

MLS Area: Deerfield



ART WILSON
 Broker, Realtor
 847-363-1599
 Art.Wilson@cbexchange.com



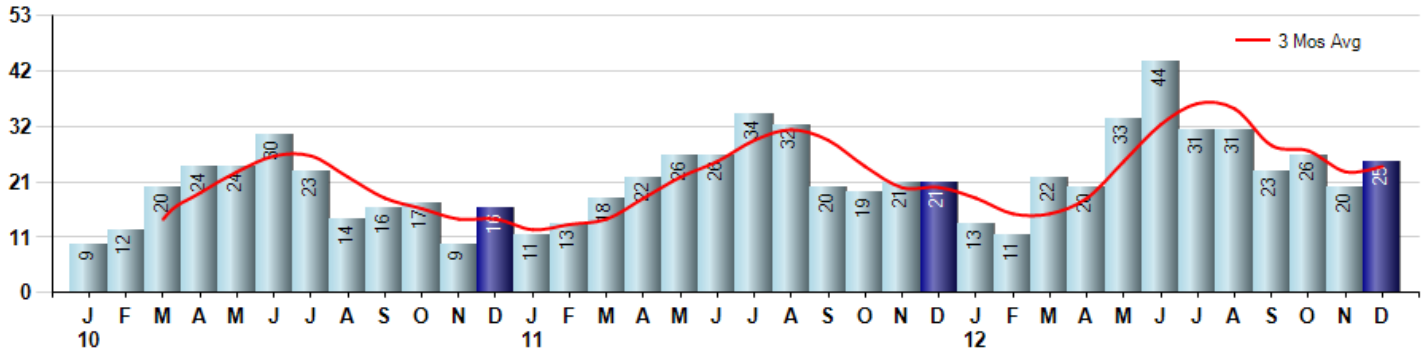
Price Range: | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$376,500	↑		↑				
Average List Price of all Current Listings	\$497,935	↑		↑				
December Median Sales Price	\$333,750	↓	↓	↑	↑	\$315,000	↓	↓
December Average Sales Price	\$335,145	↓	↓	↓	↓	\$373,246	↓	↓
Total Properties Currently for Sale (Inventory)	84	↓		↓				
December Number of Properties Sold	25	↑		↑		299	↑	
December Average Days on Market (Solds)	97	↑	↑	↑	↑	91	↓	↓
December Month's Supply of Inventory	3.4	↓	↓	↓	↓	6.7	↓	↓
December Sale Price vs List Price Ratio	94.4%	↓	→	↑	↑	94.0%	↑	↑

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

Property Sales

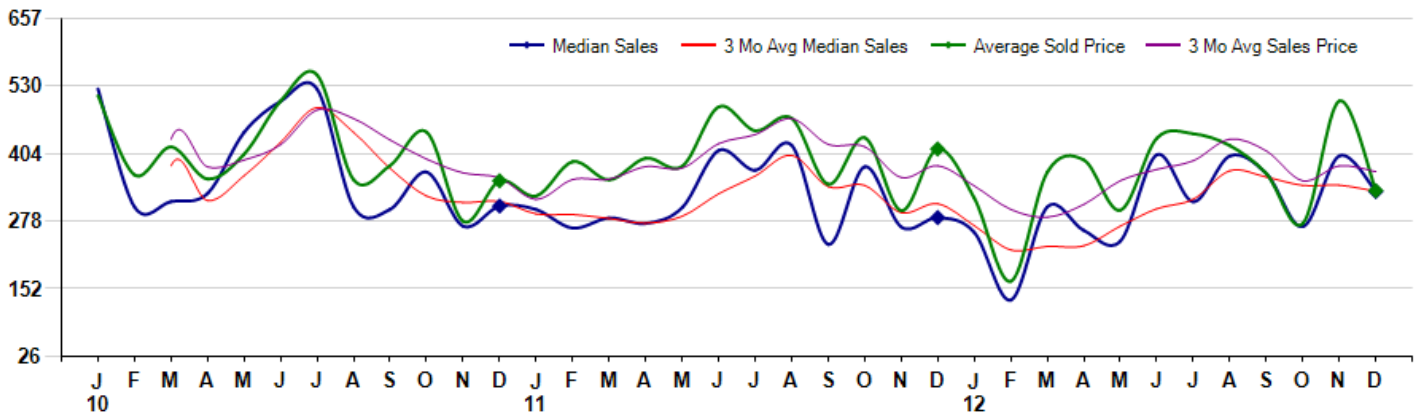
December Property sales were 25, up 19.0% from 21 in December of 2011 and 25.0% higher than the 20 sales last month. December 2012 sales were at their highest level compared to December of 2011 and 2010. December YTD sales of 299 are running 13.7% ahead of last year's year-to-date sales of 263.



