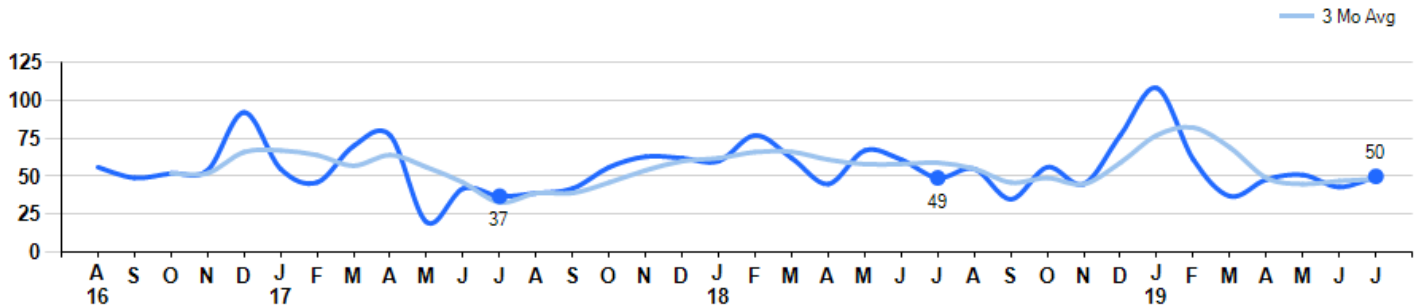
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 July was 50, up 16.3% from 43 days last month and up 2.0% from 49 days in July of last year. The July 2019 DOM was at its highest level compared with July of 2018 and 2017.

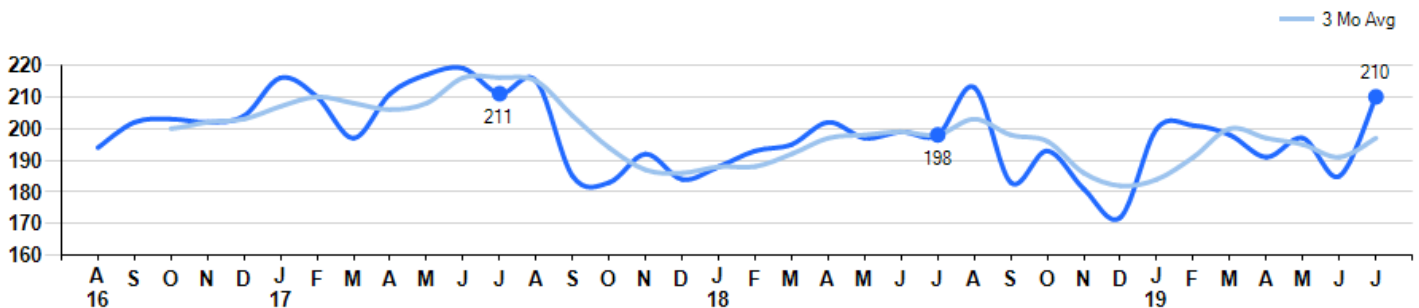
Average Days on Market(Listing to Contract) for properties sold during the month



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 July 2019 Selling Price per Square Foot of \$210 was up 13.5% from \$185 last month and up 6.1% from \$198 in July of last year.

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



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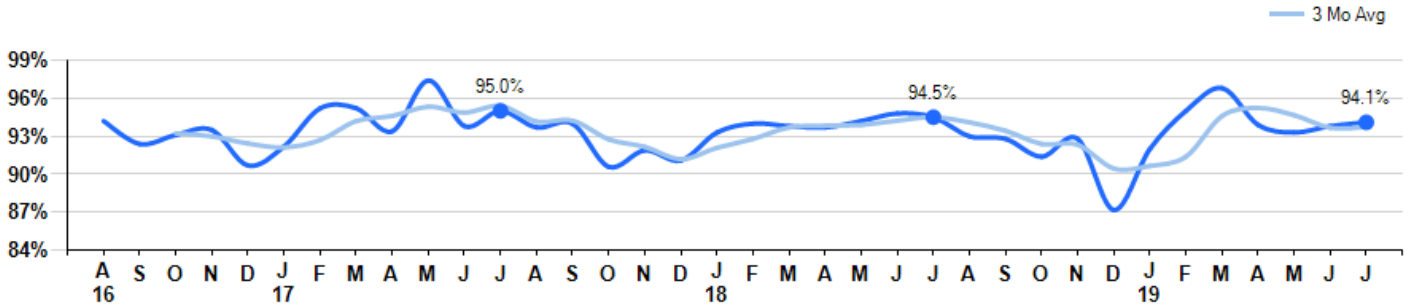
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Selling Price vs Listing Price

