

MLS Area: Deerfield



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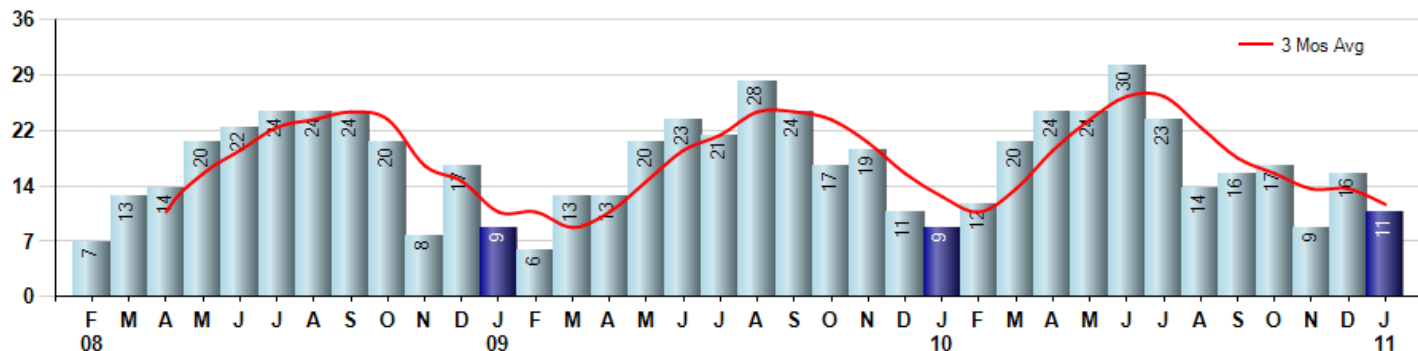
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|---|-----------|-------------------|-----|-----|----|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$398,000 | ↑ | | ↓ | | | | |
| Average List Price of all Current Listings | \$505,380 | ↑ | | ↓ | | | | |
| January Median Sales Price | \$300,000 | ↓ | ↓ | ↓ | ↓ | \$300,000 | ↓ | ↓ |
| January Average Sales Price | \$325,273 | ↓ | ↓ | ↓ | ↓ | \$325,273 | ↓ | ↓ |
| Total Properties Currently for Sale (Inventory) | 165 | ↓ | | ↓ | | | | |
| January Number of Properties Sold | 11 | ↓ | | ↑ | | 11 | ↔ | |
| January Average Days on Market (Solds) | 119 | ↓ | ↓ | ↓ | ↔ | 119 | ↓ | ↔ |
| January Month's Supply of Inventory | 15.0 | ↑ | ↓ | ↓ | ↑ | 15.0 | ↓ | ↑ |
| January Sale Price vs List Price Ratio | 84.9% | ↑ | ↑ | ↓ | ↓ | 83.5% | ↓ | ↓ |

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

Property Sales

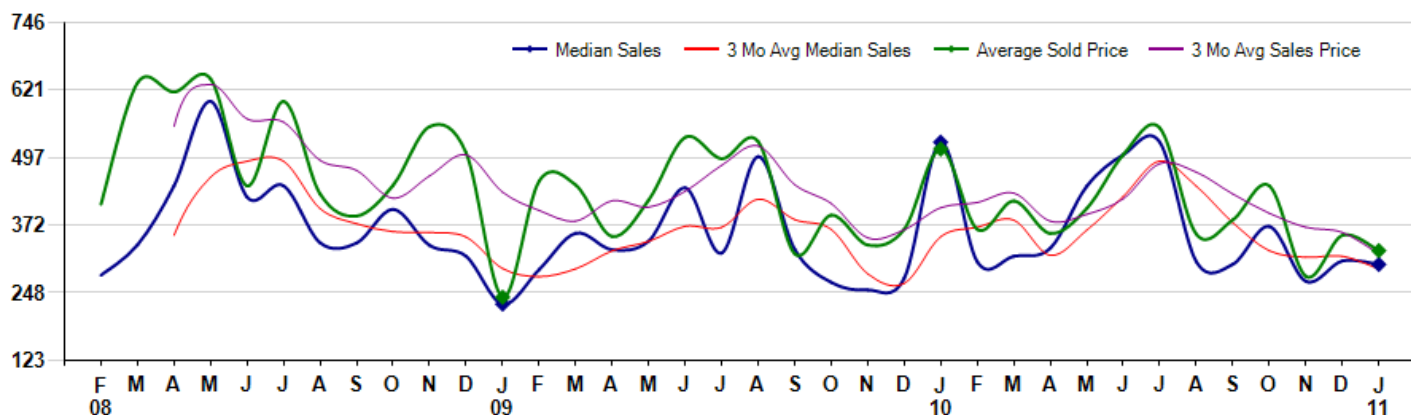
January Property sales were 11, up 22.2% from 9 in January of 2010 and -31.3% lower than the 16 sales last month. January 2011 sales were at their highest level compared to January of 2010 and 2009. January YTD sales of 11 are running 22.2% ahead of last year's year-to-date sales of 9.