Prices

The Median Sales Price in December was \$333,750, up 17.1% from \$285,000 in December of 2011 and down -16.6% from \$400,250 last month. The Average Sales Price in December was \$335,145, down -18.9% from \$413,071 in December of 2011 and down -33.4% from \$502,928 last month. December 2012 ASP was at the lowest level compared to December 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 1/1/2010 through 12/31/2012. 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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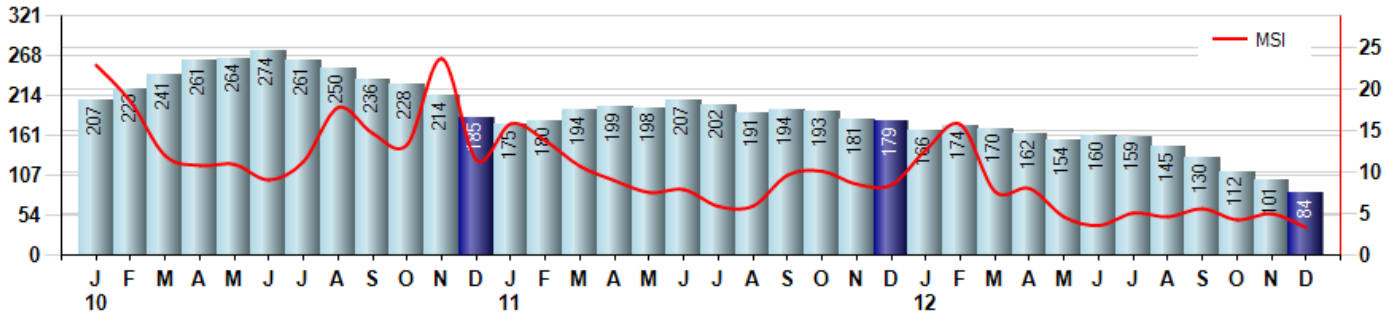
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 84, down -16.8% from 101 last month and down -53.1% from 179 in December of last year. December 2012 Inventory was at the lowest level compared to December of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2012 MSI of 3.4 months was at its lowest level compared with December of 2011 and 2010.

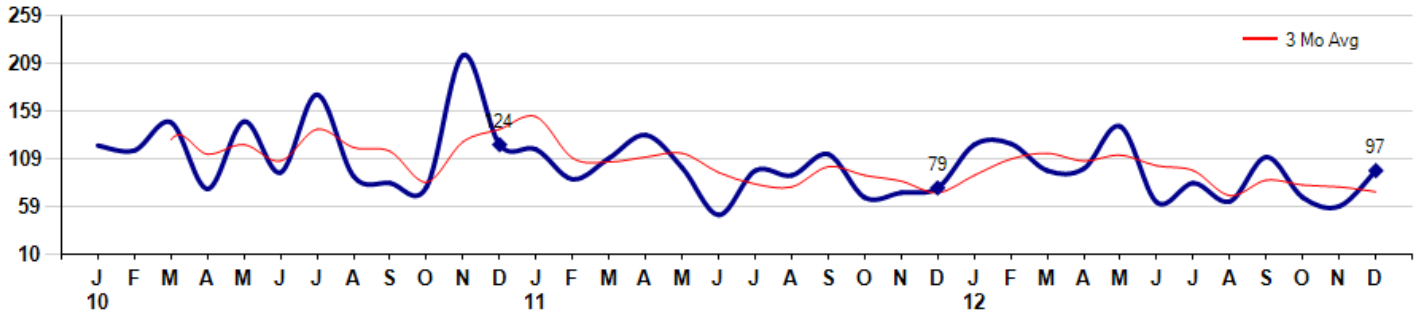
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 97, up 61.7% from 60 days last month and up 22.8% from 79 days in December of last year. The December 2012 DOM was at a mid range compared with December of 2011 and 2010.

