

MLS Area: Deerfield



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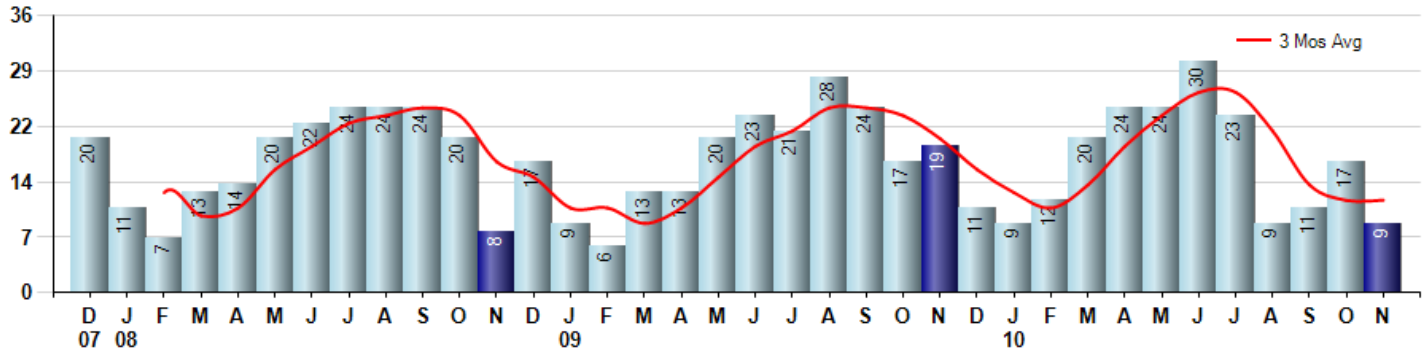
Single Family Home, Townhome, Condo | Price \$0 to \$99,999,000

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|---|-----------|-------------------|-----|-----|----|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$399,000 | ↓ | | ↓ | | | | |
| Average List Price of all Current Listings | \$534,738 | ↓ | | ↓ | | | | |
| November Median Sales Price | \$269,000 | ↓ | ↓ | ↑ | ↓ | \$383,750 | ↑ | ↑ |
| November Average Sales Price | \$278,222 | ↓ | ↓ | ↓ | | \$427,290 | ↔ | ↔ |
| Total Properties Currently for Sale (Inventory) | 189 | ↓ | | ↓ | | | | |
| November Number of Properties Sold | 9 | ↓ | | ↓ | | 188 | ↓ | |
| November Average Days on Market (Solds) | 217 | ↑ | ↑ | ↑ | ↑ | 120 | ↔ | ↓ |
| November Month's Supply of Inventory | 21.0 | ↑ | ↑ | ↑ | ↑ | 15.5 | ↓ | ↓ |
| November Sale Price vs List Price Ratio | 79.5% | ↓ | ↓ | ↓ | ↓ | 86.5% | ↑ | ↑ |

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

Property Sales

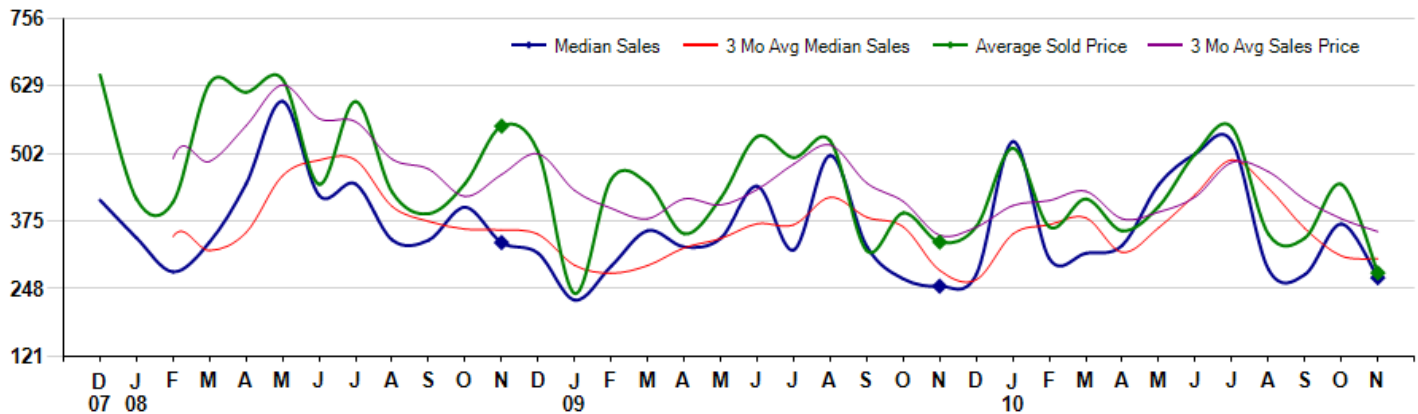
November Property sales were 9, down -52.6% from 19 in November of 2009 and -47.1% lower than the 17 sales last month. November 2010 sales were at a mid level compared to November of 2009 and 2008. November YTD sales of 188 are running -2.6% behind last year's year-to-date sales of 193.



