

MLS Area: Deerfield



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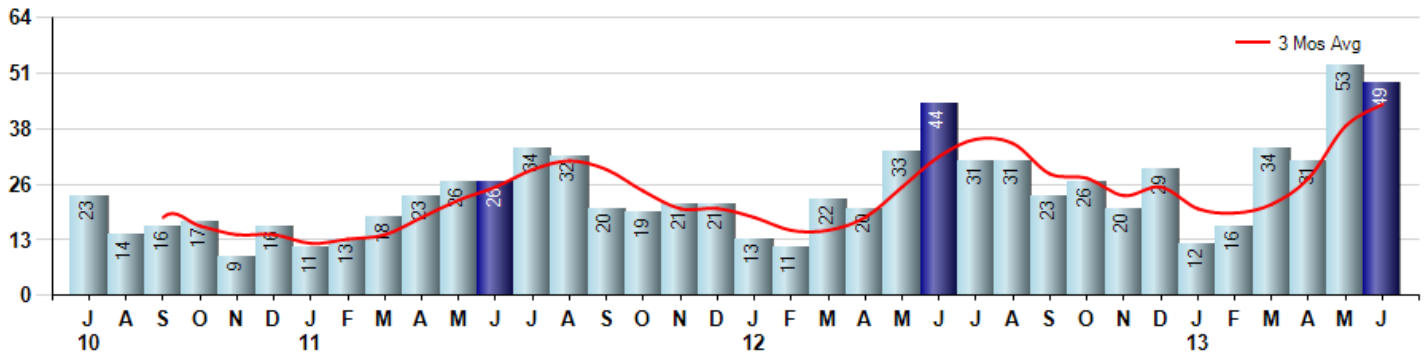
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|---|-----------|-------------------|-----|-----|----|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$627,500 | ↑ | | ↑ | | | | |
| Average List Price of all Current Listings | \$694,193 | ↑ | | ↑ | | | | |
| June Median Sales Price | \$300,000 | ↓ | ↓ | ↓ | ↓ | \$328,500 | ↑ | ↑ |
| June Average Sales Price | \$341,172 | ↓ | ↓ | ↓ | ↓ | \$377,488 | ↑ | ↔ |
| Total Properties Currently for Sale (Inventory) | 94 | ↓ | | ↓ | | | | |
| June Number of Properties Sold | 49 | ↓ | | ↑ | | 195 | ↑ | |
| June Average Days on Market (Solds) | 61 | ↓ | ↓ | ↓ | ↓ | 71 | ↓ | ↓ |
| June Month's Supply of Inventory | 1.9 | ↑ | ↓ | ↓ | ↓ | 4.4 | ↓ | ↓ |
| June Sale Price vs List Price Ratio | 97.7% | ↑ | ↑ | ↑ | ↑ | 95.4% | ↑ | ↑ |

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

Property Sales

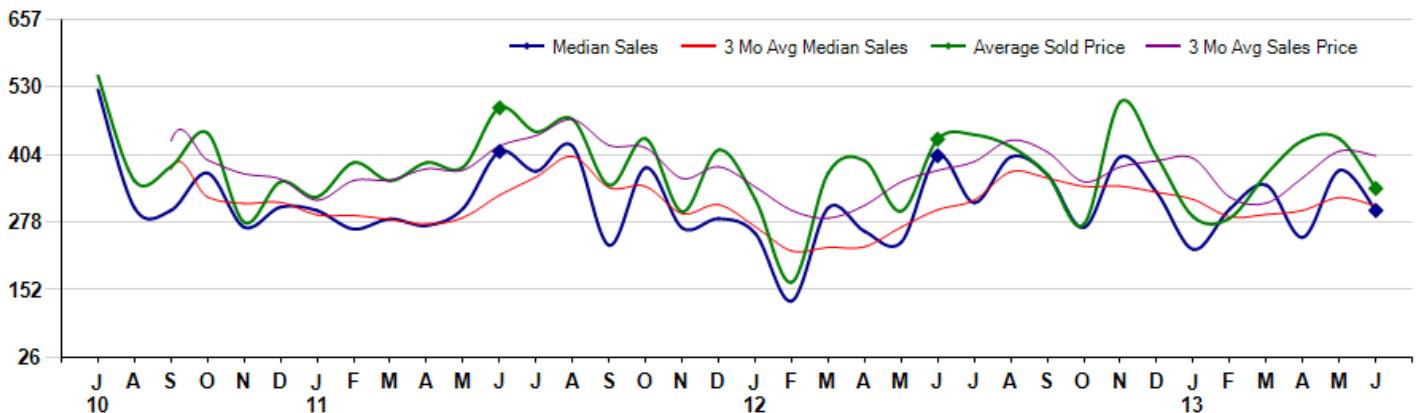
June Property sales were 49, up 11.4% from 44 in June of 2012 and -7.5% lower than the 53 sales last month. June 2013 sales were at their highest level compared to June of 2012 and 2011. June YTD sales of 195 are running 36.4% ahead of last year's year-to-date sales of 143.



