

## MLS Area: Deerfield



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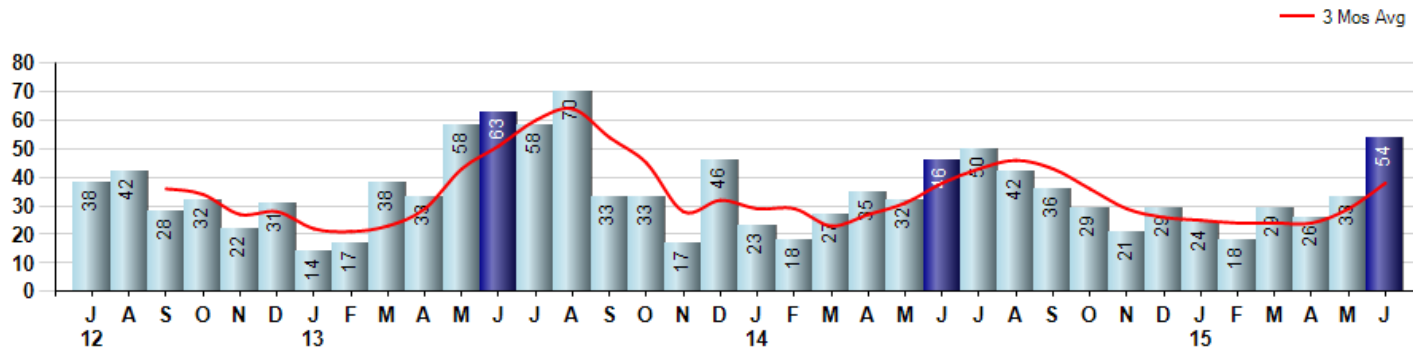
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$699,900	↔		↑				
Average List Price of all Current Listings	\$900,039	↑		↑				
June Median Sales Price	\$460,625	↓	↑	↑	↑	\$440,250	↑	↑
June Average Sales Price	\$534,986	↓	↑	↑	↑	\$523,898	↑	↑
Total Properties Currently for Sale (Inventory)	213	↑		↑				
June Number of Properties Sold	54	↑		↑		184	↑	
June Average Days on Market (Solds)	52	↓	↓	↑	↑	56	↑	↑
June Month's Supply of Inventory	3.9	↓	↓	↑	↓	6.7	↑	↑
June Sale Price vs List Price Ratio	95.5%	↓	↔	↓	↔	95.2%	↓	↓

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

### Property Sales

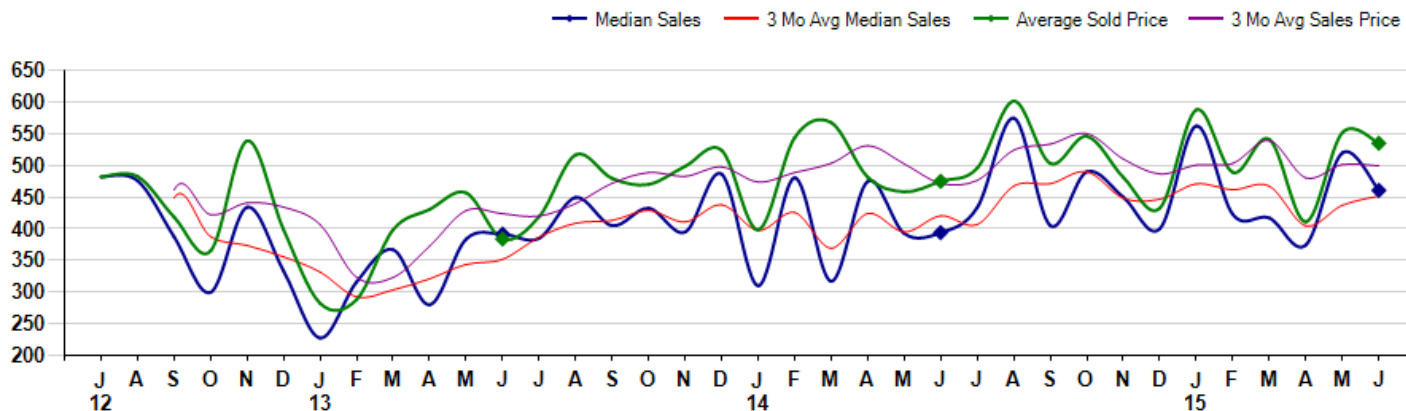
June Property sales were 54, up 17.4% from 46 in June of 2014 and 63.6% higher than the 33 sales last month. June 2015 sales were at a mid level compared to June of 2014 and 2013. June YTD sales of 184 are running 1.7% ahead of last year's year-to-date sales of 181.



### Prices

The Median Sales Price in June was \$460,625, up 16.9% from \$394,000 in June of 2014 and down -11.4% from \$520,000 last month. The Average Sales Price in June was \$534,986, up 12.6% from \$474,943 in June of 2014 and down -3.1% from \$551,836 last month. June 2015 ASP was at highest level compared to June of 2014 and 2013.

