

MLS Area: Deerfield



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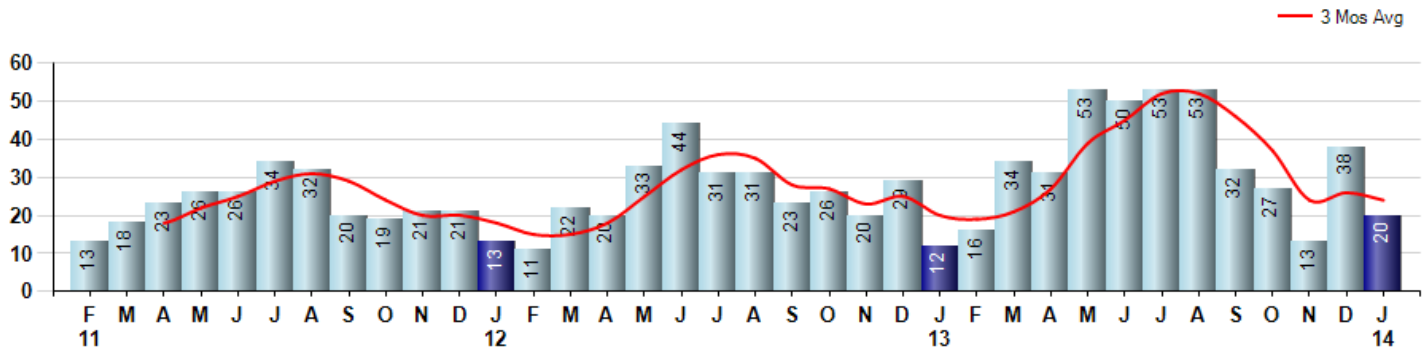
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$529,000	↔		↑				
Average List Price of all Current Listings	\$653,354	↓		↑				
January Median Sales Price	\$304,523	↓	↓	↑	↓	\$304,523	↑	↓
January Average Sales Price	\$385,807	↓	↓	↑	↓	\$385,807	↑	↓
Total Properties Currently for Sale (Inventory)	73	↑		↓				
January Number of Properties Sold	20	↓		↑		20	↔	
January Average Days on Market (Solds)	51	↑	↑	↓	↓	51	↓	↓
January Month's Supply of Inventory	3.7	↑	↓	↓	↓	3.7	↓	↓
January Sale Price vs List Price Ratio	94.8%	↓	↓	↑	↓	95.0%	↑	↓

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

Property Sales

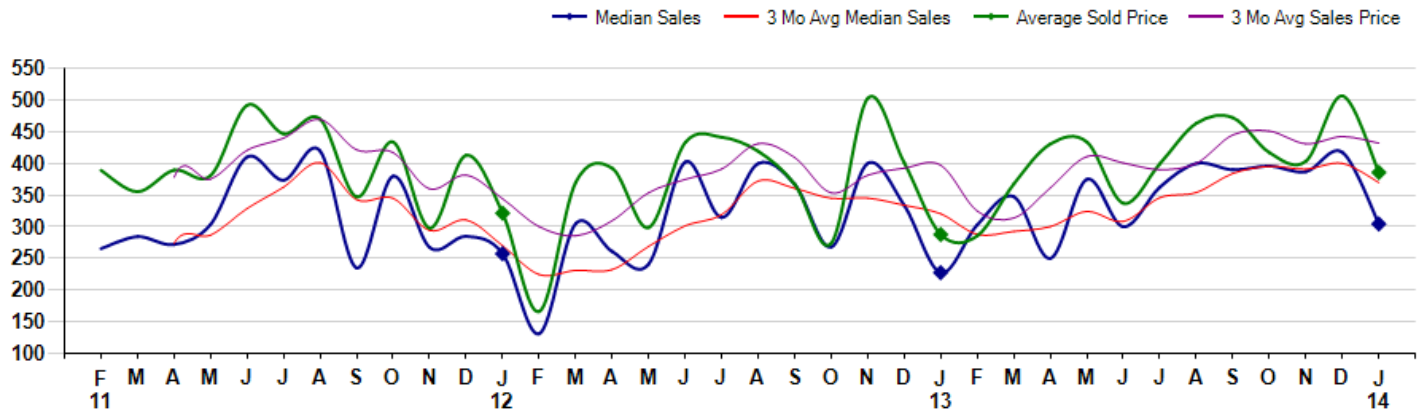
January Property sales were 20, up 66.7% from 12 in January of 2013 and -47.4% lower than the 38 sales last month. January 2014 sales were at their highest level compared to January of 2013 and 2012. January YTD sales of 20 are running 66.7% ahead of last year's year-to-date sales of 12.



