

MLS Area: Deerfield



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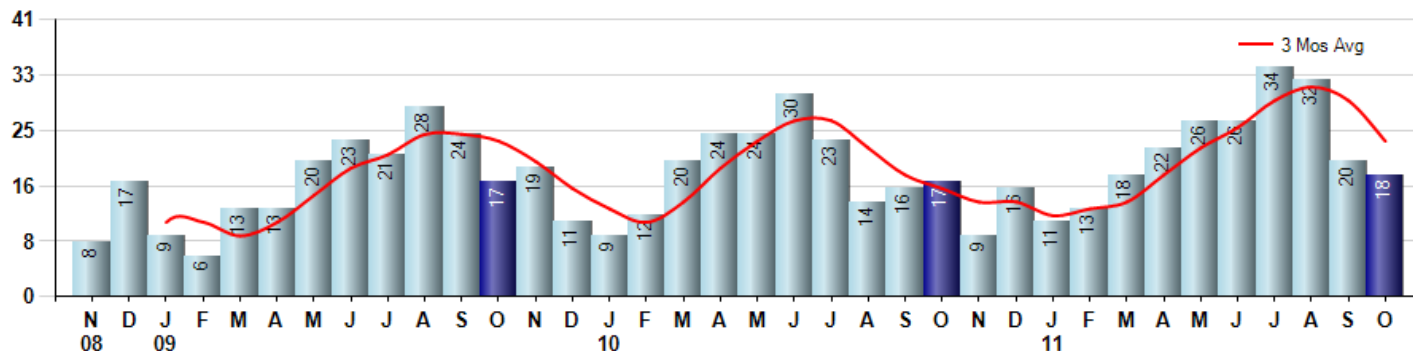
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|-------------------------------------------------|-----------|-------------------|-----|-----|----|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$385,000 | ↓ | | ↓ | | | | |
| Average List Price of all Current Listings | \$534,202 | ↔ | | ↓ | | | | |
| October Median Sales Price | \$375,000 | ↑ | ↓ | ↑ | ↑ | \$351,250 | ↓ | ↓ |
| October Average Sales Price | \$411,581 | ↑ | ↓ | ↓ | ↓ | \$413,796 | ↓ | ↔ |
| Total Properties Currently for Sale (Inventory) | 183 | ↓ | | ↓ | | | | |
| October Number of Properties Sold | 18 | ↓ | | ↑ | | 220 | ↑ | |
| October Average Days on Market (Solds) | 72 | ↓ | ↓ | ↓ | ↓ | 96 | ↓ | ↓ |
| October Month's Supply of Inventory | 10.2 | ↑ | ↑ | ↓ | ↓ | 9.6 | ↓ | ↓ |
| October Sale Price vs List Price Ratio | 88.6% | ↓ | ↑ | ↑ | ↑ | 88.2% | ↑ | ↑ |

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

Property Sales

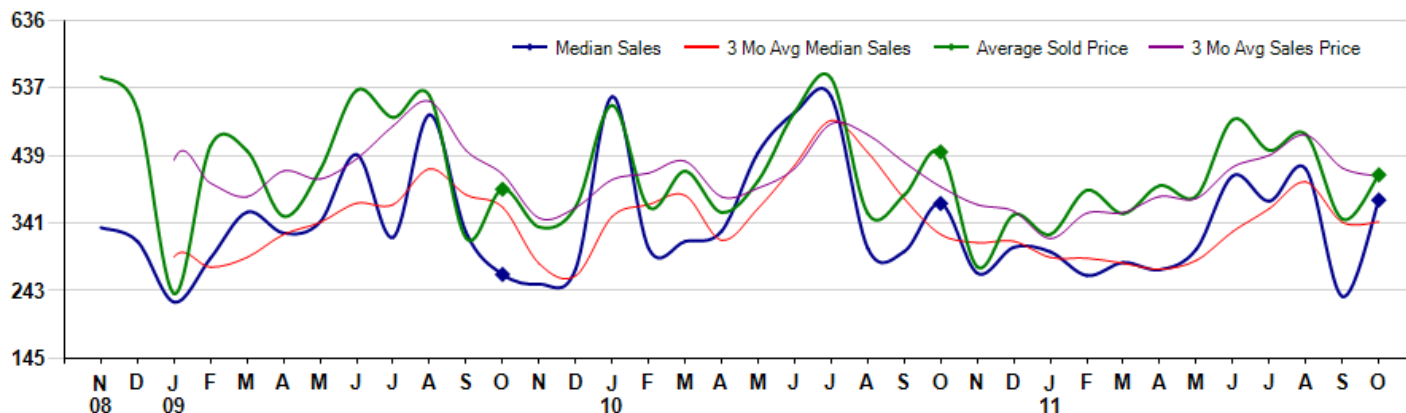
October Property sales were 18, up 5.9% from 17 in October of 2010 and -10.0% lower than the 20 sales last month. October 2011 sales were at their highest level compared to October of 2010 and 2009. October YTD sales of 220 are running 16.4% ahead of last year's year-to-date sales of 189.



