

## MLS Area: Deerfield



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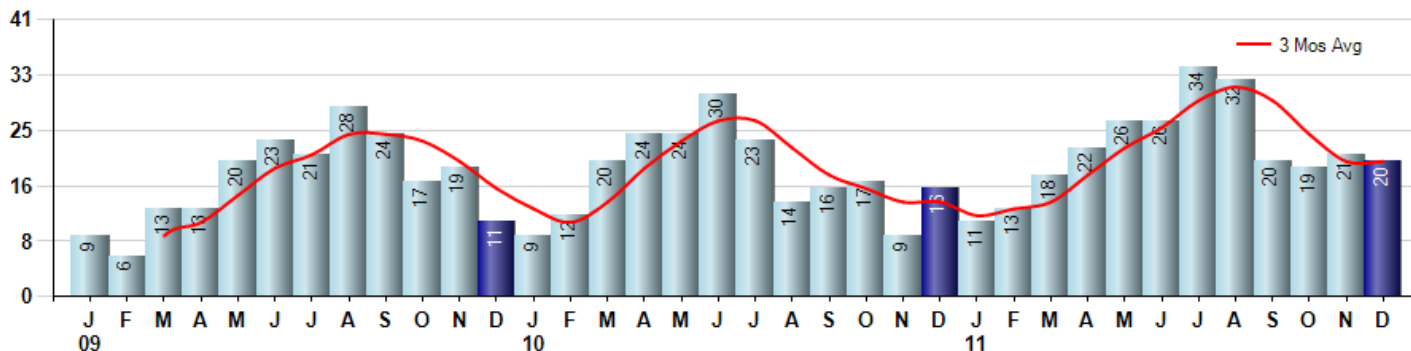
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$361,000	↓		↓				
Average List Price of all Current Listings	\$469,149	↓		↓				
December Median Sales Price	\$317,000	↑	↔	↑	↓	\$346,250	↓	↓
December Average Sales Price	\$419,475	↑	↑	↑	↔	\$406,565	↓	↓
Total Properties Currently for Sale (Inventory)	172	↓		↓				
December Number of Properties Sold	20	↓		↑		262	↑	
December Average Days on Market (Solds)	82	↑	↓	↓	↓	93	↓	↓
December Month's Supply of Inventory	8.6	↑	↓	↓	↓	9.5	↓	↓
December Sale Price vs List Price Ratio	87.2%	↑	↓	↑	↑	88.3%	↑	↑

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

### Property Sales

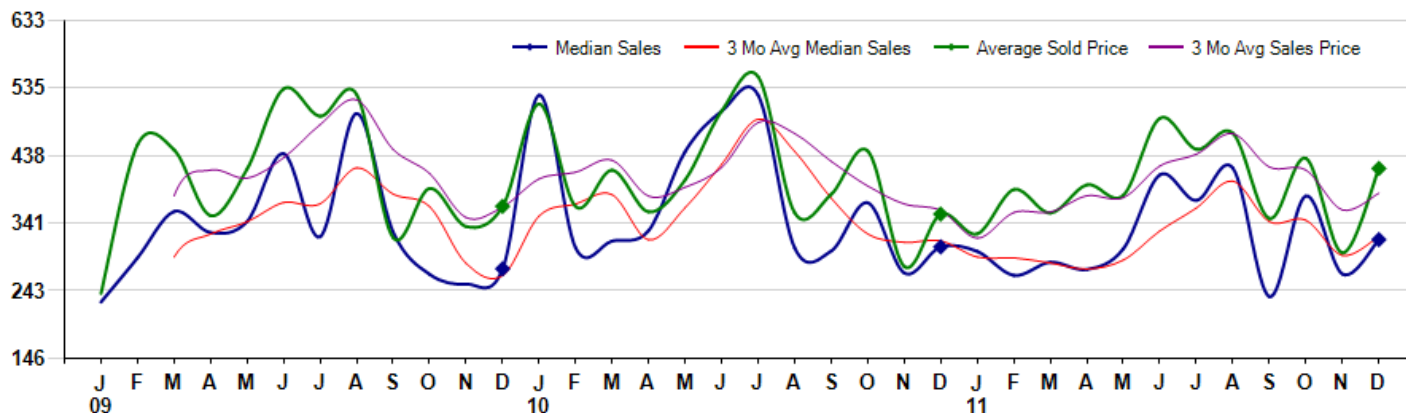
December Property sales were 20, up 25.0% from 16 in December of 2010 and -4.8% lower than the 21 sales last month. December 2011 sales were at their highest level compared to December of 2010 and 2009. December YTD sales of 262 are running 22.4% ahead of last year's year-to-date sales of 214.



### Prices

The Median Sales Price in December was \$317,000, up 3.4% from \$306,500 in December of 2010 and up 18.5% from \$267,500 last month. The Average Sales Price in December was \$419,475, up 18.6% from \$353,646 in December of 2010 and up 40.8% from \$297,879 last month. December 2011 ASP was at highest level compared to December of 2010 and 2009.