Prices

The Median Sales Price in January was \$300,000, down -42.9% from \$525,000 in January of 2010 and down -2.1% from \$306,500 last month. The Average Sales Price in January was \$325,273, down -36.5% from \$512,450 in January of 2010 and down -8.0% from \$353,646 last month. January 2011 ASP was at a mid range compared to January 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 2/1/2008 through 1/31/2011. 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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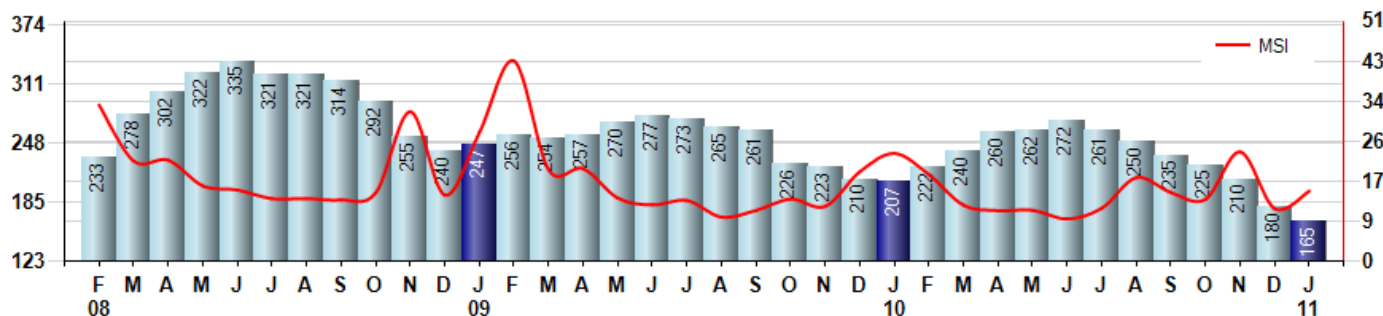
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 165, down -8.3% from 180 last month and down -20.3% from 207 in January of last year. January 2011 Inventory was at the lowest level compared to January of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2011 MSI of 15.0 months was at its lowest level compared with January of 2010 and 2009.

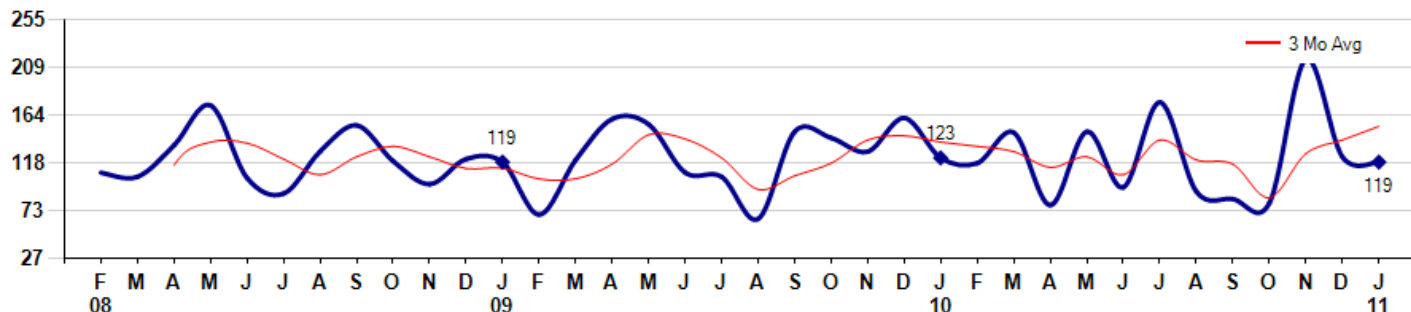
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 119, down -4.0% from 124 days last month and down -3.3% from 123 days in January of last year. The January 2011 DOM was at its lowest level compared with January of 2010 and 2009.

