

MLS Area: Deerfield



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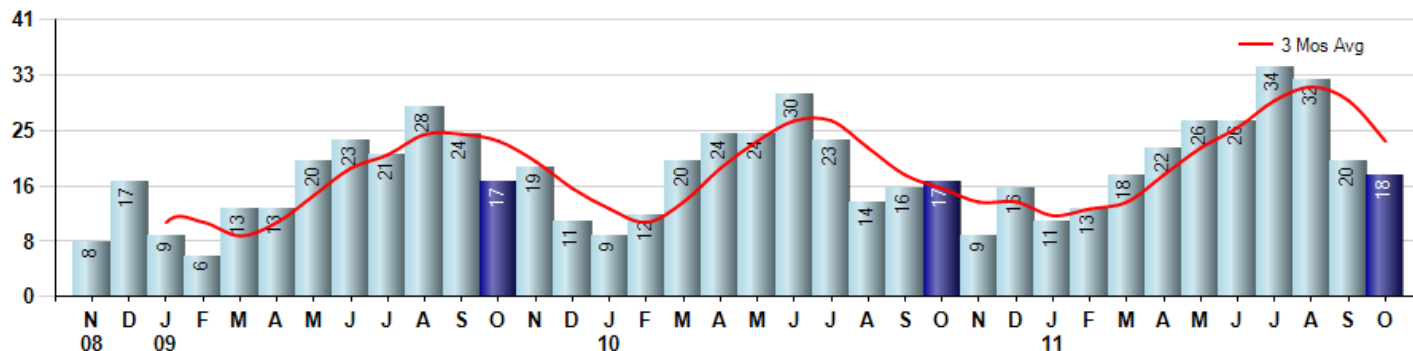
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$385,000	↓		↓				
Average List Price of all Current Listings	\$534,202	↔		↓				
October Median Sales Price	\$375,000	↑	↓	↑	↑	\$351,250	↓	↓
October Average Sales Price	\$411,581	↑	↓	↓	↓	\$413,796	↓	↔
Total Properties Currently for Sale (Inventory)	183	↓		↓				
October Number of Properties Sold	18	↓		↑		220	↑	
October Average Days on Market (Solds)	72	↓	↓	↓	↓	96	↓	↓
October Month's Supply of Inventory	10.2	↑	↑	↓	↓	9.6	↓	↓
October Sale Price vs List Price Ratio	88.6%	↓	↑	↑	↑	88.2%	↑	↑

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

Property Sales

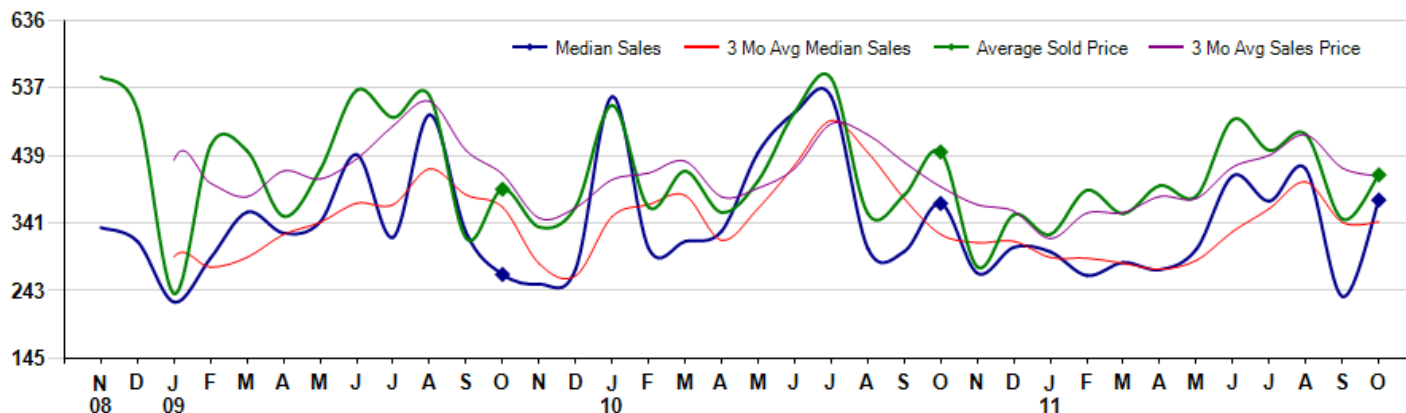
October Property sales were 18, up 5.9% from 17 in October of 2010 and -10.0% lower than the 20 sales last month. October 2011 sales were at their highest level compared to October of 2010 and 2009. October YTD sales of 220 are running 16.4% ahead of last year's year-to-date sales of 189.



