

City: *Deerfield*



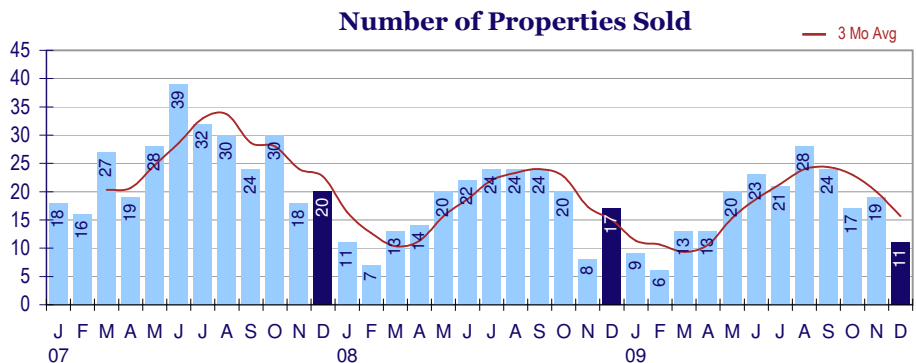
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$449,000	↓		↓				
Average List Price of all Current Listings	\$595,173	↓		↓				
December Median Sales Price	\$275,000	↑	↓	↓	\$402,500	↓	↓	
December Average Sales Price	\$364,955	↑	↑	↓	\$420,295	↓	↓	
Total Properties Currently for Sale (Inventory)	197	↓		↓				
December Number of Properties Sold	11	↓		↓	204	↔		
December Average Days on Market (Solds)	161	↑	↑	↑	122	↔	↔	
Asking Price per Square Foot (based on New Listings)	\$0	↓	↓	↓	\$203	↓	↓	
December Sold Price per Square Foot	\$150	↓	↓	↓	\$181	↓	↓	
December Month's Supply of Inventory	17.9	↑	↑	↑	17.5	↓	↓	
December Sale Price vs List Price Ratio	80.4%	↓	↓	↓	85.8%	↓	↓	

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

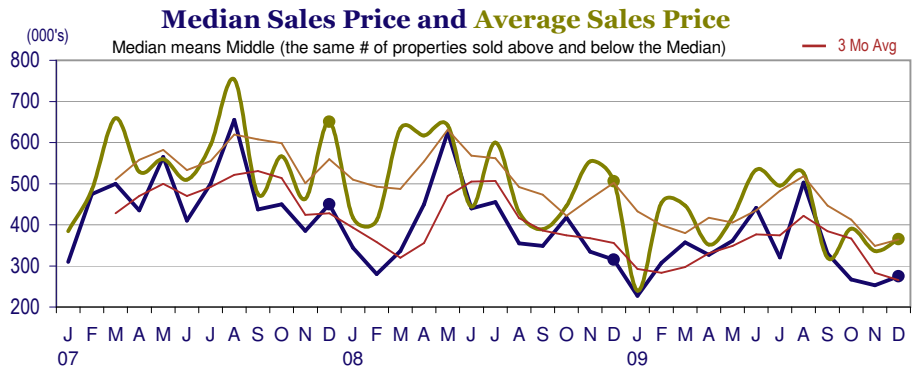
Property Sales

December Property sales were 11, down -35.3% from 17 in December of 2008 and -42.1% lower than the 19 sales last month. December 2009 sales were at their lowest level compared to December of 2008 and 2007. December YTD sales of 204 are running equal to last year's year-to-date sales of 204.



Prices

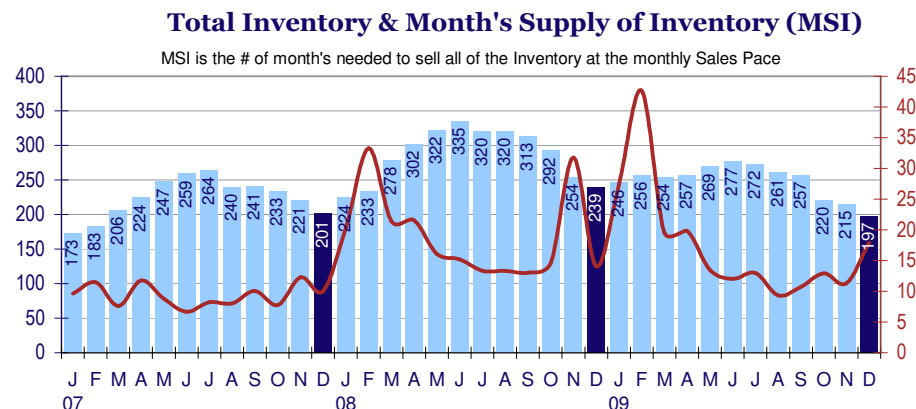
The Median Sales Price in December was \$275,000, down -12.7% from \$315,000 in December of 2008 and up 8.7% from \$253,000 last month. The Average Sales Price in December was \$364,955, down -27.8% from \$505,618 in December of 2008 and up 8.7% from \$335,876 last month. December 2009 ASP was at the lowest level compared to December of 2008 and 2007.



