

MLS Area: Deerfield



ART WILSON

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com



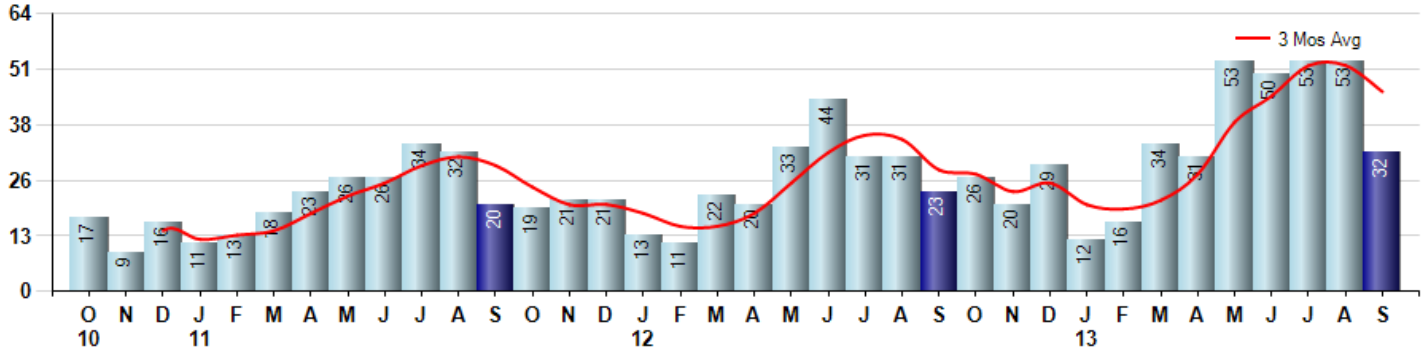
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$477,450	↓		↑				
Average List Price of all Current Listings	\$635,992	↓		↑				
September Median Sales Price	\$390,000	↓	↑	↑	↑	\$350,000	↑	↑
September Average Sales Price	\$472,334	↑	↑	↑	↑	\$403,002	↑	↑
Total Properties Currently for Sale (Inventory)	92	↓		↓				
September Number of Properties Sold	32	↓		↑		334	↑	
September Average Days on Market (Solds)	32	↓	↓	↓	↓	60	↓	↓
September Month's Supply of Inventory	2.9	↑	↑	↓	↓	3.8	↓	↓
September Sale Price vs List Price Ratio	96.1%	↓	→	↑	↑	95.7%	↑	↑

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

Property Sales

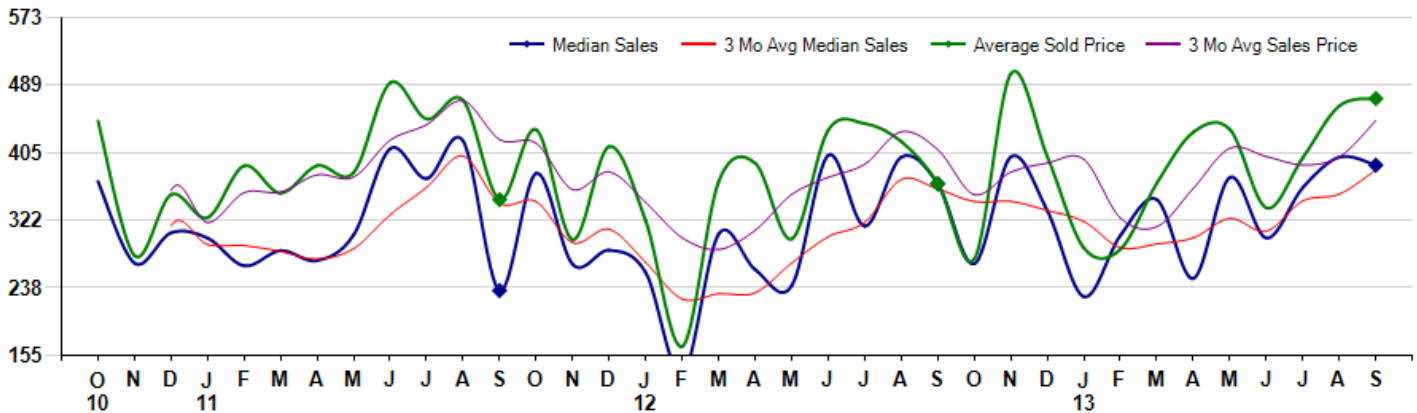
September Property sales were 32, up 39.1% from 23 in September of 2012 and -39.6% lower than the 53 sales last month. September 2013 sales were at their highest level compared to September of 2012 and 2011. September YTD sales of 334 are running 46.5% ahead of last year's year-to-date sales of 228.



Prices

The Median Sales Price in September was \$390,000, up 6.2% from \$367,100 in September of 2012 and down -2.5% from \$400,000 last month. The Average Sales Price in September was \$472,334, up 28.6% from \$367,222 in September of 2012 and up 1.9% from \$463,442 last month. September 2013 ASP was at highest level compared to September of 2012 and 2011.