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 1/1/2009 through 12/31/2011. 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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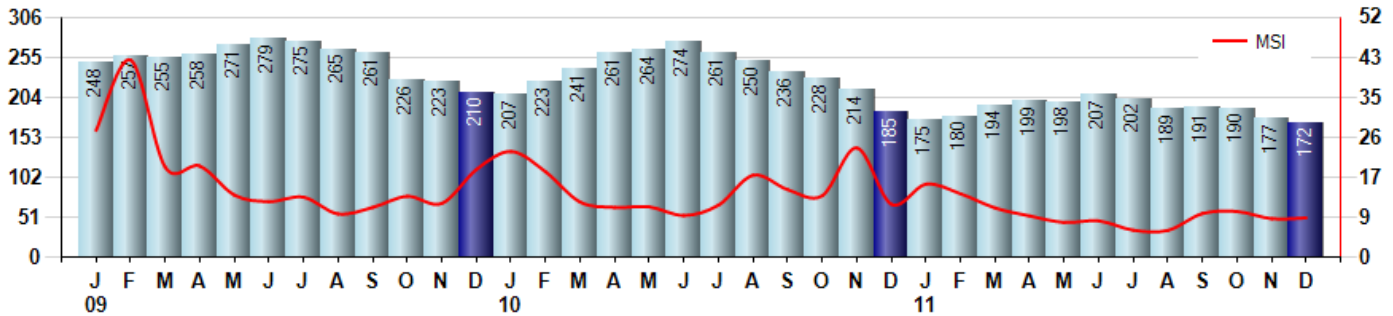
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### Inventory & MSI

The Total Inventory of Properties available for sale as of December was 172, down -2.8% from 177 last month and down -7.0% from 185 in December of last year. December 2011 Inventory was at the lowest level compared to December of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2011 MSI of 8.6 months was at its lowest level compared with December of 2010 and 2009.

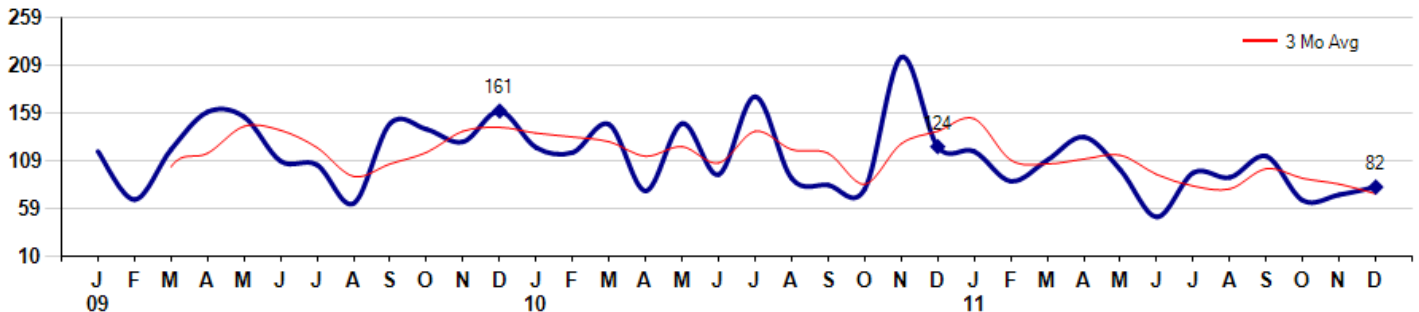
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 December was 82, up 10.8% from 74 days last month and down -33.9% from 124 days in December of last year. The December 2011 DOM was at its lowest level compared with December of 2010 and 2009.

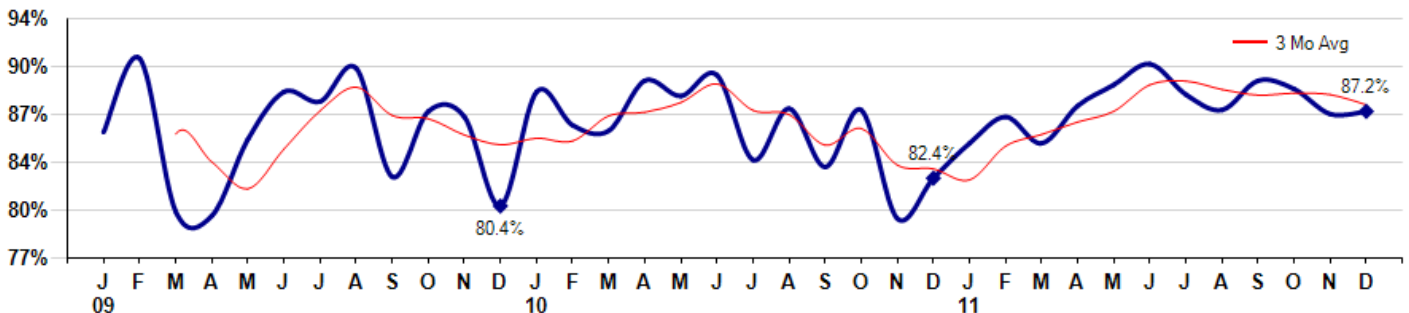
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 December 2011 Selling Price vs Original List Price of 87.2% was up from 87.0% last month and up from 82.4% in December of last year.

