

MLS Area: Deerfield

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



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

Market Profile & Trends Overview

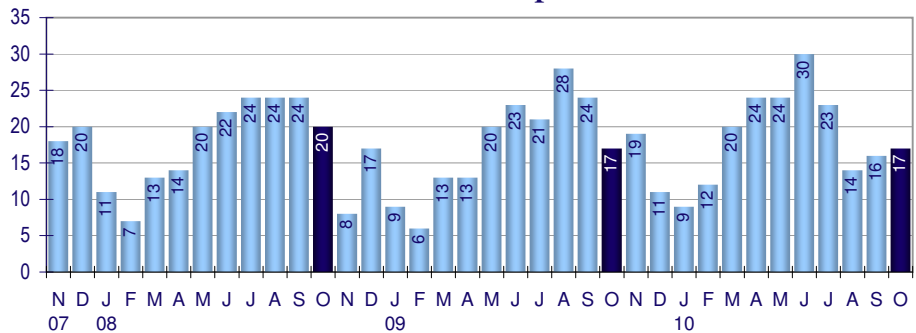
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$430,000	↑		↓				
Average List Price of all Current Listings	\$568,123	↔		↓				
October Median Sales Price	\$370,000	↑	↓	↑	↑	\$382,500	↑	↑
October Average Sales Price	\$444,724	↑	↔	↑	↑	\$433,761	↔	↑
Total Properties Currently for Sale (Inventory)	209	↓		↓				
October Number of Properties Sold	17	↑		↔		189	↑	
October Average Days on Market (Solds)	80	↓	↓	↓	↓	115	↓	↓
Asking Price per Square Foot (based on New Listings)	\$210	↑	↑	↑	↓	\$202	↓	↓
October Sold Price per Square Foot	\$178	↓	↓	↑	↓	\$180	↔	↓
October Month's Supply of Inventory	12.3	↓	↓	↓	↓	13.9	↓	↓
October Sale Price vs List Price Ratio	87.3%	↑	↑	↔	↑	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

October Property sales were 17, equal to 17 in October of 2009 and 6.3% higher than the 16 sales last month. October 2010 sales were at their lowest level compared to October of 2009 and 2008. October YTD sales of 189 are running 8.6% ahead of last year's year-to-date sales of 174.

Number of Properties Sold



Prices

The Median Sales Price in October was \$370,000, up 38.6% from \$267,000 in October of 2009 and up 23.1% from \$300,500 last month. The Average Sales Price in October was \$444,724, up 13.8% from \$390,765 in October of 2009 and up 16.4% from \$382,206 last month. October 2010 ASP was at a mid range compared to October of 2009 and 2008.

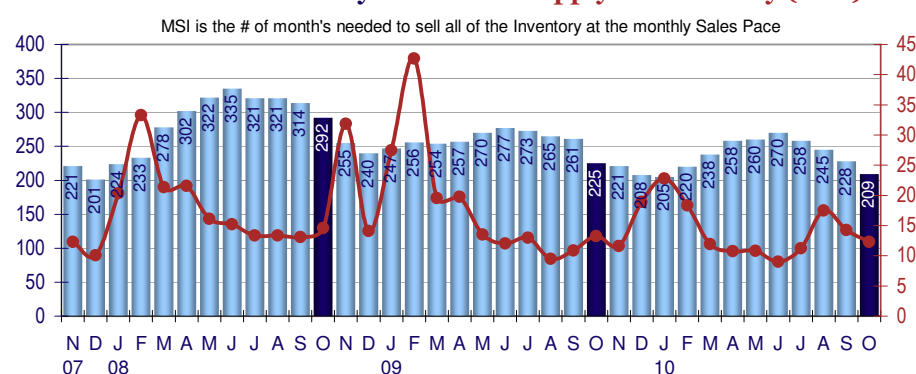
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of October was 209, down 8.3% from 228 last month and down 7.1% from 225 in October of last year. October 2010 Inventory was at its lowest level compared with October of 2009 and 2008.

Total Inventory & Month's Supply of Inventory (MSI)



A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2010 MSI of 12.3 months was at its lowest level compared with October of 2009 and 2008.

