

## MLS Area: Deerfield

**ART WILSON**

Broker, Realtor

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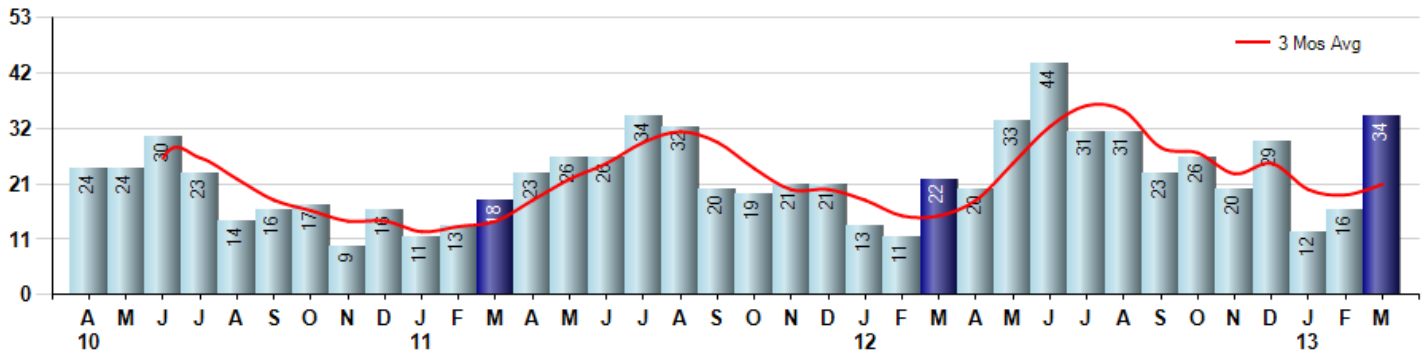
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

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	↑		↑				
Average List Price of all Current Listings	\$619,963	↑		↑				
March Median Sales Price	\$347,500	↑	↑	↑	↑	\$318,000	↑	↑
March Average Sales Price	\$367,691	↑	↑	→	↓	\$331,113	↑	↓
Total Properties Currently for Sale (Inventory)	83	↓		↓				
March Number of Properties Sold	34	↑		↑		62	↑	
March Average Days on Market (Solds)	75	↓	↓	↓	↓	87	↓	↓
March Month's Supply of Inventory	2.4	↓	↓	↓	↓	6.0	↓	↓
March Sale Price vs List Price Ratio	96.3%	↑	↑	↑	↑	94.9%	↑	↑

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

### Property Sales

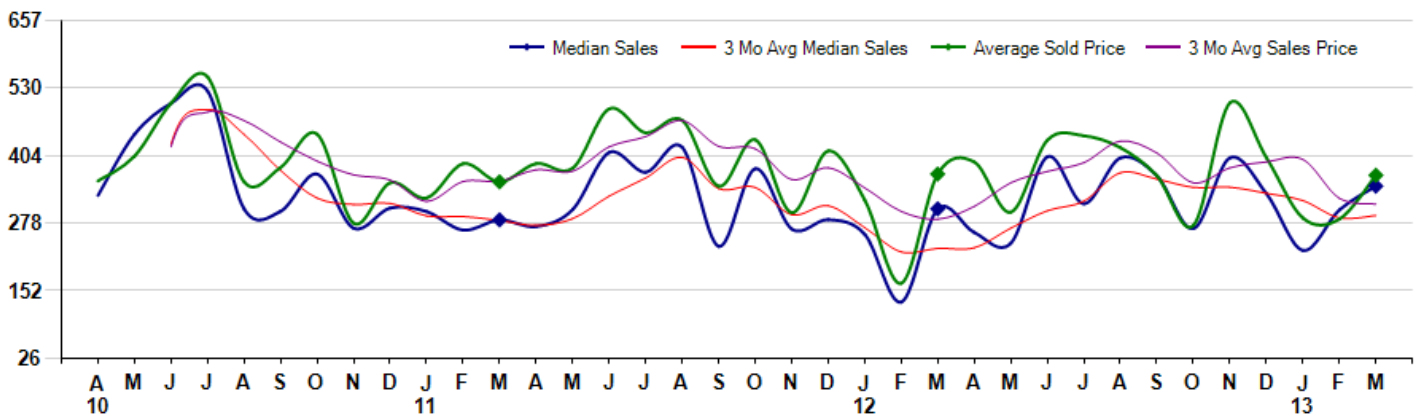
March Property sales were 34, up 54.5% from 22 in March of 2012 and 112.5% higher than the 16 sales last month. March 2013 sales were at their highest level compared to March of 2012 and 2011. March YTD sales of 62 are running 34.8% ahead of last year's year-to-date sales of 46.



