

MLS Area: Deerfield



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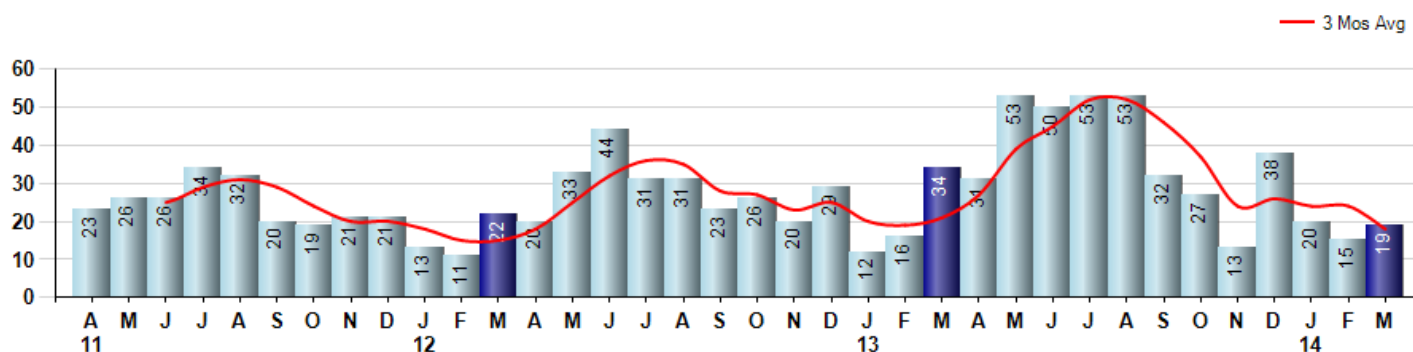
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$514,450	↑		↑				
Average List Price of all Current Listings	\$653,565	↑		↑				
March Median Sales Price	\$305,000	↓	↓	↓	↓	\$327,000	↑	↓
March Average Sales Price	\$450,447	↓	↓	↑	↑	\$428,406	↑	↑
Total Properties Currently for Sale (Inventory)	78	↑		↓				
March Number of Properties Sold	19	↑		↓		54	↓	
March Average Days on Market (Solds)	48	↑	↑	↓	↓	49	↓	↓
Asking Price per Square Foot (based on New Listings)	\$230	↑	↑	↑	↑	\$226	↑	↑
March Sold Price per Square Foot	\$201	↓	↑	↑	↑	\$196	↑	↑
March Month's Supply of Inventory	4.1	↓	↓	↑	↑	4.3	↓	↑
March Sale Price vs List Price Ratio	96.0%	↓	↔	↓	↔	95.8%	↑	↔

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

Property Sales

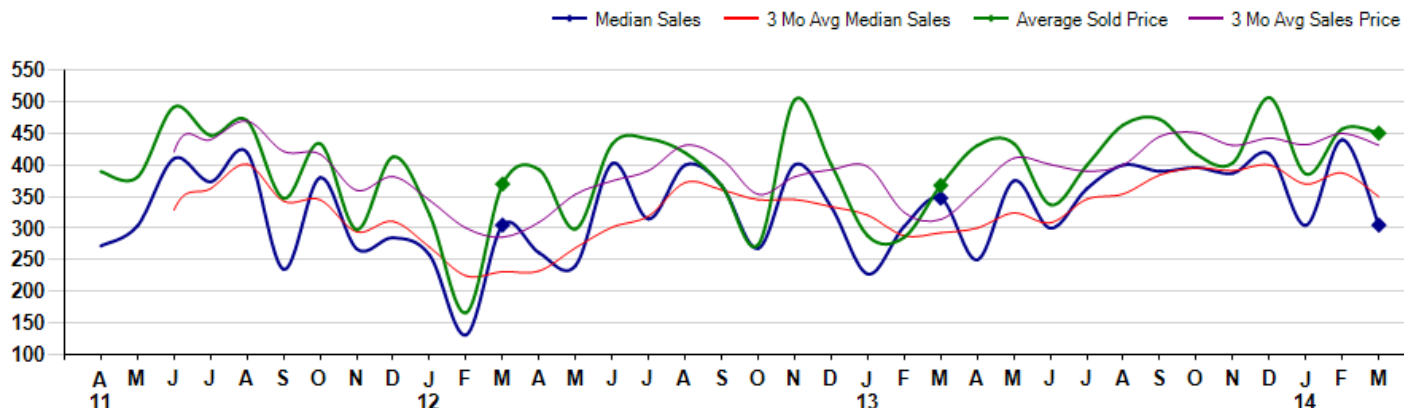
March Property sales were 19, down -44.1% from 34 in March of 2013 and 26.7% higher than the 15 sales last month. March 2014 sales were at their lowest level compared to March of 2013 and 2012. March YTD sales of 54 are running -12.9% behind last year's year-to-date sales of 62.



