

## MLS Area: Deerfield



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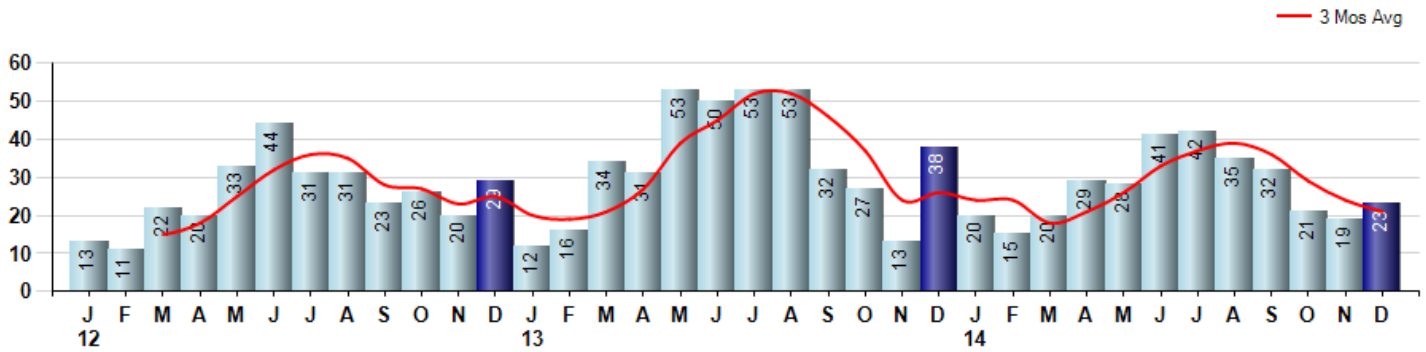
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$599,900	↑		↑				
Average List Price of all Current Listings	\$661,653	↑		↑				
December Median Sales Price	\$300,000	↓	↓	↓	↓	\$388,000	↑	↑
December Average Sales Price	\$336,191	↓	↓	↓	↓	\$454,662	↑	↑
Total Properties Currently for Sale (Inventory)	83	↓		↑				
December Number of Properties Sold	23	↑		↓		325	↓	
December Average Days on Market (Solds)	42	↓	↓	↑	↓	42	↓	↓
December Month's Supply of Inventory	3.6	↓	↓	↑	↓	4.2	↑	↑
December Sale Price vs List Price Ratio	96.4%	↔	↑	↔	↑	96.5%	↑	↑

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

### Property Sales

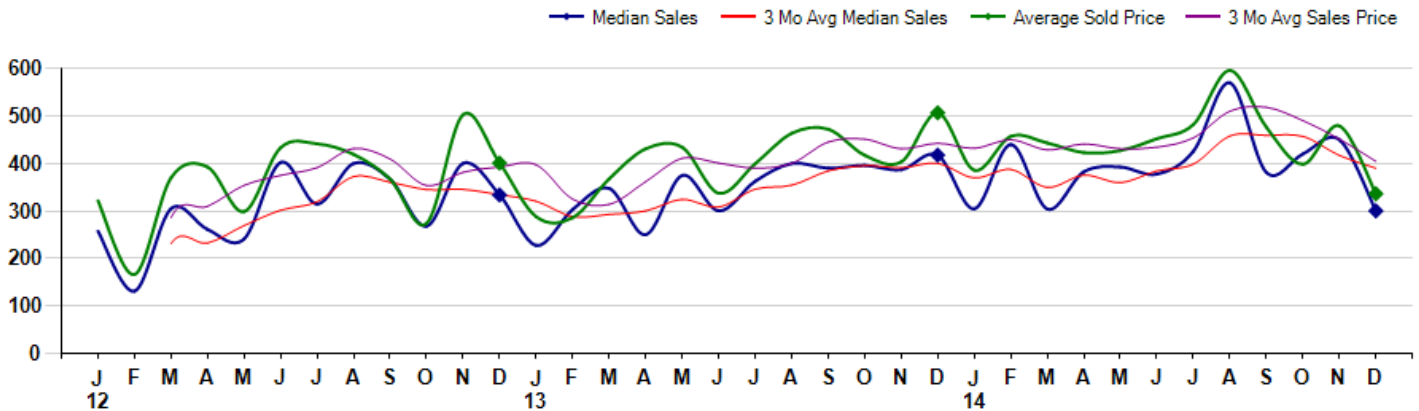
December Property sales were 23, down -39.5% from 38 in December of 2013 and 21.1% higher than the 19 sales last month. December 2014 sales were at their lowest level compared to December of 2013 and 2012. December YTD sales of 325 are running -21.1% behind last year's year-to-date sales of 412.



