

MLS Area: Deerfield



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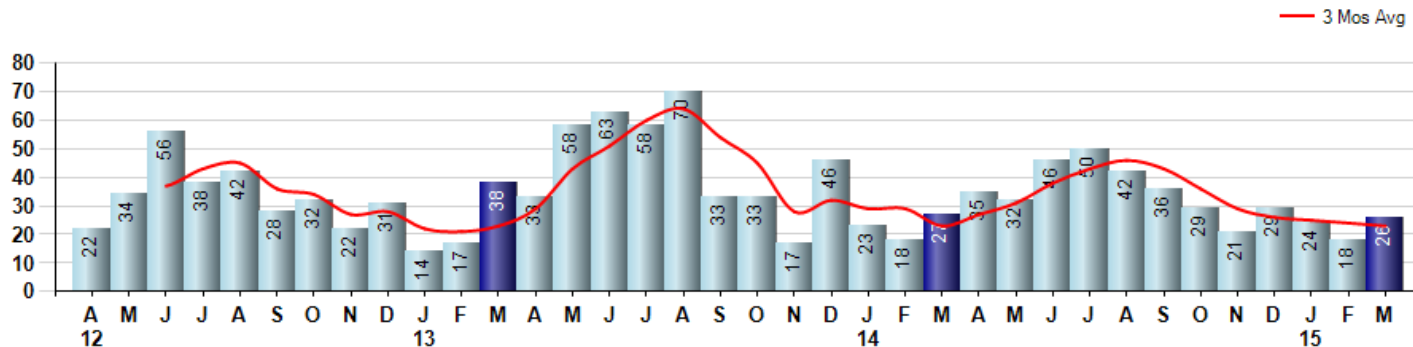
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$711,950	↓		↑				
Average List Price of all Current Listings	\$873,976	↓		↑				
March Median Sales Price	\$440,500	↑	↑	↑	↑	\$436,750	↑	↑
March Average Sales Price	\$561,563	↑	↑	↓	↑	\$551,745	↑	↑
Total Properties Currently for Sale (Inventory)	180	↑		↑				
March Number of Properties Sold	26	↑		↓		68	↔	
March Average Days on Market (Solds)	57	↑	↑	↓	↑	55	↓	↑
March Month's Supply of Inventory	6.9	↓	↓	↑	↑	7.1	↑	↑
March Sale Price vs List Price Ratio	96.0%	↓	↑	↑	↑	95.3%	↑	↔

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

Property Sales

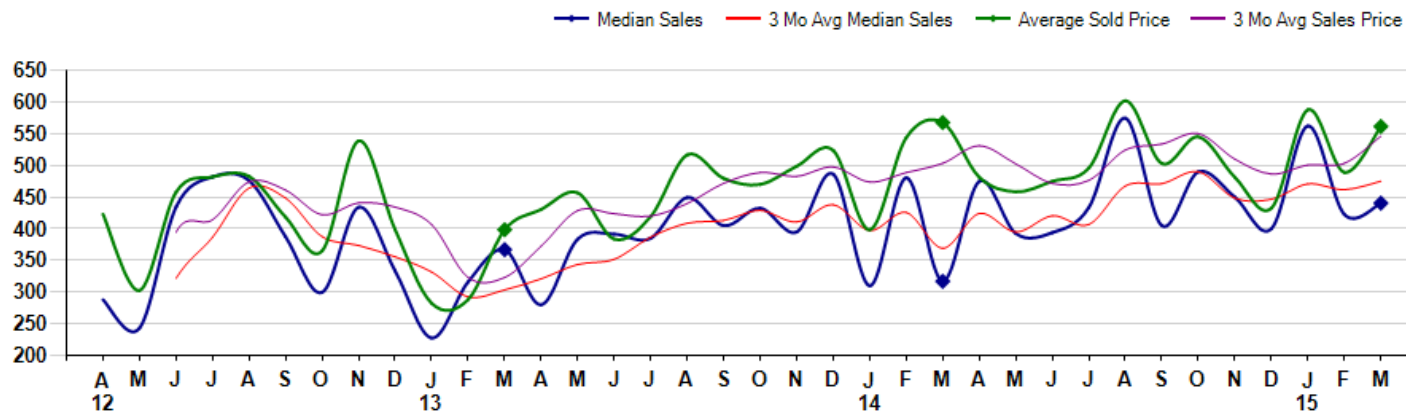
March Property sales were 26, down -3.7% from 27 in March of 2014 and 44.4% higher than the 18 sales last month. March 2015 sales were at their lowest level compared to March of 2014 and 2013. March YTD sales of 68 are running equal to last year's year-to-date sales of 68.



