

## MLS Area: Deerfield



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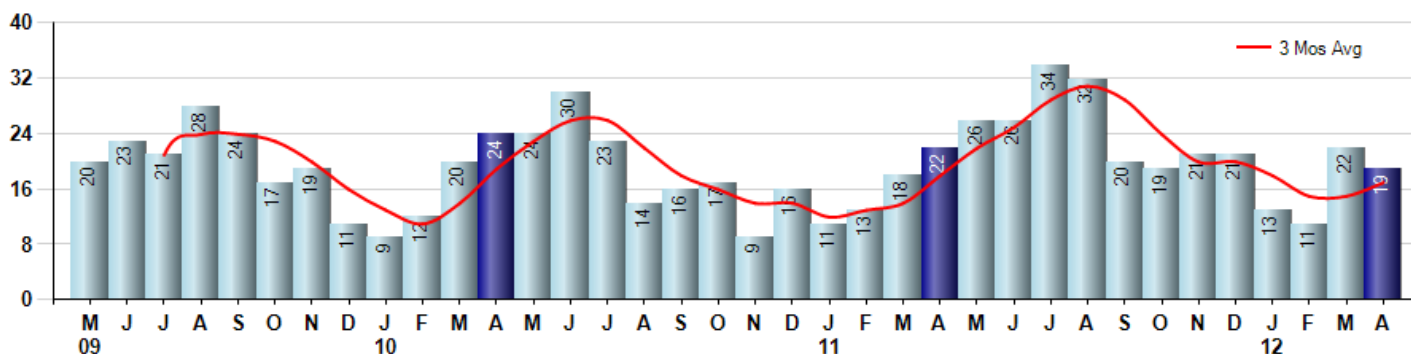
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$444,000	↑		↑				
Average List Price of all Current Listings	\$558,939	↑		↔				
April Median Sales Price	\$277,000	↓	↑	↑	↓	\$261,000	↓	↓
April Average Sales Price	\$405,055	↑	↑	↑	↔	\$335,973	↓	↓
Total Properties Currently for Sale (Inventory)	134	↓		↓				
April Number of Properties Sold	19	↓		↓		65	↑	
April Average Days on Market (Solds)	101	↑	↓	↓	↑	109	↓	↑
April Month's Supply of Inventory	7.1	↔	↓	↓	↓	10.5	↓	↑
April Sale Price vs List Price Ratio	88.1%	↑	↑	↑	↔	85.9%	↓	↓

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

### Property Sales

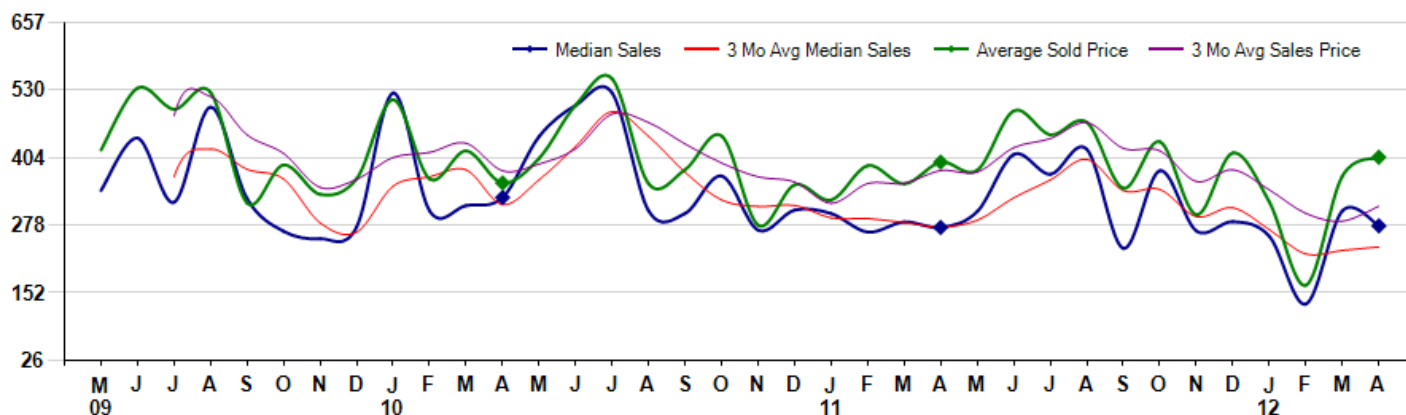
April Property sales were 19, down -13.6% from 22 in April of 2011 and -13.6% lower than the 22 sales last month. April 2012 sales were at their lowest level compared to April of 2011 and 2010. April YTD sales of 65 are running 1.6% ahead of last year's year-to-date sales of 64.



