

City: *Deerfield*



Price Range: All | Properties: Single Family - Condo - TwnHm

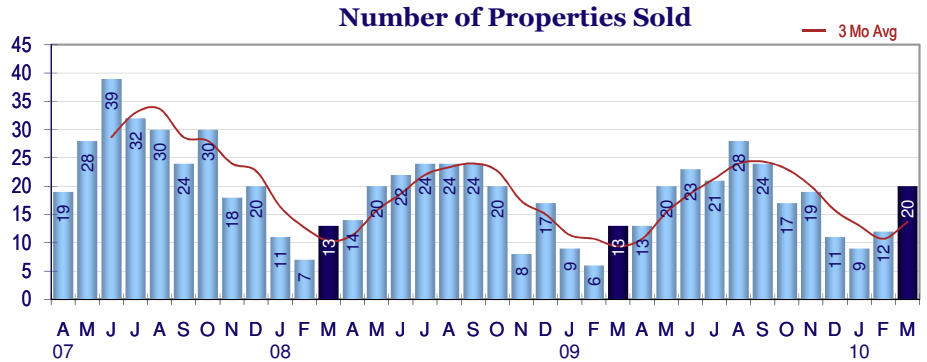
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$399,900	-8%		-17%				
Average List Price of all Current Listings	\$516,528	-2%		-18%				
March Median Sales Price	\$315,000	3%	-4%	-12%	-5%	\$337,500	21%	1%
March Average Sales Price	\$416,913	14%	2%	-7%	-2%	\$422,595	11%	-0%
Total Properties Currently for Sale (Inventory)	220	4%		-13%				
March Number of Properties Sold	20	67%		54%		41	46%	
March Average Days on Market (Solds)	147	25%	6%	21%	20%	133	22%	9%
Asking Price per Square Foot (based on New Listings)	\$197	-8%	-8%	-12%	-10%	\$208	-7%	-5%
March Sold Price per Square Foot	\$160	7%	-6%	-19%	-13%	\$175	-1%	-4%
March Month's Supply of Inventory	11.0	-38%	-35%	-44%	-38%	16.9	-43%	-4%
March Sale Price vs List Price Ratio	94.3%	.6%	1.3%	4.3%	2.7%	94.0%	8.0%	2.4%

* 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)

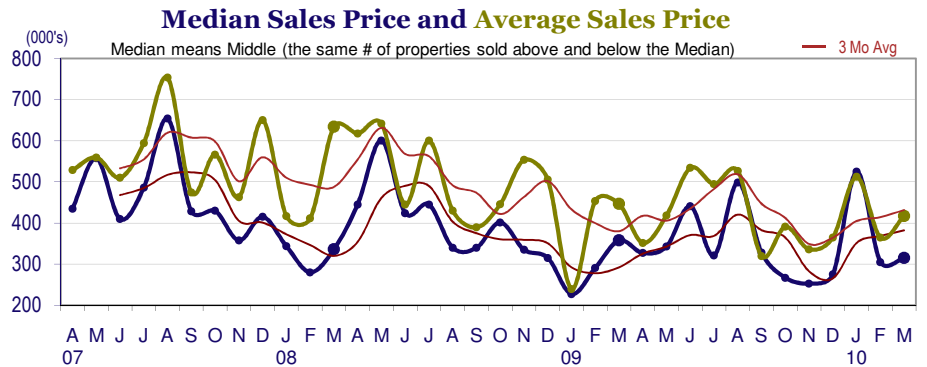
Property Sales

March Property sales were 20, up 53.8% from 13 in March of 2009 and 66.7% higher than the 12 sales last month. March 2010 sales were at their highest level compared to March of 2009 and 2008. March YTD sales of 41 are running 46.4% ahead of last year's year-to-date sales of 28.



