

## MLS Area: Deerfield



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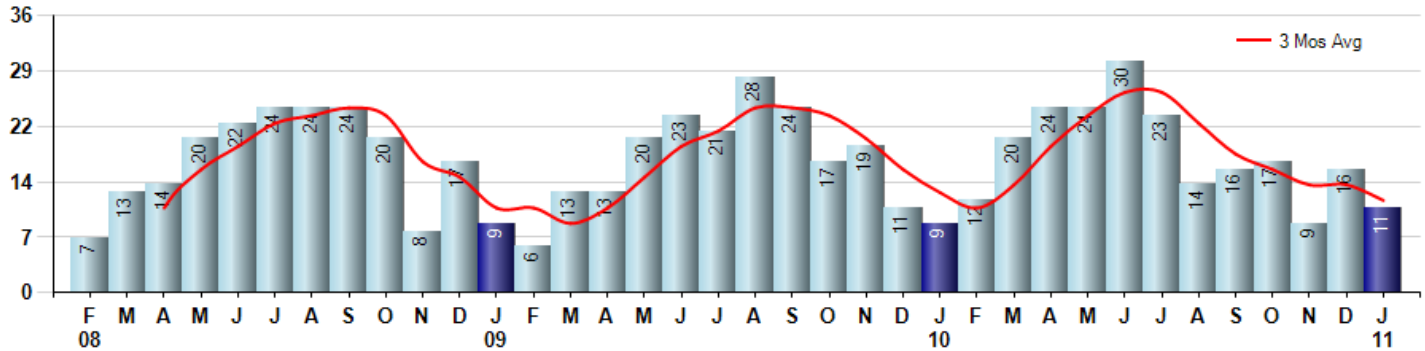
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$398,000	↑		↓				
Average List Price of all Current Listings	\$505,380	↑		↓				
January Median Sales Price	\$300,000	↓	↓	↓	↓	\$300,000	↓	↓
January Average Sales Price	\$325,273	↓	↓	↓	↓	\$325,273	↓	↓
Total Properties Currently for Sale (Inventory)	165	↓		↓				
January Number of Properties Sold	11	↓		↑		11	↔	
January Average Days on Market (Solds)	119	↓	↓	↓	↔	119	↓	↔
January Month's Supply of Inventory	15.0	↑	↓	↓	↑	15.0	↓	↑
January Sale Price vs List Price Ratio	84.9%	↑	↑	↓	↓	83.5%	↓	↓

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

### Property Sales

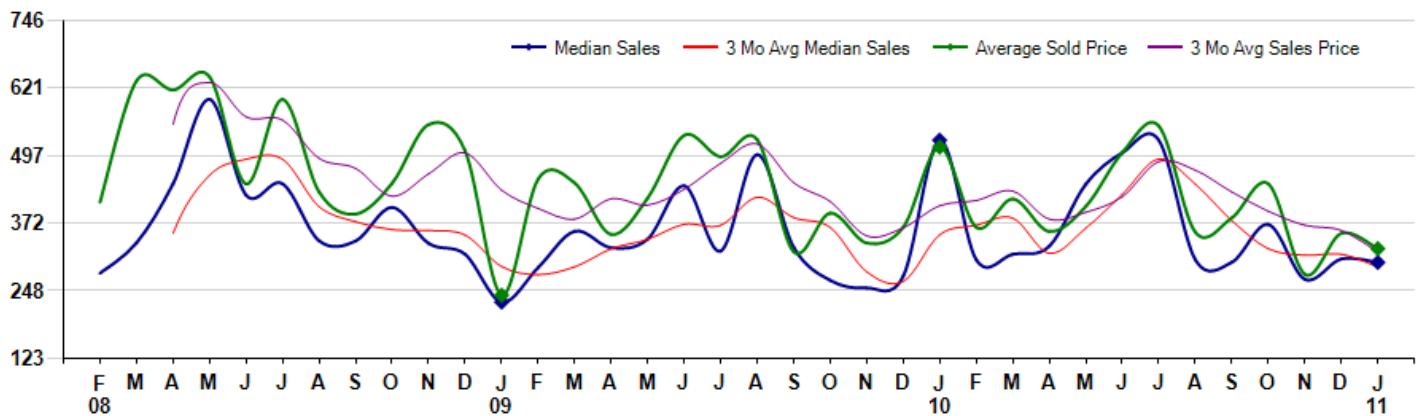
January Property sales were 11, up 22.2% from 9 in January of 2010 and -31.3% lower than the 16 sales last month. January 2011 sales were at their highest level compared to January of 2010 and 2009. January YTD sales of 11 are running 22.2% ahead of last year's year-to-date sales of 9.