Prices

The Median Sales Price in March was \$305,000, down -12.2% from \$347,500 in March of 2013 and down -30.7% from \$440,000 last month. The Average Sales Price in March was \$450,447, up 22.5% from \$367,691 in March of 2013 and down -1.5% from \$457,284 last month. March 2014 ASP was at highest level compared to March of 2013 and 2012.

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



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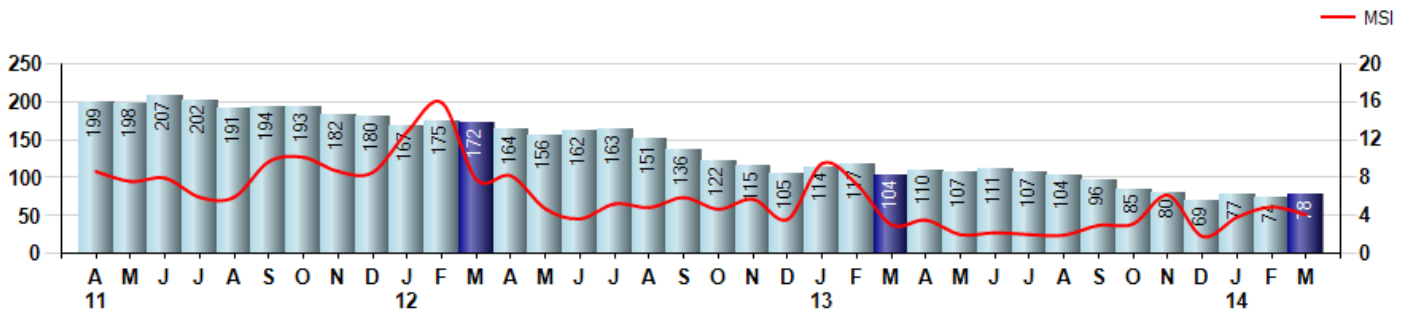
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Inventory & MSI

The Total Inventory of Properties available for sale as of March was 78, up 5.4% from 74 last month and down -25.0% from 104 in March of last year. March 2014 Inventory was at the lowest level compared to March of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2014 MSI of 4.1 months was at a mid range compared with March of 2013 and 2012.

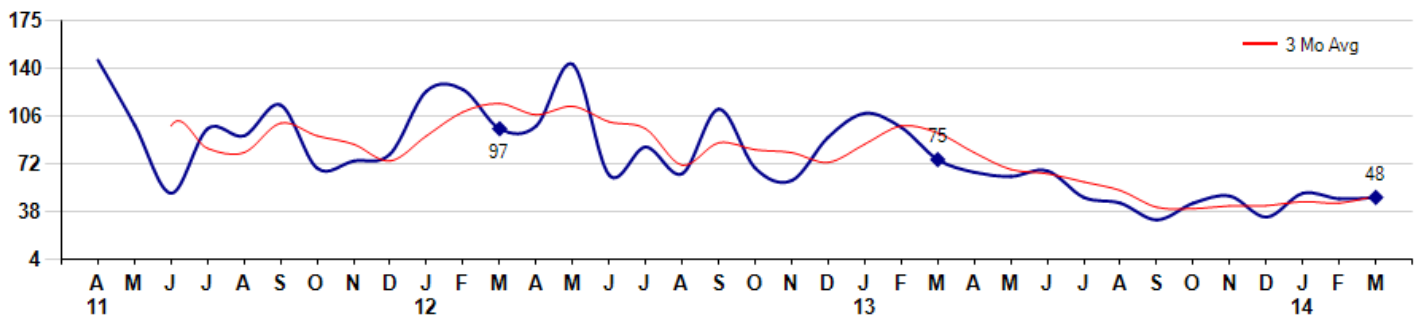
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 48, up 2.1% from 47 days last month and down -36.0% from 75 days in March of last year. The March 2014 DOM was at its lowest level compared with March of 2013 and 2012.

