

City: Deerfield



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

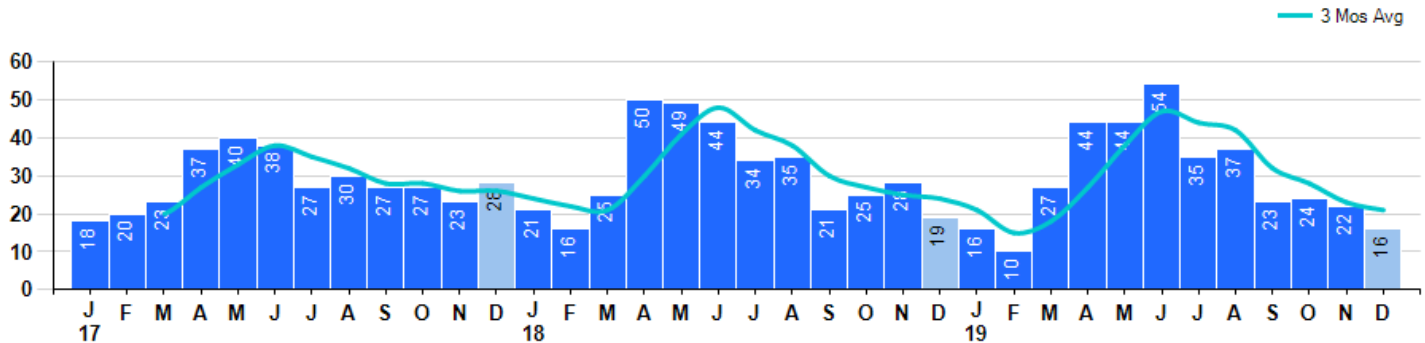
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$499,000	0%		-3%				
Average List Price of all Current Listings	\$574,926	1%		-1%				
December Median Sales Price	\$386,250	18%	20%	5%	-11%	\$390,000	-10%	-10%
December Average Sales Price	\$355,922	6%	3%	-15%	-25%	\$441,493	-7%	-6%
Total Properties Currently for Sale (Inventory)	101	-19%		-9%				
December Number of Properties Sold	16	-27%		-16%			-4%	
December Average Days on Market (Solds)	54	-2%	0%	-30%	-9%	51	-9%	-14%
Asking Price per Square Foot (based on New Listings)	\$215	1%	4%	9%	3%	\$206	-2%	-1%
December Sold Price per Square Foot	\$172	-4%	-3%	0%	-12%	\$190	-3%	-3%
December Month's Supply of Inventory	6.3	11%	7%	8%	9%	6.5	12%	12%
December Sale Price vs List Price Ratio	90.5%	-1.6%	-1%	4%	-2.9%	93.3%	0.1%	0.1%

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

Property Sales

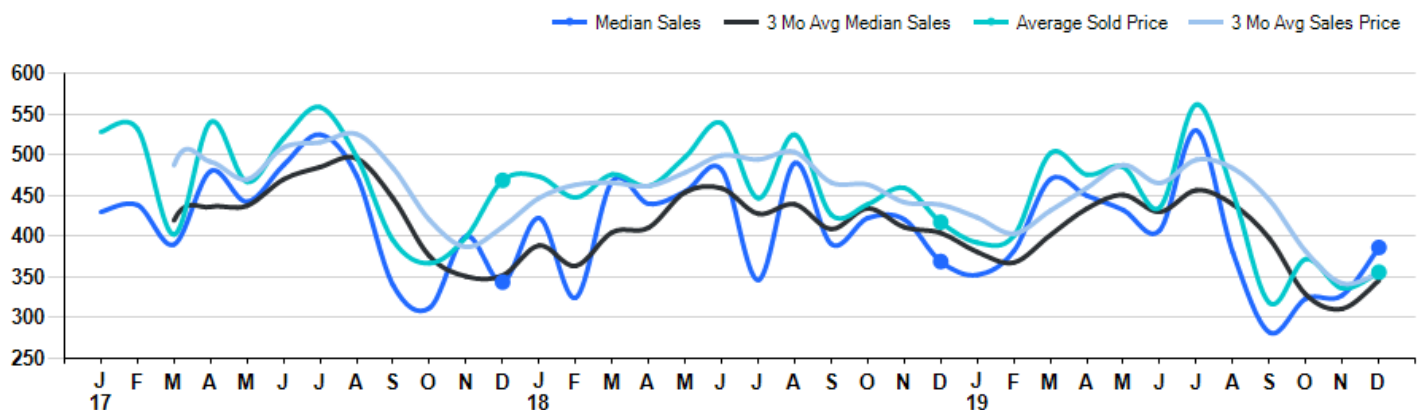
December Property sales were 16, down -15.8% from 19 in December of 2018 and -27.3% lower than the 22 sales last month. December 2019 sales were at their lowest level compared to December of 2018 and 2017. December YTD sales of 352 are running -4.1% behind last year's year-to-date sales of 367.



