

MLS Area: Deerfield



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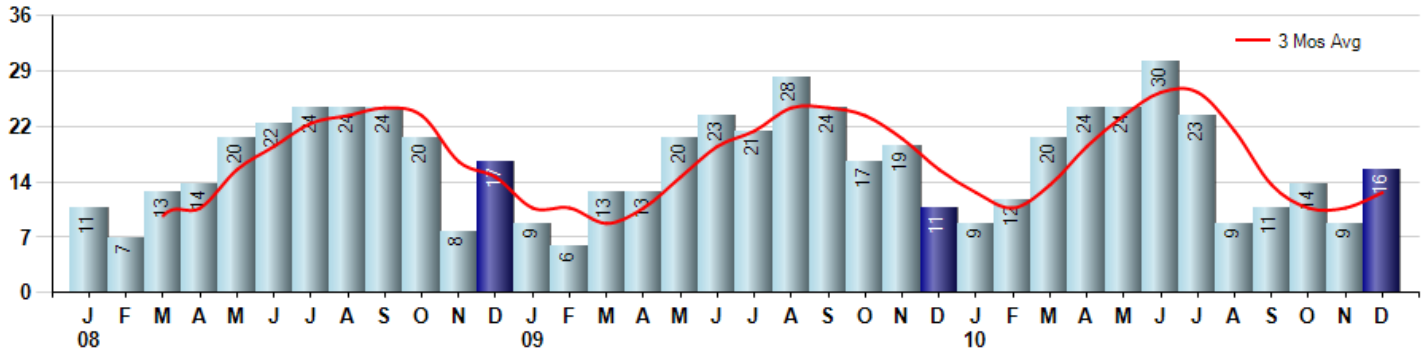
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$389,000	↓		↓				
Average List Price of all Current Listings	\$493,373	↓		↓				
December Median Sales Price	\$306,500	↑	↑	↑	↓	\$365,000	↑	↑
December Average Sales Price	\$353,646	↑	↔	↓	↓	\$419,332	↔	↓
Total Properties Currently for Sale (Inventory)	177	↓		↓				
December Number of Properties Sold	16	↑		↑		201	↓	
December Average Days on Market (Solds)	124	↓	↑	↓	↑	119	↓	↓
December Month's Supply of Inventory	11.1	↓	↓	↓	↓	15.9	↓	↓
December Sale Price vs List Price Ratio	82.4%	↑	↓	↑	↓	86.4%	↑	↑

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

Property Sales

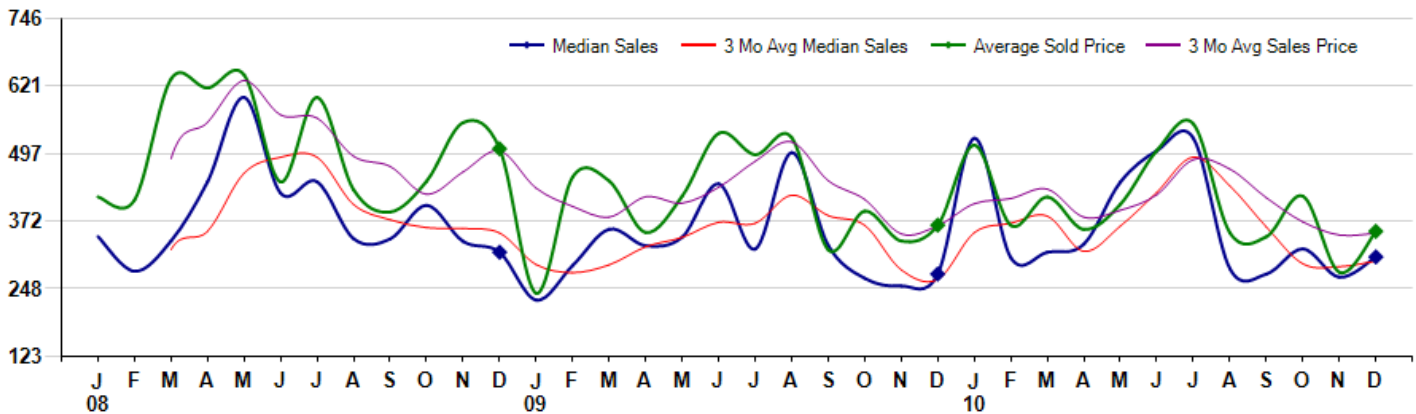
December Property sales were 16, up 45.5% from 11 in December of 2009 and 77.8% higher than the 9 sales last month. December 2010 sales were at a mid level compared to December of 2009 and 2008. December YTD sales of 201 are running -1.5% behind last year's year-to-date sales of 204.