Prices

The Median Sales Price in January was \$304,523, up 33.9% from \$227,500 in January of 2013 and down -27.1% from \$417,500 last month. The Average Sales Price in January was \$385,807, up 34.0% from \$287,867 in January of 2013 and down -23.9% from \$506,760 last month. January 2014 ASP was at highest level compared to January of 2013 and 2012.

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



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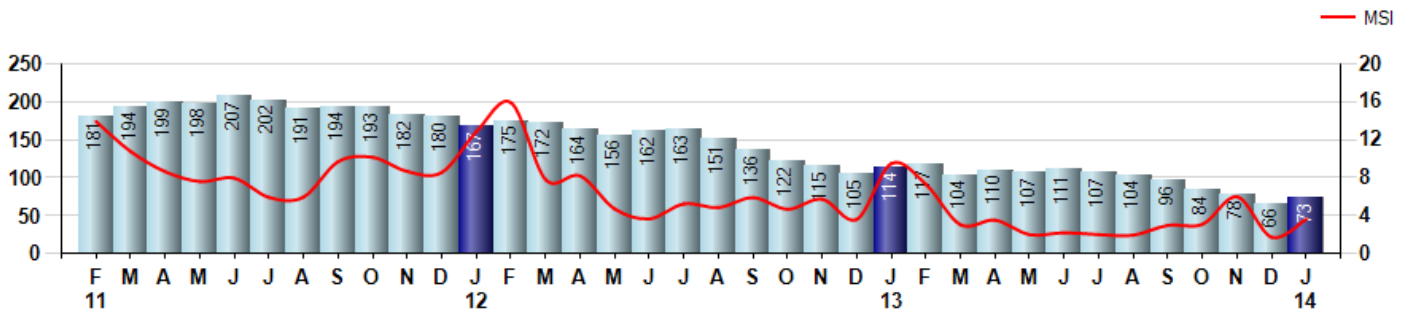
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 73, up 10.6% from 66 last month and down -36.0% from 114 in January of last year. January 2014 Inventory was at the lowest level compared to January of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2014 MSI of 3.7 months was at its lowest level compared with January of 2013 and 2012.

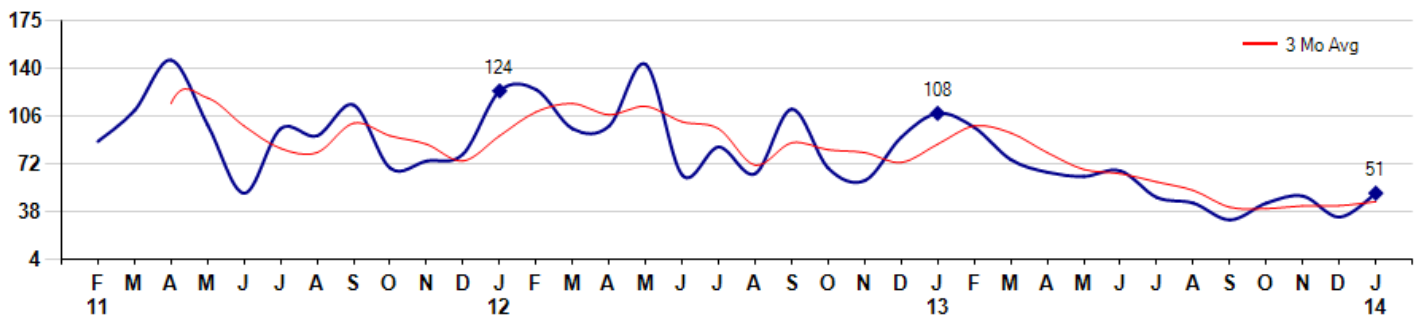
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 51, up 50.0% from 34 days last month and down -52.8% from 108 days in January of last year. The January 2014 DOM was at its lowest level compared with January of 2013 and 2012.

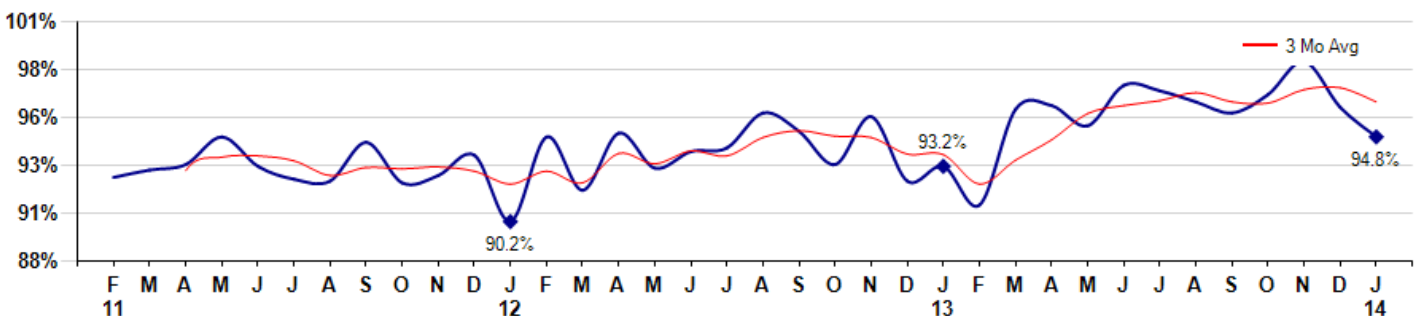
Average Days on Market(Listing to Contract) for properties sold during the month