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



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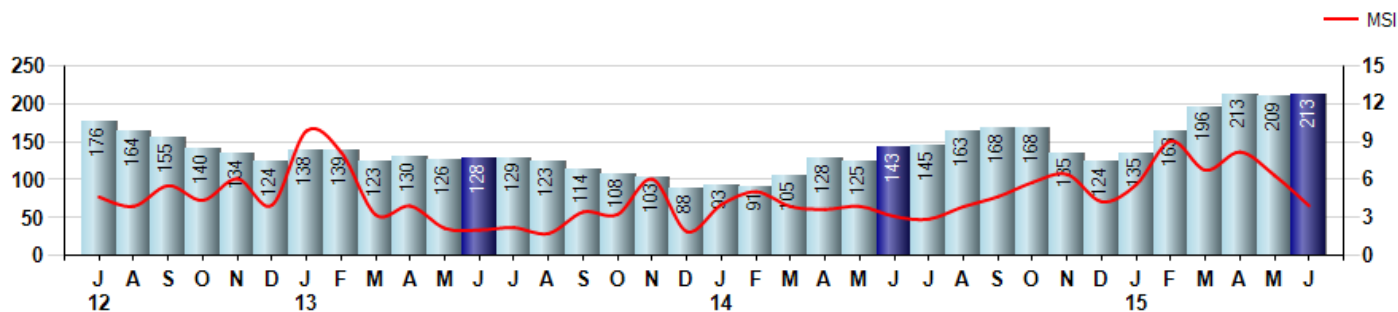
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### Inventory & MSI

The Total Inventory of Properties available for sale as of June was 213, up 1.9% from 209 last month and up 49.0% from 143 in June of last year. June 2015 Inventory was at highest level compared to June of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2015 MSI of 3.9 months was at its highest level compared with June of 2014 and 2013.

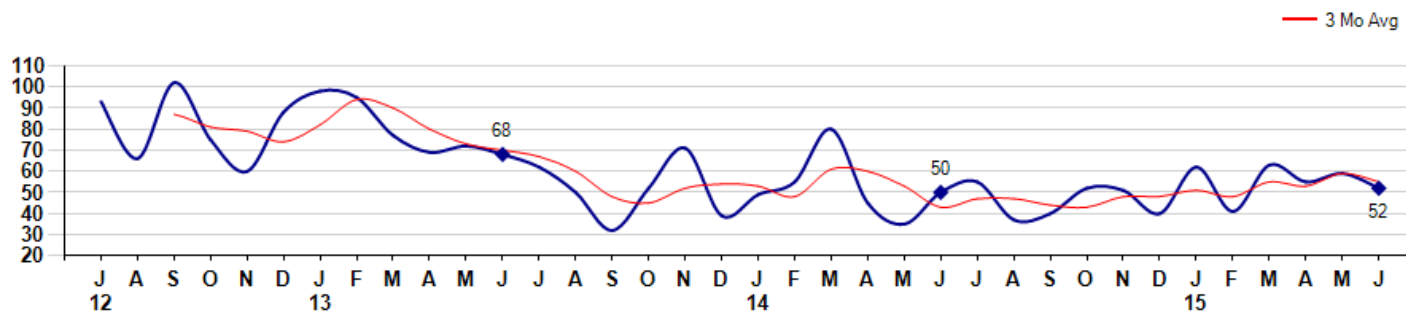
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 June was 52, down -11.9% from 59 days last month and up 4.0% from 50 days in June of last year. The June 2015 DOM was at a mid range compared with June of 2014 and 2013.

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



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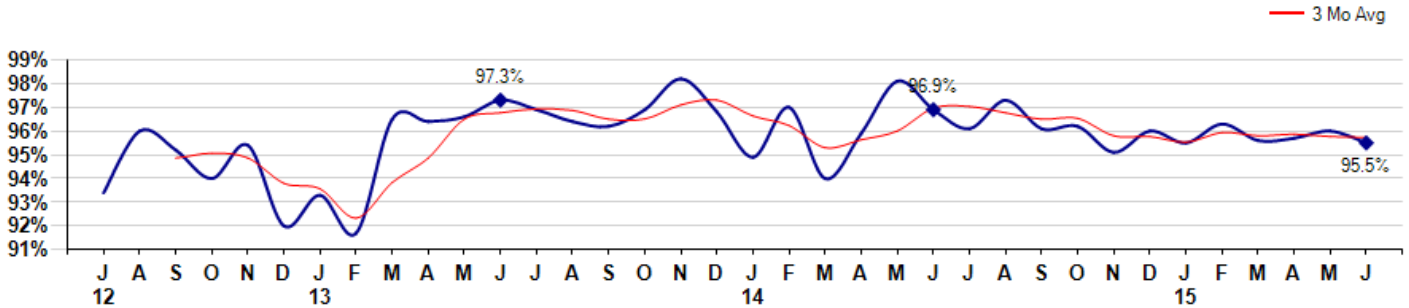


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### Selling Price vs Listing Price