### Prices

The Median Sales Price in April was \$277,000, up 1.1% from \$274,000 in April of 2011 and down -9.2% from \$305,000 last month. The Average Sales Price in April was \$405,055, up 2.3% from \$395,889 in April of 2011 and up 9.5% from \$369,906 last month. April 2012 ASP was at highest level compared to April of 2011 and 2010.

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 5/1/2009 through 4/30/2012. 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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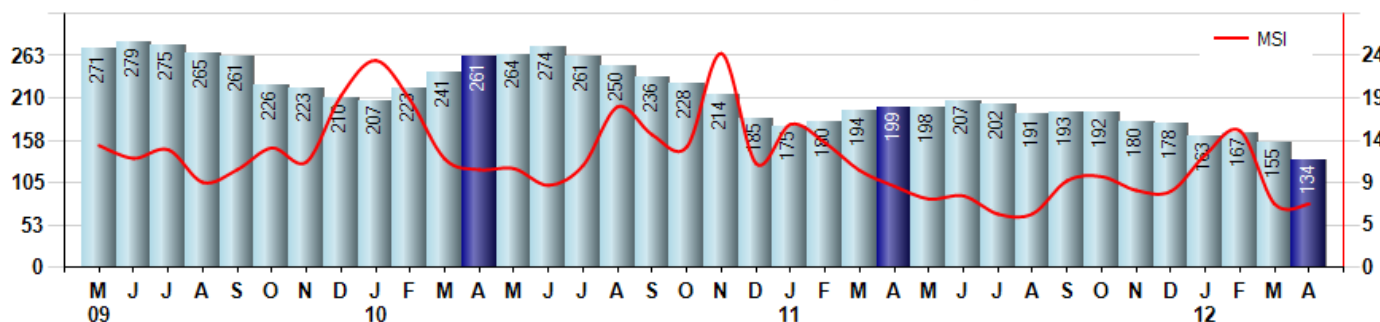
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### Inventory & MSI

The Total Inventory of Properties available for sale as of April was 134, down -13.5% from 155 last month and down -32.7% from 199 in April of last year. April 2012 Inventory was at the lowest level compared to April of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2012 MSI of 7.1 months was at its lowest level compared with April of 2011 and 2010.

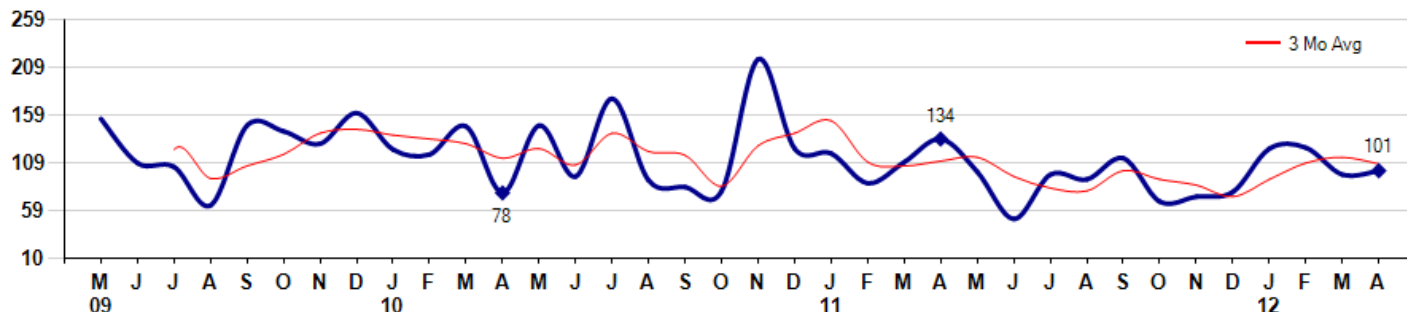
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 April was 101, up 4.1% from 97 days last month and down -24.6% from 134 days in April of last year. The April 2012 DOM was at a mid range compared with April of 2011 and 2010.