### Prices

The Median Sales Price in December was \$300,000, down -28.1% from \$417,500 in December of 2013 and down -33.3% from \$450,000 last month. The Average Sales Price in December was \$336,191, down -33.7% from \$506,760 in December of 2013 and down -29.8% from \$479,211 last month. December 2014 ASP was at the lowest level compared to December of 2013 and 2012.

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



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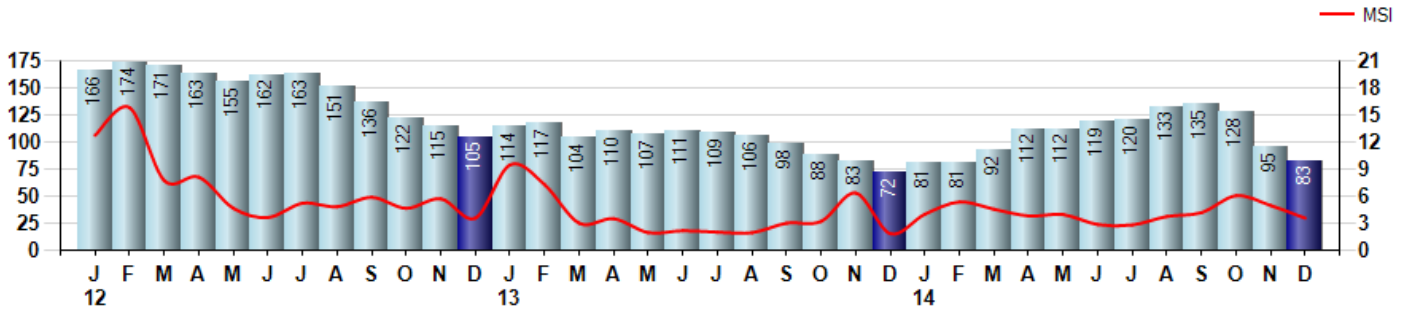
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### Inventory & MSI

The Total Inventory of Properties available for sale as of December was 83, down -12.6% from 95 last month and up 15.3% from 72 in December of last year. December 2014 Inventory was at a mid range compared to December of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2014 MSI of 3.6 months was at a mid range compared with December of 2013 and 2012.

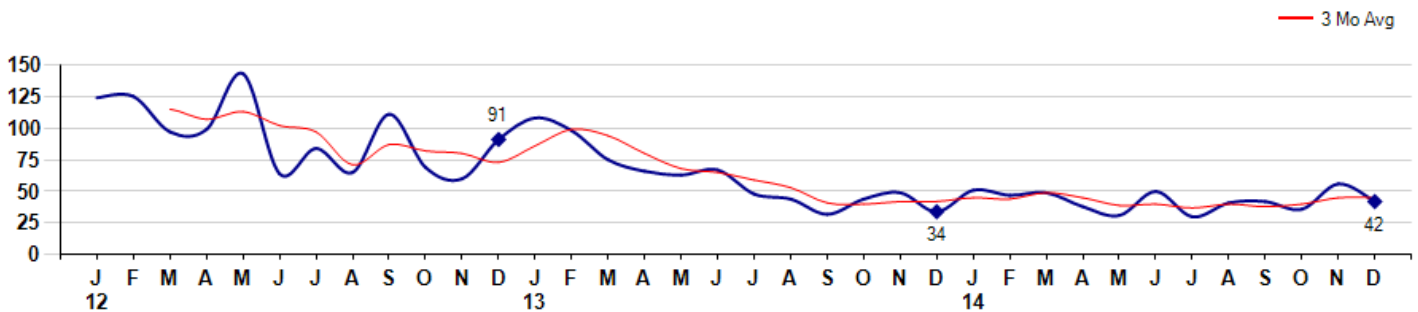
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 December was 42, down -25.0% from 56 days last month and up 23.5% from 34 days in December of last year. The December 2014 DOM was at a mid range compared with December of 2013 and 2012.