Prices

The Median Sales Price in March was \$440,500, up 39.0% from \$317,000 in March of 2014 and up 4.3% from \$422,500 last month. The Average Sales Price in March was \$561,563, down -1.1% from \$567,704 in March of 2014 and up 14.8% from \$489,089 last month. March 2015 ASP was at a mid range compared to March of 2014 and 2013.

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



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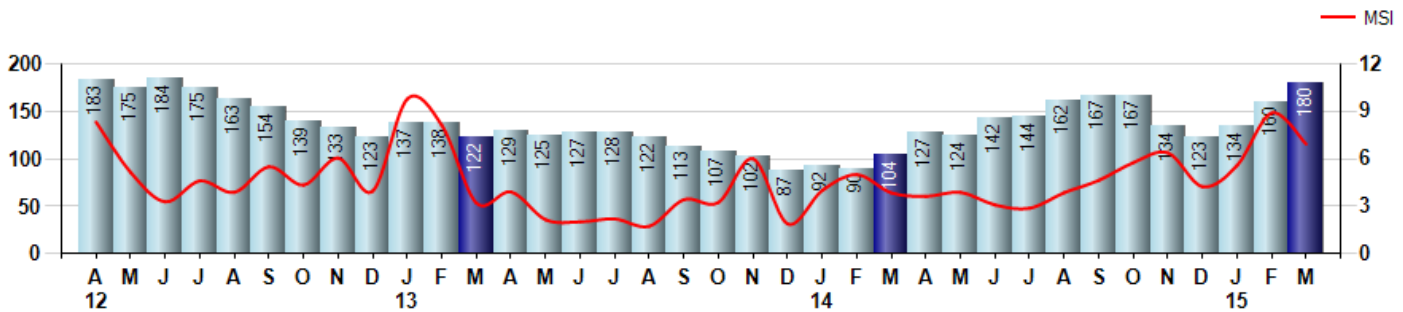
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Inventory & MSI

The Total Inventory of Properties available for sale as of March was 180, up 12.5% from 160 last month and up 73.1% from 104 in March of last year. March 2015 Inventory was at highest level compared to March of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2015 MSI of 6.9 months was at its highest level compared with March of 2014 and 2013.

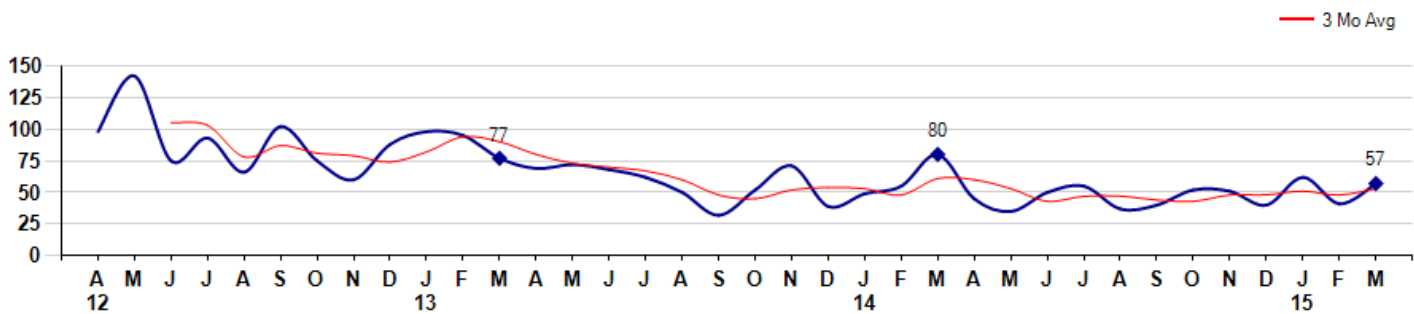
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 57, up 39.0% from 41 days last month and down -28.8% from 80 days in March of last year. The March 2015 DOM was at its lowest level compared with March of 2014 and 2013.