Prices

The Median Sales Price in October was \$375,000, up 1.4% from \$370,000 in October of 2010 and up 59.6% from \$235,000 last month. The Average Sales Price in October was \$411,581, down -7.5% from \$444,724 in October of 2010 and up 18.5% from \$347,333 last month. October 2011 ASP was at a mid range compared to October 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 11/1/2008 through 10/31/2011. 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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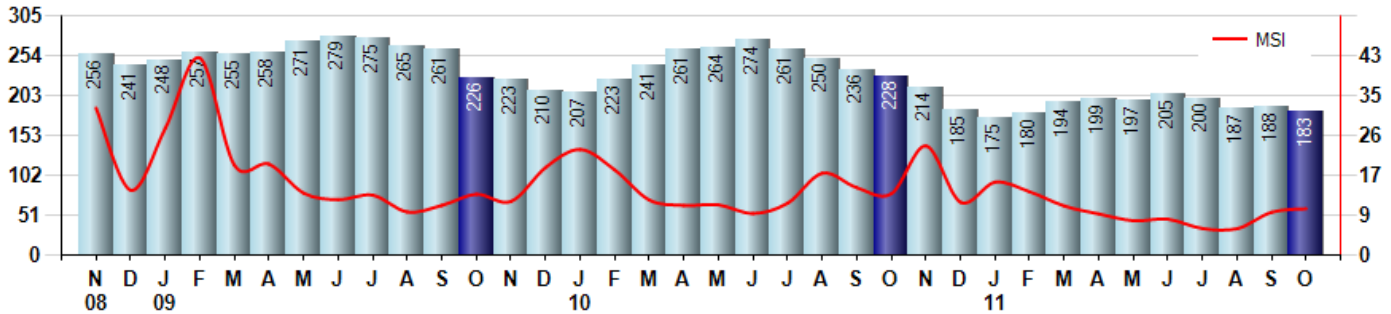
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Inventory & MSI

The Total Inventory of Properties available for sale as of October was 183, down -2.7% from 188 last month and down -19.7% from 228 in October of last year. October 2011 Inventory was at the lowest level compared to October of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2011 MSI of 10.2 months was at its lowest level compared with October of 2010 and 2009.

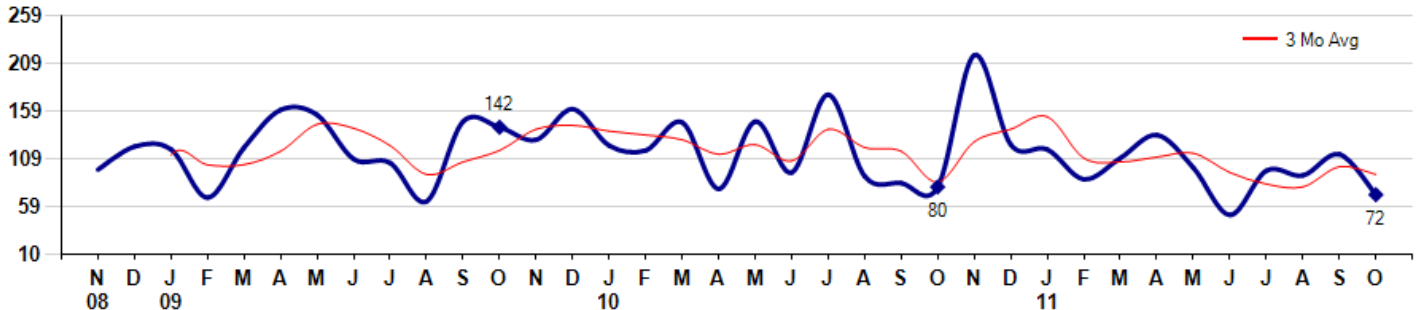
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 October was 72, down -36.8% from 114 days last month and down -10.0% from 80 days in October of last year. The October 2011 DOM was at its lowest level compared with October of 2010 and 2009.