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



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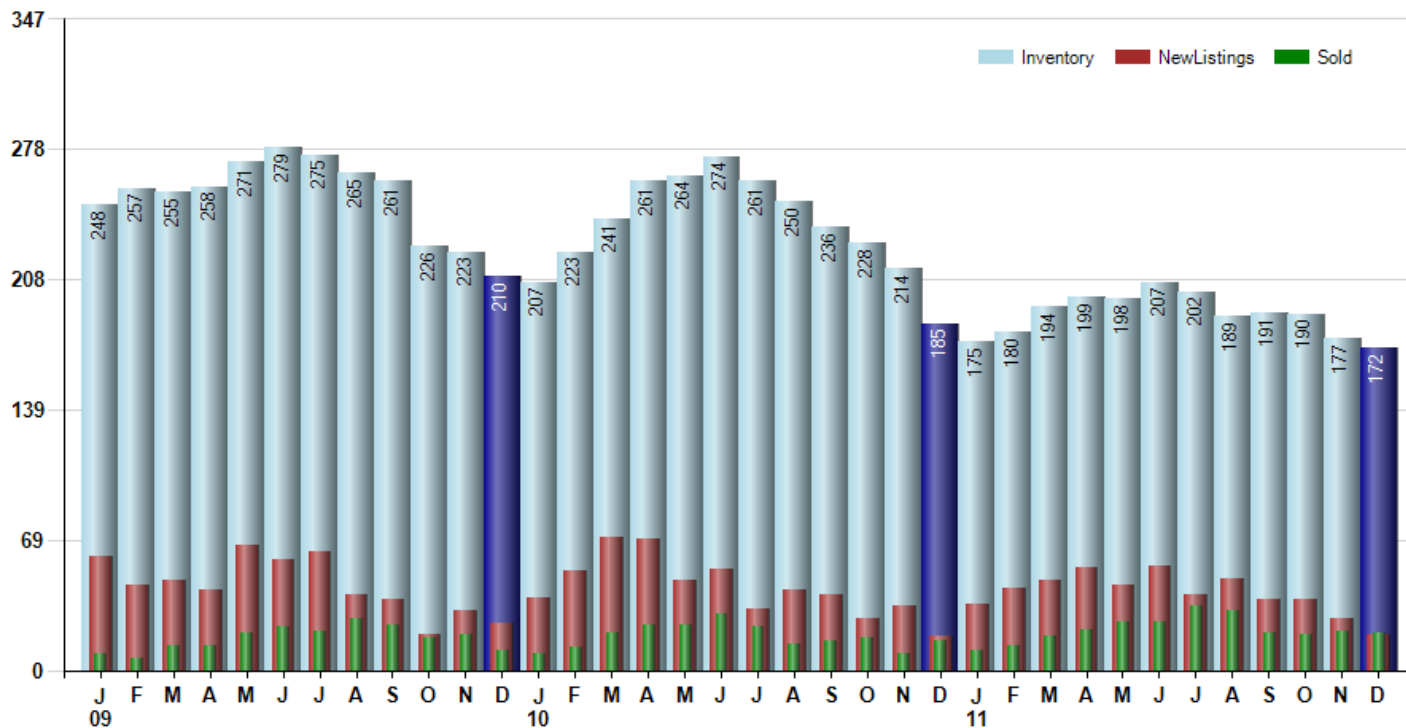
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### Inventory / New Listings / Sales

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 2011 was 19, down -32.1% from 28 last month and up 5.6% from 18 in December of last year.



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	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	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	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	13	18	22	26	26	34	32	20	19	21	20
3 Mo. Roll Avg			9	11	15	19	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

(000's)	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	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	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	266	284	274	304	410	374	420	235	380	268	317
3 Mo. Roll Avg			292	325	343	370	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	322

	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	F	M	A	M	J	J	A	S	O	N	D
Inventory	248	257	255	258	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	189	191	190	177	172
MSI	28	43	20	20	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	8	9

	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	F	M	A	M	J	J	A	S	O	N	D
Days On Market	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	88	110	134	100	51	97	92	114	68	74	82
3 Mo. Roll Avg			103	117	145	141	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	91	85	75

	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	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	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	155	166	151	170	198	171	175	143	196	136	158
3 Mo. Roll Avg			159	161	189	197	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	163

	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	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	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	0.868	0.849	0.876	0.891	0.906	0.884	0.873	0.894	0.888	0.870	0.872
3 Mo. Roll Avg			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	0.847	0.855	0.864	0.872	0.891	0.894	0.888	0.884	0.885	0.884	0.877

	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	F	M	A	M	J	J	A	S	O	N	D
New Listings	61	45	48	43	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	49	38	38	28	19
Inventory	248	257	255	258	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	189	191	190	177	172
Sales	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	13	18	22	26	26	34	32	20	19	21	20

(000's)	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	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	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	389	355	396	381	492	447	470	347	434	298	419
3 Mo. Roll Avg			380	417	405	435	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	384