Prices

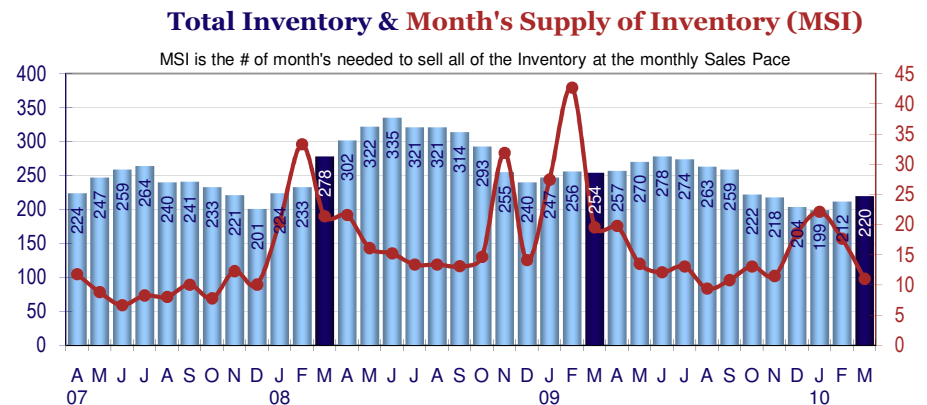
The Median Sales Price in March was \$315,000, down -11.9% from \$357,500 in March of 2009 and up 3.3% from \$305,000 last month. The Average Sales Price in March was \$416,913, down -6.6% from \$446,354 in March of 2009 and up 14.3% from \$364,675 last month. March 2010 ASP was at the lowest level compared to March of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 220, up 3.8% from 212 last month and down -13.4% from 254 in March of last year. March 2010 Inventory was at its lowest level compared with March of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2010 MSI of 11.0 months was at its lowest level compared with March of 2009 and 2008.



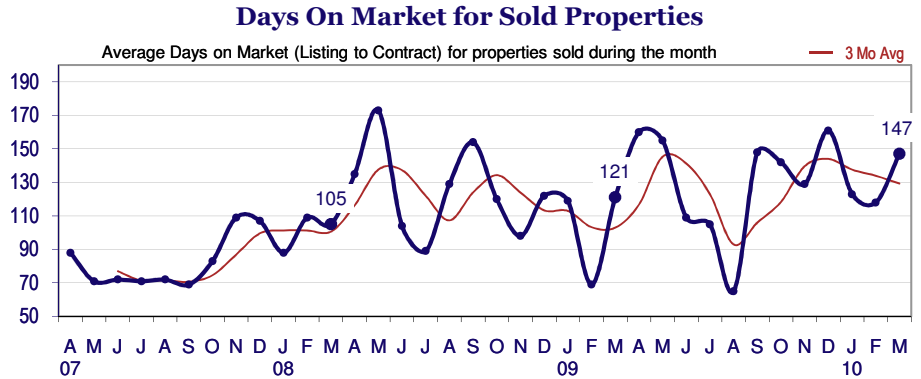
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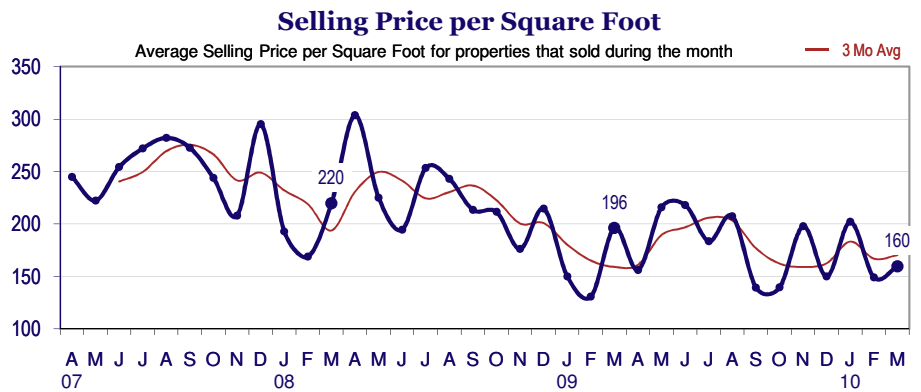
Market Time

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 March was 147, up 24.6% from 118 days last month and up 21.5% from 121 days in March of last year. The March 2010 DOM was at a mid level compared with March of 2009 and 2008.



