

MLS Area: Deerfield

**ART WILSON**  
 BROKER ASSOCIATE  
 847-363-1599  
 WWW.NorthShoreHomesOnline.com  
 ART.WILSON@CBEXCHANGE.COM



Price Range: All | Properties: Single Family

## 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       | \$550,000 | ↔                 |     | ↓   |           |     |                   |            |
| Average List Price of all Current Listings      | \$730,419 | ↑                 |     | ↓   |           |     |                   |            |
| August Median Sales Price                       | \$435,000 | ↓                 | ↓   | ↓   | \$509,500 | ↑   | ↑                 |            |
| August Average Sales Price                      | \$401,730 | ↓                 | ↓   | ↓   | \$523,487 | ↓   | ↔                 |            |
| Total Properties Currently for Sale (Inventory) | 150       | ↓                 |     | ↓   |           |     |                   |            |
| August Number of Properties Sold                | 10        | ↓                 |     | ↓   | 111       | ↑   |                   |            |
| August Average Days on Market (Solds)           | 109       | ↓                 | ↓   | ↑   | 124       | ↑   | ↑                 |            |
| August Month's Supply of Inventory              | 15.0      | ↑                 | ↑   | ↑   | 13.1      | ↓   | ↓                 |            |
| August Sale Price vs List Price Ratio           | 83.5%     | ↓                 | ↓   | ↓   | 86.3%     | ↓   | ↑                 |            |

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

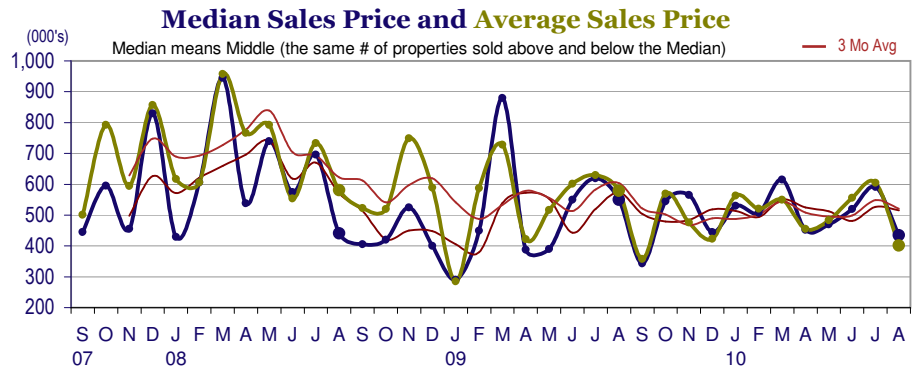
## Property Sales

August Property sales were 10, down 56.5% from 23 in August of 2009 and 44.4% lower than the 18 sales last month. August 2010 sales were at their lowest level compared to August of 2009 and 2008. August YTD sales of 111 are running 23.3% ahead of last year's year-to-date sales of 90.



## Prices

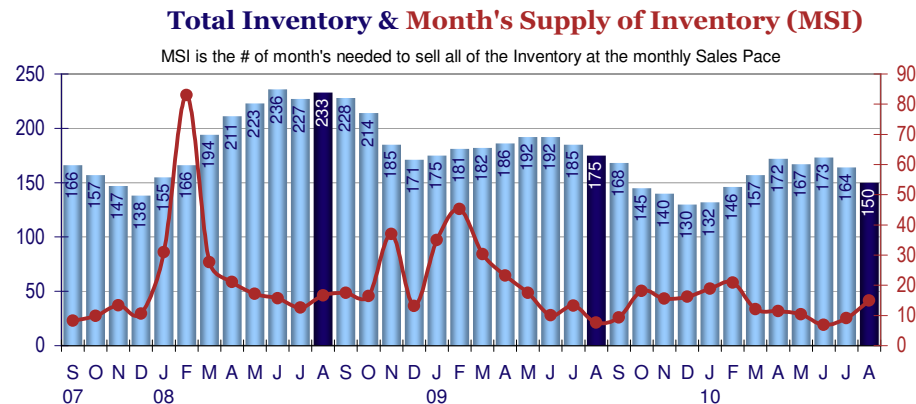
The Median Sales Price in August was \$435,000, down 20.9% from \$550,000 in August of 2009 and down 26.4% from \$591,000 last month. The Average Sales Price in August was \$401,730, down 30.6% from \$578,620 in August of 2009 and down 33.6% from \$605,039 last month. August 2010 ASP was at the lowest level compared to August of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of August was 150, down 8.5% from 164 last month and down 14.3% from 175 in August of last year. August 2010 Inventory was at its lowest level compared with August of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2010 MSI of 15.0 months was at a mid level compared with August of 2009 and 2008.