### Prices

The Median Sales Price in January was \$300,000, down -42.9% from \$525,000 in January of 2010 and down -2.1% from \$306,500 last month. The Average Sales Price in January was \$325,273, down -36.5% from \$512,450 in January of 2010 and down -8.0% from \$353,646 last month. January 2011 ASP was at a mid range compared to January of 2010 and 2009.

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



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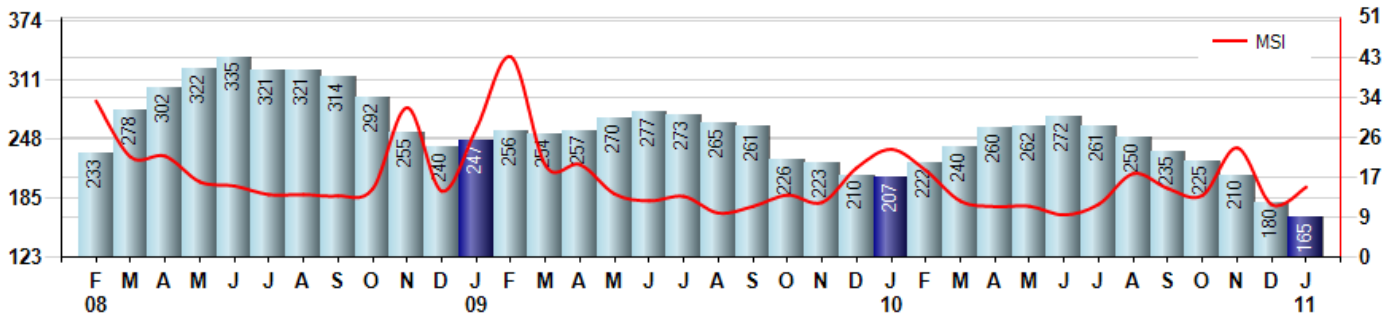
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### Inventory & MSI

The Total Inventory of Properties available for sale as of January was 165, down -8.3% from 180 last month and down -20.3% from 207 in January of last year. January 2011 Inventory was at the lowest level compared to January of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2011 MSI of 15.0 months was at its lowest level compared with January of 2010 and 2009.

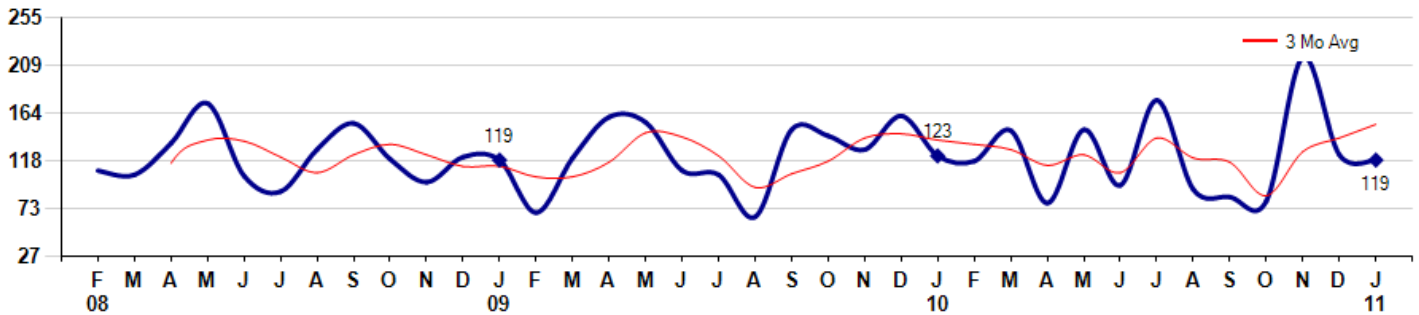
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 119, down -4.0% from 124 days last month and down -3.3% from 123 days in January of last year. The January 2011 DOM was at its lowest level compared with January of 2010 and 2009.

