

MLS Area: Deerfield



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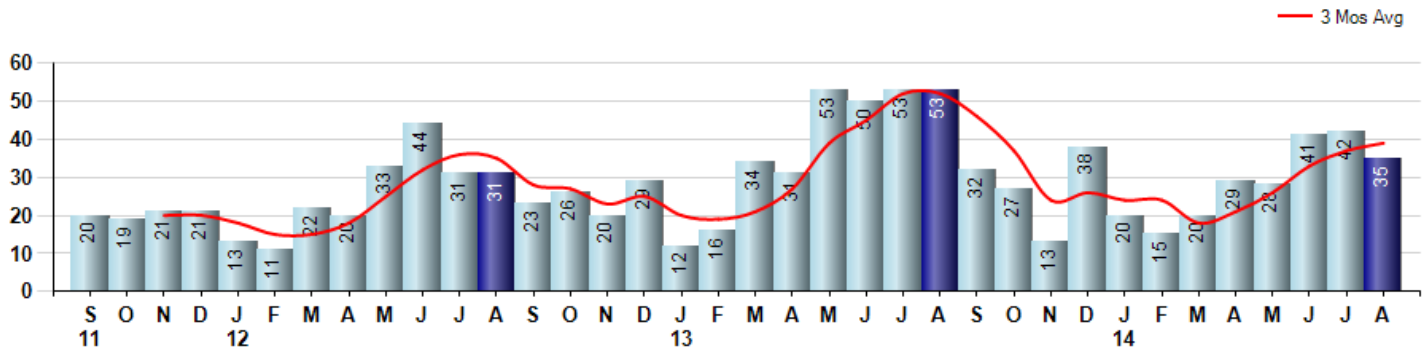
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$599,000	↑		↑				
Average List Price of all Current Listings	\$674,594	↑		↑				
August Median Sales Price	\$570,000	↑	↑	↑	↑	\$387,500	↑	↑
August Average Sales Price	\$596,013	↑	↑	↑	↑	\$466,572	↑	↑
Total Properties Currently for Sale (Inventory)	128	↑		↑				
August Number of Properties Sold	35	↓		↓		230	↓	
August Average Days on Market (Solds)	41	↑	↑	↓	↓	41	↓	↓
August Month's Supply of Inventory	3.7	↑	↑	↑	↓	3.9	↓	↑
August Sale Price vs List Price Ratio	97.6%	↑	↑	↑	↑	96.7%	↑	↑

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

Property Sales

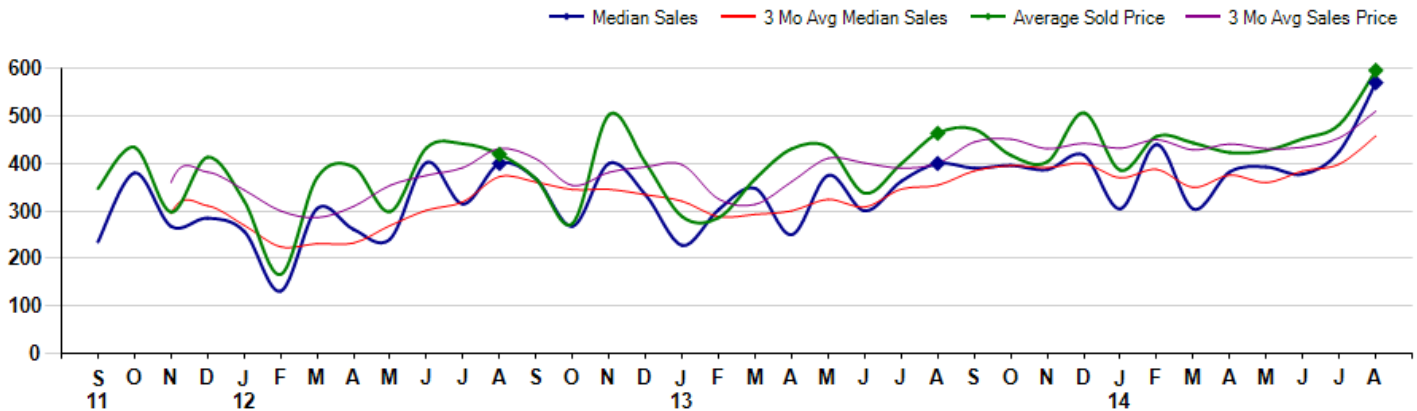
August Property sales were 35, down -34.0% from 53 in August of 2013 and -16.7% lower than the 42 sales last month. August 2014 sales were at a mid level compared to August of 2013 and 2012. August YTD sales of 230 are running -23.8% behind last year's year-to-date sales of 302.



