

## MLS Area: Deerfield



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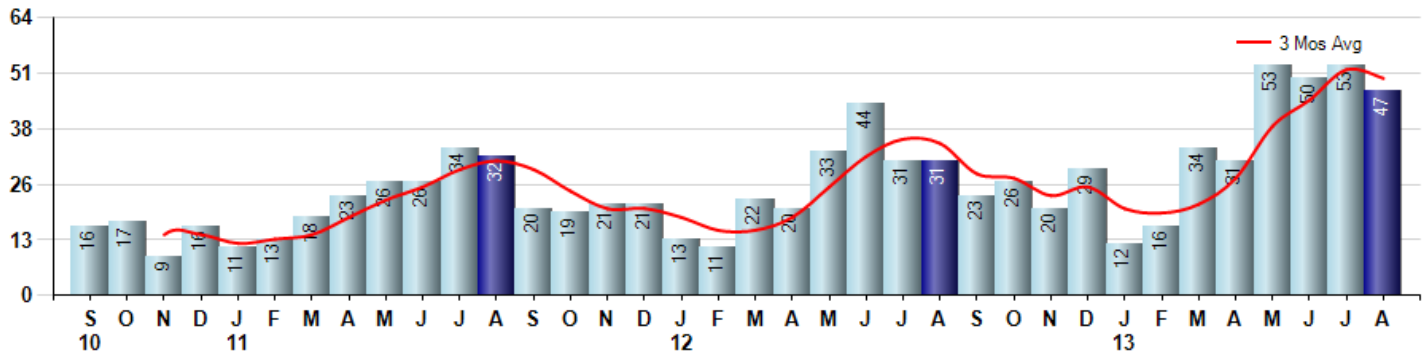
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$627,450	↑		↑				
Average List Price of all Current Listings	\$706,046	↑		↑				
August Median Sales Price	\$395,000	↑	↑	↓	↑	\$344,000	↑	↑
August Average Sales Price	\$450,632	↑	↑	↑	↑	\$392,247	↑	↑
Total Properties Currently for Sale (Inventory)	88	↓		↓				
August Number of Properties Sold	47	↓		↑		296	↑	
August Average Days on Market (Solds)	41	↓	↓	↓	↓	63	↓	
August Month's Supply of Inventory	1.9	→	↓	↓	↓	3.9	↓	↓
August Sale Price vs List Price Ratio	97.1%	↓	↑	↑	↑	95.7%	↑	↑

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

### Property Sales

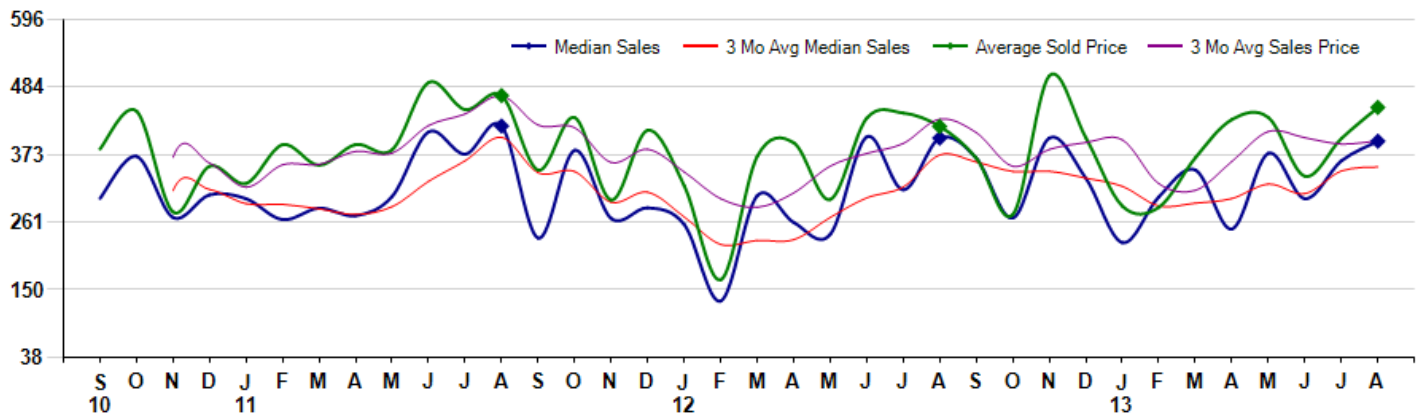
August Property sales were 47, up 51.6% from 31 in August of 2012 and -11.3% lower than the 53 sales last month. August 2013 sales were at their highest level compared to August of 2012 and 2011. August YTD sales of 296 are running 44.4% ahead of last year's year-to-date sales of 205.



### Prices

The Median Sales Price in August was \$395,000, down -1.3% from \$400,000 in August of 2012 and up 9.0% from \$362,500 last month. The Average Sales Price in August was \$450,632, up 7.5% from \$419,325 in August of 2012 and up 12.8% from \$399,441 last month. August 2013 ASP was at a mid range compared to August of 2012 and 2011.