Prices

The Median Sales Price in December was \$306,500, up 11.5% from \$275,000 in December of 2009 and up 13.9% from \$269,000 last month. The Average Sales Price in December was \$353,646, down -3.1% from \$364,955 in December of 2009 and up 27.1% from \$278,222 last month. December 2010 ASP was at the lowest level compared to December of 2009 and 2008.

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



Based on information from Midwest Real Estate Data LLC for the period 1/1/2008 through 12/31/2010. 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.



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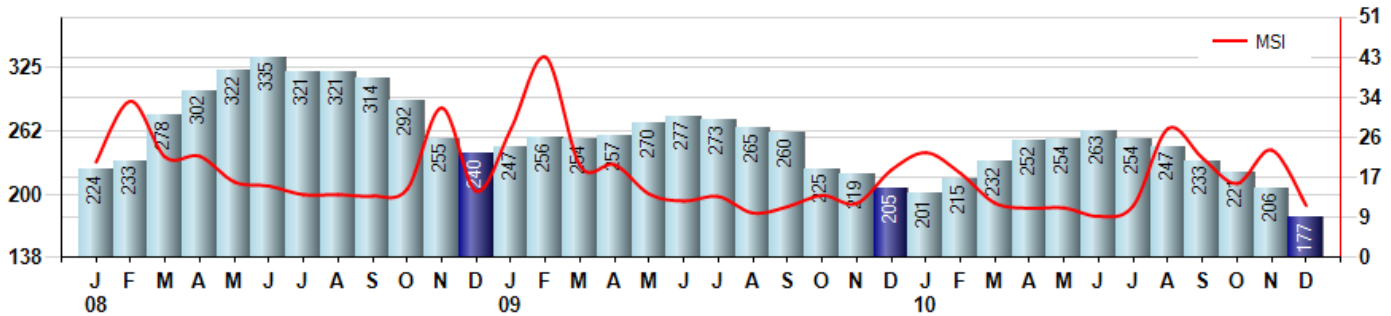
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 177, down -14.1% from 206 last month and down -13.7% from 205 in December of last year. December 2010 Inventory was at the lowest level compared to December of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2010 MSI of 11.1 months was at its lowest level compared with December of 2009 and 2008.

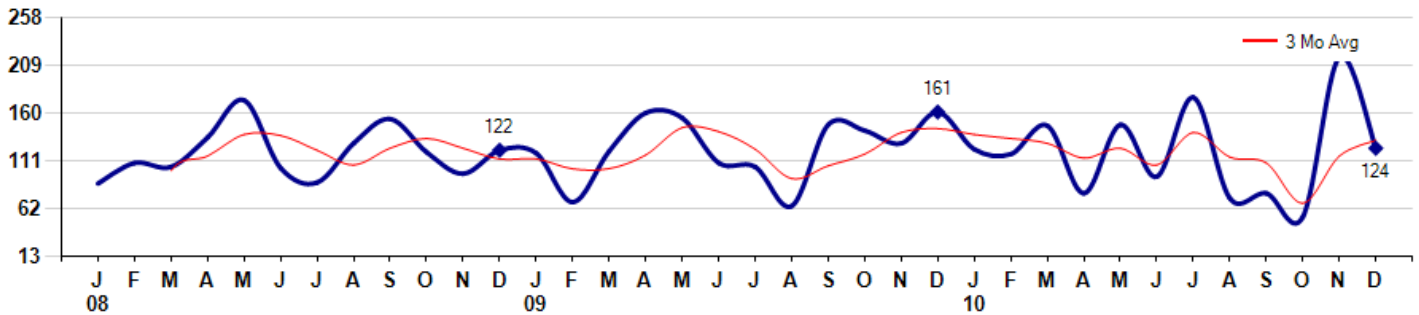
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 124, down -42.9% from 217 days last month and down -23.0% from 161 days in December of last year. The December 2010 DOM was at a mid range compared with December of 2009 and 2008.