Prices

The Median Sales Price in November was \$269,000, up 6.3% from \$253,000 in November of 2009 and down -27.3% from \$370,000 last month. The Average Sales Price in November was \$278,222, down -17.2% from \$335,876 in November of 2009 and down -37.4% from \$444,724 last month. November 2010 ASP was at the lowest level compared to November of 2009 and 2008.

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 12/1/2007 through 11/30/2010. 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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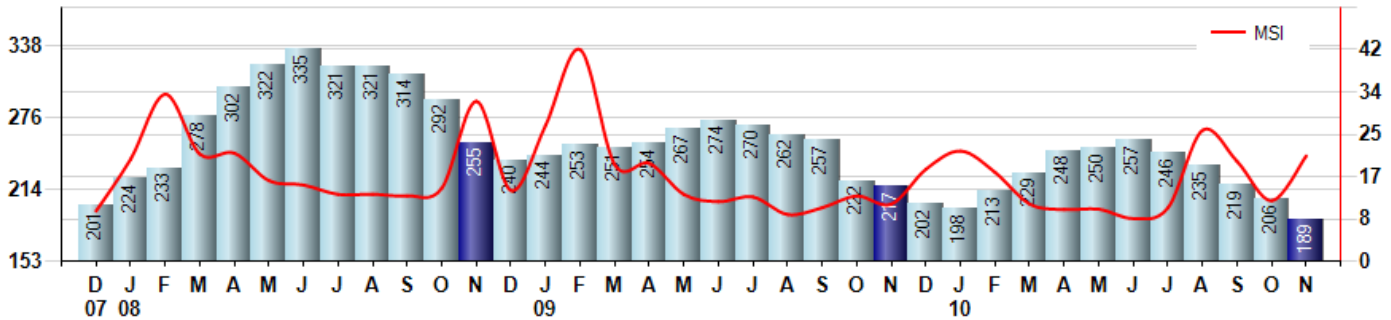
Single Family Home, Townhome, Condo | Price \$0 to \$99,999,000

Inventory & MSI

The Total Inventory of Properties available for sale as of November was 189, down -8.3% from 206 last month and down -12.9% from 217 in November of last year. November 2010 Inventory was at the lowest level compared to November of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2010 MSI of 21.0 months was at a mid range compared with November of 2009 and 2008.

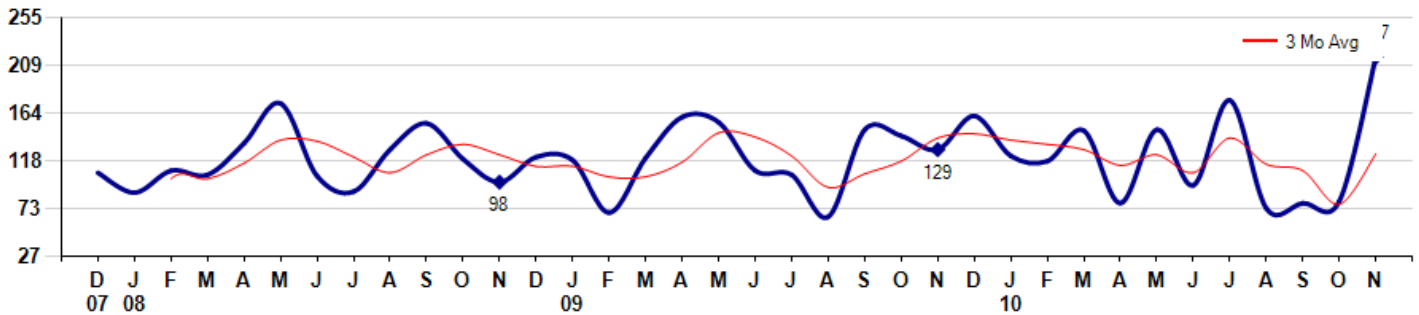
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 November was 217, up 171.3% from 80 days last month and up 68.2% from 129 days in November of last year. The November 2010 DOM was at its highest level compared with November of 2009 and 2008.