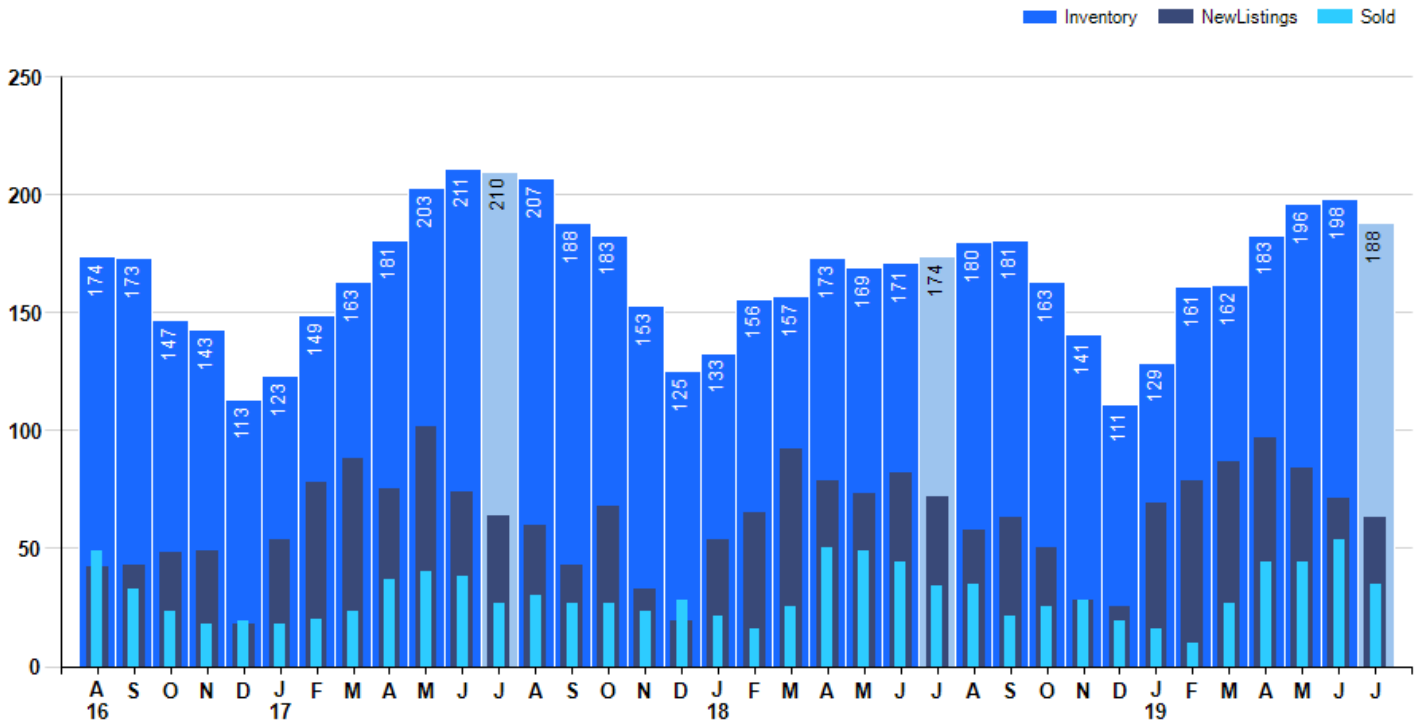
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The July 2019 Selling Price vs List Price of 94.1% was up from 93.8% last month and down from 94.5% in July 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 July 2019 was 63, down -11.3% from 71 last month and down -12.5% from 72 in July of last year.



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	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	F	M	A	M	J	J	A	S	O	N	D	F	M	A	M	J	J		
Homes Sold	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	10	27	44	44	54	35
3 Mo. Roll Avg			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	15	18	27	38	47	44

(000's)	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	F	M	A	M	J	J	A	S	O	N	D	F	M	A	M	J	J		
MedianSalePrice	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	382	470	450	432	408	530
3 Mo. Roll Avg			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	368	402	434	451	430	457

	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	F	M	A	M	J	J	A	S	O	N	D	F	M	A	M	J	J		
Inventory	174	173	147	143	113	123	149	163	181	203	211	210	207	188	183	153	125	133	156	157	173	169	171	174	180	181	163	141	111	129	161	162	183	196	198	188
MSI	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	7	5	6	8	16	6	4	4	4	5

	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	F	M	A	M	J	J	A	S	O	N	D	F	M	A	M	J	J		
Days On Market	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	61	37	48	51	43	50
3 Mo. Roll Avg			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	82	69	49	45	47	48

	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	F	M	A	M	J	J	A	S	O	N	D	F	M	A	M	J	J		
Price per Sq Ft	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	201	198	191	197	185	210
3 Mo. Roll Avg			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	191	200	197	195	191	197

	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	F	M	A	M	J	J	A	S	O	N	D	F	M	A	M	J	J		
Sale to List Price	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	0.950	0.968	0.939	0.933	0.938	0.941
3 Mo. Roll Avg			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	0.914	0.946	0.952	0.947	0.937	0.937

	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	F	M	A	M	J	J	A	S	O	N	D	F	M	A	M	J	J		
New Listings	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	25	69	79	87	97	84	71	63
Inventory	174	173	147	143	113	123	149	163	181	203	211	210	207	188	183	153	125	133	156	157	173	169	171	174	180	181	163	141	111	129	161	162	183	196	198	188
Sales	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	10	27	44	44	54	35

(000's)	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	F	M	A	M	J	J	A	S	O	N	D	F	M	A	M	J	J		
Avg Sale Price	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	400	502	476	485	435	562
3 Mo. Roll Avg			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	403	432	459	488	465	494