

MLS Area: Deerfield



ART WILSON

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com



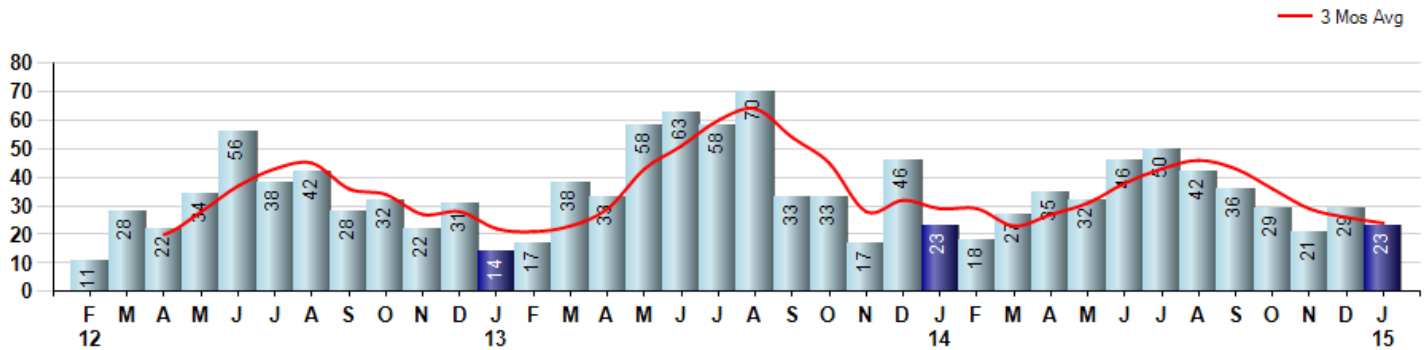
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$679,475	↑		↑				
Average List Price of all Current Listings	\$880,015	↑		↑				
January Median Sales Price	\$560,000	↑	↑	↑	↑	\$560,000	↑	↑
January Average Sales Price	\$589,104	↑	↑	↑	↑	\$589,104	↑	↑
Total Properties Currently for Sale (Inventory)	126	↑		↑				
January Number of Properties Sold	23	↓		↔		23	↔	
January Average Days on Market (Solds)	60	↑	↑	↑	↑	60	↑	↑
January Month's Supply of Inventory	5.5	↑	↑	↑	↑	5.5	↑	↑
January Sale Price vs List Price Ratio	95.8%	↓	↑	↑	↑	94.3%	↓	↓

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

Property Sales

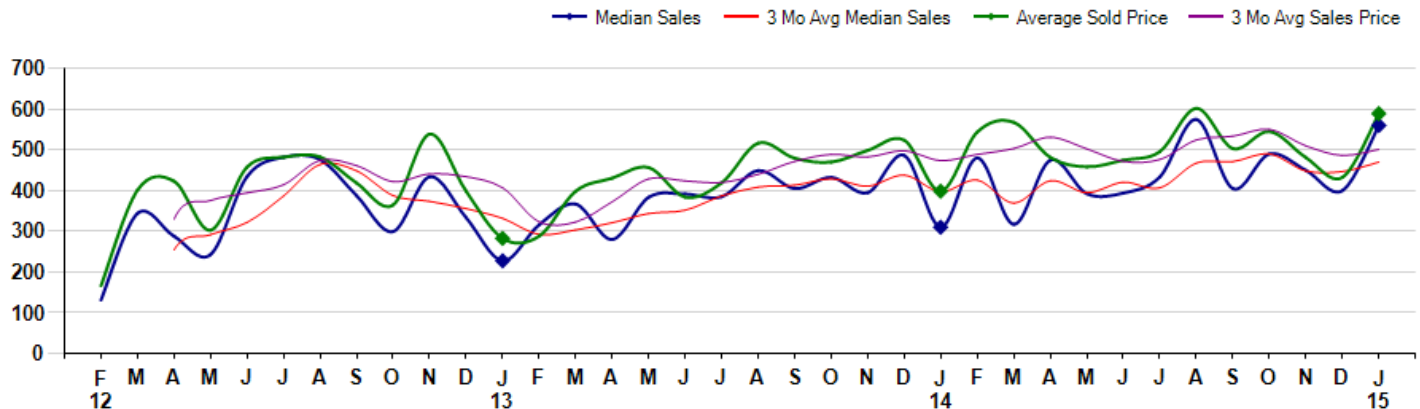
January Property sales were 23, equal to 23 in January of 2014 and -20.7% lower than the 29 sales last month. January 2015 sales were at a mid level compared to January of 2014 and 2013. January YTD sales of 23 are running equal to last year's year-to-date sales of 23.