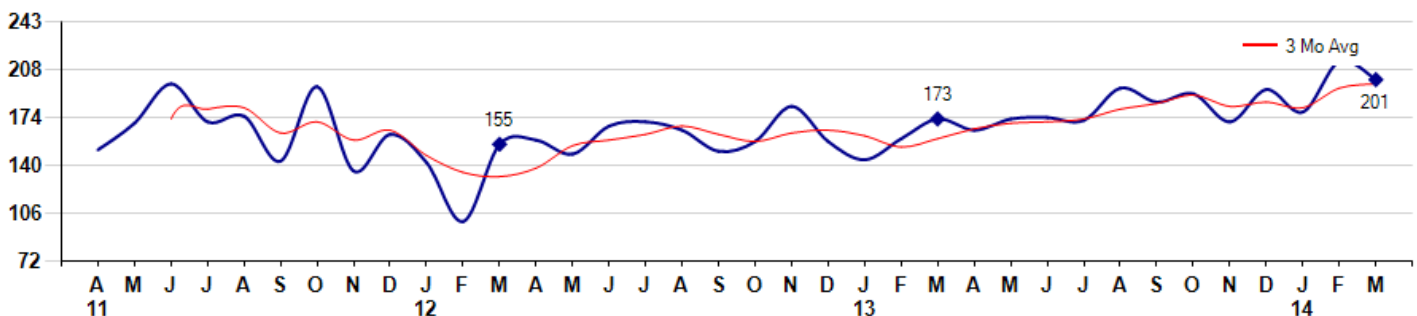
Average Days on Market(Listing to Contract) for properties sold during the month



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The March 2014 Selling Price per Square Foot of \$201 was down -6.1% from \$214 last month and up 16.2% from \$173 in March of last year.

Average Selling Price per Square Foot for properties that sold during the month



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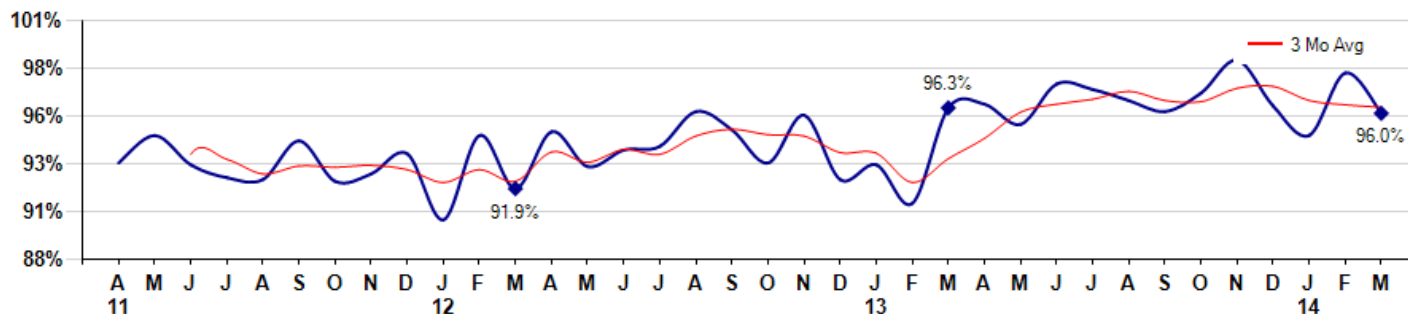


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Selling Price vs Listing Price