### Prices

The Median Sales Price in March was \$347,500, up 13.9% from \$305,000 in March of 2012 and up 14.7% from \$303,000 last month. The Average Sales Price in March was \$367,691, down -0.6% from \$369,906 in March of 2012 and up 28.6% from \$285,819 last month. March 2013 ASP was at a mid range compared to March of 2012 and 2011.

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



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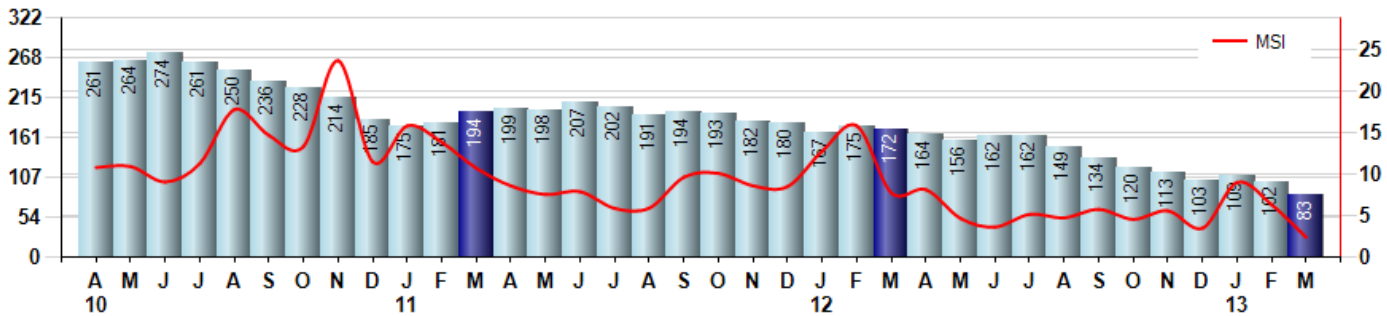
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### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 83, down -18.6% from 102 last month and down -51.7% from 172 in March of last year. March 2013 Inventory was at the lowest level compared to March of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2013 MSI of 2.4 months was at its lowest level compared with March of 2012 and 2011.

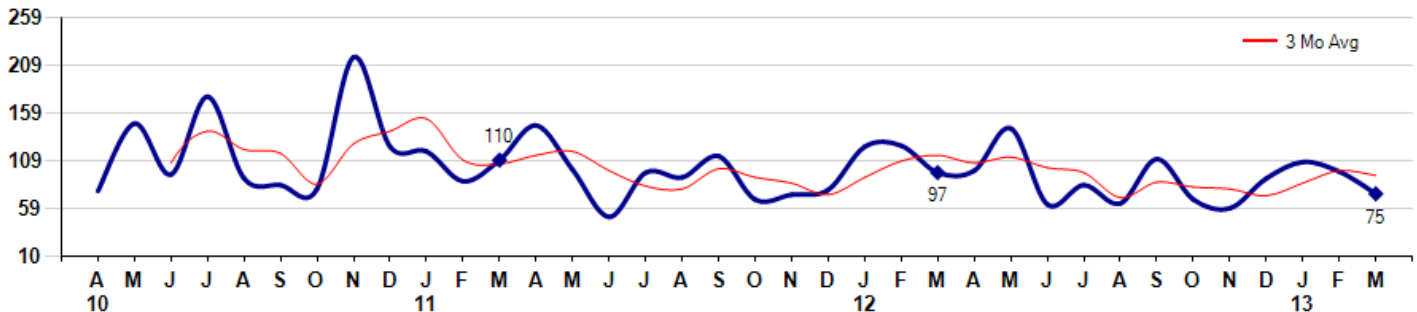
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 March was 75, down -23.5% from 98 days last month and down -22.7% from 97 days in March of last year. The March 2013 DOM was at its lowest level compared with March of 2012 and 2011.