Prices

The Median Sales Price in June was \$300,000, down -25.4% from \$402,250 in June of 2012 and down -20.0% from \$375,000 last month. The Average Sales Price in June was \$341,172, down -21.2% from \$433,138 in June of 2012 and down -21.4% from \$434,103 last month. June 2013 ASP was at the lowest level compared to June of 2012 and 2011.

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



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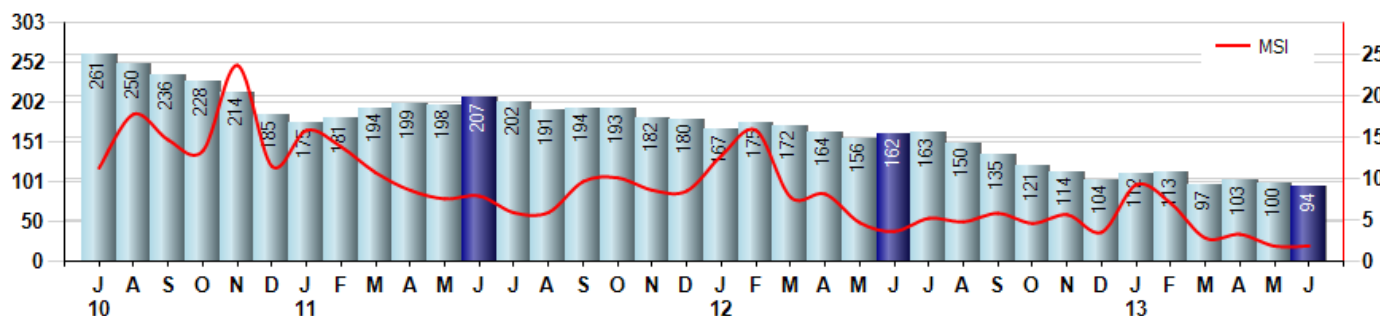
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Inventory & MSI

The Total Inventory of Properties available for sale as of June was 94, down -6.0% from 100 last month and down -42.0% from 162 in June of last year. June 2013 Inventory was at the lowest level compared to June of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2013 MSI of 1.9 months was at its lowest level compared with June of 2012 and 2011.

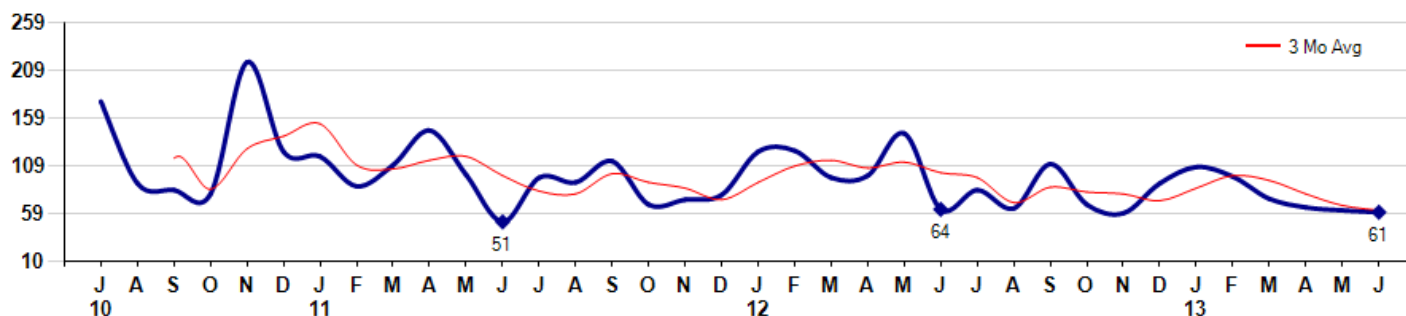
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 June was 61, down -3.2% from 63 days last month and down -4.7% from 64 days in June of last year. The June 2013 DOM was at a mid range compared with June of 2012 and 2011.