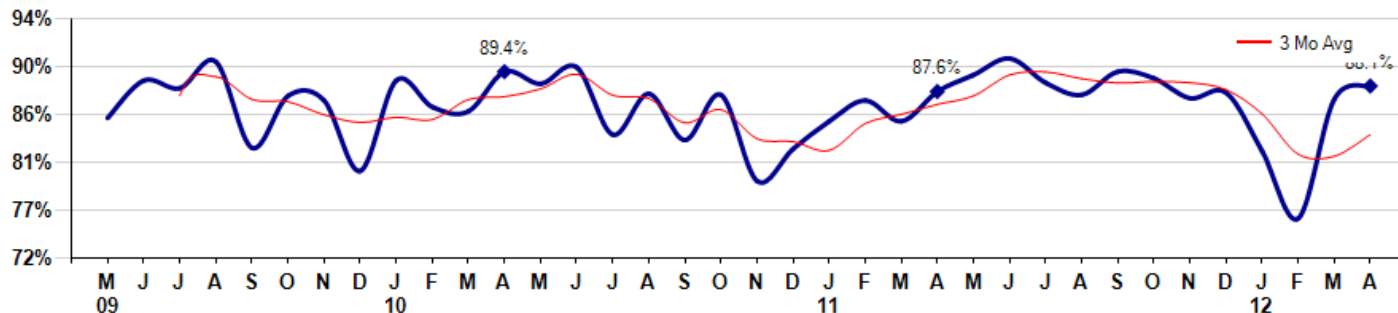
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 April 2012 Selling Price vs Original List Price of 88.1% was up from 86.9% last month and up from 87.6% in April of last year.

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



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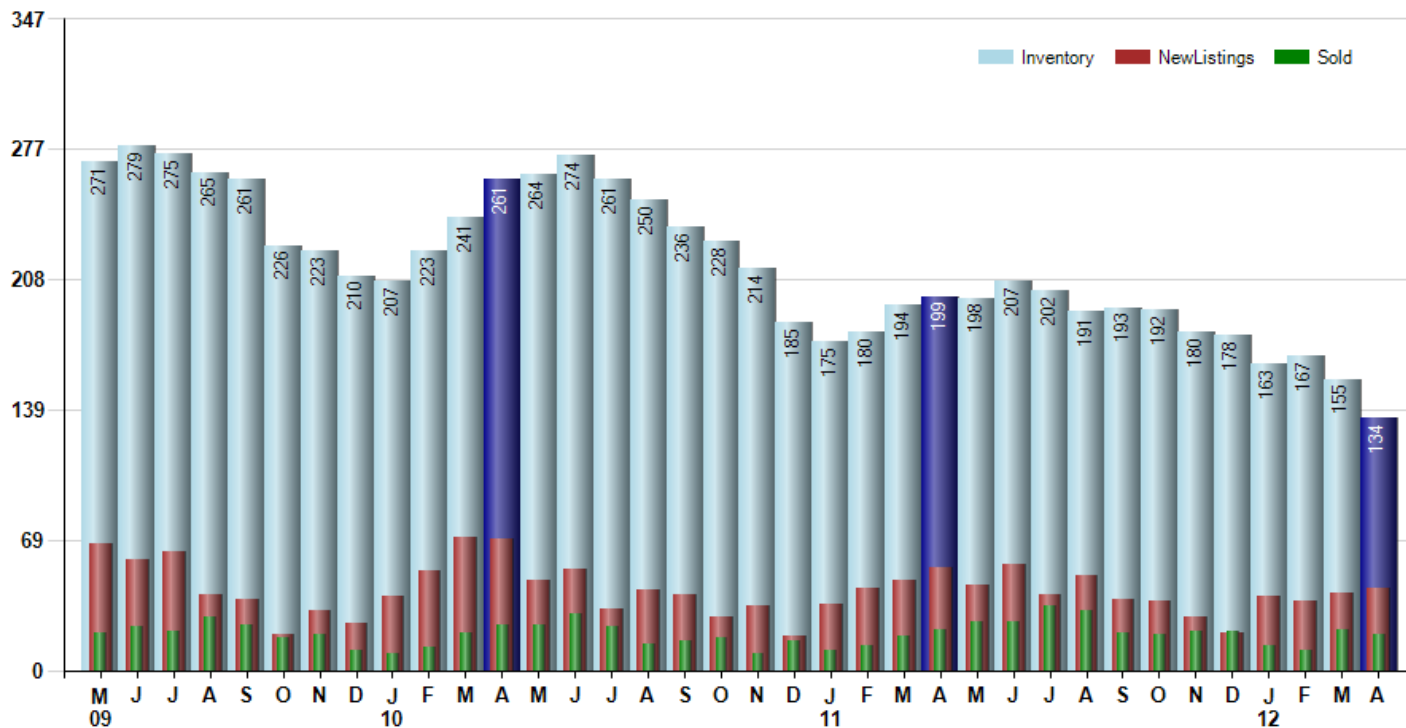
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### Inventory / New Listings / Sales