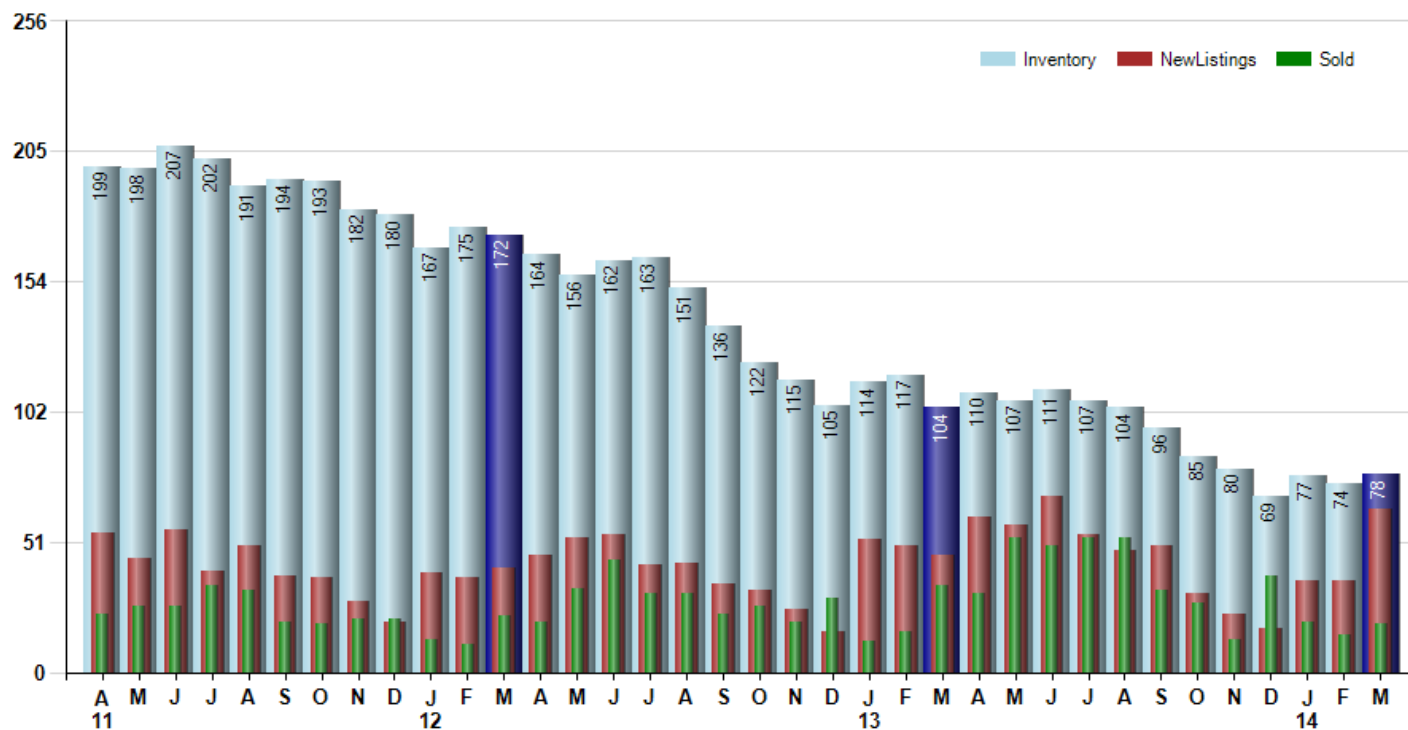
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2014 Selling Price vs List Price of 96.0% was down from 98.2% last month and down from 96.3% in March of last year.

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



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 2014 was 64, up 77.8% from 36 last month and up 39.1% from 46 in March of last year.



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	A 11	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	O	N	D	J 14	F	M
Homes Sold	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	27	13	38	20	15	19
3 Mo. Roll Avg			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	37	24	26	24	24	18

(000's)	A 11	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	O	N	D	J 14	F	M
Median Sale Price	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	396	387	418	305	440	305
3 Mo. Roll Avg			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	395	391	400	370	387	350

	A 11	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	O	N	D	J 14	F	M
Inventory	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	107	104	96	85	80	69	77	74	78
MSI	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	3	6	2	4	5	4

	A 11	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	O	N	D	J 14	F	M
Days On Market	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	44	49	34	51	47	48
3 Mo. Roll Avg			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	40	42	42	45	44	49

	A 11	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	O	N	D	J 14	F	M
Price per Sq Ft	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	185	191	171	194	178	214	201
3 Mo. Roll Avg			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	184	190	182	185	181	195	198

	A 11	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	O	N	D	J 14	F	M
Sale to List Price	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	0.971	0.989	0.964	0.948	0.982	0.960
3 Mo. Roll Avg			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	0.966	0.974	0.975	0.967	0.965	0.963

	A 11	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	O	N	D	J 14	F	M
New Listings	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	50	31	23	17	36	36	64
Inventory	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	107	104	96	85	80	69	77	74	78
Sales	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	27	13	38	20	15	19

(000's)	A 11	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	O	N	D	J 14	F	M
Avg Sale Price	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	417	404	507	386	457	450
3 Mo. Roll Avg			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	451	431	443	432	450	431

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