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



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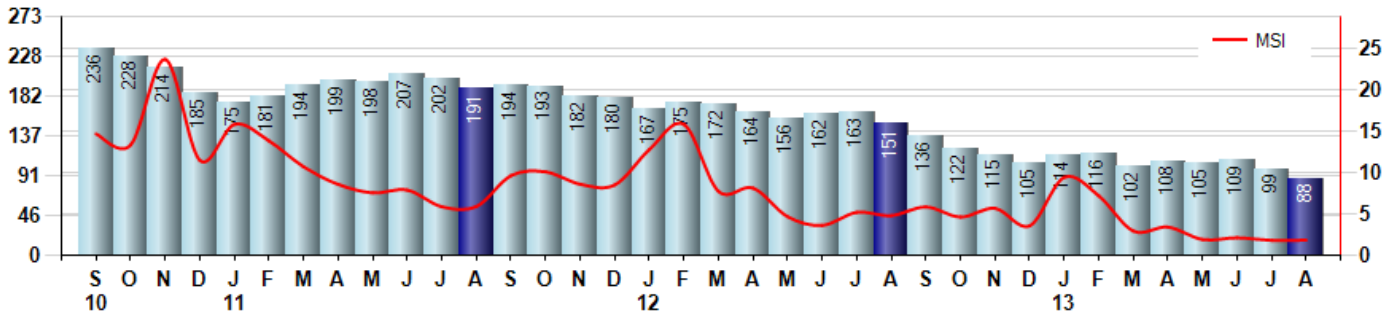
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### Inventory & MSI

The Total Inventory of Properties available for sale as of August was 88, down -11.1% from 99 last month and down -41.7% from 151 in August of last year. August 2013 Inventory was at the lowest level compared to August of 2012 and 2011.

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

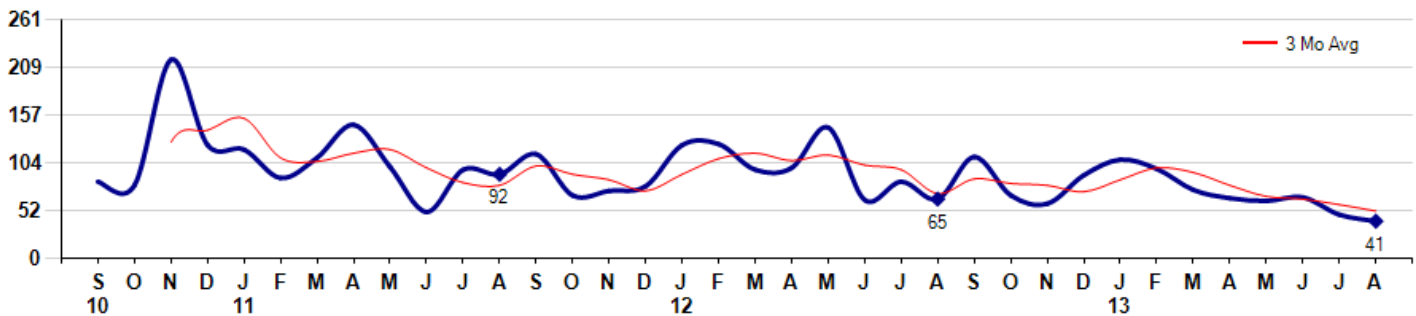
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 August was 41, down -14.6% from 48 days last month and down -36.9% from 65 days in August of last year. The August 2013 DOM was at its lowest level compared with August of 2012 and 2011.

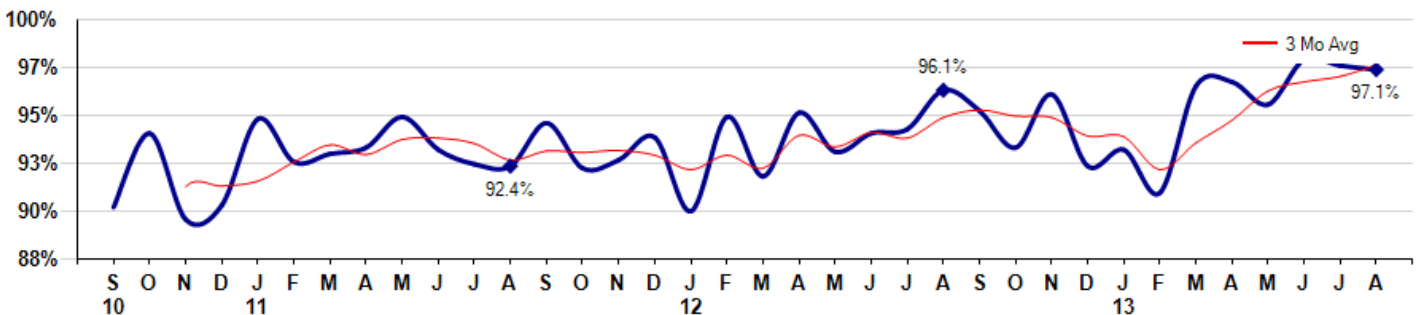
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 August 2013 Selling Price vs List Price of 97.1% was down from 97.3% last month and up from 96.1% in August of last year.