Prices

The Median Sales Price in December was \$386,250, up 4.7% from \$369,000 in December of 2018 and up 17.9% from \$327,500 last month. The Average Sales Price in December was \$355,922, down -14.7% from \$417,308 in December of 2018 and up 5.9% from \$336,007 last month. December 2019 ASP was at the lowest level compared to December of 2018 and 2017.

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

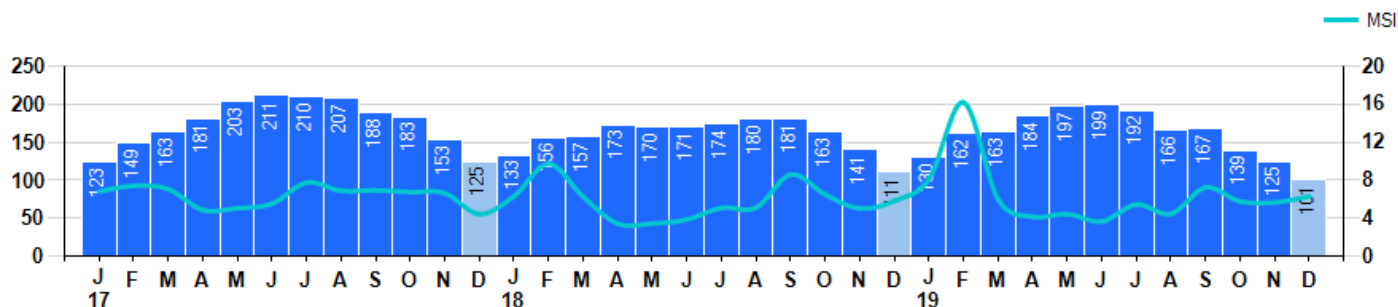
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of December was 101, down -19.2% from 125 last month and down -9.0% from 111 in December of last year. December 2019 Inventory was at the lowest level compared to December of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2019 MSI of 6.3 months was at its highest level compared with December of 2018 and 2017.

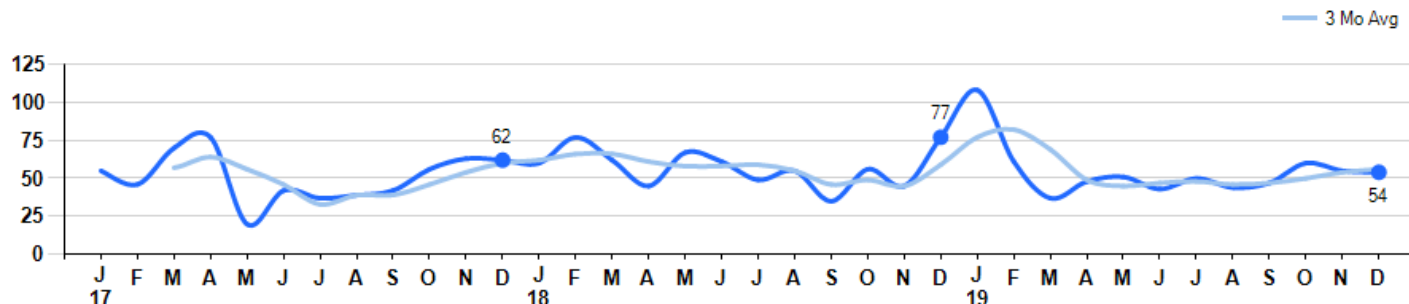
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 54, down -1.8% from 55 days last month and down -29.9% from 77 days in December of last year. The December 2019 DOM was at its lowest level compared with December of 2018 and 2017.