Prices

The Median Sales Price in January was \$560,000, up 80.6% from \$310,000 in January of 2014 and up 40.0% from \$400,000 last month. The Average Sales Price in January was \$589,104, up 47.8% from \$398,528 in January of 2014 and up 36.2% from \$432,508 last month. January 2015 ASP was at highest level compared to January of 2014 and 2013.

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



MLS Area: Deerfield



ART WILSON
 Broker, Realtor
 847-363-1599
 www.NorthShoreHomesOnline.com
 Art.Wilson@cbexchange.com



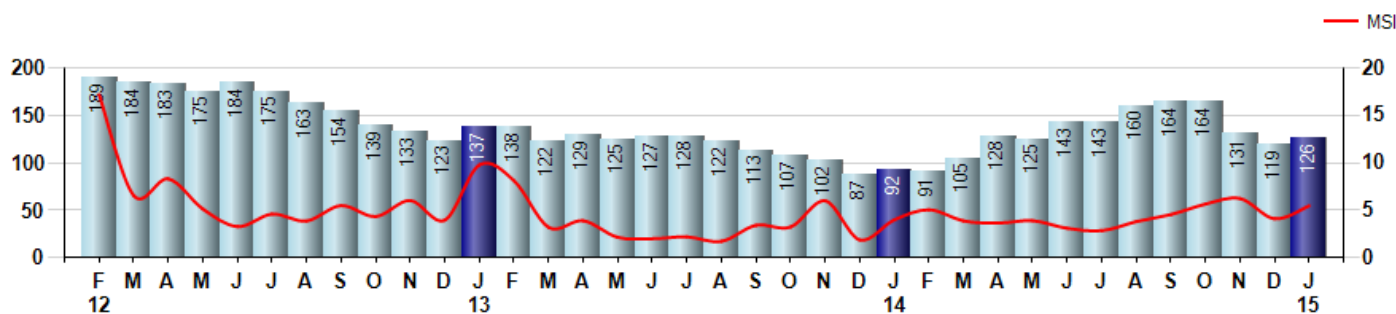
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of January was 126, up 5.9% from 119 last month and up 37.0% from 92 in January of last year. January 2015 Inventory was at a mid range compared to January of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2015 MSI of 5.5 months was at a mid range compared with January of 2014 and 2013.