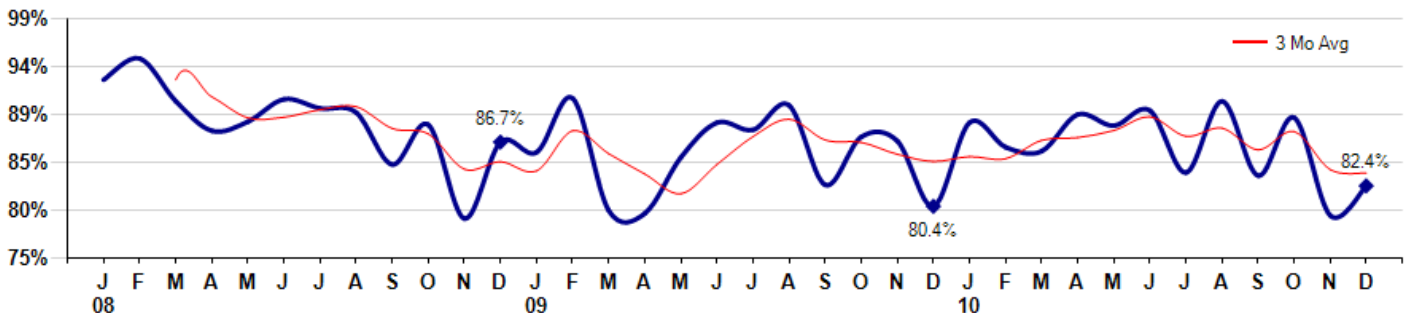
Average Days on Market (Listing to Contract) for properties sold during the month



Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original 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 2010 Selling Price vs Original List Price of 82.4% was up from 79.5% last month and up from 80.4% in December of last year.

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



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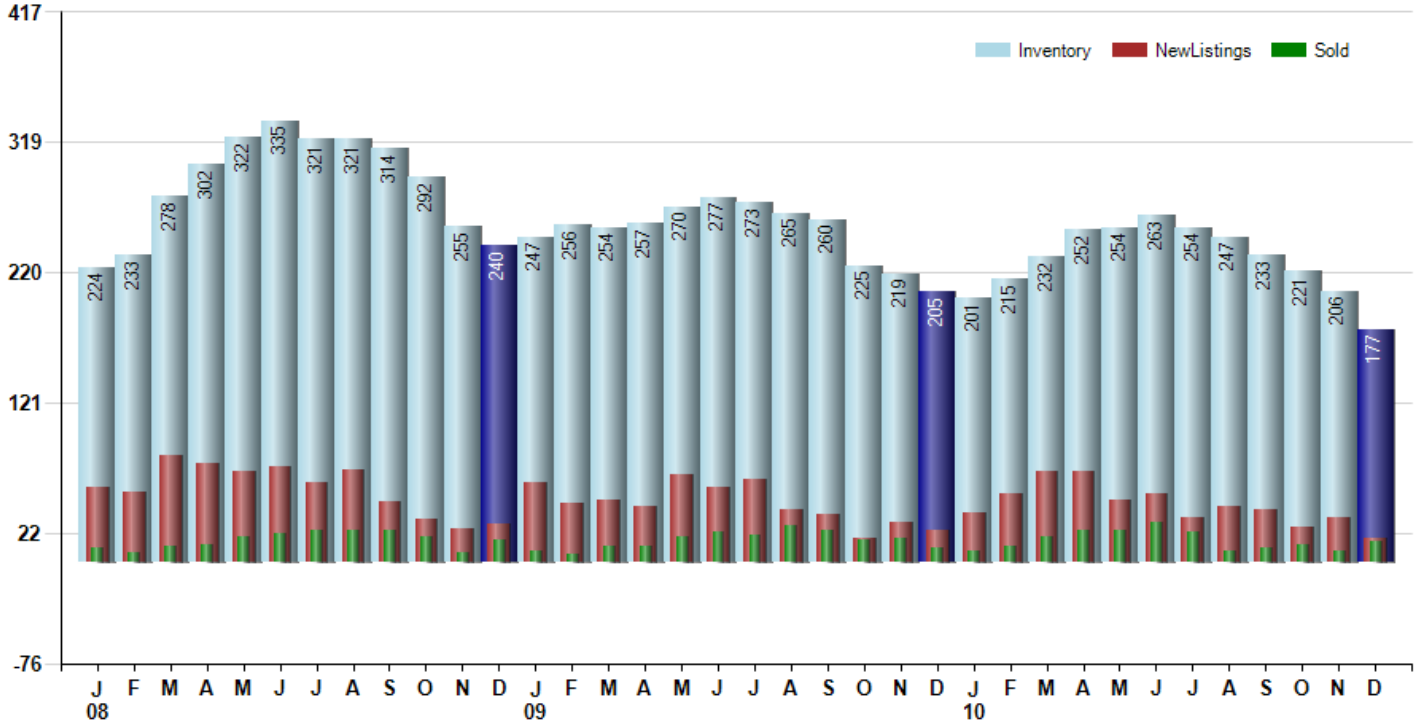
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Inventory / New Listings / Sales

