

City: Northfield

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Price Range: All | Properties: Single Family

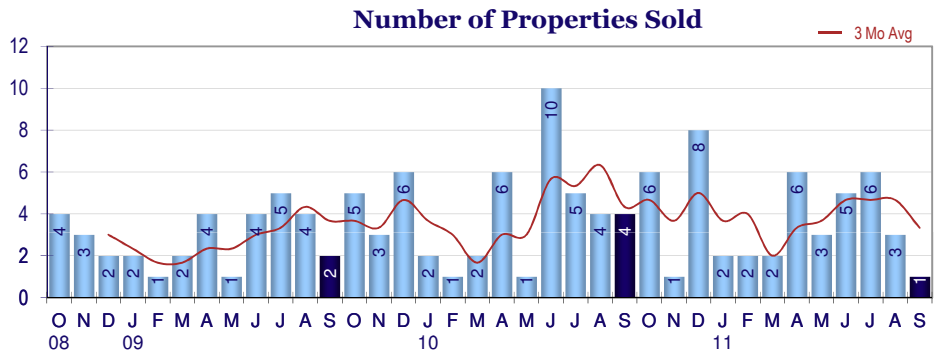
## Market Profile & Trends Overview

	Trending versus*:					Trending versus*:		
	Month	LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$724,900	0%		-9%				
Average List Price of all Current Listings	\$896,163	4%		-21%				
September Median Sales Price	\$785,500	-13%	-1%	31%	50%	\$626,250	19%	19%
September Average Sales Price	\$785,500	-12%	-14%	28%	14%	\$892,270	29%	29%
Total Properties Currently for Sale (Inventory)	61	0%		-2%				
September Number of Properties Sold	1	-67%		-75%		30	-14%	
September Average Days on Market (Solds)	49	188%	-57%	-80%	-67%	184	24%	24%
Asking Price per Square Foot (based on New Listings)	\$264	38%	7%	-25%	-5%	\$257	-6%	-7%
September Sold Price per Square Foot	\$234		-15%		4%	\$239	3%	7%
September Month's Supply of Inventory	61.0	200%	98%	294%	132%	24.0	-10%	-8%
September Sale Price vs List Price Ratio	92.5%	3.5%	12.7%	14.3%	12.4%	77.4%	-6.2%	-6.0%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2010) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

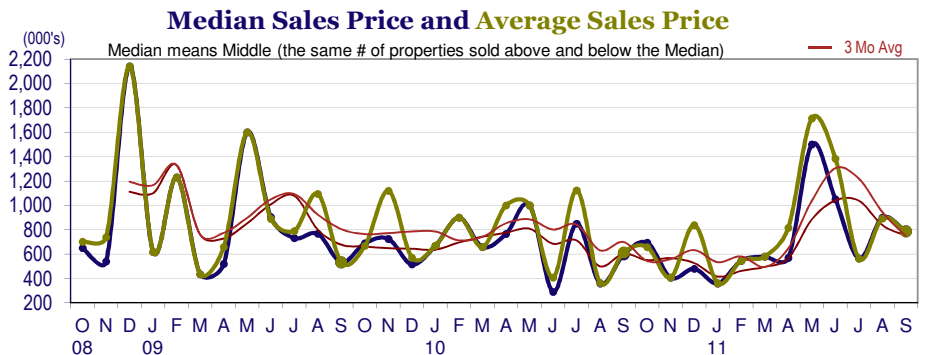
## Property Sales

September Property sales were 1, down 75.0% from 4 in September of 2010 and 66.7% lower than the 3 sales last month. September 2011 sales were at their lowest level compared to September of 2010 and 2009. September YTD sales of 30 are running 14.3% behind last year's year-to-date sales of 35.



## Prices

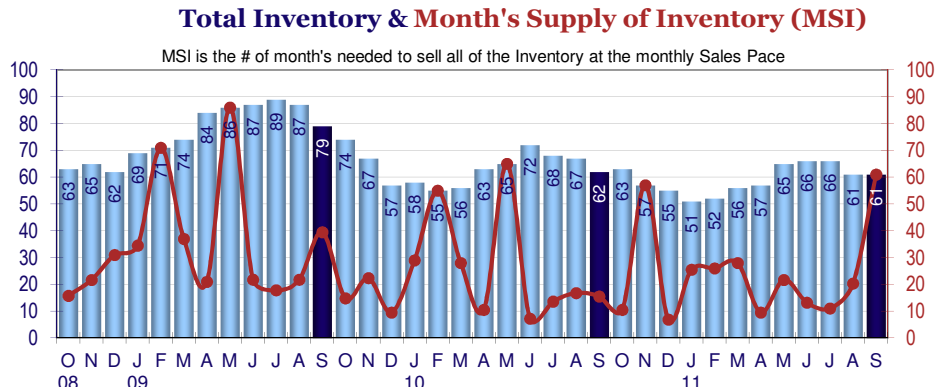
The Median Sales Price in September was \$785,500, up 31.4% from \$598,000 in September of 2010 and down 12.7% from \$900,000 last month. The Average Sales Price in September was \$785,500, up 28.1% from \$613,375 in September of 2010 and down 11.9% from \$891,667 last month. September 2011 ASP was at the highest level compared to September of 2010 and 2009.