MLS Area: *Deerfield*

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

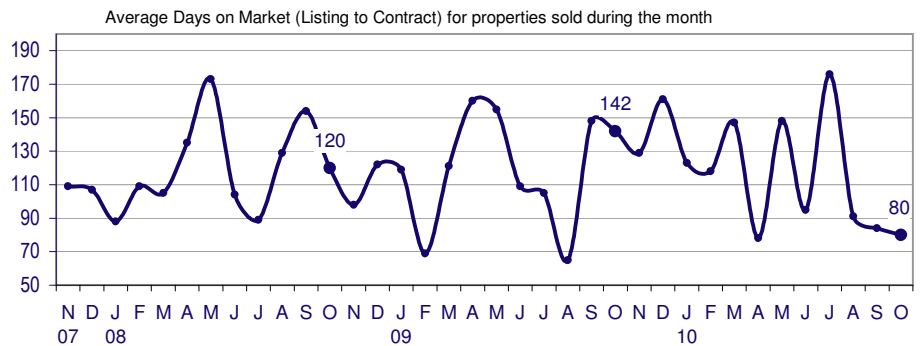


Price Range: All | Properties: Single Family - Condo - TwnHm

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 80, down 4.8% from 84 days last month and down 43.7% from 142 days in October of last year. The October 2010 DOM was at its lowest level compared with October of 2009 and 2008.

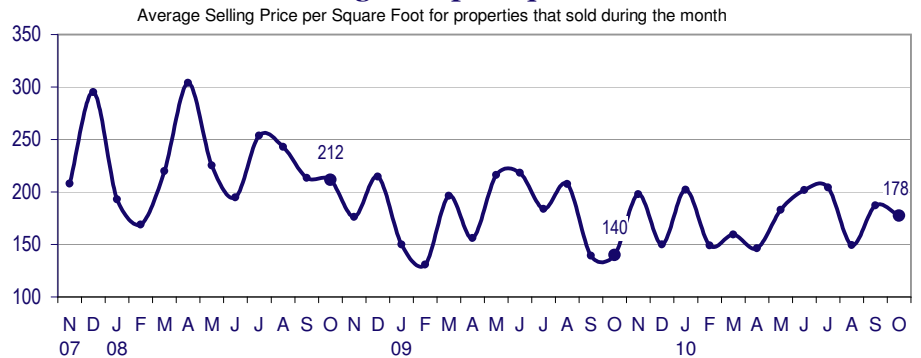
Days On Market for Sold Properties



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 October 2010 Selling Price per Square Foot of \$178 was down 5.3% from \$187 last month and up 27.0% from 140 in October of last year.

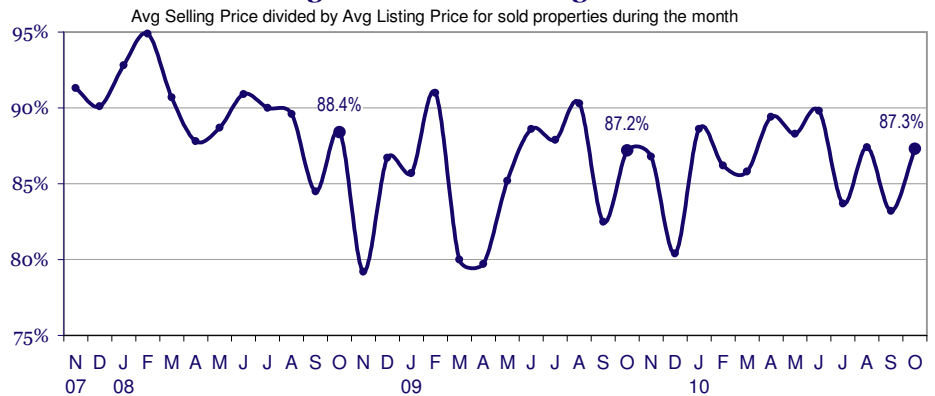
Selling Price per Square Foot



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 2010 Selling Price vs Original List Price of 87.3% was up from 83.2% last month and up from 87.2% in October of last year.

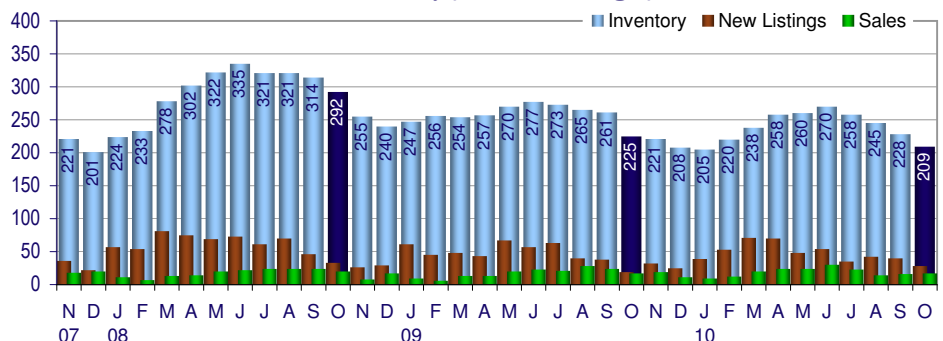
Selling Price versus Listing Price Ratio



