

## MLS Area: Deerfield



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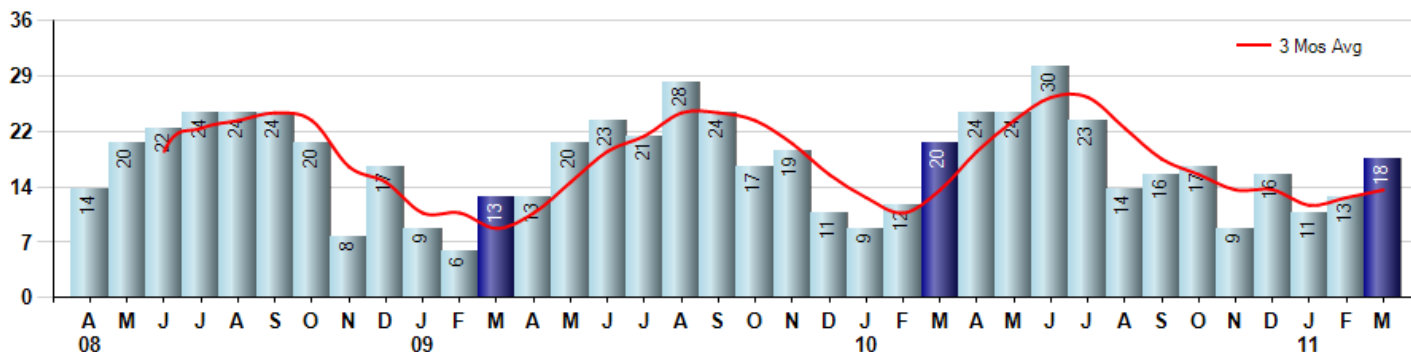
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$412,000	↑		↓				
Average List Price of all Current Listings	\$564,851	↑		↑				
March Median Sales Price	\$284,450	↑	↓	↓	↓	\$282,750	↓	↓
March Average Sales Price	\$355,358	↓	↔	↓	↓	\$357,954	↓	↓
Total Properties Currently for Sale (Inventory)	180	↑		↓				
March Number of Properties Sold	18	↑		↓		42	↑	
March Average Days on Market (Solds)	110	↑	↔	↓	↓	106	↓	↓
March Month's Supply of Inventory	10.0	↓	↓	↓	↓	12.9	↓	↓
March Sale Price vs List Price Ratio	84.9%	↓	↑	↓	↓	85.5%	↓	↓

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

### Property Sales

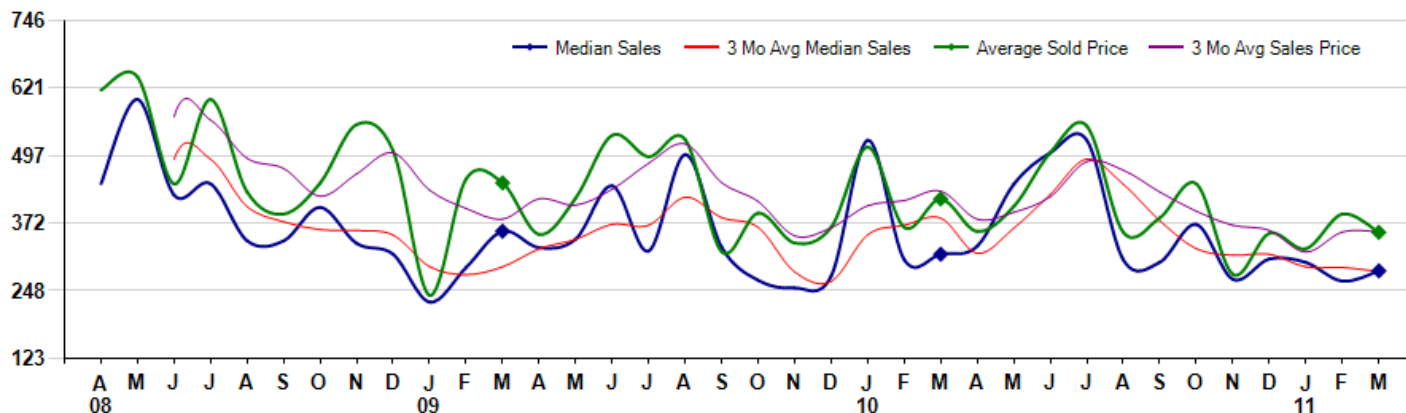
March Property sales were 18, down -10.0% from 20 in March of 2010 and 38.5% higher than the 13 sales last month. March 2011 sales were at a mid level compared to March of 2010 and 2009. March YTD sales of 42 are running 2.4% ahead of last year's year-to-date sales of 41.