Prices

The Median Sales Price in August was \$570,000, up 42.5% from \$400,000 in August of 2013 and up 33.8% from \$426,000 last month. The Average Sales Price in August was \$596,013, up 28.6% from \$463,442 in August of 2013 and up 23.6% from \$482,115 last month. August 2014 ASP was at highest level compared to August of 2013 and 2012.

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



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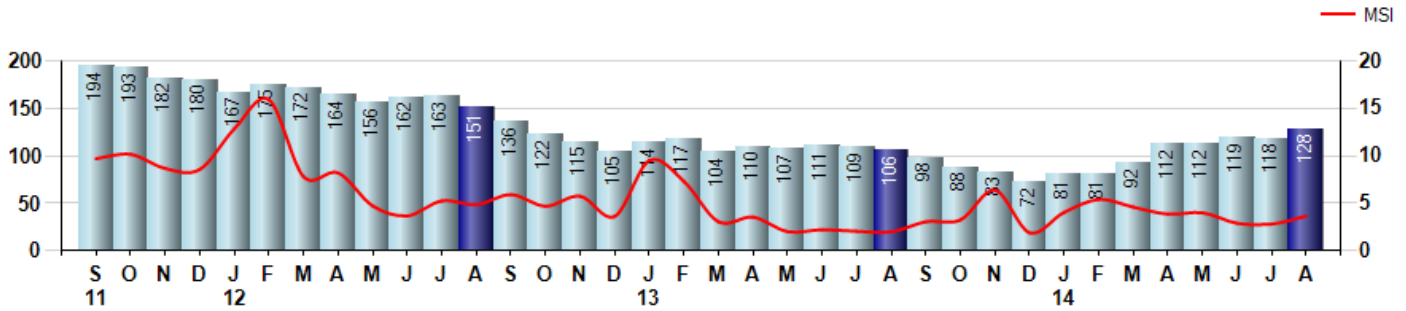
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Inventory & MSI

The Total Inventory of Properties available for sale as of August was 128, up 8.5% from 118 last month and up 20.8% from 106 in August of last year. August 2014 Inventory was at a mid range compared to August of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2014 MSI of 3.7 months was at a mid range compared with August of 2013 and 2012.

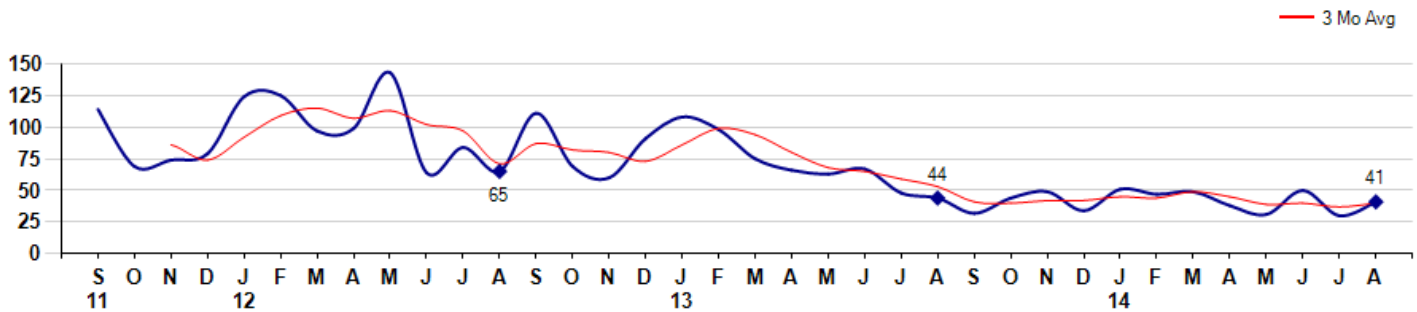
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 August was 41, up 36.7% from 30 days last month and down -6.8% from 44 days in August of last year. The August 2014 DOM was at its lowest level compared with August of 2013 and 2012.