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



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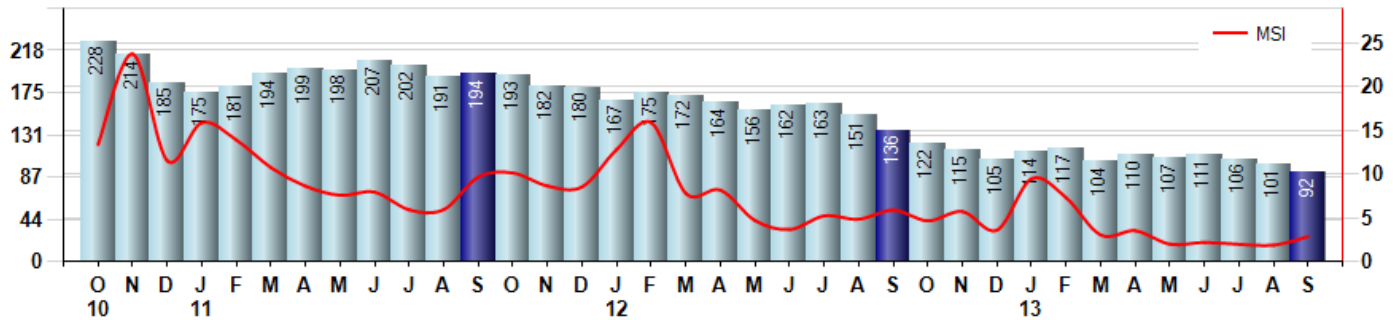
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Inventory & MSI

The Total Inventory of Properties available for sale as of September was 92, down -8.9% from 101 last month and down -32.4% from 136 in September of last year. September 2013 Inventory was at the lowest level compared to September of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2013 MSI of 2.9 months was at its lowest level compared with September of 2012 and 2011.

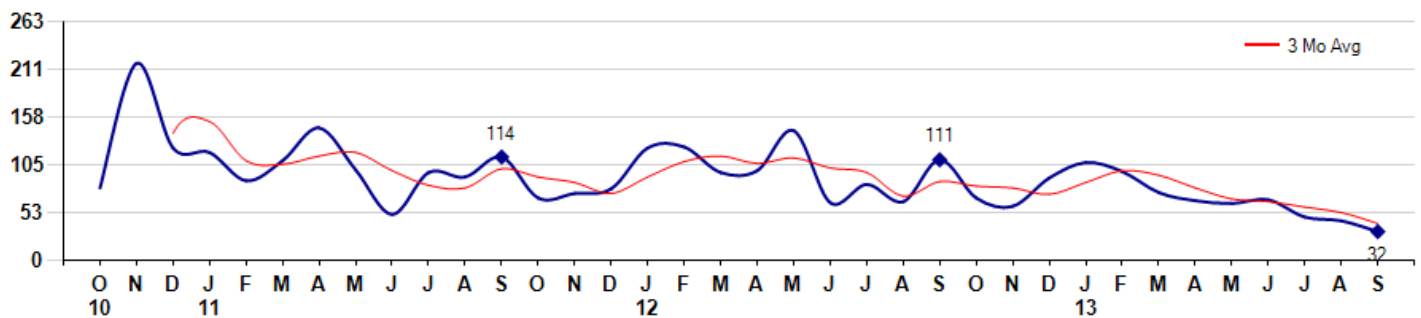
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 September was 32, down -27.3% from 44 days last month and down -71.2% from 111 days in September of last year. The September 2013 DOM was at its lowest level compared with September of 2012 and 2011.

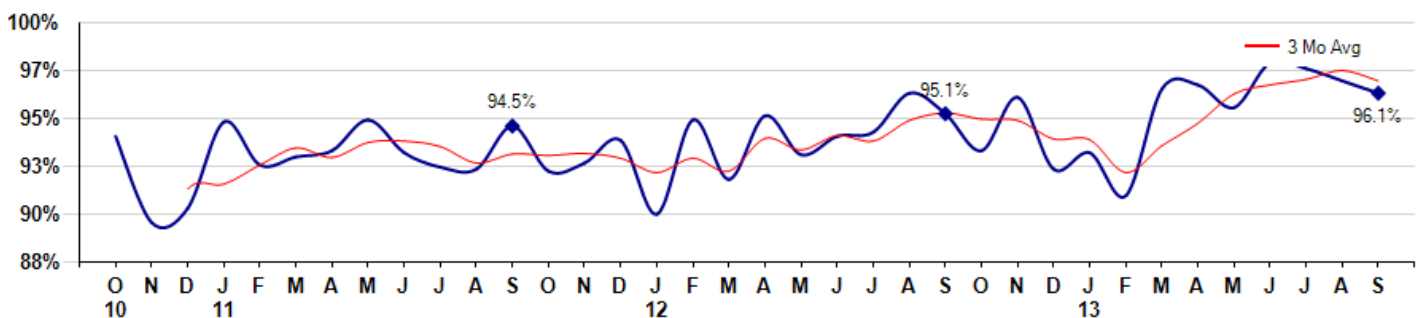
Average Days on Market(Listing to Contract) for properties sold during the month



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 September 2013 Selling Price vs List Price of 96.1% was down from 96.7% last month and up from 95.1% in September of last year.