### Prices

The Median Sales Price in March was \$284,450, down -9.7% from \$315,000 in March of 2010 and up 7.1% from \$265,500 last month. The Average Sales Price in March was \$355,358, down -14.8% from \$416,913 in March of 2010 and down -8.7% from \$389,200 last month. March 2011 ASP was at the lowest level compared to March of 2010 and 2009.

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



Based on information from Midwest Real Estate Data LLC for the period 4/1/2008 through 3/31/2011. 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.



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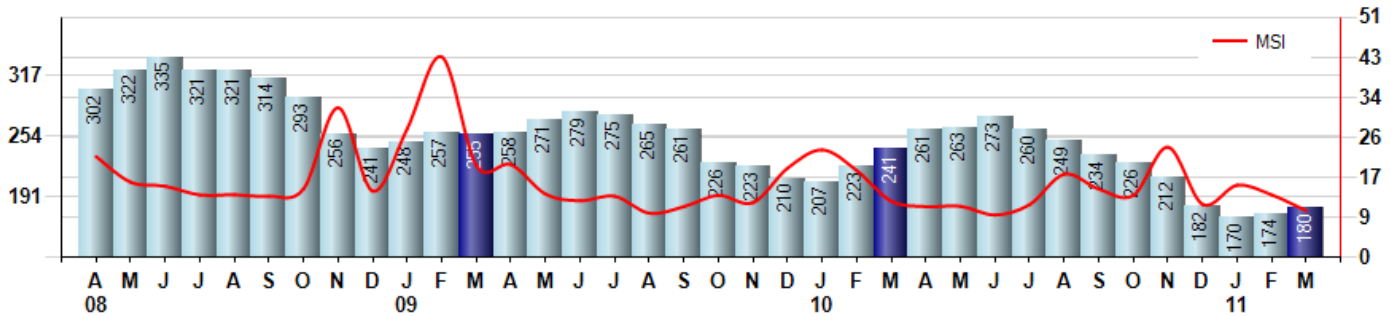
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### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 180, up 3.4% from 174 last month and down -25.3% from 241 in March of last year. March 2011 Inventory was at the lowest level compared to March of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2011 MSI of 10.0 months was at its lowest level compared with March of 2010 and 2009.

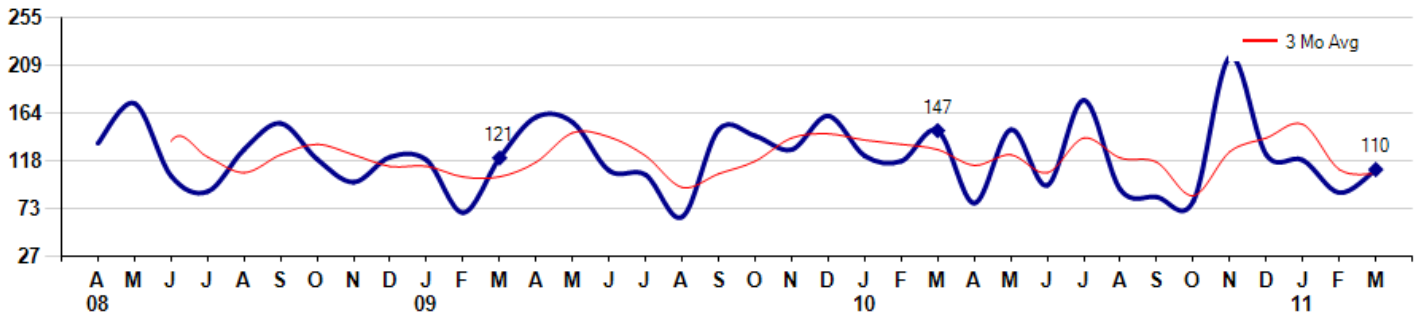
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 110, up 25.0% from 88 days last month and down -25.2% from 147 days in March of last year. The March 2011 DOM was at its lowest level compared with March of 2010 and 2009.