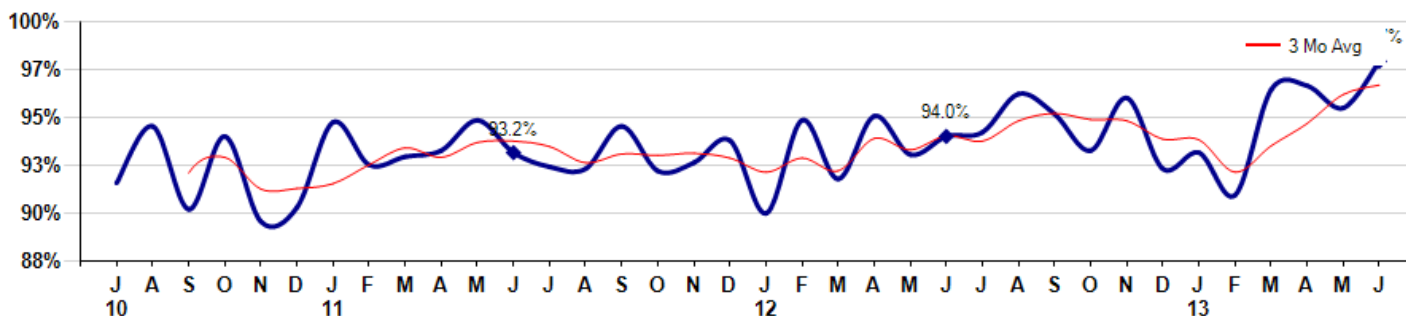
Average Days on Market(Listing to Contract) for properties sold during the month



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 June 2013 Selling Price vs List Price of 97.7% was up from 95.4% last month and up from 94.0% in June of last year.

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



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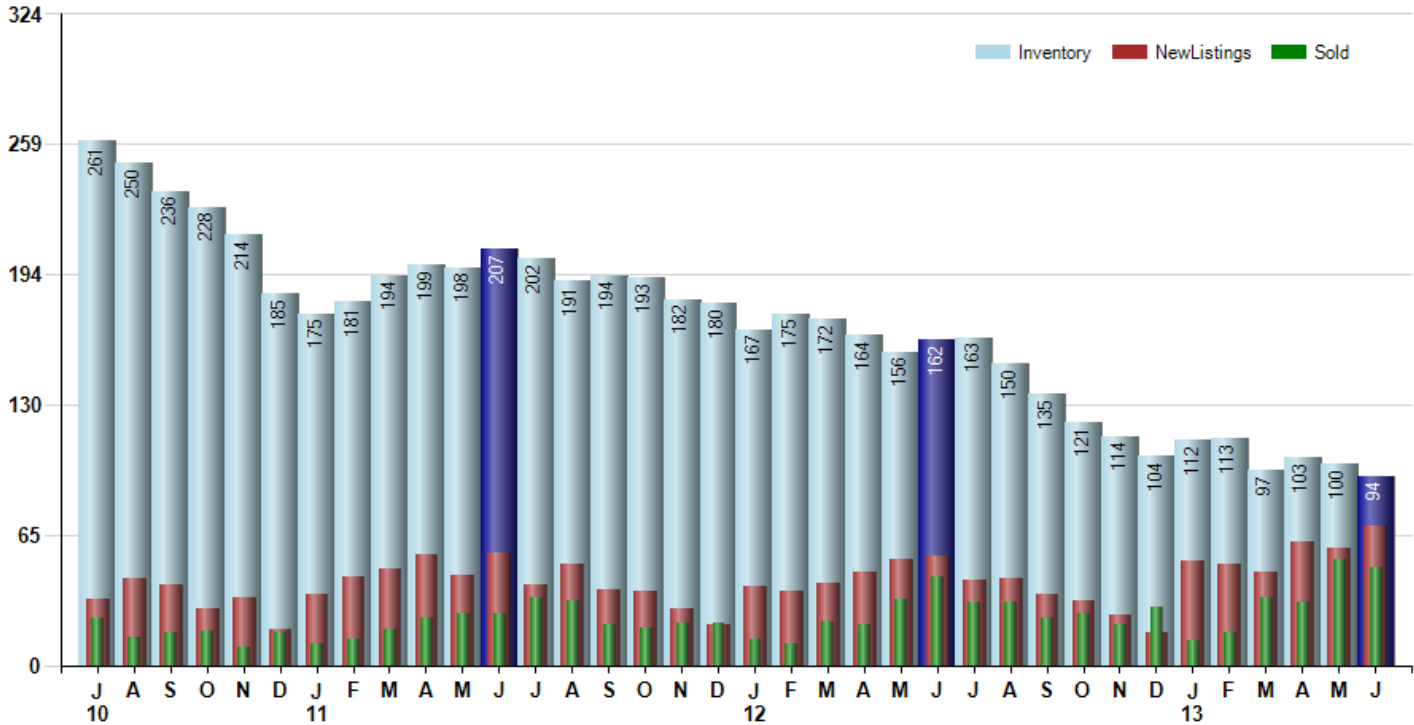
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Inventory / New Listings / Sales