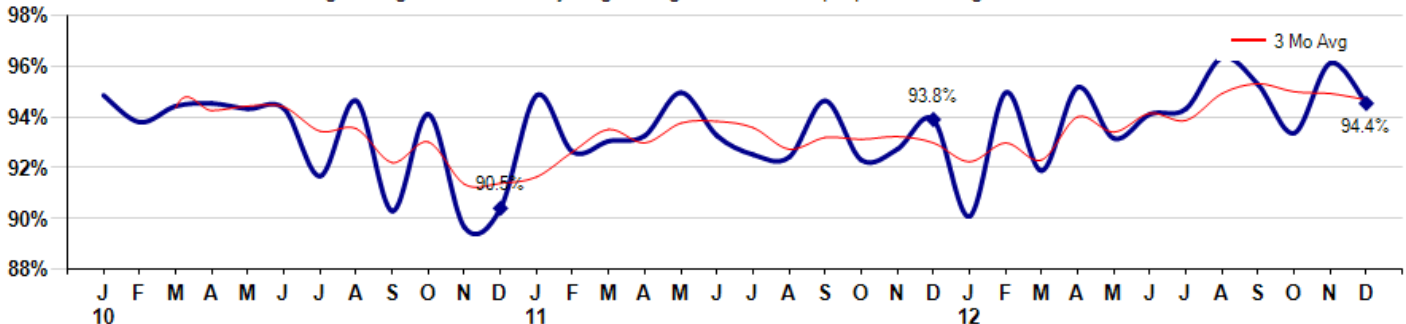
Average Days on Market (Listing to Contract) for properties sold during the month



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 December 2012 Selling Price vs List Price of 94.4% was down from 95.9% last month and up from 93.8% in December of last year.