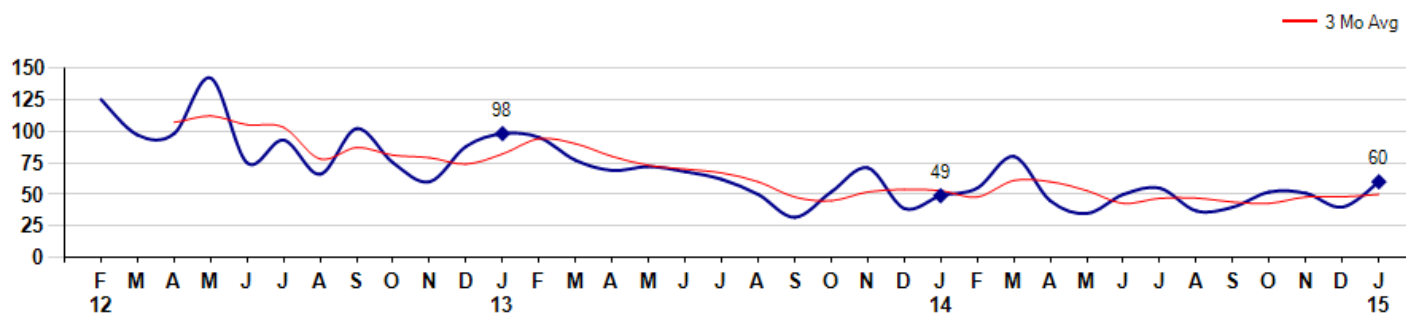
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 60, up 50.0% from 40 days last month and up 22.4% from 49 days in January of last year. The January 2015 DOM was at a mid range compared with January of 2014 and 2013.

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



© 2015 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 2/1/2012 through 1/31/2015. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



MLS Area: Deerfield



ART WILSON

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com

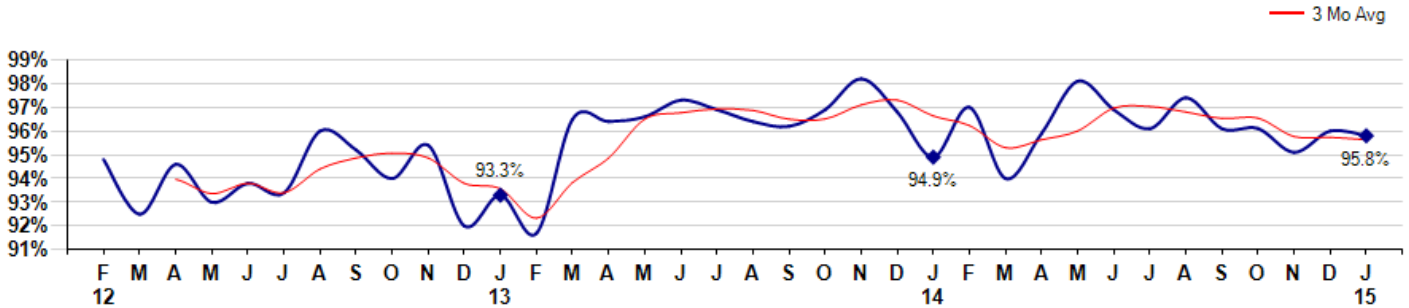


Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Selling Price vs Listing Price