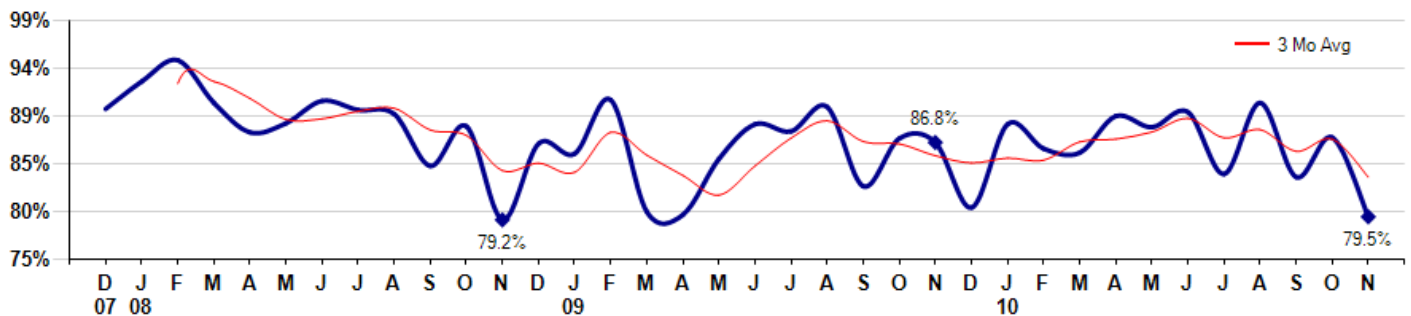
Average Days on Market (Listing to Contract) for properties sold during the month



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 November 2010 Selling Price vs Original List Price of 79.5% was down from 87.3% last month and down from 86.8% in November of last year.

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



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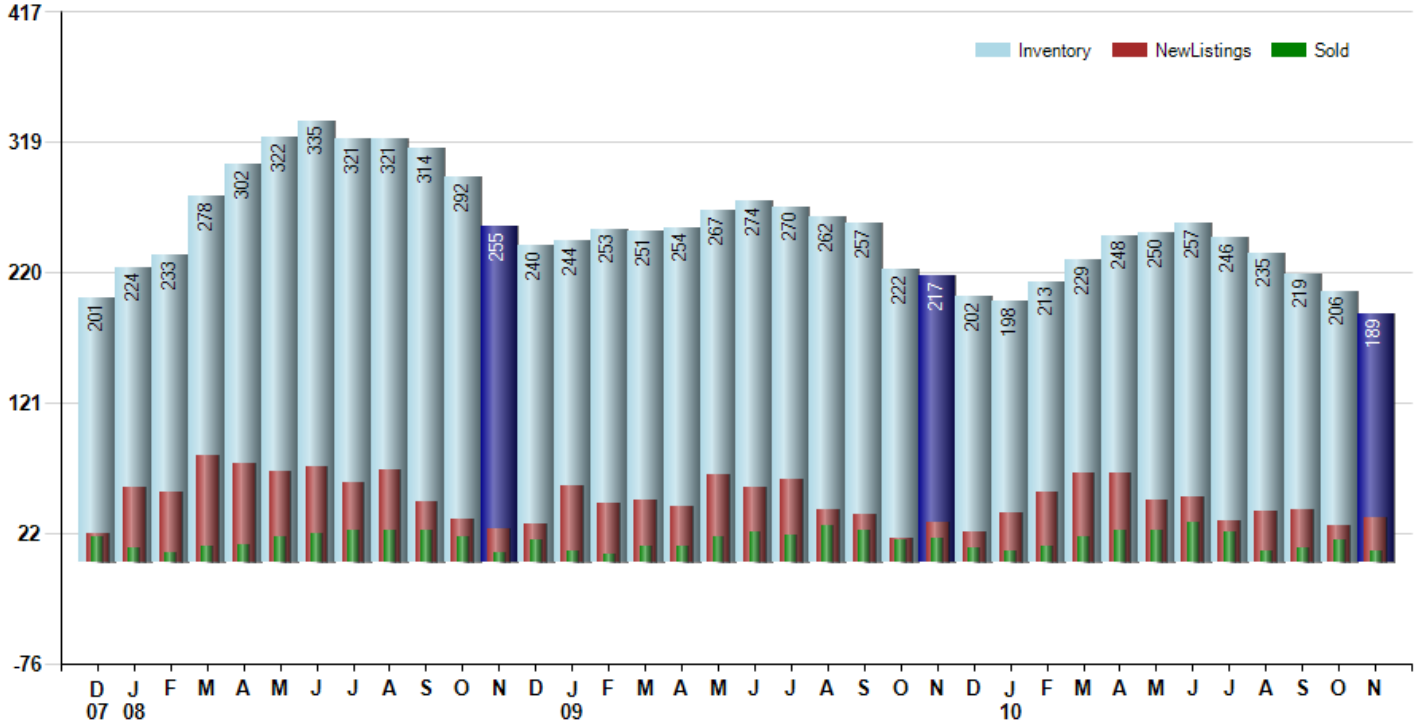
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Inventory / New Listings / Sales