Inventory & MSI

The Total Inventory of Properties available for sale as of December was 197, down -8.4% from 215 last month and down -17.6% from 239 in December of last year. December 2009 Inventory was at its lowest level compared with December of 2008 and 2007.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2009 MSI of 17.9 months was at its highest level compared with December of 2008 and 2007.



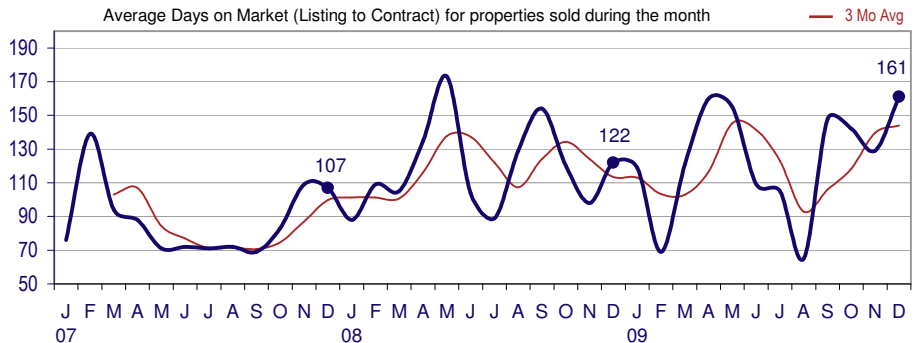
City: *Deerfield*



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 December was 161, up 24.8% from 129 days last month and up 32.0% from 122 days in December of last year. The December 2009 DOM was at a mid level compared with December of 2008 and 2007.

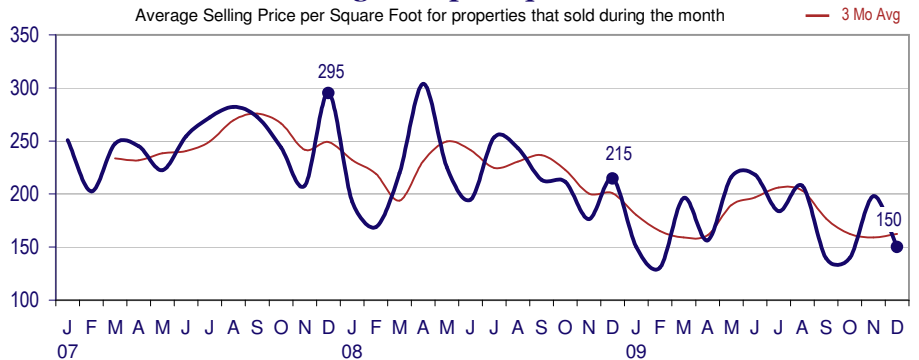
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The December 2009 Selling Price per Square Foot of \$150 was down -24.2% from \$198 last month and down -30.1% from 215 in December of last year.

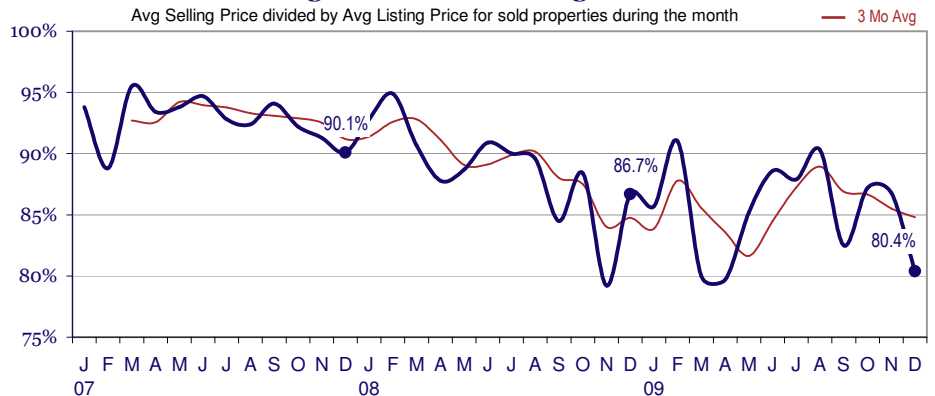
Selling Price per Square Foot



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 December 2009 Selling Price vs Original List Price of 80.4% was down from 86.8% last month and down from 86.7% in December of last year.