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



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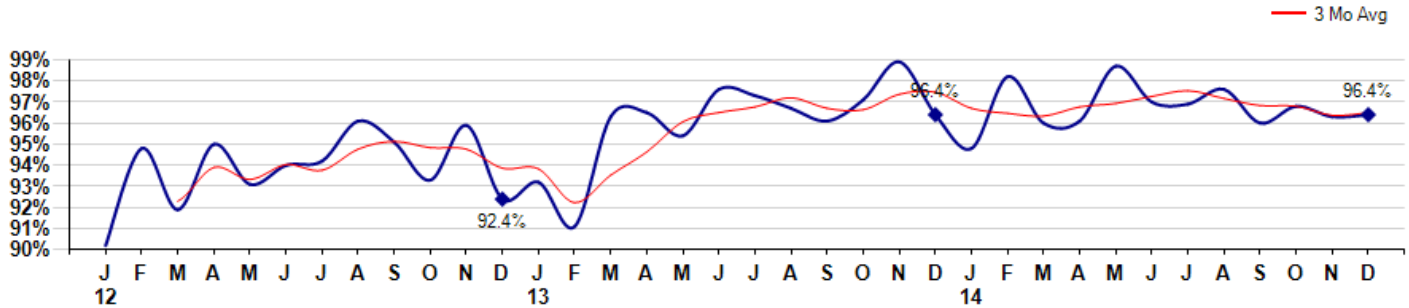


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### Selling Price vs Listing Price

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 December 2014 Selling Price vs List Price of 96.4% was up from 96.3% last month and equal to 96.4% in December of last year.