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 October 2010 was 28, down 30.0% from 40 last month and up 47.4% from 19 in October of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

MLS Area: Deerfield

October 2010

ART WILSON

BROKER ASSOCIATE

847-363-1599

WWW.NorthShoreHomesOnline.com

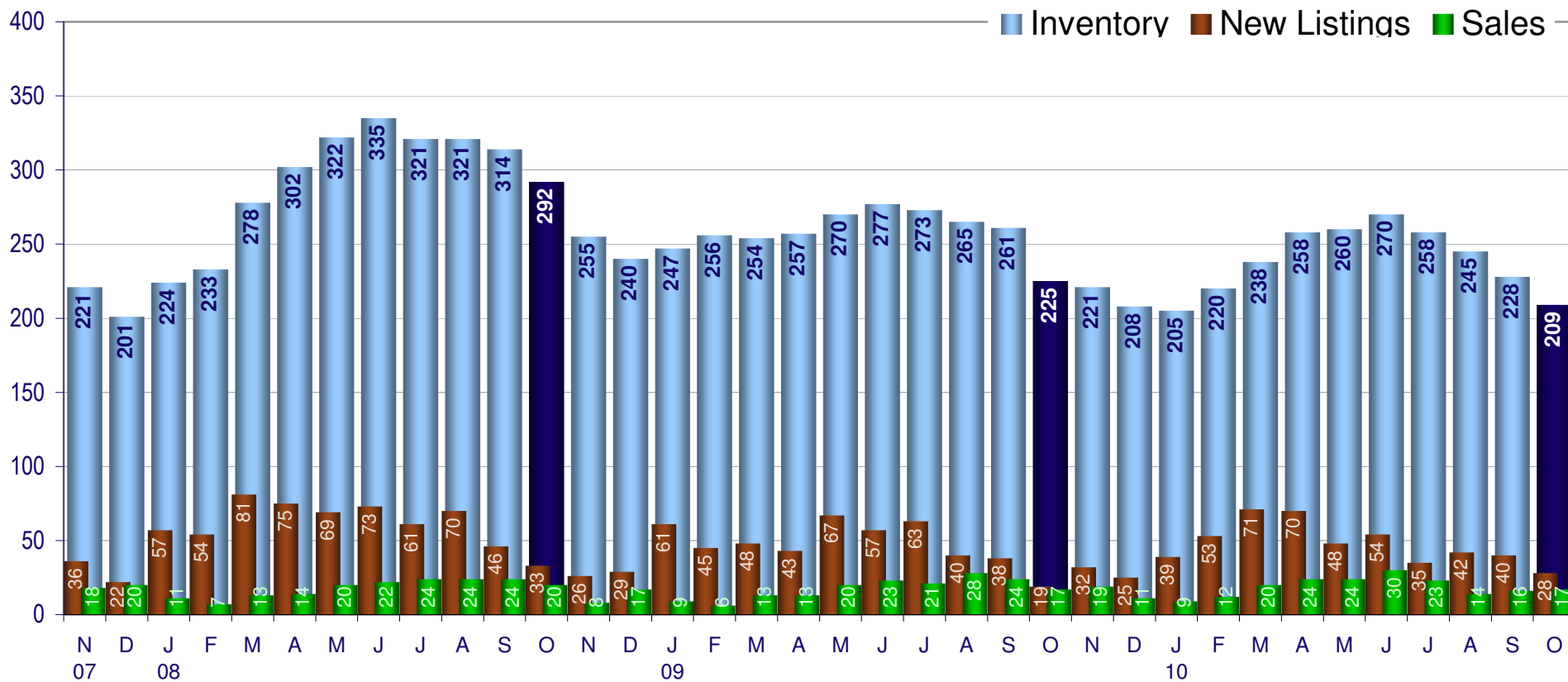
ART.WILSON@CBEXCHANGE.COM



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

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 2010 was 28, down 30.0% from 40 last month and up 47.4% from 19 in October of last year.



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

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.