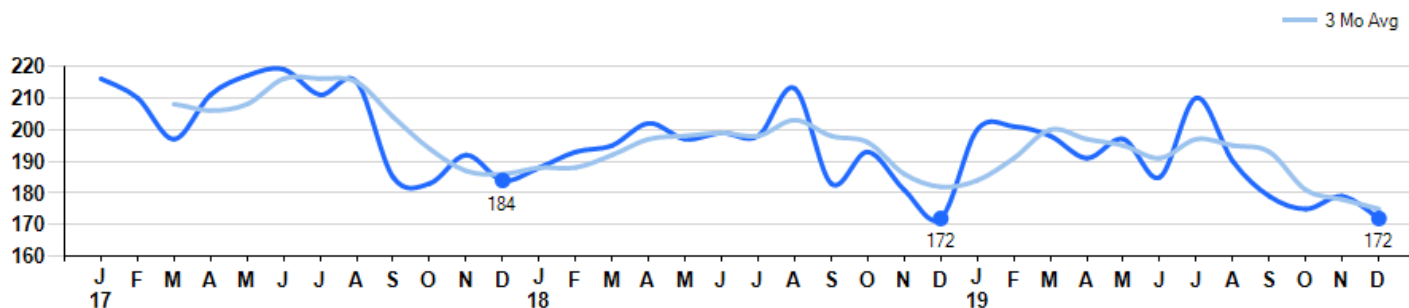
Average Days on Market(Listing to Contract) for properties sold during the month



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 December 2019 Selling Price per Square Foot of \$172 was down -3.9% from \$179 last month and equal to \$172 in December 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

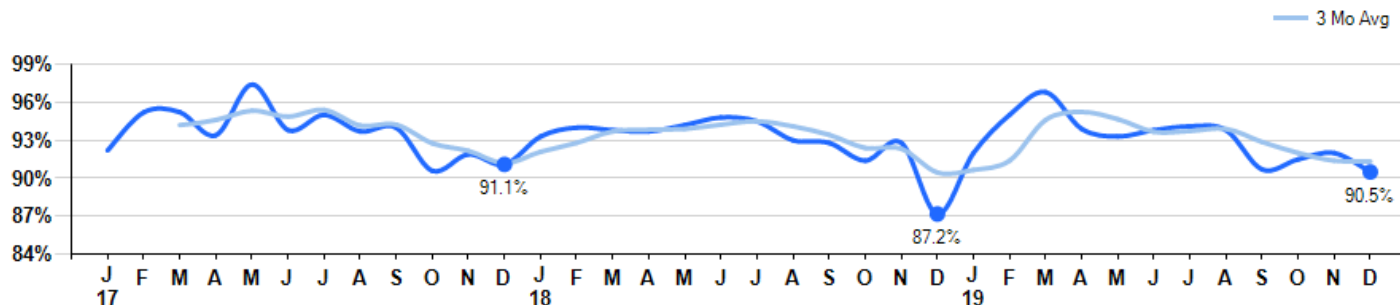
<http://www.janiebress.com>janie.bress@cbexchange.com

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 December 2019 Selling Price vs List Price of 90.5% was down from 92.0% last month and up from 87.2% in December of last year.