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



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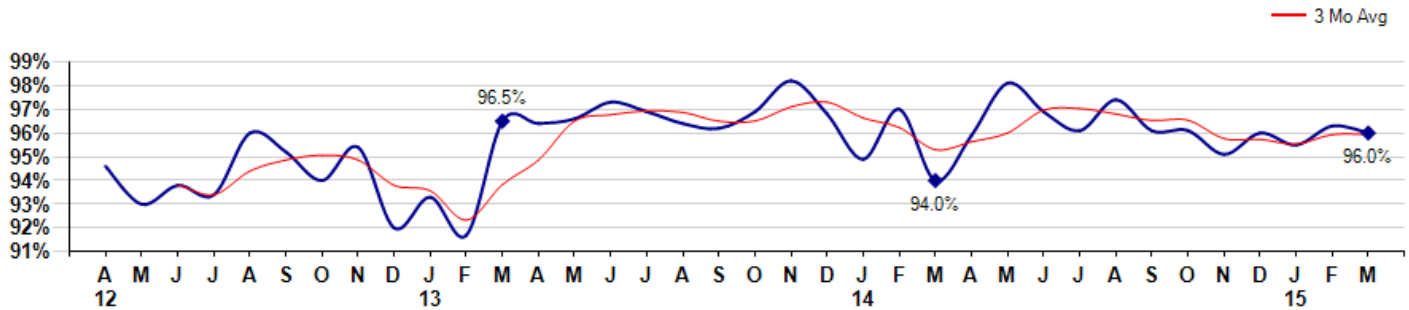


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Selling Price vs Listing Price

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 March 2015 Selling Price vs List Price of 96.0% was down from 96.3% last month and up from 94.0% in March of last year.

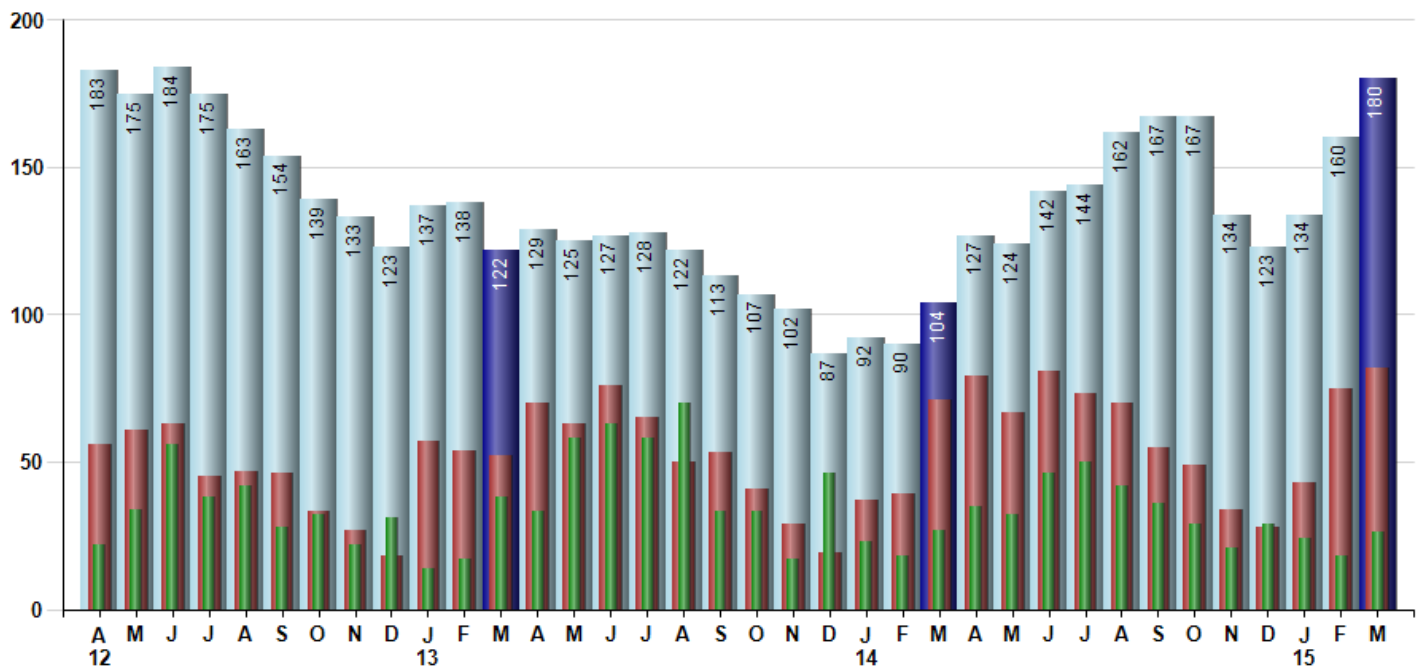
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2015 was 82, up 9.3% from 75 last month and up 15.5% from 71 in March of last year.