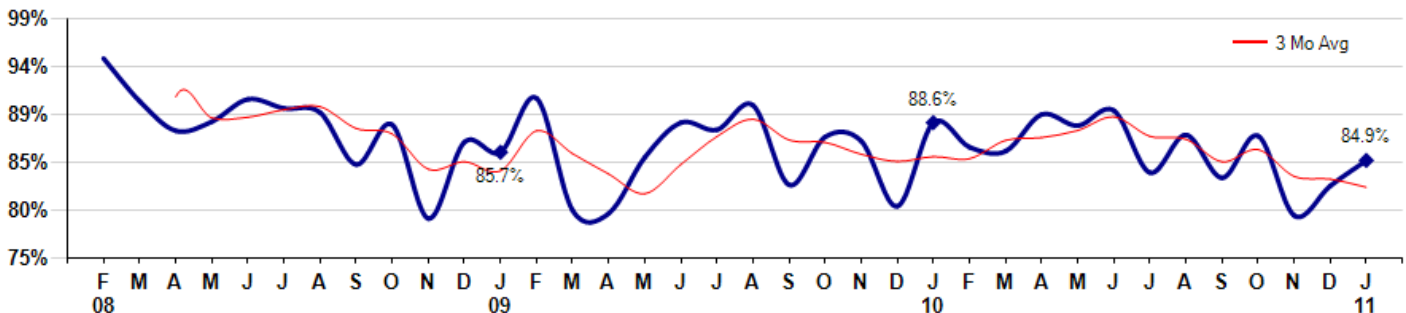
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 January 2011 Selling Price vs Original List Price of 84.9% was up from 82.4% last month and down from 88.6% in January of last year.