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 June 2013 was 69, up 19.0% from 58 last month and up 27.8% from 54 in June of last year.



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| | J 10 | 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 | A | M | J |
|----------------|------|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|
| Homes Sold | 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 | 31 | 53 | 49 |
| 3 Mo. Roll Avg | | | 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 | 27 | 39 | 44 |

| (000's) | J 10 | 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 | A | M | J |
|-------------------|------|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|
| Median Sale Price | 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 | 250 | 375 | 300 |
| 3 Mo. Roll Avg | | | 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 | 300 | 324 | 308 |

| | J 10 | 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 | A | M | J |
|-----------|------|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|----|-----|-----|----|
| Inventory | 261 | 250 | 236 | 228 | 214 | 185 | 175 | 181 | 194 | 199 | 198 | 207 | 202 | 191 | 194 | 193 | 182 | 180 | 167 | 175 | 172 | 164 | 156 | 162 | 163 | 150 | 135 | 121 | 114 | 104 | 112 | 113 | 97 | 103 | 100 | 94 |
| MSI | 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 | 7 | 3 | 3 | 2 | 2 |

| | J 10 | 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 | A | M | J |
|----------------|------|----|-----|----|-----|-----|------|-----|-----|-----|-----|----|----|----|-----|----|----|----|------|-----|-----|-----|-----|-----|----|----|-----|----|----|----|------|----|----|----|----|----|
| Days On Market | 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 | 66 | 63 | 61 |
| 3 Mo. Roll Avg | | | 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 | 80 | 68 | 63 |

| | J 10 | 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 | A | M | J |
|-----------------|------|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|
| Price per Sq Ft | 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 | 165 | 173 | 174 |
| 3 Mo. Roll Avg | | | 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 | 166 | 170 | 171 |

| | J 10 | 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 | A | M | J |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.965 | 0.954 | 0.977 |
| 3 Mo. Roll Avg | | | 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 | 0.946 | 0.961 | 0.965 |

| | J 10 | 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 | A | M | J |
|--------------|------|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|----|-----|-----|----|
| New Listings | 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 | 50 | 46 | 61 | 58 | 69 |
| Inventory | 261 | 250 | 236 | 228 | 214 | 185 | 175 | 181 | 194 | 199 | 198 | 207 | 202 | 191 | 194 | 193 | 182 | 180 | 167 | 175 | 172 | 164 | 156 | 162 | 163 | 150 | 135 | 121 | 114 | 104 | 112 | 113 | 97 | 103 | 100 | 94 |
| Sales | 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 | 31 | 53 | 49 |

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|----------------|------|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|
| Avg Sale Price | 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 | 431 | 434 | 341 |
| 3 Mo. Roll Avg | | | 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 | 361 | 411 | 402 |

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