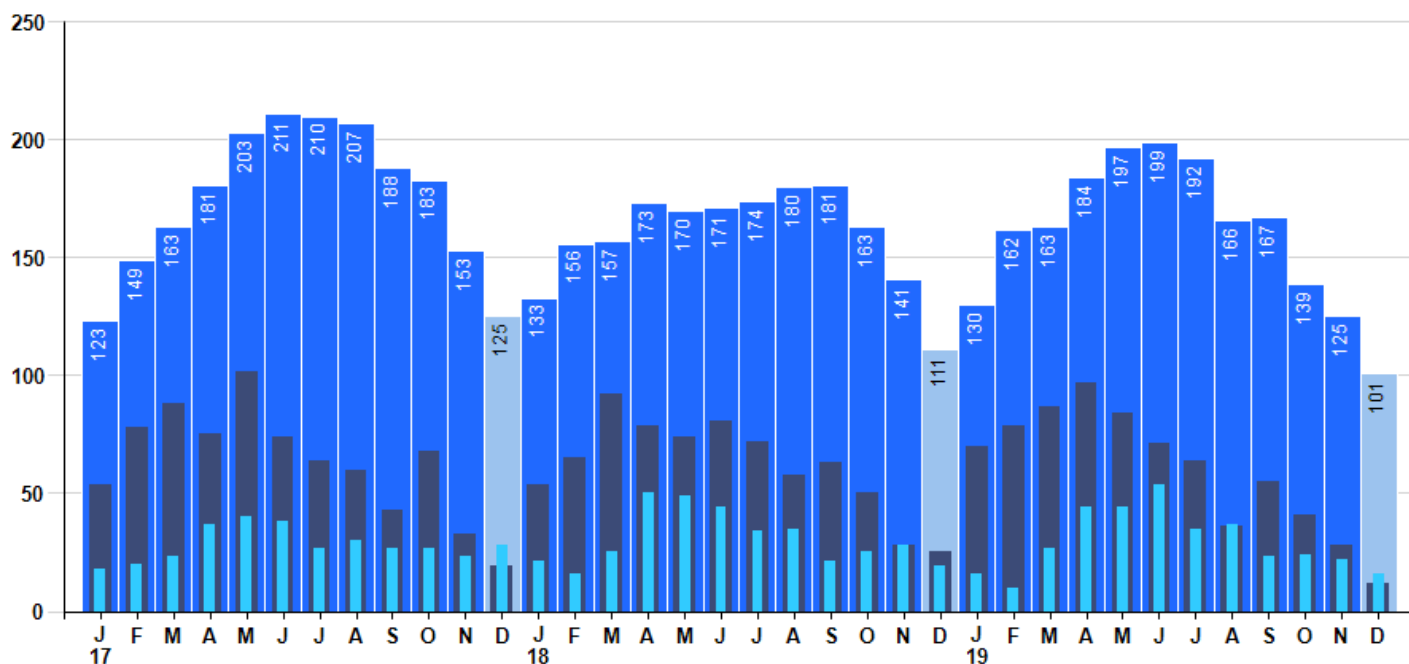
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 December 2019 was 12, down -57.1% from 28 last month and down -52.0% from 25 in December of last year.

Inventory NewListings Sold



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

	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	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	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	37	23	24	22	16
3 Mo. Roll Avg			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	42	32	28	23	21

(000's)	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	F	M	A	M	J	J	A	S	O	N	D
MedianSalePrice	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	380	282	324	328	386
3 Mo. Roll Avg			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	439	397	329	311	346

	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	F	M	A	M	J	J	A	S	O	N	D
Inventory	123	149	163	181	203	211	210	207	188	183	153	125	133	156	157	173	170	171	174	180	181	163	141	111	130	162	163	184	197	199	192	166	167	139	125	101
MSI	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	4	7	6	6	6

	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	F	M	A	M	J	J	A	S	O	N	D
Days On Market	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	44	47	60	55	54
3 Mo. Roll Avg			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	46	47	50	54	56

	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	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	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	190	179	175	179	172
3 Mo. Roll Avg			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	195	193	181	178	175

	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	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	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	0.938	0.907	0.915	0.920	0.905
3 Mo. Roll Avg			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	0.939	0.929	0.920	0.914	0.913

	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	F	M	A	M	J	J	A	S	O	N	D
New Listings	54	78	88	75	102	74	64	60	43	68	33	19	54	65	92	79	74	81	72	58	63	50	28	25	70	79	87	97	84	71	64	36	55	41	28	12
Inventory	123	149	163	181	203	211	210	207	188	183	153	125	133	156	157	173	170	171	174	180	181	163	141	111	130	162	163	184	197	199	192	166	167	139	125	101
Sales	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	37	23	24	22	16

(000's)	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	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	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	454	318	372	336	356
3 Mo. Roll Avg			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	484	445	381	342	355