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 April 2012 was 44, up 7.3% from 41 last month and down -20.0% from 55 in April of last year.



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# MARKET ACTION REPORT

April 2012

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	M 09	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A
Homes Sold	20	23	21	28	24	17	19	11	9	12	20	24	24	30	23	14	16	17	9	16	11	13	18	22	26	26	34	32	20	19	21	21	13	11	22	19
3 Mo. Roll Avg			21	24	24	23	20	16	13	11	14	19	23	26	26	22	18	16	14	14	12	13	14	18	22	25	29	31	29	24	20	20	18	15	15	17

	(000's) M 09	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A
Median Sale Price	343	441	321	499	328	267	253	275	525	305	315	330	444	502	525	305	301	370	269	307	300	266	284	274	304	410	374	420	235	380	268	285	258	131	305	277
3 Mo. Roll Avg			368	420	383	365	283	265	351	368	382	317	363	425	490	444	377	325	313	315	292	291	283	275	287	329	363	401	343	345	294	311	270	225	231	238

	M 09	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A
Inventory	271	279	275	265	261	226	223	210	207	223	241	261	264	274	261	250	236	228	214	185	175	180	194	199	198	207	202	191	193	192	180	178	163	167	155	134
MSI	14	12	13	9	11	13	12	19	23	19	12	11	11	9	11	18	15	13	24	12	16	14	11	9	8	8	6	6	10	10	9	8	13	15	7	7

	M 09	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A
Days On Market	155	109	105	65	148	142	129	161	123	118	147	78	148	95	176	91	84	80	217	124	119	88	110	134	100	51	97	92	114	69	74	79	124	125	97	101
3 Mo. Roll Avg			123	93	106	118	140	144	138	134	129	114	124	107	140	121	117	85	127	140	153	110	106	111	115	95	83	80	101	92	86	74	92	109	115	108

	M 09	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A
Price per Sq Ft	216	218	184	208	139	140	198	150	202	149	160	146	183	202	204	149	187	178	149	156	145	155	166	151	170	198	171	175	143	196	136	162	142	100	155	163
3 Mo. Roll Avg			206	203	177	162	159	163	183	167	170	152	163	177	196	185	180	171	171	161	150	152	155	157	162	173	180	181	163	171	158	165	147	135	132	139

	M 09	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A
Sale to List Price	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	0.868	0.849	0.876	0.891	0.906	0.884	0.873	0.894	0.888	0.870	0.875	0.822	0.761	0.869	0.881
3 Mo. Roll Avg			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	0.847	0.855	0.864	0.872	0.891	0.894	0.888	0.884	0.885	0.884	0.878	0.856	0.819	0.817	0.837

	M 09	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A
New Listings	67	59	63	40	38	19	32	25	39	53	71	70	48	54	33	43	40	28	34	18	35	44	48	55	45	56	40	50	38	37	28	20	39	37	41	44
Inventory	271	279	275	265	261	226	223	210	207	223	241	261	264	274	261	250	236	228	214	185	175	180	194	199	198	207	202	191	193	192	180	178	163	167	155	134
Sales	20	23	21	28	24	17	19	11	9	12	20	24	24	30	23	14	16	17	9	16	11	13	18	22	26	26	34	32	20	19	21	21	13	11	22	19

	(000's) M 09	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A
Avg Sale Price	419	534	495	526	320	391	336	365	512	365	417	357	403	502	551	356	382	445	278	354	325	389	355	396	381	492	447	470	347	434	298	413	321	166	370	405
3 Mo. Roll Avg			482	518	447	412	349	364	404	414	431	380	392	421	486	470	430	394	368	359	319	356	357	380	377	423	440	470	422	417	360	382	344	300	286	314

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