Prices

The Median Sales Price in October was \$375,000, up 1.4% from \$370,000 in October of 2010 and up 59.6% from \$235,000 last month. The Average Sales Price in October was \$411,581, down -7.5% from \$444,724 in October of 2010 and up 18.5% from \$347,333 last month. October 2011 ASP was at a mid range compared to October 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 11/1/2008 through 10/31/2011. 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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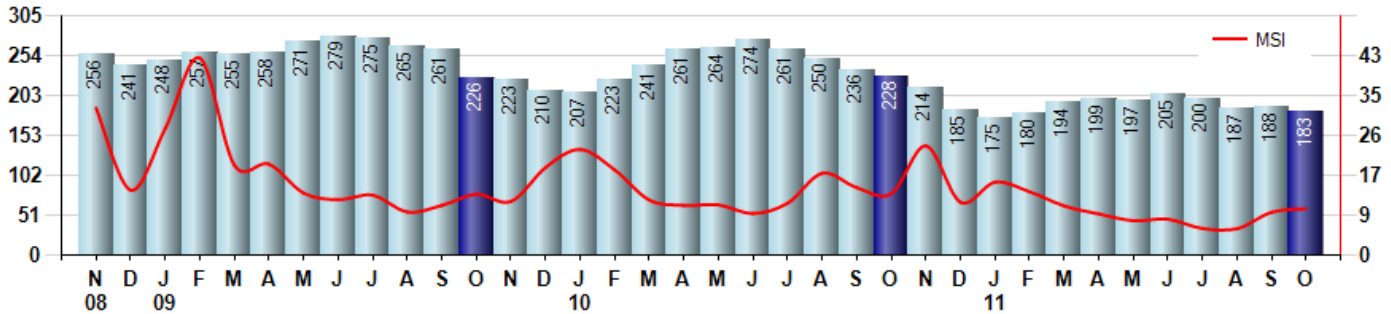
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Inventory & MSI

The Total Inventory of Properties available for sale as of October was 183, down -2.7% from 188 last month and down -19.7% from 228 in October of last year. October 2011 Inventory was at the lowest level compared to October of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2011 MSI of 10.2 months was at its lowest level compared with October of 2010 and 2009.

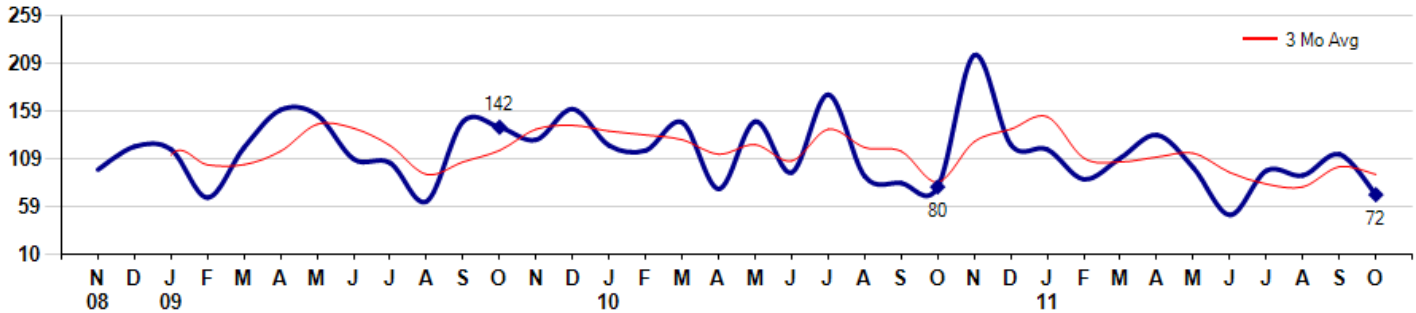
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 October was 72, down -36.8% from 114 days last month and down -10.0% from 80 days in October of last year. The October 2011 DOM was at its lowest level compared with October of 2010 and 2009.