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



Based on information from Midwest Real Estate Data LLC for the period 2/1/2008 through 1/31/2011. 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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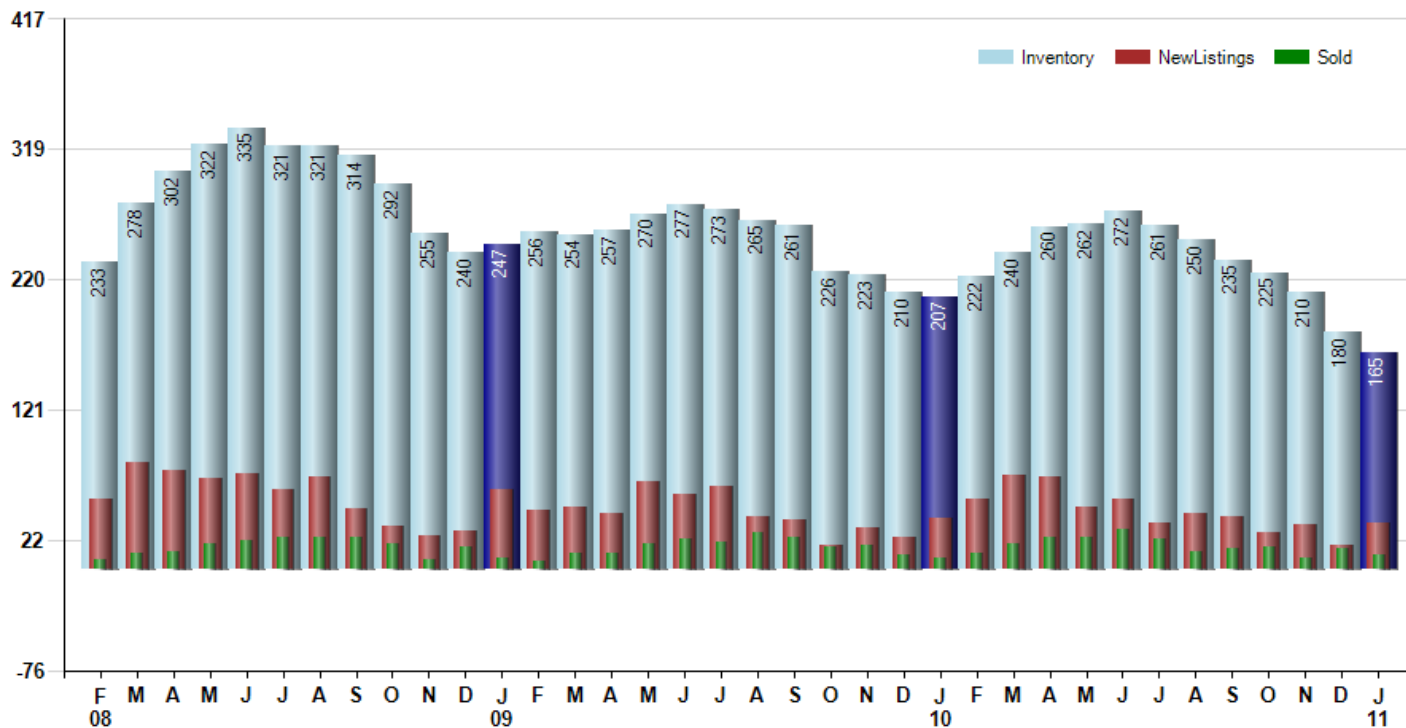
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### Inventory / New Listings / Sales

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 2011 was 35, up 94.4% from 18 last month and down -10.3% from 39 in January of last year.



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	F 08	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	J 11
Homes Sold	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	14	16	17	9	16	11
3 Mo. Roll Avg			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	22	18	16	14	14	12

(000's)	F 08	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	J 11
Median Sale Price	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	305	301	370	269	307	300
3 Mo. Roll Avg			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	444	377	325	313	315	292

	F 08	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	J 11
Inventory	233	278	302	322	335	321	321	314	292	255	240	247	256	254	257	270	277	273	265	261	226	223	210	207	222	240	260	262	272	261	250	235	225	210	180	165
MSI	33	21	22	16	15	13	13	13	15	32	14	27	43	20	20	14	12	13	9	11	13	12	19	23	19	12	11	11	9	11	18	15	13	23	11	15

	F 08	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	J 11
Days On Market	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	91	84	80	217	124	119
3 Mo. Roll Avg			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	121	117	85	127	140	153

	F 08	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	J 11
Price per Sq Ft	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	149	187	178	149	156	145
3 Mo. Roll Avg			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	185	180	171	171	161	150

	F 08	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	J 11
Sale to List Price	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	0.874	0.832	0.873	0.795	0.824	0.849
3 Mo. Roll Avg			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	0.870	0.848	0.860	0.833	0.831	0.823

	F 08	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	J 11
New Listings	54	81	75	69	73	61	70	46	33	26	29	61	45	48	43	67	57	63	40	38	19	32	25	39	53	71	70	48	54	35	43	40	28	34	18	35
Inventory	233	278	302	322	335	321	321	314	292	255	240	247	256	254	257	270	277	273	265	261	226	223	210	207	222	240	260	262	272	261	250	235	225	210	180	165
Sales	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	14	16	17	9	16	11

(000's)	F 08	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	J 11
Avg Sale Price	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	356	382	445	278	354	325
3 Mo. Roll Avg			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	470	430	394	368	359	319