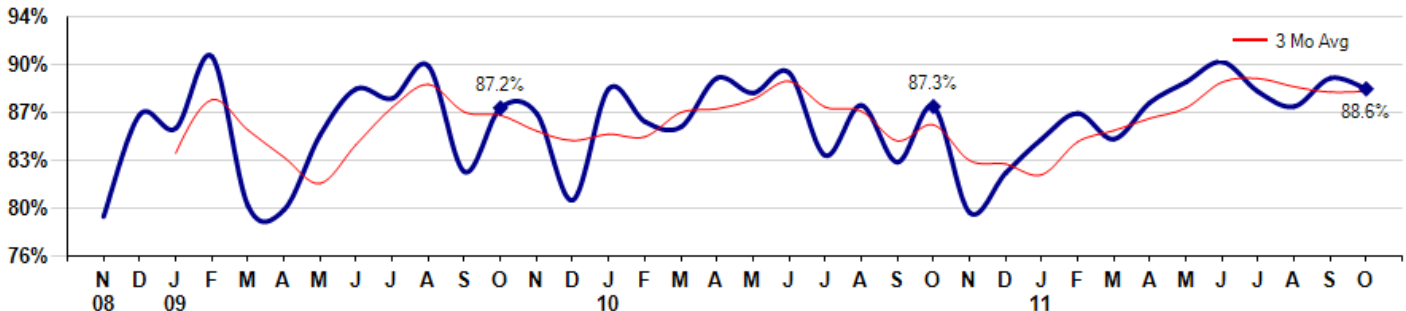
Average Days on Market (Listing to Contract) for properties sold during the month



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 October 2011 Selling Price vs Original List Price of 88.6% was down from 89.4% last month and up from 87.3% in October of last year.

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



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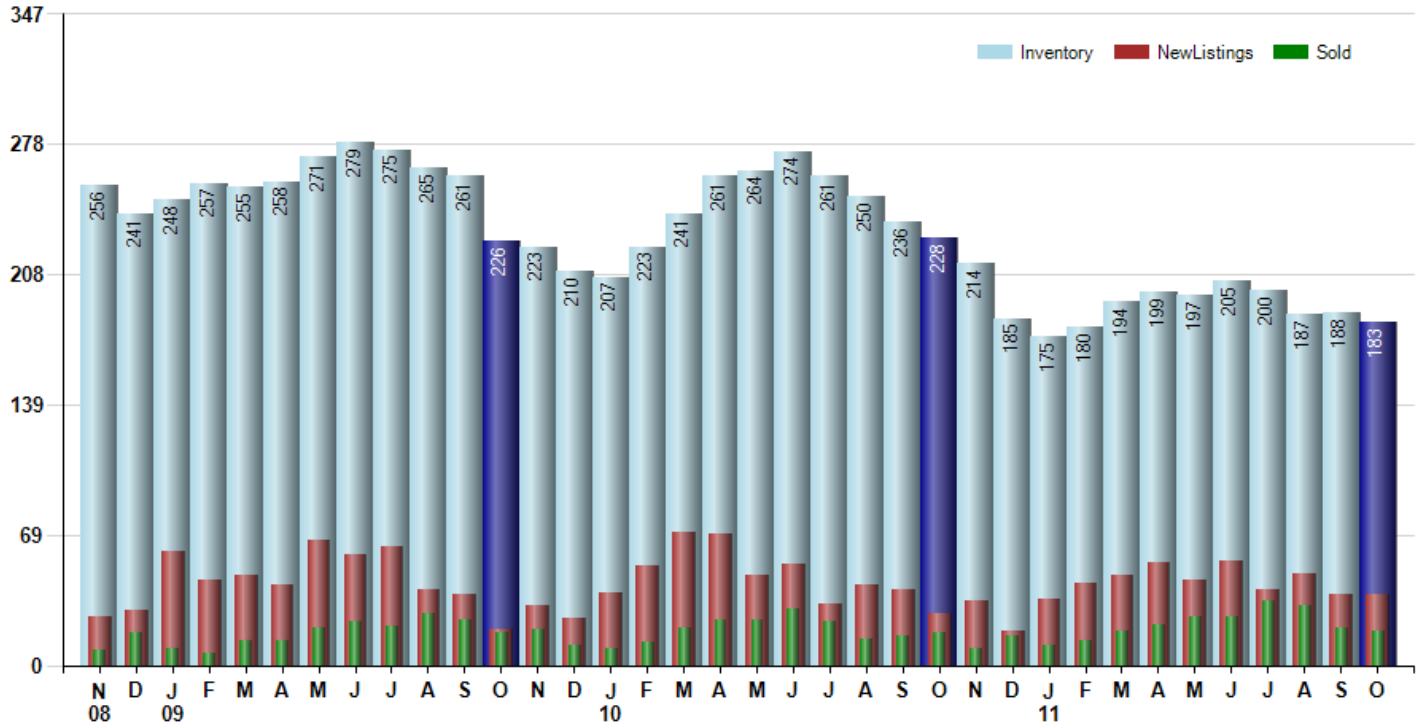
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Inventory / New Listings / Sales