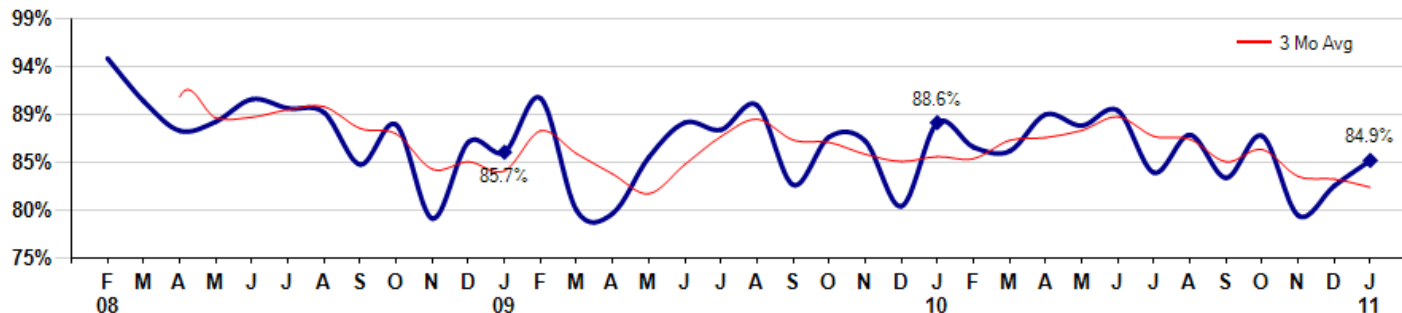
Average Days on Market (Listing to Contract) for properties sold during the month



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 January 2011 Selling Price vs Original List Price of 84.9% was up from 82.4% last month and down from 88.6% in January of last year.

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



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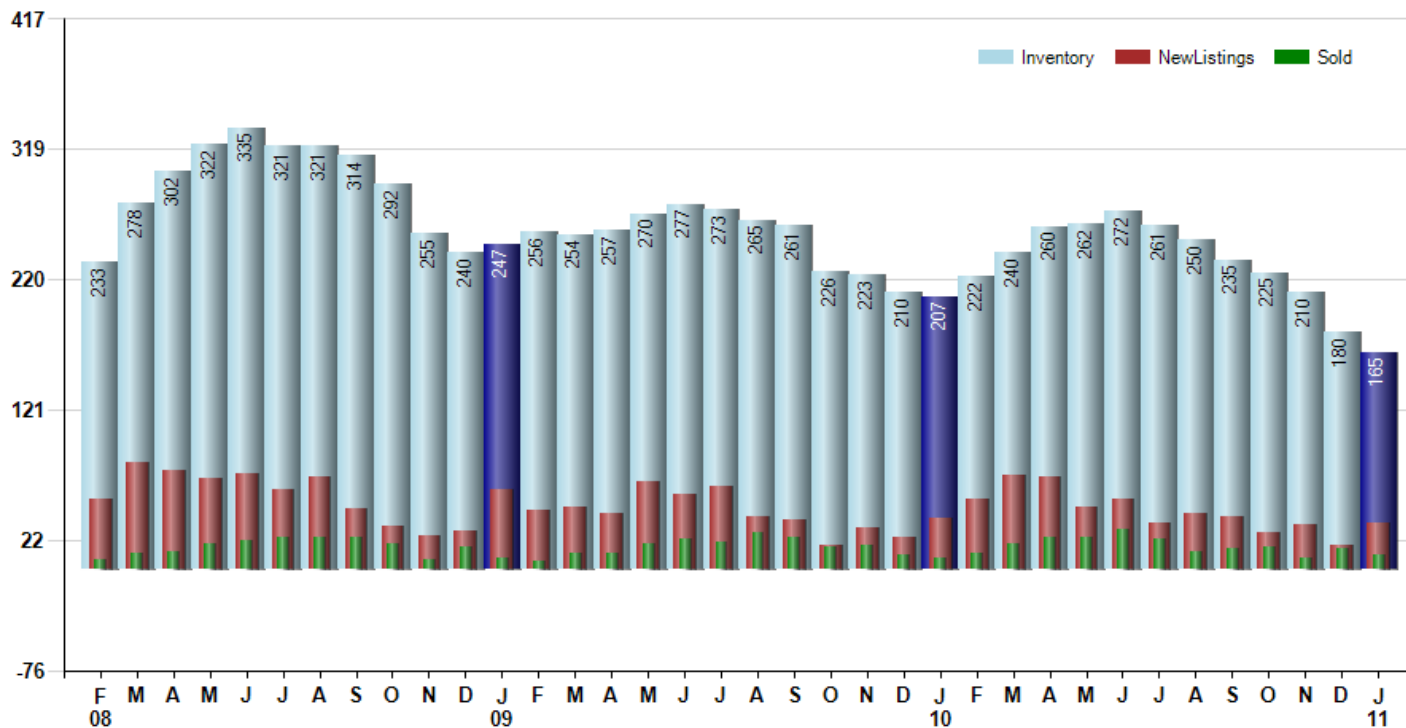
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Inventory / New Listings / Sales