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 January 2014 Selling Price vs List Price of 94.8% was down from 96.4% last month and up from 93.2% in January of last year.

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



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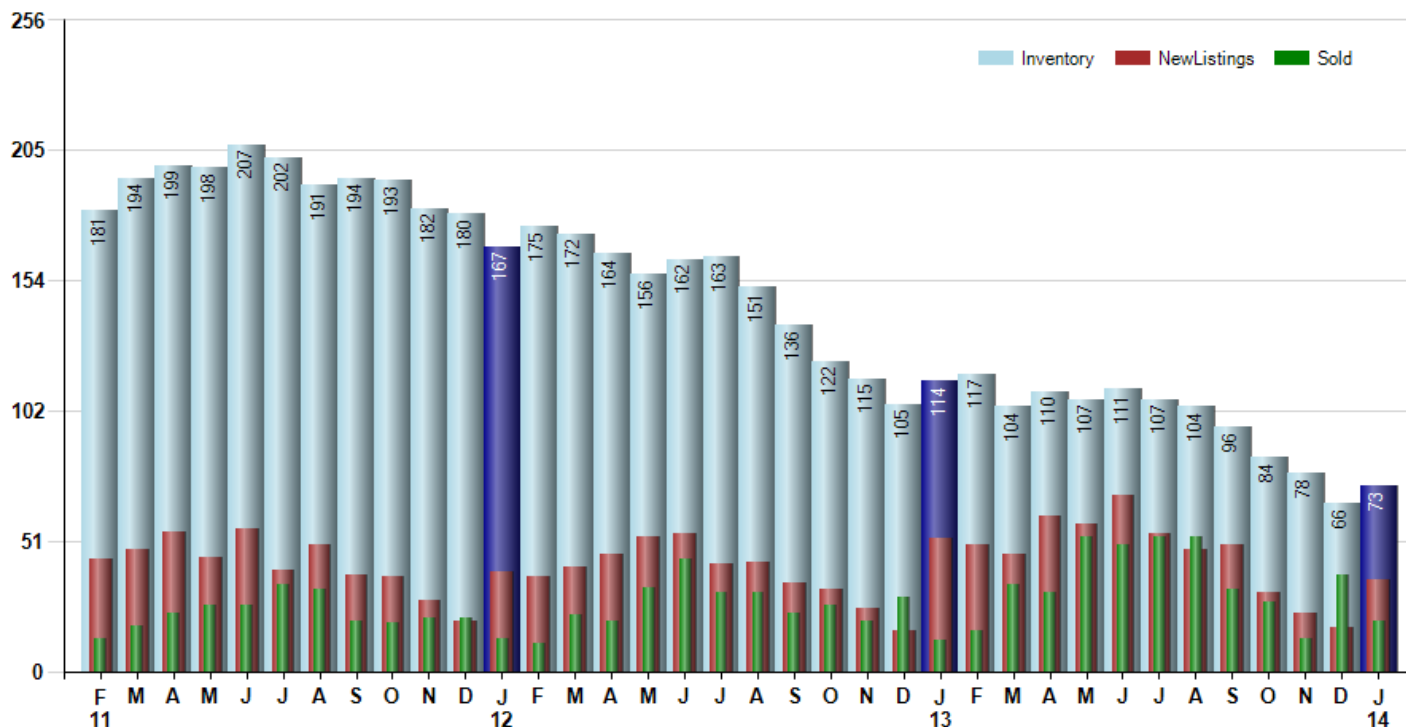
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Inventory / New Listings / Sales

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 January 2014 was 36, up 111.8% from 17 last month and down -30.8% from 52 in January of last year.



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

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

	F 11	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	O	N	D	J 14
Inventory	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	107	104	96	84	78	66	73
MSI	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	3	6	2	4

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

	F 11	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	O	N	D	J 14
Price per Sq Ft	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	191	171	194	178
3 Mo. Roll Avg			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	189	181	185	181

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

	F 11	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	O	N	D	J 14
New Listings	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	50	31	23	17	36
Inventory	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	107	104	96	84	78	66	73
Sales	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	27	13	38	20

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

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