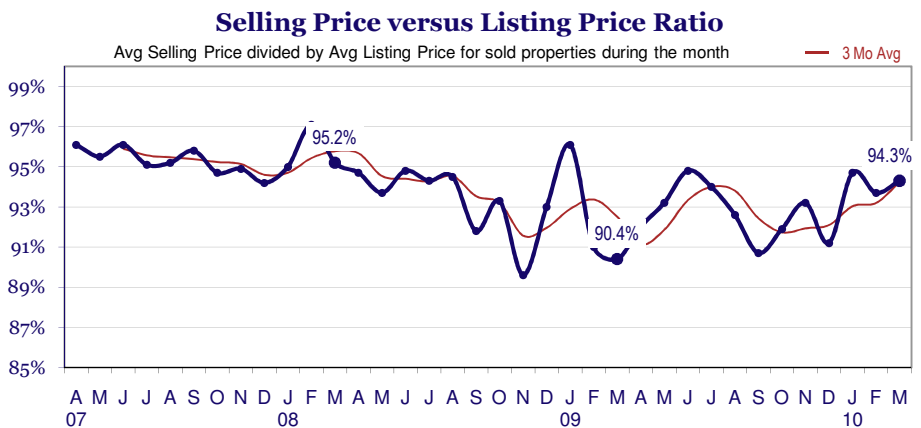
Selling Price per Square Foot

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 March 2010 Selling Price per Square Foot of \$160 was up 7.0% from \$149 last month and down -18.7% from 196 in March of last year.



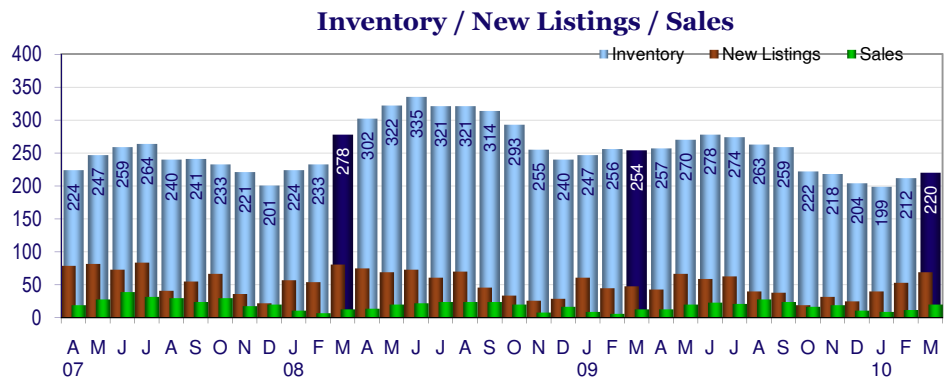
Selling Price vs Original Listing Price

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 March 2010 Selling Price vs Original List Price of 94.3% was up from 93.7% last month and up from 90.4% in March of last year.



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 March 2010 was 69, up 30.2% from 53 last month and up 43.8% from 48 in March of last year.



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	A 07	M	J	J	A	S	O	N	D	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
Homes Sold	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	9	12	20
3 Mo. Roll Avg			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	13	11	14

(000's)	A 07	M	J	J	A	S	O	N	D	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
Median Sale Price	435	558	410	486	654	429	430	358	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
3 Mo. Roll Avg			468	485	517	523	504	405	401	372	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

	A 07	M	J	J	A	S	O	N	D	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
Inventory	224	247	259	264	240	241	233	221	201	224	233	278	302	322	335	321	321	314	293	255	240	247	256	254	257	270	278	274	263	259	222	218	204	199	212	220
MSI	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	14	12	13	9	11	13	11	19	22	18	11

	A 07	M	J	J	A	S	O	N	D	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
Days on Market	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	123	118	147
3 Mo. Roll Avg			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	138	134	129

	A 07	M	J	J	A	S	O	N	D	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
Price per Sq Ft	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	202	149	160
3 Mo. Roll Avg			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	183	167	170

	A 07	M	J	J	A	S	O	N	D	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
Sale to List Price	0.961	0.955	0.961	0.951	0.952	0.958	0.947	0.949	0.942	0.950	0.971	0.952	0.947	0.937	0.948	0.943	0.945	0.918	0.933	0.896	0.930	0.961	0.910	0.904	0.920	0.932	0.948	0.940	0.926	0.907	0.919	0.932	0.912	0.947	0.937	0.943
3 Mo. Roll Avg			0.959	0.956	0.955	0.954	0.952	0.951	0.946	0.947	0.954	0.958	0.957	0.945	0.944	0.943	0.945	0.935	0.932	0.916	0.920	0.929	0.934	0.925	0.911	0.919	0.933	0.940	0.938	0.924	0.917	0.919	0.921	0.930	0.932	0.942

	A 07	M	J	J	A	S	O	N	D	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
New Listings	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	40	53	69
Inventory	224	247	259	264	240	241	233	221	201	224	233	278	302	322	335	321	321	314	293	255	240	247	256	254	257	270	278	274	263	259	222	218	204	199	212	220
Sales	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	9	12	20

(000's)	A 07	M	J	J	A	S	O	N	D	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
Avg Sale Price	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	512	365	417
3 Mo. Roll Avg			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	404	414	431