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



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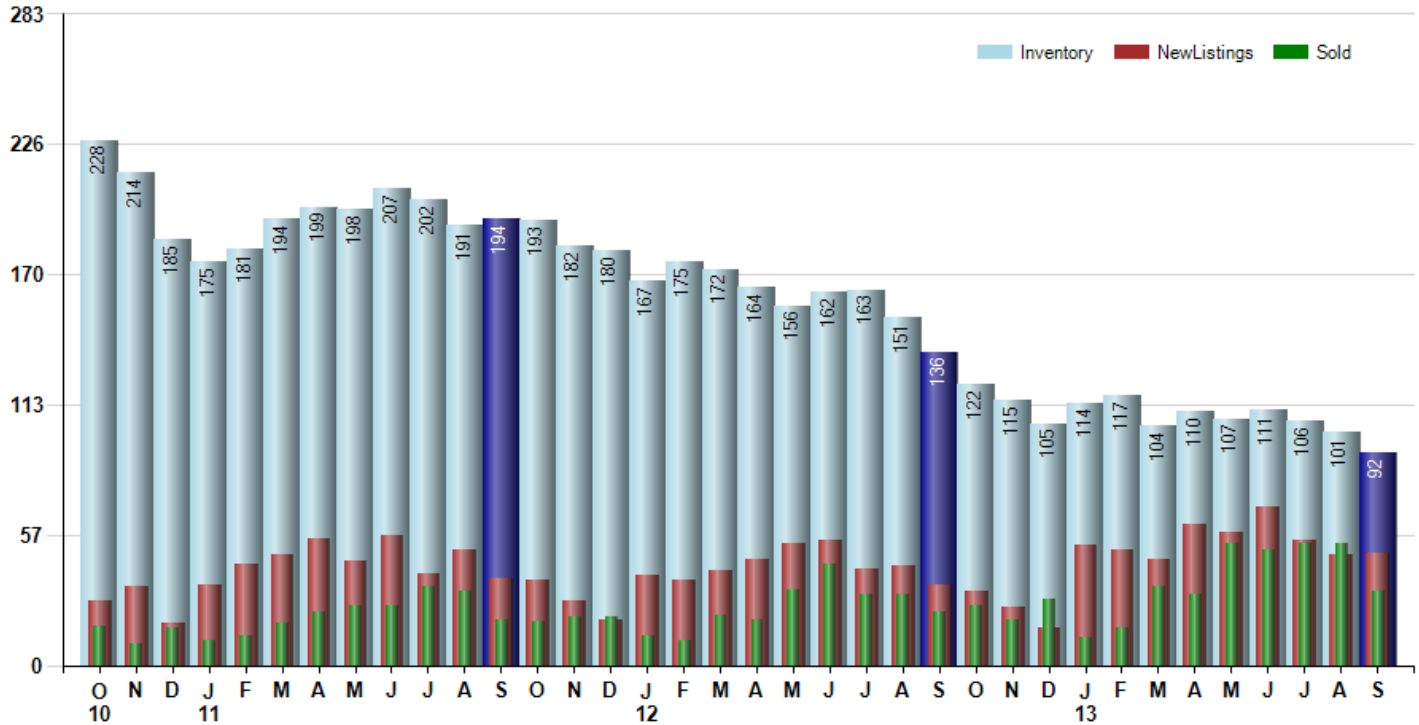
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Inventory / New Listings / Sales

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 September 2013 was 49, up 2.1% from 48 last month and up 40.0% from 35 in September of last year.



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	O	10	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	J	A	S
Homes Sold	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	50	53	53	32	
3 Mo. Roll Avg			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	45	52	52	46	

	(000's)	O	10	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	J	A	S
Median Sale Price	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	363	400	390		
3 Mo. Roll Avg			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	346	354	384		

	O	10	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	J	A	S
Inventory	228	214	185	175	181	194	199	198	207	202	191	194	193	182	180	167	175	172	164	156	162	163	151	136	122	115	105	114	117	104	110	107	111	106	101	92	
MSI	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	10	7	3	4	2	2	2	2	3	

	O	10	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	J	A	S
Days On Market	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	67	48	44	32	
3 Mo. Roll Avg			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	65	59	53	41	

	O	10	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	J	A	S
Price per Sq Ft	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	172	195	182	
3 Mo. Roll Avg			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	173	180	183	

	O	10	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	J	A	S
Sale to List Price	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	0.976	0.973	0.967	0.961	
3 Mo. Roll Avg			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	0.968	0.972	0.967	

	O	10	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	J	A	S
New Listings	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	54	48	49	
Inventory	228	214	185	175	181	194	199	198	207	202	191	194	193	182	180	167	175	172	164	156	162	163	151	136	122	115	105	114	117	104	110	107	111	106	101	92	
Sales	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	50	53	53	32	

	(000's)	O	10	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	J	A	S
Avg Sale Price	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	337	399	463	472		
3 Mo. Roll Avg			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	401	390	400	445		

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