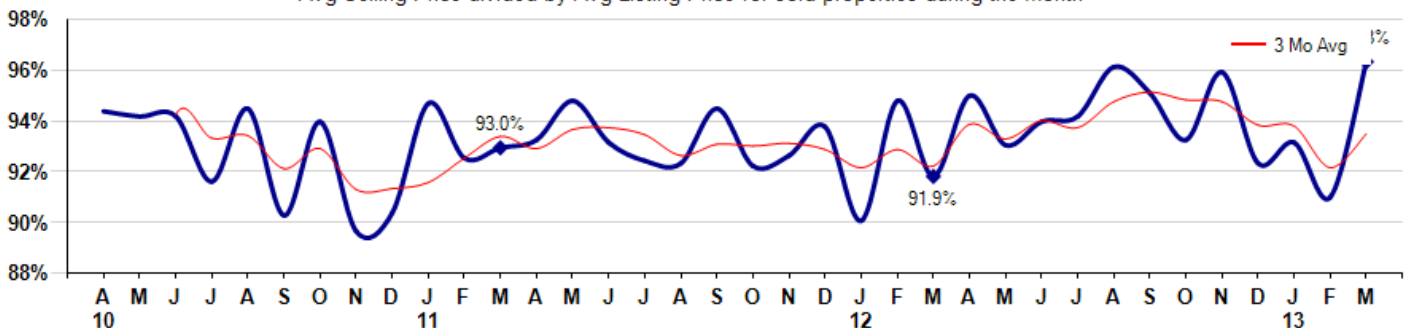
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 March 2013 Selling Price vs List Price of 96.3% was up from 91.1% last month and up from 91.9% in March 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 4/1/2010 through 3/31/2013. 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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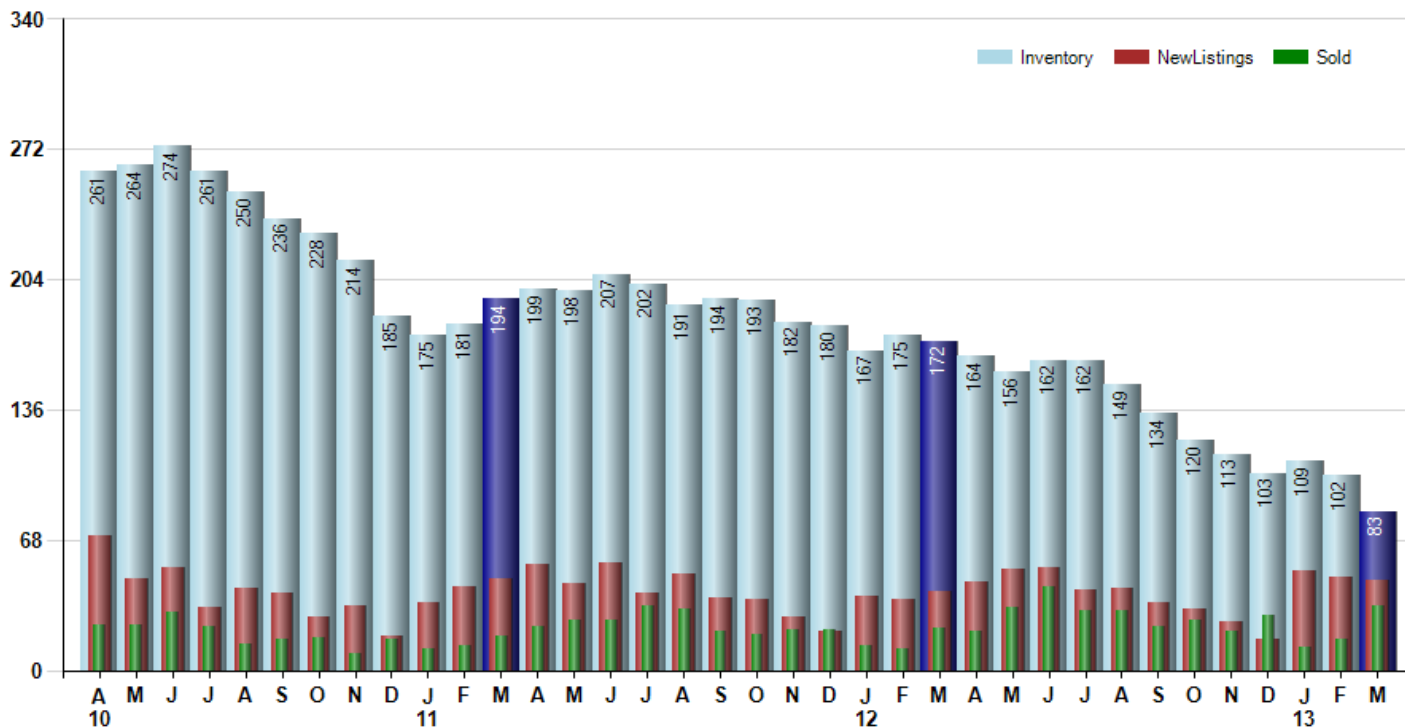
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### Inventory / New Listings / Sales

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 March 2013 was 47, down - 4.1% from 49 last month and up 14.6% from 41 in March of last year.