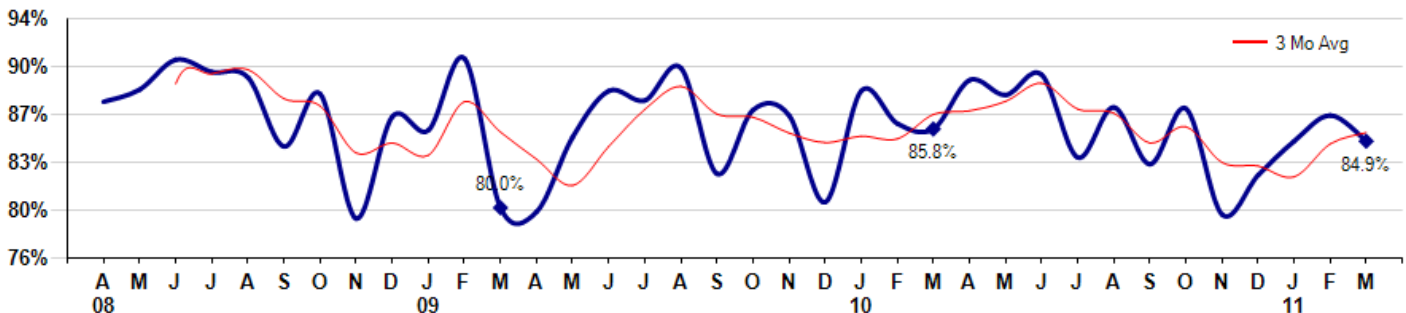
Average Days on Market(Listing to Contract) for properties sold during the month



### Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original 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 2011 Selling Price vs Original List Price of 84.9% was down from 86.8% last month and down from 85.8% in March of last year.

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



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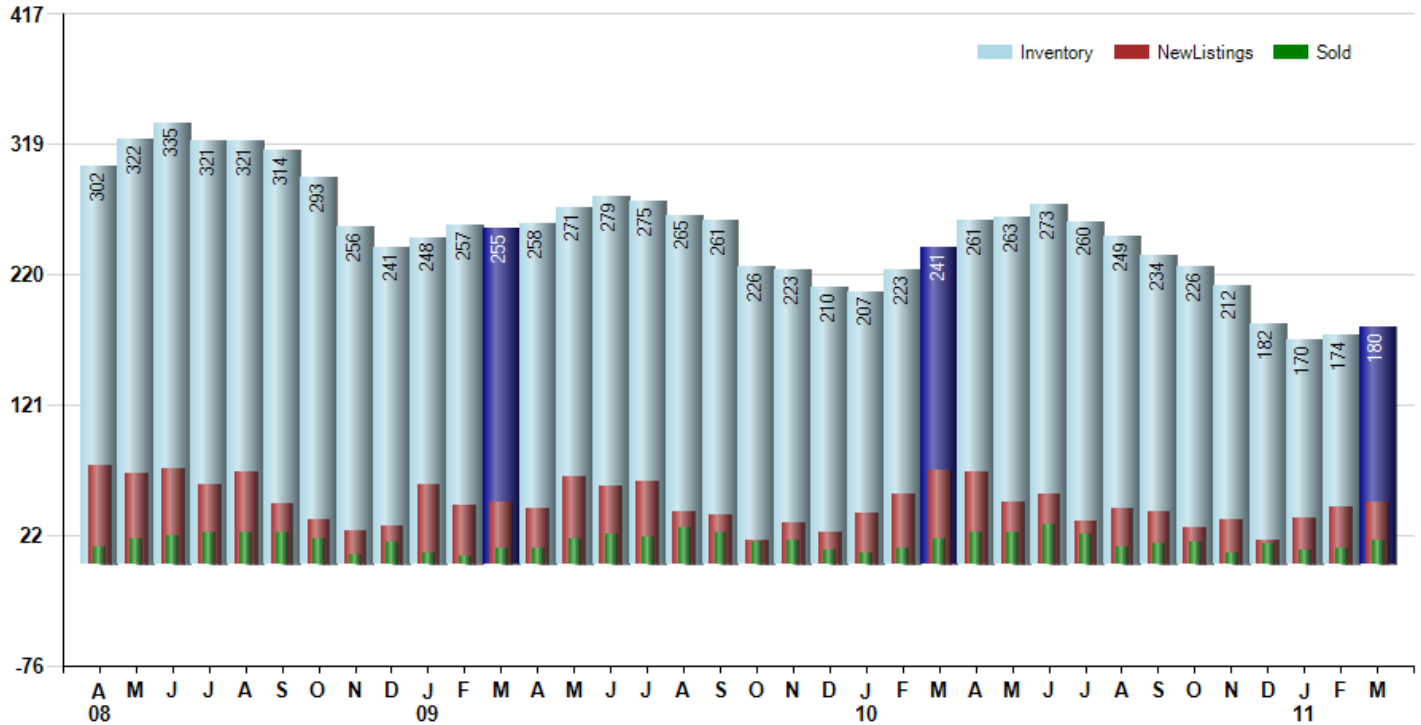
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### Inventory / New Listings / Sales

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 March 2011 was 48, up 9.1% from 44 last month and down -32.4% from 71 in March of last year.