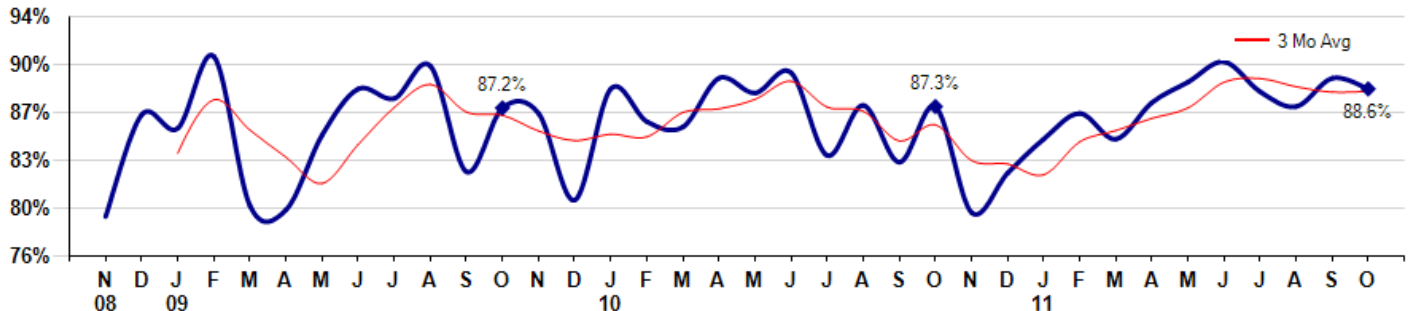
Average Days on Market (Listing to Contract) for properties sold during the month



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 October 2011 Selling Price vs Original List Price of 88.6% was down from 89.4% last month and up from 87.3% in October of last year.

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



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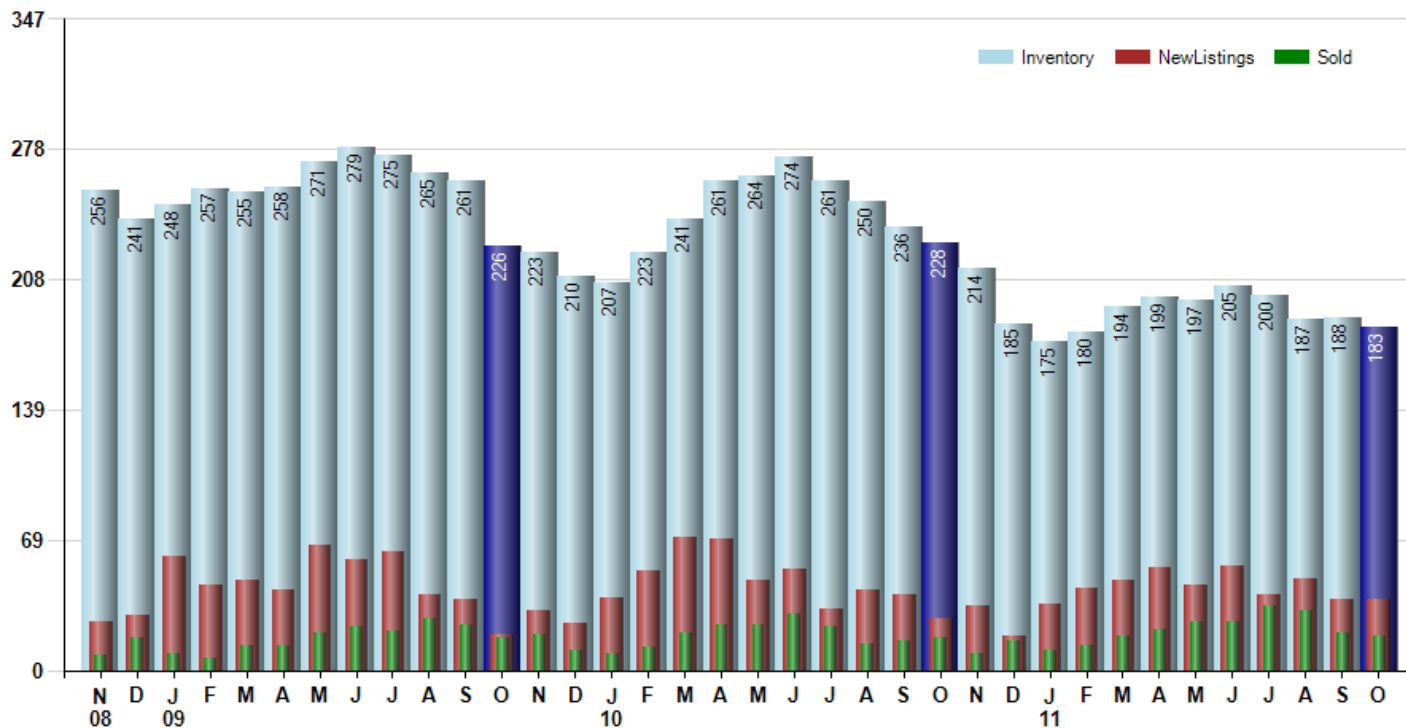
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Inventory / New Listings / Sales