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 2010 was 18, down -47.1% from 34 last month and down -25.0% from 24 in December of last year.



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	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	11	7	13	14	20	22	24	24	24	20	8	17	9	6	13	13	20	23	21	28	24	17	19	11	9	12	20	24	24	30	23	9	11	14	9	16
3 Mo. Roll Avg			10	11	16	19	22	23	24	23	17	15	11	11	9	11	15	19	21	24	24	23	20	16	13	11	14	19	23	26	26	21	14	11	11	13

(000's)	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	344	280	336	445	601	424	445	340	340	402	335	315	227	291	358	327	343	441	321	499	328	267	253	275	525	305	315	330	444	502	525	285	275	321	269	307
3 Mo. Roll Avg			320	354	461	490	490	403	375	360	359	351	292	278	292	325	343	370	368	420	383	365	283	265	351	368	382	317	363	425	490	437	362	294	288	299

	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
Inventory	224	233	278	302	322	335	321	321	314	292	255	240	247	256	254	257	270	277	273	265	260	225	219	205	201	215	232	252	254	263	254	247	233	221	206	177
MSI	20	33	21	22	16	15	13	13	13	15	32	14	27	43	20	20	14	12	13	9	11	13	12	19	22	18	12	11	11	9	11	27	21	16	23	11

	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
Days On Market	88	109	105	135	173	104	89	129	154	120	98	122	119	69	121	160	155	109	105	65	148	142	129	161	123	118	147	78	148	95	176	73	78	54	217	124
3 Mo. Roll Avg			101	116	138	137	122	107	124	134	124	113	113	103	103	117	145	141	123	93	106	118	140	144	138	134	129	114	124	107	140	115	109	68	116	132

	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	193	169	220	304	225	195	254	243	214	212	176	215	150	131	196	156	216	218	184	208	139	140	198	150	202	149	160	146	183	202	204	155	161	175	149	156
3 Mo. Roll Avg			194	231	250	241	225	231	237	223	201	201	180	165	159	161	189	197	206	203	177	162	159	163	183	167	170	152	163	177	196	187	173	164	162	160

	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	0.928	0.949	0.907	0.878	0.887	0.909	0.900	0.896	0.845	0.884	0.792	0.867	0.857	0.910	0.800	0.797	0.852	0.886	0.879	0.903	0.825	0.872	0.868	0.804	0.886	0.862	0.858	0.894	0.883	0.898	0.837	0.907	0.834	0.891	0.795	0.824
3 Mo. Roll Avg			0.928	0.911	0.891	0.891	0.899	0.902	0.880	0.875	0.840	0.848	0.839	0.878	0.856	0.836	0.816	0.845	0.872	0.889	0.869	0.867	0.855	0.848	0.853	0.851	0.869	0.871	0.878	0.892	0.873	0.881	0.859	0.877	0.840	0.837

	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
New Listings	57	54	81	75	69	73	61	70	46	33	26	29	61	45	48	43	67	57	63	40	37	19	30	24	38	52	69	69	47	52	34	43	40	27	34	18
Inventory	224	233	278	302	322	335	321	321	314	292	255	240	247	256	254	257	270	277	273	265	260	225	219	205	201	215	232	252	254	263	254	247	233	221	206	177
Sales	11	7	13	14	20	22	24	24	24	20	8	17	9	6	13	13	20	23	21	28	24	17	19	11	9	12	20	24	24	30	23	9	11	14	9	16

(000's)	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	417	411	634	618	642	445	600	430	389	446	554	506	239	454	446	352	419	534	495	526	320	391	336	365	512	365	417	357	403	502	551	351	344	418	278	354
3 Mo. Roll Avg			487	554	631	568	562	492	473	422	463	502	433	400	380	417	405	435	482	518	447	412	349	364	404	414	431	380	392	421	486	468	415	371	347	350