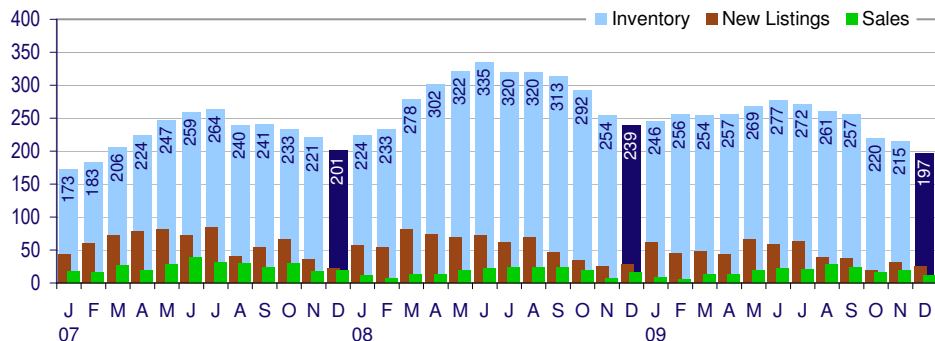
Selling Price versus Listing Price Ratio



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 December 2009 was 25, down -21.9% from 32 last month and down -13.8% from 29 in December of last year.

Inventory / New Listings / Sales



City: Deerfield

Price Range: All | Property Types: Single Family - Condo - TwnHm

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	18	16	27	19	28	39	32	30	24	30	18	20	11	7	13	14	20	22	24	24	20	8	17	9	6	13	13	20	23	21	28	24	17	19	11	
3 Mo. Roll Avg			20	21	25	29	33	34	29	28	24	23	16	13	10	11	16	19	22	23	24	23	17	15	11	11	9	11	15	19	21	24	24	23	20	16

(000's)	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	310	475	500	435	565	410	500	655	437	450	385	450	344	280	336	450	625	440	455	355	349	418	335	315	227	308	358	327	361	441	321	503	330	267	253	275
3 Mo. Roll Avg			428	470	500	470	492	522	531	514	424	428	393	358	320	355	470	505	507	417	386	374	367	356	292	283	297	331	349	376	374	422	385	367	283	265

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Inventory	173	183	206	224	247	259	264	240	241	233	221	201	224	233	278	302	322	335	320	320	313	292	254	239	246	256	254	257	269	277	272	261	257	220	215	197
MSI	10	11	8	12	9	7	8	8	10	8	12	10	20	33	21	22	16	15	13	13	13	15	32	14	27	43	20	20	13	12	13	9	11	13	11	18

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Days on Market	76	139	94	88	71	72	71	72	69	83	109	107	88	109	105	135	173	104	89	129	154	120	98	122	119	69	121	160	155	109	105	65	148	142	129	161
3 Mo. Roll Avg			103	107	84	77	71	72	71	75	87	100	101	101	101	116	138	137	122	107	124	134	124	113	113	103	103	117	145	141	123	93	106	118	140	144

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	251	202	248	245	222	254	272	282	273	244	208	295	193	169	220	304	225	195	254	243	214	212	176	215	150	131	196	156	216	218	184	208	139	140	198	150
3 Mo. Roll Avg			234	232	238	241	250	270	276	266	242	249	232	219	194	231	250	241	225	230	237	223	200	201	180	165	159	161	190	197	206	203	177	162	159	163

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	0.938	0.888	0.955	0.934	0.938	0.947	0.928	0.924	0.941	0.922	0.913	0.901	0.928	0.949	0.907	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
3 Mo. Roll Avg			0.927	0.926	0.942	0.940	0.938	0.933	0.931	0.929	0.925	0.912	0.914	0.926	0.928	0.911	0.891	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

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
New Listings	44	60	72	79	82	73	84	41	55	67	36	22	57	54	81	75	69	73	61	70	46	34	26	29	61	45	48	43	67	59	63	40	38	19	32	25
Inventory	173	183	206	224	247	259	264	240	241	233	221	201	224	233	278	302	322	335	320	320	313	292	254	239	246	256	254	257	269	277	272	261	257	220	215	197
Sales	18	16	27	19	28	39	32	30	24	30	18	20	11	7	13	14	20	22	24	24	24	20	8	17	9	6	13	13	20	23	21	28	24	17	19	11

(000's)	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	384	486	659	529	559	510	594	754	474	566	463	650	417	411	634	618	642	445	600	430	389	446	554	506	239	454	446	352	419	534	495	526	320	391	336	365
3 Mo. Roll Avg			510	558	582	533	555	619	607	598	501	560	510	493	487	554	631	568	562	492	473	422	463	502	433	400	380	417	405	435	482	518	447	412	349	364

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