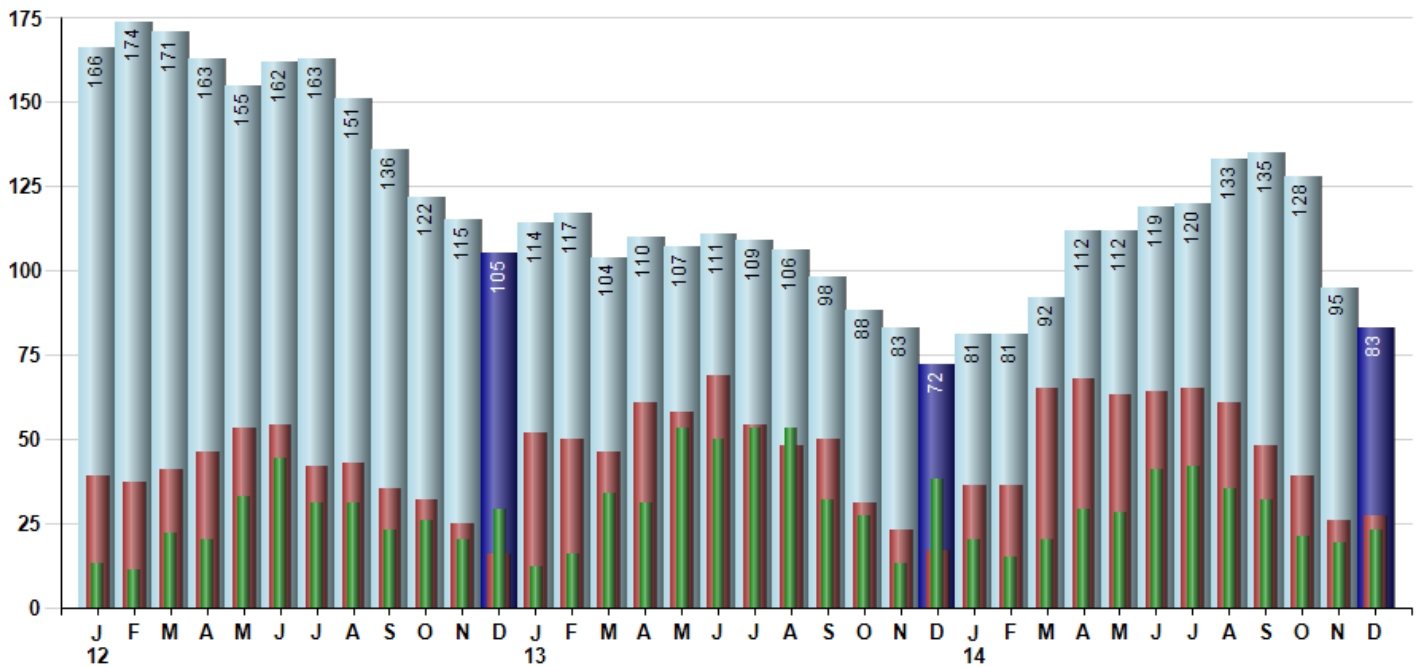
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 December 2014 was 27, up 3.8% from 26 last month and up 58.8% from 17 in December of last year.

Inventory    New Listings    Sold



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	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	A	M	J	J	A	S	O	N	D
Homes Sold	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	20	29	28	41	42	35	32	21	19	23
3 Mo. Roll Avg			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	21	26	33	37	39	36	29	24	21

(000's)	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	A	M	J	J	A	S	O	N	D
Median Sale Price	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	304	383	393	378	426	570	381	420	450	300
3 Mo. Roll Avg			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	376	360	384	399	458	459	457	417	390

	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	A	M	J	J	A	S	O	N	D
Inventory	166	174	171	163	155	162	163	151	136	122	115	105	114	117	104	110	107	111	109	106	98	88	83	72	81	81	92	112	112	119	120	133	135	128	95	83
MSI	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	5	4	4	3	3	4	4	6	5	4

	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	A	M	J	J	A	S	O	N	D
Days On Market	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	49	38	31	50	30	41	42	36	56	42
3 Mo. Roll Avg			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	45	39	40	37	40	38	40	45	45

	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	A	M	J	J	A	S	O	N	D
Price per Sq Ft	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	197	196	196	196	190	200	186	186	187
3 Mo. Roll Avg			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	204	198	196	196	194	195	192	191	186

	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	A	M	J	J	A	S	O	N	D
Sale to List Price	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	0.961	0.987	0.970	0.969	0.976	0.960	0.968	0.963	0.964
3 Mo. Roll Avg			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	0.968	0.969	0.973	0.975	0.972	0.968	0.968	0.964	0.965

	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	A	M	J	J	A	S	O	N	D
New Listings	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	65	68	63	64	65	61	48	39	26	27
Inventory	166	174	171	163	155	162	163	151	136	122	115	105	114	117	104	110	107	111	109	106	98	88	83	72	81	81	92	112	112	119	120	133	135	128	95	83
Sales	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	20	29	28	41	42	35	32	21	19	23

(000's)	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	A	M	J	J	A	S	O	N	D
Avg Sale Price	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	443	423	427	452	482	596	477	398	479	336
3 Mo. Roll Avg			286	309	354	375	391	431	409	354	381	393	397	325	314	361	411	401	390	400	445	451	431	443	432	450	429	441	431	434	454	510	518	490	451	405

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