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 October 2011 was 38, equal to 38 last month and up 35.7% from 28 in October of last year.



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MARKET ACTION REPORT

October 2011

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| | N 08 | 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 | A | M | J | J | A | S | O |
|----------------|------|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|
| Homes Sold | 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 | 22 | 26 | 26 | 34 | 32 | 20 | 18 |
| 3 Mo. Roll Avg | | | 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 | 18 | 22 | 25 | 29 | 31 | 29 | 23 |

| | (000's) N 08 | 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 | A | M | J | J | A | S | O |
|-------------------|--------------|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Median Sale Price | 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 | 274 | 304 | 410 | 374 | 420 | 235 | 375 |
| 3 Mo. Roll Avg | | | 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 | 275 | 287 | 329 | 363 | 401 | 343 | 343 |

| | N 08 | 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 | A | M | J | J | A | S | O |
|-----------|------|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Inventory | 256 | 241 | 248 | 257 | 255 | 258 | 271 | 279 | 275 | 265 | 261 | 226 | 223 | 210 | 207 | 223 | 241 | 261 | 264 | 274 | 261 | 250 | 236 | 228 | 214 | 185 | 175 | 180 | 194 | 199 | 197 | 205 | 200 | 187 | 188 | 183 |
| MSI | 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 | 12 | 16 | 14 | 11 | 9 | 8 | 8 | 6 | 6 | 9 | 10 |

| | N 08 | 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 | A | M | J | J | A | S | O |
|----------------|------|-----|------|-----|-----|-----|-----|-----|-----|----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|----|-----|-----|------|-----|-----|-----|-----|----|----|----|-----|----|
| Days On Market | 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 | 134 | 100 | 51 | 97 | 92 | 114 | 72 |
| 3 Mo. Roll Avg | | | 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 | 111 | 115 | 95 | 83 | 80 | 101 | 93 |

| | N 08 | 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 | A | M | J | J | A | S | O |
|-----------------|------|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Price per Sq Ft | 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 | 151 | 170 | 198 | 171 | 175 | 143 | 192 |
| 3 Mo. Roll Avg | | | 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 | 157 | 162 | 173 | 180 | 181 | 163 | 170 |

| | N 08 | 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 | A | M | J | J | A | S | O |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.876 | 0.891 | 0.906 | 0.884 | 0.873 | 0.894 | 0.886 |
| 3 Mo. Roll Avg | | | 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 | 0.864 | 0.872 | 0.891 | 0.894 | 0.888 | 0.884 | 0.884 |

| | N 08 | 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 | A | M | J | J | A | S | O |
|--------------|------|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| New Listings | 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 | 55 | 45 | 56 | 40 | 49 | 38 | 38 |
| Inventory | 256 | 241 | 248 | 257 | 255 | 258 | 271 | 279 | 275 | 265 | 261 | 226 | 223 | 210 | 207 | 223 | 241 | 261 | 264 | 274 | 261 | 250 | 236 | 228 | 214 | 185 | 175 | 180 | 194 | 199 | 197 | 205 | 200 | 187 | 188 | 183 |
| Sales | 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 | 22 | 26 | 26 | 34 | 32 | 20 | 18 |

| | (000's) N 08 | 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 | A | M | J | J | A | S | O |
|----------------|--------------|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Avg Sale Price | 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 | 396 | 381 | 492 | 447 | 470 | 347 | 412 |
| 3 Mo. Roll Avg | | | 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 | 380 | 377 | 423 | 440 | 470 | 422 | 410 |

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