Inventory New Listings Sold



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Homes Sold	22	34	56	38	42	28	32	22	31	14	17	38	33	58	63	58	70	33	33	17	46	23	18	27	35	32	46	50	42	36	29	21	29	24	18	26
3 Mo. Roll Avg			37	43	45	36	34	27	28	22	21	23	29	43	51	60	64	54	45	28	32	29	29	23	27	31	38	43	46	43	36	29	26	25	24	23

(000's)	A 12	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	J 15	F	M
Median Sale Price	288	243	435	482	476	388	300	434	334	228	316	367	280	384	392	385	450	405	433	395	487	310	481	317	475	393	394	434	575	405	490	450	400	563	423	441
3 Mo. Roll Avg			322	387	464	449	388	374	356	332	292	304	321	344	352	387	409	413	429	411	438	397	426	369	424	395	421	407	468	471	490	448	447	471	462	475

	A 12	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	J 15	F	M
Inventory	183	175	184	175	163	154	139	133	123	137	138	122	129	125	127	128	122	113	107	102	87	92	90	104	127	124	142	144	162	167	167	134	123	134	160	180
MSI	8	5	3	5	4	6	4	6	4	10	8	3	4	2	2	2	2	3	3	6	2	4	5	4	4	4	3	3	4	5	6	6	4	6	9	7

	A 12	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	J 15	F	M
Days On Market	98	142	75	93	66	102	75	60	88	98	95	77	69	72	68	62	50	32	52	71	39	49	55	80	45	35	50	55	37	40	52	51	40	62	41	57
3 Mo. Roll Avg			105	103	78	87	81	79	74	82	94	90	80	73	70	67	60	48	45	52	54	53	48	61	60	53	43	47	47	44	43	48	48	51	48	53

	A 12	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	J 15	F	M
Price per Sq Ft	158	148	175	172	168	165	165	185	155	140	158	176	165	172	177	172	192	188	190	176	192	177	222	196	201	194	200	197	193	199	195	181	189	199	191	201
3 Mo. Roll Avg			160	165	172	168	166	172	168	160	151	158	166	171	171	174	180	184	190	185	186	182	197	198	206	197	198	197	196	196	192	188	190	193	197	

	A 12	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	J 15	F	M
Sale to List Price	0.946	0.930	0.938	0.934	0.960	0.952	0.940	0.954	0.920	0.933	0.917	0.965	0.964	0.966	0.973	0.969	0.964	0.962	0.969	0.982	0.968	0.949	0.970	0.940	0.959	0.981	0.969	0.961	0.974	0.961	0.961	0.951	0.960	0.955	0.963	0.960
3 Mo. Roll Avg			0.938	0.934	0.944	0.949	0.951	0.949	0.938	0.936	0.923	0.938	0.949	0.965	0.968	0.969	0.969	0.965	0.965	0.971	0.973	0.966	0.962	0.953	0.956	0.960	0.970	0.970	0.968	0.965	0.965	0.958	0.957	0.955	0.959	0.959

	A 12	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	J 15	F	M
New Listings	56	61	63	45	47	46	33	27	18	57	54	52	70	63	76	65	50	53	41	29	19	37	39	71	79	67	81	73	70	55	49	34	28	43	75	82
Inventory	183	175	184	175	163	154	139	133	123	137	138	122	129	125	127	128	122	113	107	102	87	92	90	104	127	124	142	144	162	167	167	134	123	134	160	180
Sales	22	34	56	38	42	28	32	22	31	14	17	38	33	58	63	58	70	33	33	17	46	23	18	27	35	32	46	50	42	36	29	21	29	24	18	26

(000's)	A 12	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	J 15	F	M
Avg Sale Price	423	303	458	482	483	419	365	539	399	282	288	398	431	457	384	419	517	480	470	499	524	399	544	568	481	458	475	496	602	503	545	481	433	588	489	562
3 Mo. Roll Avg			395	414	474	461	422	441	434	407	323	323	372	429	424	420	440	472	489	483	498	474	489	503	531	503	472	476	524	534	550	510	486	501	503	546

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