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	A 08	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M
Homes Sold	14	20	22	24	24	24	20	8	17	9	6	13	13	20	23	21	28	24	17	19	11	9	12	20	24	24	30	23	14	16	17	9	16	11	13	18
3 Mo. Roll Avg			19	22	23	24	23	17	15	11	11	9	11	15	19	21	24	24	23	20	16	13	11	14	19	23	26	26	22	18	16	14	14	12	13	14

(000's)	A 08	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M
Median Sale Price	445	601	424	445	340	340	402	335	315	227	291	358	327	343	441	321	499	328	267	253	275	525	305	315	330	444	502	525	305	301	370	269	307	300	266	284
3 Mo. Roll Avg			490	490	403	375	360	359	351	292	278	292	325	343	370	368	420	383	365	283	265	351	368	382	317	363	425	490	444	377	325	313	315	292	291	283

	A 08	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M
Inventory	302	322	335	321	321	314	293	256	241	248	257	255	258	271	279	275	265	261	226	223	210	207	223	241	261	263	273	260	249	234	226	212	182	170	174	180
MSI	22	16	15	13	13	13	15	32	14	28	43	20	20	14	12	13	9	11	13	12	19	23	19	12	11	11	9	11	18	15	13	24	11	15	13	10

	A 08	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M
Days On Market	135	173	104	89	129	154	120	98	122	119	69	121	160	155	109	105	65	148	142	129	161	123	118	147	78	148	95	176	91	84	80	217	124	119	88	110
3 Mo. Roll Avg			137	122	107	124	134	124	113	113	103	103	117	145	141	123	93	106	118	140	144	138	134	129	114	124	107	140	121	117	85	127	140	153	110	106

	A 08	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M
Price per Sq Ft	304	225	195	254	243	214	212	176	215	150	131	196	156	216	218	184	208	139	140	198	150	202	149	160	146	183	202	204	149	187	178	149	156	145	155	166
3 Mo. Roll Avg			241	225	231	237	223	201	201	180	165	159	161	189	197	206	203	177	162	159	163	183	167	170	152	163	177	196	185	180	171	171	161	150	152	155

	A 08	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M
Sale to List Price	0.878	0.887	0.909	0.900	0.896	0.845	0.884	0.792	0.867	0.857	0.910	0.800	0.797	0.852	0.886	0.879	0.903	0.825	0.872	0.868	0.804	0.886	0.862	0.858	0.894	0.883	0.898	0.837	0.874	0.832	0.873	0.795	0.824	0.849	0.868	0.849
3 Mo. Roll Avg			0.891	0.899	0.902	0.880	0.875	0.840	0.848	0.839	0.878	0.856	0.836	0.816	0.845	0.872	0.889	0.869	0.867	0.855	0.848	0.853	0.851	0.869	0.871	0.878	0.892	0.873	0.870	0.848	0.860	0.833	0.831	0.823	0.847	0.855

	A 08	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M
New Listings	75	69	73	61	70	46	34	26	29	61	45	48	43	67	59	63	40	38	19	32	25	39	53	71	70	48	54	33	43	40	28	34	18	35	44	48
Inventory	302	322	335	321	321	314	293	256	241	248	257	255	258	271	279	275	265	261	226	223	210	207	223	241	261	263	273	260	249	234	226	212	182	170	174	180
Sales	14	20	22	24	24	24	20	8	17	9	6	13	13	20	23	21	28	24	17	19	11	9	12	20	24	24	30	23	14	16	17	9	16	11	13	18

(000's)	A 08	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M
Avg Sale Price	618	642	445	600	430	389	446	554	506	239	454	446	352	419	534	495	526	320	391	336	365	512	365	417	357	403	502	551	356	382	445	278	354	325	389	355
3 Mo. Roll Avg			568	562	492	473	422	463	502	433	400	380	417	405	435	482	518	447	412	349	364	404	414	431	380	392	421	486	470	430	394	368	359	319	356	357