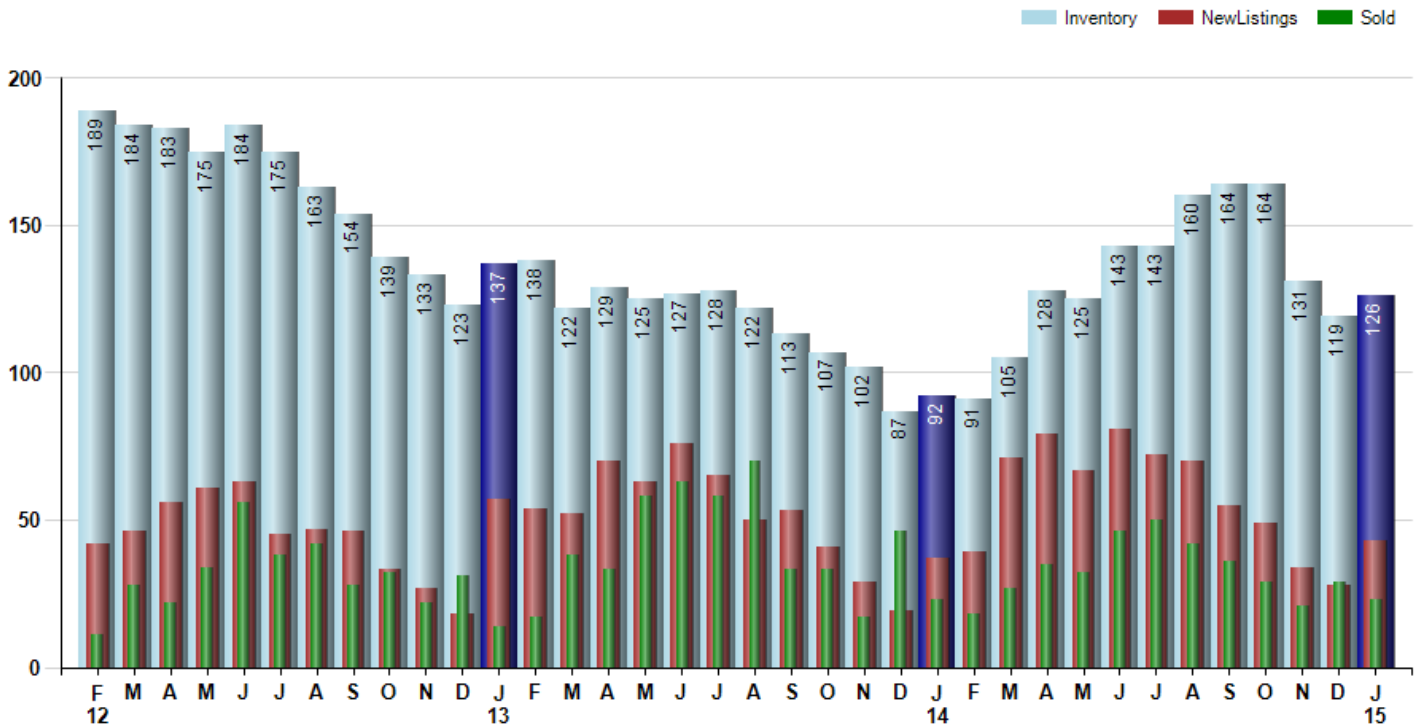
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The January 2015 Selling Price vs List Price of 95.8% was down from 96.0% last month and up from 94.9% in January 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 January 2015 was 43, up 53.6% from 28 last month and up 16.2% from 37 in January of last year.



© 2015 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 2/1/2012 through 1/31/2015. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



MLS Area: Deerfield



ART WILSON
 Broker, Realtor
 847-363-1599
 www.NorthShoreHomesOnline.com
 Art.Wilson@cbexchange.com



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

	F 12	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	J 15
Homes Sold	11	28	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	23
3 Mo. Roll Avg			20	28	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	24

	(000's) F 12	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	J 15
Median Sale Price	131	344	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	560
3 Mo. Roll Avg			254	292	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	470

	F 12	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	J 15
Inventory	189	184	183	175	184	175	163	154	139	133	123	137	138	122	129	125	127	128	122	113	107	102	87	92	91	105	128	125	143	143	160	164	164	131	119	126
MSI	17	7	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	5

	F 12	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	J 15
Days On Market	125	97	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	60
3 Mo. Roll Avg			107	112	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	50

	F 12	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	J 15
Price per Sq Ft	100	163	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	198
3 Mo. Roll Avg			140	156	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	197	196	196	192	188	189

	F 12	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	J 15
Sale to List Price	0.948	0.925	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	0.958
3 Mo. Roll Avg			0.940	0.934	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	0.956

	F 12	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	J 15
New Listings	42	46	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	72	70	55	49	34	28	43
Inventory	189	184	183	175	184	175	163	154	139	133	123	137	138	122	129	125	127	128	122	113	107	102	87	92	91	105	128	125	143	143	160	164	164	131	119	126
Sales	11	28	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	23

	(000's) F 12	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	J 15
Avg Sale Price	166	401	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	589
3 Mo. Roll Avg			330	376	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

© 2015 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 2/1/2012 through 1/31/2015. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.