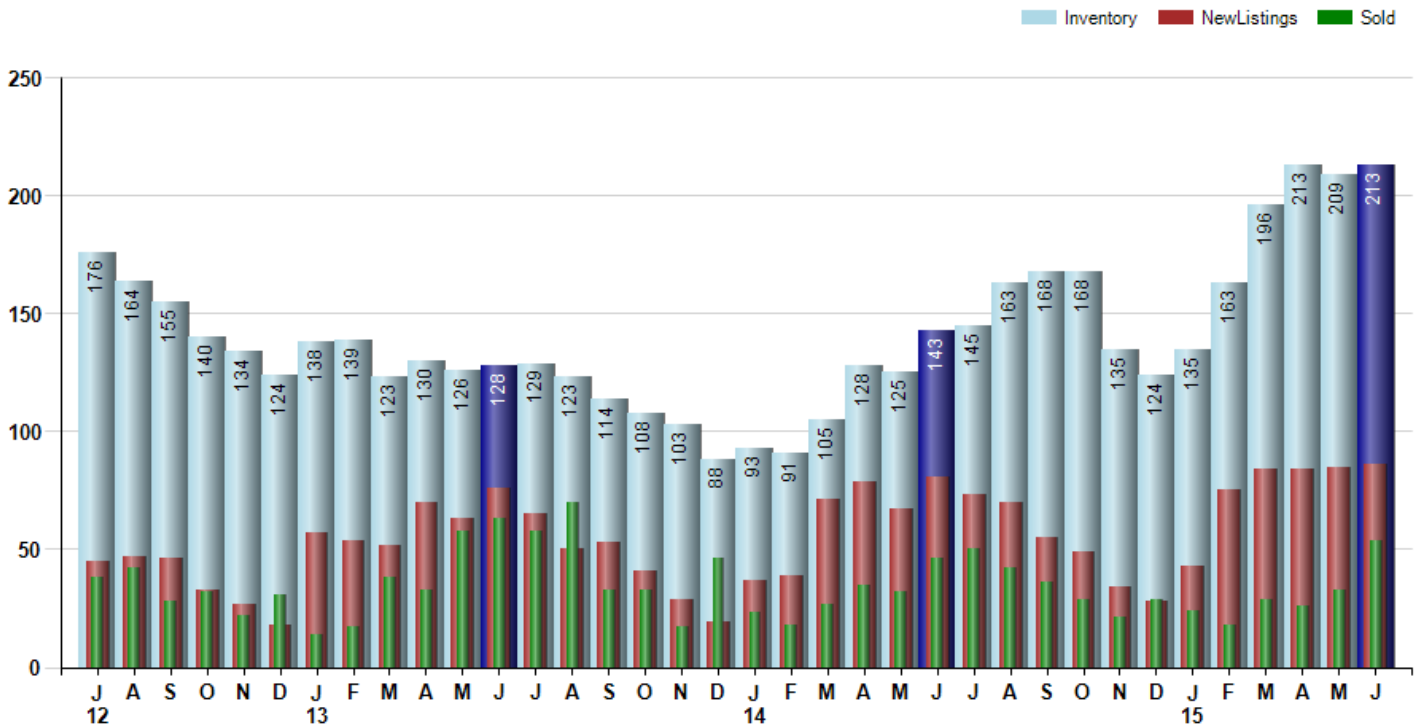
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The June 2015 Selling Price vs List Price of 95.5% was down from 96.0% last month and down from 96.9% in June 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 June 2015 was 86, up 1.2% from 85 last month and up 6.2% from 81 in June of last year.



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	J 12	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	A	M	J
Homes Sold	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	29	26	33	54
3 Mo. Roll Avg			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	24	24	29	38

	(000's) J 12	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	A	M	J
Median Sale Price	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	417	375	520	461
3 Mo. Roll Avg			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	467	405	437	452

	J 12	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	A	M	J
Inventory	176	164	155	140	134	124	138	139	123	130	126	128	129	123	114	108	103	88	93	91	105	128	125	143	145	163	168	168	135	124	135	163	196	213	209	213
MSI	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	8	6	4

	J 12	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	A	M	J
Days On Market	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	63	55	59	52
3 Mo. Roll Avg			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	55	53	59	55

	J 12	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	A	M	J
Price per Sq Ft	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	192	199	195	181	189	199	191	201	198	194	200
3 Mo. Roll Avg			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	195	192	188	190	193	197	197	198	197

	J 12	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	A	M	J
Sale to List Price	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	0.973	0.961	0.962	0.951	0.960	0.955	0.963	0.956	0.957	0.960	0.955
3 Mo. Roll Avg			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	0.958	0.955	0.959	0.958	0.959	0.958	0.957

	J 12	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	A	M	J
New Listings	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	84	84	85	86
Inventory	176	164	155	140	134	124	138	139	123	130	126	128	129	123	114	108	103	88	93	91	105	128	125	143	145	163	168	168	135	124	135	163	196	213	209	213
Sales	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	29	26	33	54

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Avg Sale Price	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	546	481	433	588	489	541	411	552	535
3 Mo. Roll Avg			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	487	501	503	539	480	501	499

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