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 October 2011 was 38, equal to 38 last month and up 35.7% from 28 in October of last year.



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MARKET ACTION REPORT

October 2011

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	N 08	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	F	M	A	M	J	J	A	S	O
Homes Sold	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	13	18	22	26	26	34	32	20	18
3 Mo. Roll Avg			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	13	14	18	22	25	29	31	29	23

	(000's) N 08	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	F	M	A	M	J	J	A	S	O
Median Sale Price	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	266	284	274	304	410	374	420	235	375
3 Mo. Roll Avg			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	291	283	275	287	329	363	401	343	343

	N 08	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	F	M	A	M	J	J	A	S	O
Inventory	256	241	248	257	255	258	271	279	275	265	261	226	223	210	207	223	241	261	264	274	261	250	236	228	214	185	175	180	194	199	197	205	200	187	188	183
MSI	32	14	28	43	20	20	14	12	13	9	11	13	12	19	23	19	12	11	11	9	11	18	15	13	24	12	16	14	11	9	8	8	6	6	9	10

	N 08	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	F	M	A	M	J	J	A	S	O
Days On Market	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	88	110	134	100	51	97	92	114	72
3 Mo. Roll Avg			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	110	106	111	115	95	83	80	101	93

	N 08	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	F	M	A	M	J	J	A	S	O
Price per Sq Ft	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	155	166	151	170	198	171	175	143	192
3 Mo. Roll Avg			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	152	155	157	162	173	180	181	163	170

	N 08	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	F	M	A	M	J	J	A	S	O
Sale to List Price	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	0.868	0.849	0.876	0.891	0.906	0.884	0.873	0.894	0.886
3 Mo. Roll Avg			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	0.847	0.855	0.864	0.872	0.891	0.894	0.888	0.884	0.884

	N 08	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	F	M	A	M	J	J	A	S	O
New Listings	26	29	61	45	48	43	67	59	63	40	38	19	32	25	39	53	71	70	48	54	33	43	40	28	34	18	35	44	48	55	45	56	40	49	38	38
Inventory	256	241	248	257	255	258	271	279	275	265	261	226	223	210	207	223	241	261	264	274	261	250	236	228	214	185	175	180	194	199	197	205	200	187	188	183
Sales	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	13	18	22	26	26	34	32	20	18

	(000's) N 08	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	F	M	A	M	J	J	A	S	O
Avg Sale Price	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	389	355	396	381	492	447	470	347	412
3 Mo. Roll Avg			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	356	357	380	377	423	440	470	422	410

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