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



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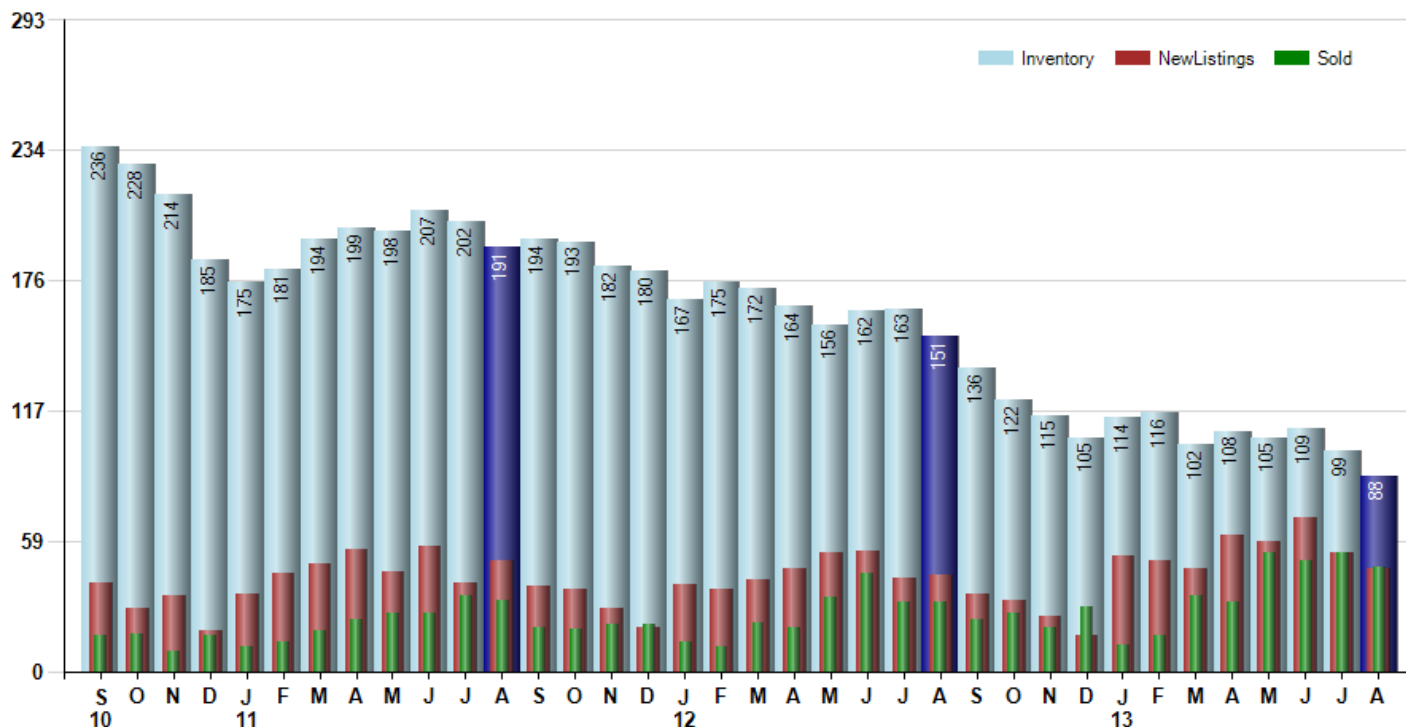
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### Inventory / New Listings / Sales

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 August 2013 was 46, down -13.2% from 53 last month and up 7.0% from 43 in August of last year.



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	S 10	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	J	A
Homes Sold	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	50	53	47
3 Mo. Roll Avg			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	45	52	50

	(000's) S 10	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	J	A
Median Sale Price	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	363	395
3 Mo. Roll Avg			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	346	353

	S 10	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	J	A
Inventory	236	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	116	102	108	105	109	99	88
MSI	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	10	7	3	3	2	2	2	2

	S 10	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	J	A
Days On Market	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	67	48	41
3 Mo. Roll Avg			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	65	59	52

	S 10	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	J	A
Price per Sq Ft	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	172	193
3 Mo. Roll Avg			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	173	180

	S 10	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	J	A
Sale to List Price	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	0.976	0.973	0.971
3 Mo. Roll Avg			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	0.968	0.973

	S 10	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	J	A
New Listings	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	53	46
Inventory	236	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	116	102	108	105	109	99	88
Sales	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	50	53	47

	(000's) S 10	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	J	A
Avg Sale Price	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	337	399	451
3 Mo. Roll Avg			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	401	390	396

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