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



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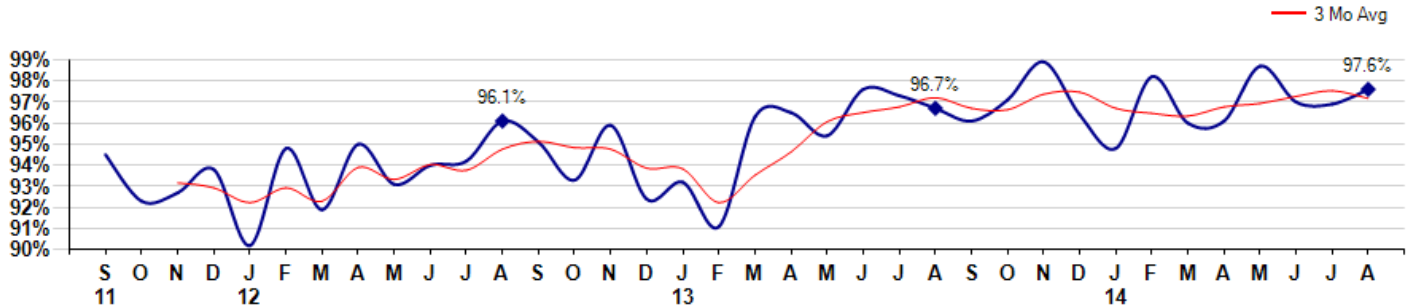


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Selling Price vs Listing Price

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 August 2014 Selling Price vs List Price of 97.6% was up from 96.9% last month and up from 96.7% in August of last year.

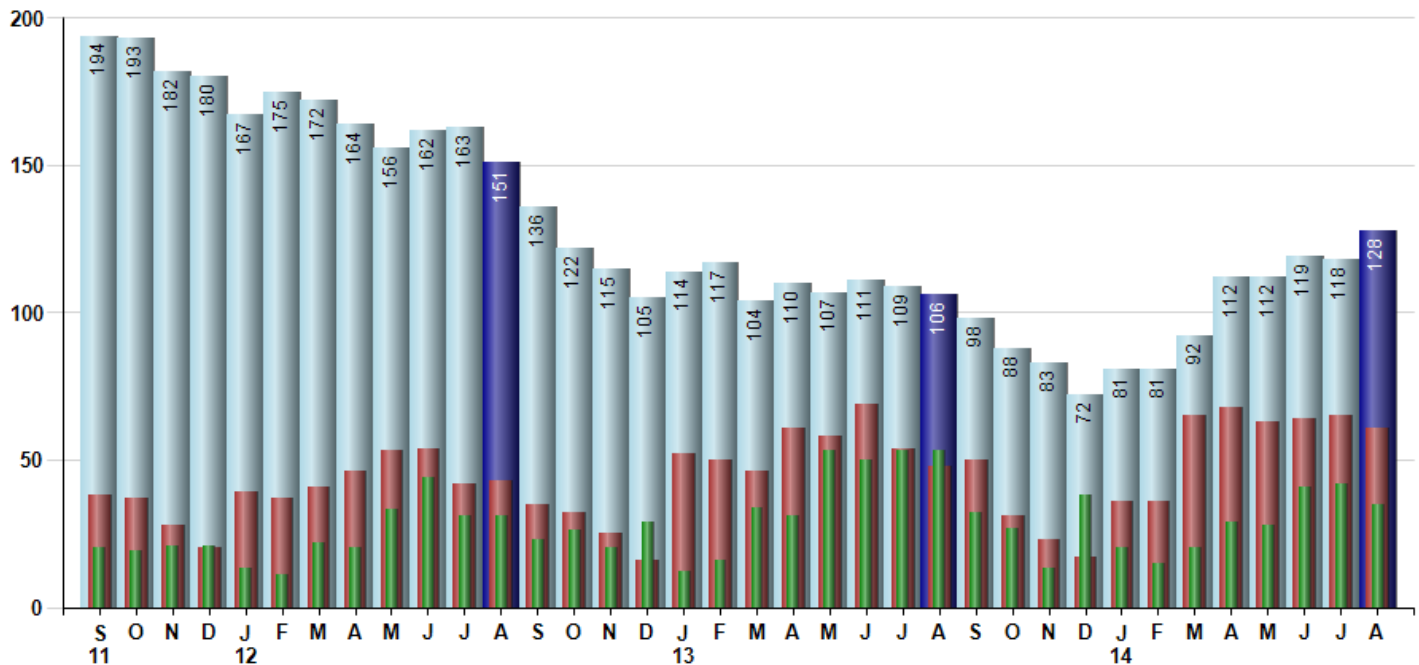
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 August 2014 was 61, down -6.2% from 65 last month and up 27.1% from 48 in August of last year.