MLS Area: Deerfield

**ART WILSON**  
 BROKER ASSOCIATE  
 847-363-1599  
 WWW.NorthShoreHomesOnline.com  
 ART.WILSON@CBEXCHANGE.COM

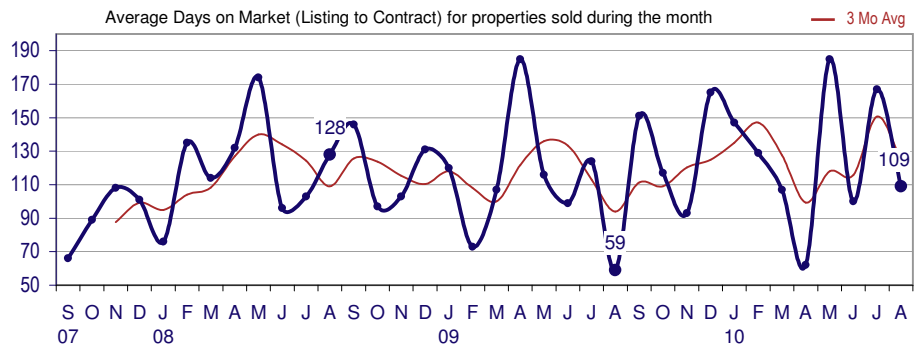


Price Range: All | Properties: Single Family

## 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 109, down 34.7% from 167 days last month and up 84.7% from 59 days in August of last year. The August 2010 DOM was at a mid level compared with August of 2009 and 2008.

## Days On Market for Sold Properties



## 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 August 2010 Selling Price vs Original List Price of 83.5% was down from 84.4% last month and down from 92.0% in August of last year.

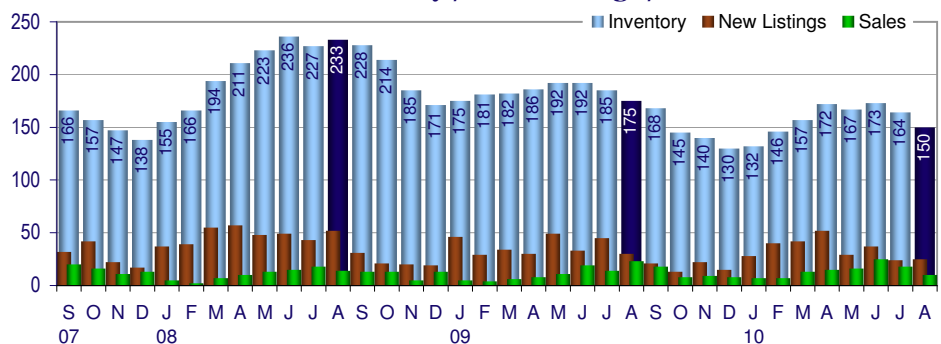
## Selling Price versus Listing Price Ratio



## 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 August 2010 was 25, up 4.2% from 24 last month and down 16.7% from 30 in August of last year.