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 November 2010 was 34, up 21.4% from 28 last month and up 9.7% from 31 in November of last year.



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| | D 07 | J 08 | F | 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 |
|----------------|------|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|
| Homes Sold | 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 | 9 | 12 | 20 | 24 | 24 | 30 | 23 | 9 | 11 | 17 | 9 |
| 3 Mo. Roll Avg | | | 13 | 10 | 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 | 21 | 14 | 12 | 12 |

| | (000's) D 07 | J 08 | F | 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 |
|-------------------|--------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Median Sale Price | 415 | 344 | 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 | 285 | 275 | 370 | 269 |
| 3 Mo. Roll Avg | | | 346 | 320 | 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 | 437 | 362 | 310 | 305 |

| | D 07 | J 08 | F | 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 |
|-----------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Inventory | 201 | 224 | 233 | 278 | 302 | 322 | 335 | 321 | 321 | 314 | 292 | 255 | 240 | 244 | 253 | 251 | 254 | 267 | 274 | 270 | 262 | 257 | 222 | 217 | 202 | 198 | 213 | 229 | 248 | 250 | 257 | 246 | 235 | 219 | 206 | 189 |
| MSI | 10 | 20 | 33 | 21 | 22 | 16 | 15 | 13 | 13 | 13 | 15 | 32 | 14 | 27 | 42 | 19 | 20 | 13 | 12 | 13 | 9 | 11 | 13 | 11 | 18 | 22 | 18 | 11 | 10 | 10 | 9 | 11 | 26 | 20 | 12 | 21 |

| | D 07 | J 08 | F | 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 |
|----------------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|----|-----|
| Days On Market | 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 | 123 | 118 | 147 | 78 | 148 | 95 | 176 | 73 | 78 | 80 | 217 |
| 3 Mo. Roll Avg | | | 101 | 101 | 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 | 115 | 109 | 77 | 125 |

| | D 07 | J 08 | F | 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 |
|-----------------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Price per Sq Ft | 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 | 202 | 149 | 160 | 146 | 183 | 202 | 204 | 155 | 161 | 178 | 149 |
| 3 Mo. Roll Avg | | | 219 | 194 | 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 | 187 | 173 | 165 | 163 |

| | D 07 | J 08 | F | 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 |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.886 | 0.862 | 0.858 | 0.894 | 0.883 | 0.898 | 0.837 | 0.907 | 0.834 | 0.873 | 0.795 |
| 3 Mo. Roll Avg | | | 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 | 0.853 | 0.851 | 0.869 | 0.871 | 0.878 | 0.892 | 0.873 | 0.881 | 0.859 | 0.871 | 0.834 |

| | D 07 | J 08 | F | 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 |
|--------------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| New Listings | 22 | 57 | 54 | 81 | 75 | 69 | 73 | 61 | 70 | 46 | 33 | 26 | 29 | 58 | 45 | 48 | 43 | 67 | 57 | 63 | 40 | 37 | 19 | 31 | 23 | 38 | 53 | 68 | 68 | 47 | 50 | 32 | 39 | 40 | 28 | 34 |
| Inventory | 201 | 224 | 233 | 278 | 302 | 322 | 335 | 321 | 321 | 314 | 292 | 255 | 240 | 244 | 253 | 251 | 254 | 267 | 274 | 270 | 262 | 257 | 222 | 217 | 202 | 198 | 213 | 229 | 248 | 250 | 257 | 246 | 235 | 219 | 206 | 189 |
| Sales | 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 | 9 | 12 | 20 | 24 | 24 | 30 | 23 | 9 | 11 | 17 | 9 |

| | (000's) D 07 | J 08 | F | 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 |
|----------------|--------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Avg Sale Price | 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 | 512 | 365 | 417 | 357 | 403 | 502 | 551 | 351 | 344 | 445 | 278 |
| 3 Mo. Roll Avg | | | 493 | 487 | 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 | 468 | 415 | 380 | 356 |