Inventory New Listings Sold



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	S 11	O	N	D	J 12	F	M	A	M	J	J	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
Homes Sold	20	19	21	21	13	11	22	20	33	44	31	31	23	26	20	29	12	16	34	31	53	50	53	53	32	27	13	38	20	15	20	29	28	41	42	35
3 Mo. Roll Avg			20	20	18	15	15	18	25	32	36	35	28	27	23	25	20	19	21	27	39	45	52	52	46	37	24	26	24	24	18	21	26	33	37	39

	(000's) S 11	O	N	D	J 12	F	M	A	M	J	J	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
Median Sale Price	235	380	268	285	258	131	305	261	241	402	315	400	367	268	400	334	228	303	348	250	375	300	363	400	390	396	387	418	305	440	304	383	393	378	426	570
3 Mo. Roll Avg			294	311	270	225	231	232	269	301	319	372	361	345	345	334	321	288	293	300	324	308	346	354	384	395	391	400	370	387	350	376	360	384	399	458

	S 11	O	N	D	J 12	F	M	A	M	J	J	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
Inventory	194	193	182	180	167	175	172	164	156	162	163	151	136	122	115	105	114	117	104	110	107	111	109	106	98	88	83	72	81	81	92	112	112	119	118	128
MSI	10	10	9	9	13	16	8	8	5	4	5	5	6	5	6	4	10	7	3	4	2	2	2	2	3	3	6	2	4	5	5	4	4	3	3	4

	S 11	O	N	D	J 12	F	M	A	M	J	J	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
Days On Market	114	69	74	79	124	125	97	99	143	64	84	65	111	69	60	91	108	98	75	66	63	67	48	44	32	44	49	34	51	47	49	38	31	50	30	41
3 Mo. Roll Avg			86	74	92	109	115	107	113	102	97	71	87	82	80	73	86	99	94	80	68	65	59	53	41	40	42	42	45	44	49	45	39	40	37	40

	S 11	O	N	D	J 12	F	M	A	M	J	J	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
Price per Sq Ft	143	196	136	162	142	100	155	158	148	168	171	165	150	157	182	157	144	159	173	165	173	174	172	195	185	191	171	194	178	214	201	197	192	196	196	190
3 Mo. Roll Avg			158	165	147	135	132	138	154	158	162	168	162	157	163	165	161	153	159	166	170	171	173	180	184	190	182	185	181	195	198	204	197	195	195	194

	S 11	O	N	D	J 12	F	M	A	M	J	J	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
Sale to List Price	0.945	0.923	0.927	0.938	0.902	0.948	0.919	0.950	0.931	0.940	0.942	0.961	0.951	0.933	0.959	0.924	0.932	0.911	0.963	0.965	0.954	0.976	0.973	0.967	0.961	0.971	0.989	0.964	0.948	0.982	0.960	0.961	0.987	0.970	0.969	0.976
3 Mo. Roll Avg			0.932	0.929	0.922	0.929	0.923	0.939	0.933	0.940	0.938	0.948	0.951	0.948	0.948	0.939	0.938	0.922	0.935	0.946	0.961	0.965	0.968	0.972	0.967	0.966	0.974	0.975	0.967	0.965	0.963	0.968	0.969	0.973	0.975	0.972

	S 11	O	N	D	J 12	F	M	A	M	J	J	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
New Listings	38	37	28	20	39	37	41	46	53	54	42	43	35	32	25	16	52	50	46	61	58	69	54	48	50	31	23	17	36	36	65	68	63	64	65	61
Inventory	194	193	182	180	167	175	172	164	156	162	163	151	136	122	115	105	114	117	104	110	107	111	109	106	98	88	83	72	81	81	92	112	112	119	118	128
Sales	20	19	21	21	13	11	22	20	33	44	31	31	23	26	20	29	12	16	34	31	53	50	53	53	32	27	13	38	20	15	20	29	28	41	42	35

	(000's) S 11	O	N	D	J 12	F	M	A	M	J	J	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
Avg Sale Price	347	434	298	413	321	166	370	393	299	433	441	419	367	274	503	401	288	286	368	431	434	337	399	463	472	417	404	507	386	457	443	423	427	452	482	596
3 Mo. Roll Avg			360	382	344	300	286	309	354	375	391	431	409	354	381	393	397	325	314	361	411	401	390	400	445	451	431	443	432	450	429	441	431	434	454	510

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