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



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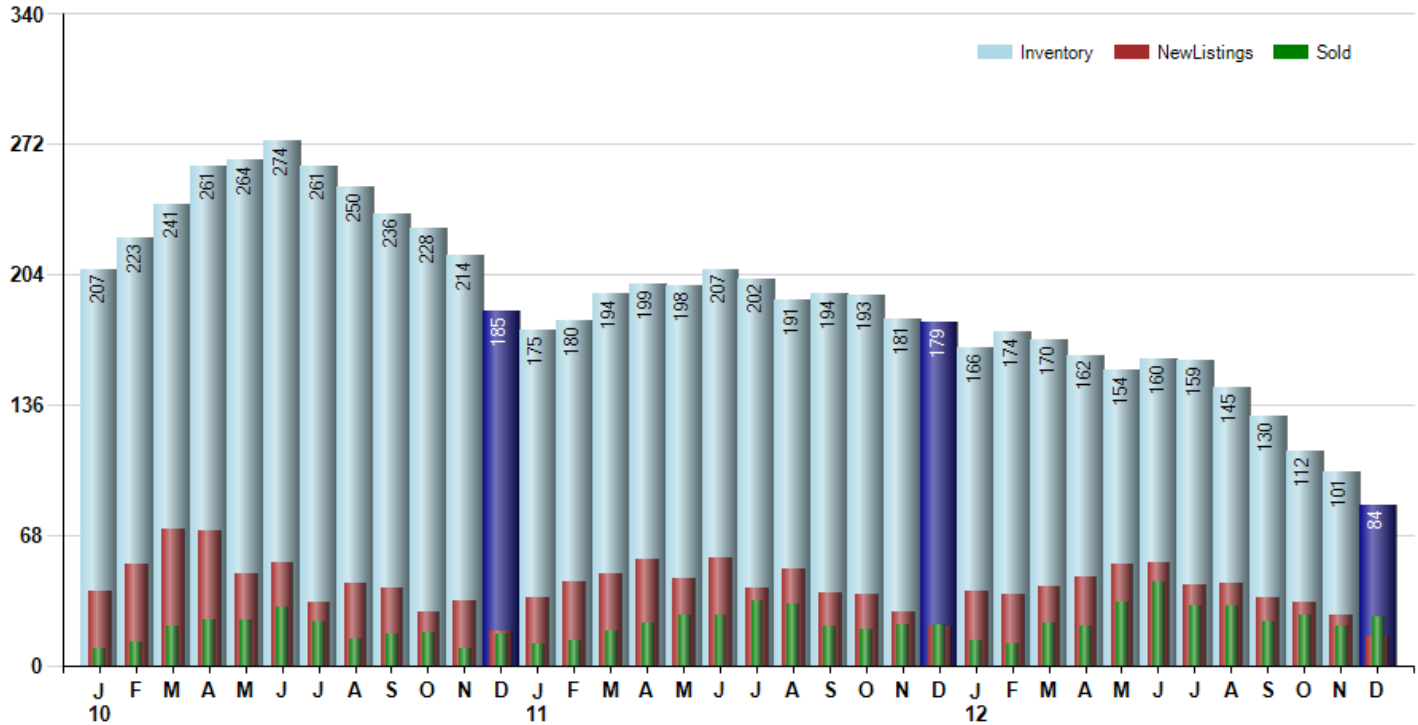
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Inventory / New Listings / Sales

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 2012 was 15, down -42.3% from 26 last month and down -25.0% from 20 in December of last year.



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	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	M	J	J	A	S	O	N	D
Homes Sold	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	20	33	44	31	31	23	26	20	25
3 Mo. Roll Avg			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	18	25	32	36	35	28	27	23	24

	(000's) 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	M	J	J	A	S	O	N	D
Median Sale Price	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	261	241	402	315	400	367	268	400	334
3 Mo. Roll Avg			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	232	269	301	319	372	361	345	345	334

	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	M	J	J	A	S	O	N	D
Inventory	207	223	241	261	264	274	261	250	236	228	214	185	175	180	194	199	198	207	202	191	194	193	181	179	166	174	170	162	154	160	159	145	130	112	101	84
MSI	23	19	12	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	4	5	3

	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	M	J	J	A	S	O	N	D
Days On Market	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	99	143	64	84	65	111	69	60	97
3 Mo. Roll Avg			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	107	113	102	97	71	87	82	80	75

	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	M	J	J	A	S	O	N	D
Price per Sq Ft	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	158	148	168	171	165	150	157	182	156
3 Mo. Roll Avg			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	138	154	158	162	168	162	157	163	165

	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	M	J	J	A	S	O	N	D
Sale to List Price	0.947	0.937	0.943	0.944	0.942	0.942	0.917	0.945	0.904	0.940	0.898	0.905	0.947	0.926	0.930	0.932	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	0.944
3 Mo. Roll Avg			0.942	0.941	0.943	0.943	0.934	0.935	0.922	0.930	0.914	0.914	0.917	0.926	0.934	0.929	0.937	0.937	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	0.945

	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	M	J	J	A	S	O	N	D
New Listings	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	46	53	54	42	43	35	33	26	15
Inventory	207	223	241	261	264	274	261	250	236	228	214	185	175	180	194	199	198	207	202	191	194	193	181	179	166	174	170	162	154	160	159	145	130	112	101	84
Sales	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	20	33	44	31	31	23	26	20	25

	(000's) 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	M	J	J	A	S	O	N	D
Avg Sale Price	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	393	299	433	441	419	367	274	503	335
3 Mo. Roll Avg			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	309	354	375	391	431	409	354	381	371