## Inventory / New Listings / Sales



# Inventory / Listings / Sales

MLS Area: Deerfield

August 2010

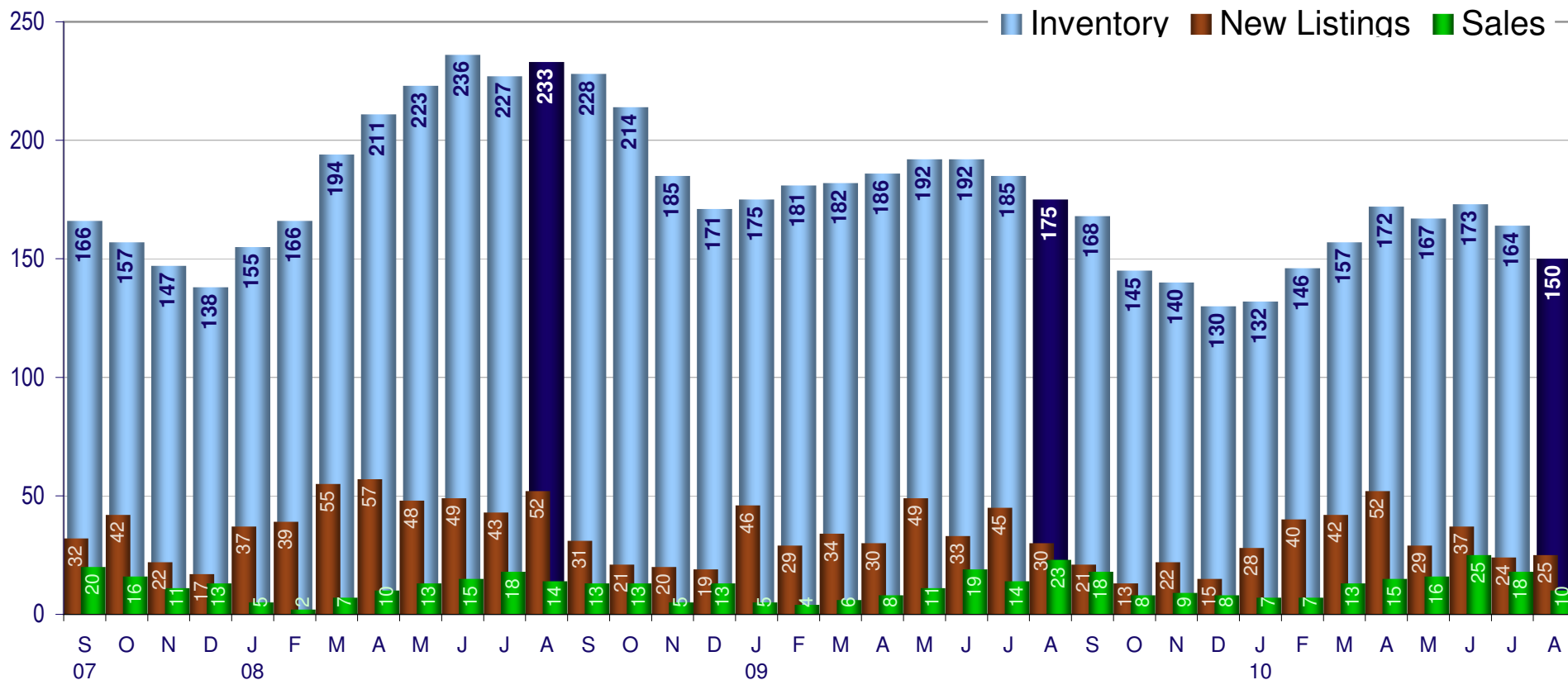
**ART WILSON**  
 BROKER ASSOCIATE  
 847-363-1599  
 WWW.NorthShoreHomesOnline.com  
 ART.WILSON@CBEXCHANGE.COM



Price Range: All | Properties: Single Family

## 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 2010 was 25, up 4.2% from 24 last month and down 16.7% from 30 in August of last year.



Copyright © Coldwell Banker Residential Brokerage | Price Range: All | Property Types: Single Family

Data is provided courtesy of Midwest Real Estate Data, LLC, MetroMLS and may not reflect all relevant real estate activity. Coldwell Banker Residential Brokerage does not warrant or guarantee the accuracy of this information. It is the responsibility of any buyer or seller to verify any and all information relevant to such consumer's real estate transaction.