## Inventory & MSI

The Total Inventory of Properties available for sale as of September was 61, equal to 61 last month and down 1.6% from 62 in September of last year. September 2011 Inventory was at its lowest level compared with September of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2011 MSI of 61.0 months was at its highest level compared with September of 2010 and 2009.



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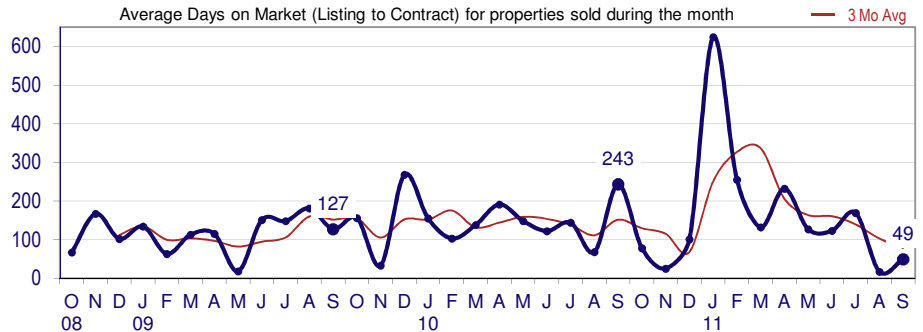


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## Market Time

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 September was 49, up 188.2% from 17 days last month and down 79.8% from 243 days in September of last year. The September 2011 DOM was at its lowest level compared with September of 2010 and 2009.

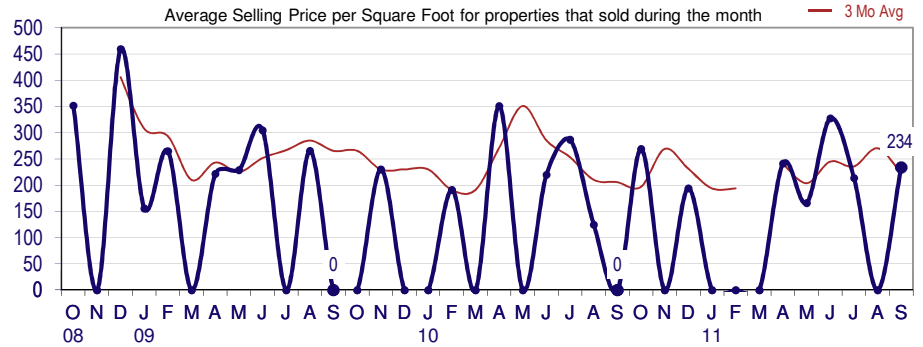
## Days On Market for Sold Properties



## 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 September 2011 Selling Price per Square Foot of \$234 was up from \$0 last month and up from 0 in September of last year.

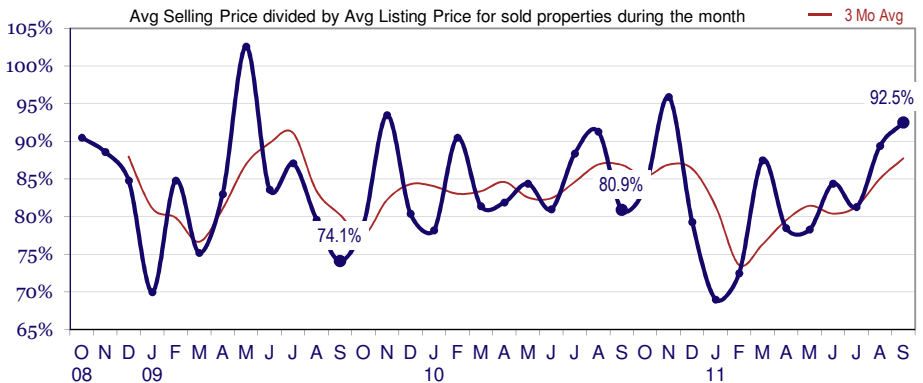
## Selling Price per Square Foot



## 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 September 2011 Selling Price vs Original List Price of 92.5% was up from 89.4% last month and up from 80.9% in September of last year.

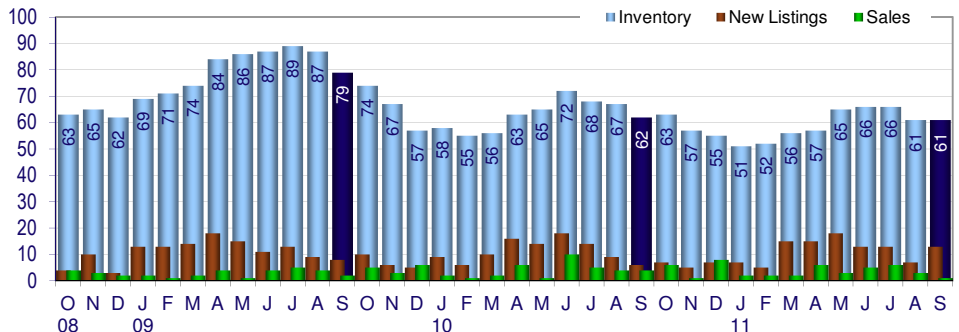
## Selling Price versus Listing Price Ratio



## 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 September 2011 was 13, up 85.7% from 7 last month and up 116.7% from 6 in September of last year.

## Inventory / New Listings / Sales



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