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	A 10	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	M	J	J	A	S	O	N	D	J 13	F	M
Homes Sold	24	24	30	23	14	16	17	9	16	11	13	18	23	26	26	34	32	20	19	21	21	13	11	22	20	33	44	31	31	23	26	20	29	12	16	34
3 Mo. Roll Avg			26	26	22	18	16	14	14	12	13	14	18	22	25	29	31	29	24	20	20	18	15	15	18	25	32	36	35	28	27	23	25	20	19	21

(000's)	A 10	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	M	J	J	A	S	O	N	D	J 13	F	M
Median Sale Price	330	444	502	525	305	301	370	269	307	300	266	284	272	304	410	374	420	235	380	268	285	258	131	305	261	241	402	315	400	367	268	400	334	228	303	348
3 Mo. Roll Avg			425	490	444	377	325	313	315	292	291	283	274	287	329	363	401	343	345	294	311	270	225	231	232	269	301	319	372	361	345	345	334	321	288	293

	A 10	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	M	J	J	A	S	O	N	D	J 13	F	M
Inventory	261	264	274	261	250	236	228	214	185	175	181	194	199	198	207	202	191	194	193	182	180	167	175	172	164	156	162	162	149	134	120	113	103	109	102	83
MSI	11	11	9	11	18	15	13	24	12	16	14	11	9	8	8	6	6	10	10	9	9	13	16	8	8	5	4	5	5	6	5	6	4	9	6	2

	A 10	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	M	J	J	A	S	O	N	D	J 13	F	M
Days On Market	78	148	95	176	91	84	80	217	124	119	88	110	146	100	51	97	92	114	69	74	79	124	125	97	99	143	64	84	65	111	69	60	91	108	98	75
3 Mo. Roll Avg			107	140	121	117	85	127	140	153	110	106	115	119	99	83	80	101	92	86	74	92	109	115	107	113	102	97	71	87	82	80	73	86	99	94

	A 10	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	M	J	J	A	S	O	N	D	J 13	F	M
Price per Sq Ft	146	183	202	204	149	187	178	149	156	145	155	166	151	170	198	171	175	143	196	136	162	142	100	155	158	148	168	171	165	150	157	182	157	144	159	173
3 Mo. Roll Avg			177	196	185	180	171	171	161	150	152	155	157	162	173	180	181	163	171	158	165	147	135	132	138	154	158	162	168	162	157	163	165	161	153	159

	A 10	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	M	J	J	A	S	O	N	D	J 13	F	M
Sale to List Price	0.944	0.942	0.942	0.917	0.945	0.904	0.940	0.898	0.905	0.947	0.926	0.930	0.933	0.948	0.932	0.925	0.924	0.945	0.923	0.927	0.938	0.902	0.948	0.919	0.950	0.931	0.940	0.942	0.961	0.951	0.933	0.959	0.924	0.932	0.911	0.963
3 Mo. Roll Avg			0.943	0.934	0.935	0.922	0.930	0.914	0.914	0.917	0.926	0.934	0.930	0.937	0.938	0.935	0.927	0.931	0.931	0.932	0.929	0.922	0.929	0.923	0.939	0.933	0.940	0.938	0.948	0.951	0.948	0.948	0.939	0.938	0.922	0.935

	A 10	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	M	J	J	A	S	O	N	D	J 13	F	M
New Listings	70	48	54	33	43	40	28	34	18	35	44	48	55	45	56	40	50	38	37	28	20	39	37	41	46	53	54	42	43	35	32	25	16	52	49	47
Inventory	261	264	274	261	250	236	228	214	185	175	181	194	199	198	207	202	191	194	193	182	180	167	175	172	164	156	162	162	149	134	120	113	103	109	102	83
Sales	24	24	30	23	14	16	17	9	16	11	13	18	23	26	26	34	32	20	19	21	21	13	11	22	20	33	44	31	31	23	26	20	29	12	16	34

(000's)	A 10	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	M	J	J	A	S	O	N	D	J 13	F	M
Avg Sale Price	357	403	502	551	356	382	445	278	354	325	389	355	390	381	492	447	470	347	434	298	413	321	166	370	393	299	433	441	419	367	274	503	401	288	286	368
3 Mo. Roll Avg			421	486	470	430	394	368	359	319	356	357	378	375	421	440	470	422	417	360	382	344	300	286	309	354	375	391	431	409	354	381	393	397	325	314