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 January 2011 was 35, up 94.4% from 18 last month and down -10.3% from 39 in January of last year.



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| | F 08 | M | A | 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 |
|----------------|------|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|
| Homes Sold | 7 | 13 | 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 |
| 3 Mo. Roll Avg | | | 11 | 16 | 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 |

| (000's) | F 08 | M | A | 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 |
|-------------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|
| Median Sale Price | 280 | 336 | 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 |
| 3 Mo. Roll Avg | | | 354 | 461 | 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 |

| | F 08 | M | A | 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 |
|-----------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|
| Inventory | 233 | 278 | 302 | 322 | 335 | 321 | 321 | 314 | 292 | 255 | 240 | 247 | 256 | 254 | 257 | 270 | 277 | 273 | 265 | 261 | 226 | 223 | 210 | 207 | 222 | 240 | 260 | 262 | 272 | 261 | 250 | 235 | 225 | 210 | 180 | 165 |
| MSI | 33 | 21 | 22 | 16 | 15 | 13 | 13 | 13 | 15 | 32 | 14 | 27 | 43 | 20 | 20 | 14 | 12 | 13 | 9 | 11 | 13 | 12 | 19 | 23 | 19 | 12 | 11 | 11 | 9 | 11 | 18 | 15 | 13 | 23 | 11 | 15 |

| | F 08 | M | A | 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 |
|----------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|----|-----|-----|------|
| Days On Market | 109 | 105 | 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 |
| 3 Mo. Roll Avg | | | 116 | 138 | 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 |

| | F 08 | M | A | 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 |
|-----------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|
| Price per Sq Ft | 169 | 220 | 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 |
| 3 Mo. Roll Avg | | | 231 | 250 | 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 |

| | F 08 | M | A | 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 |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 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 |
| 3 Mo. Roll Avg | | | 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 | 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 |

| | F 08 | M | A | 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 |
|--------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|
| New Listings | 54 | 81 | 75 | 69 | 73 | 61 | 70 | 46 | 33 | 26 | 29 | 61 | 45 | 48 | 43 | 67 | 57 | 63 | 40 | 38 | 19 | 32 | 25 | 39 | 53 | 71 | 70 | 48 | 54 | 35 | 43 | 40 | 28 | 34 | 18 | 35 |
| Inventory | 233 | 278 | 302 | 322 | 335 | 321 | 321 | 314 | 292 | 255 | 240 | 247 | 256 | 254 | 257 | 270 | 277 | 273 | 265 | 261 | 226 | 223 | 210 | 207 | 222 | 240 | 260 | 262 | 272 | 261 | 250 | 235 | 225 | 210 | 180 | 165 |
| Sales | 7 | 13 | 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 |

| (000's) | F 08 | M | A | 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 |
|----------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|
| Avg Sale Price | 411 | 634 | 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 |
| 3 Mo. Roll Avg | | | 554 | 631 | 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 |

