

MLS Area: Lake Bluff



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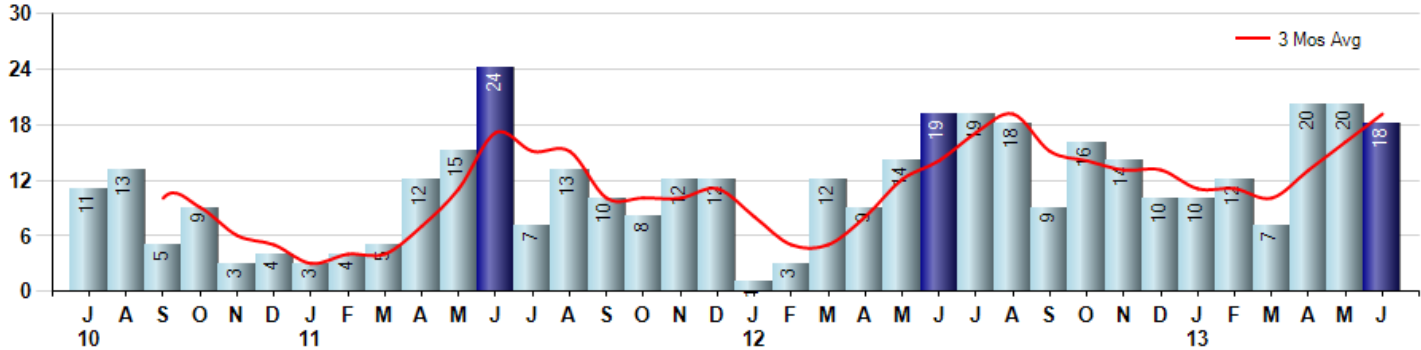
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$645,000	↑		↑				
Average List Price of all Current Listings	\$1,031,486	↑		↑				
June Median Sales Price	\$387,500	↓	↓	↓	↑	\$410,800	↑	↑
June Average Sales Price	\$571,333	↑	↑	↑	↑	\$504,939	↑	↑
Total Properties Currently for Sale (Inventory)	71	↓		↓				
June Number of Properties Sold	18	↓		↓		87	↑	
June Average Days on Market (Solds)	61	↓	↓	↓	↓	91	↓	↓
June Month's Supply of Inventory	3.9	↑	↑	↓	↓	5.0	↓	↓
June Sale Price vs List Price Ratio	93.7%	↓	↑	↓	↑	92.9%	↓	↔

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

Property Sales

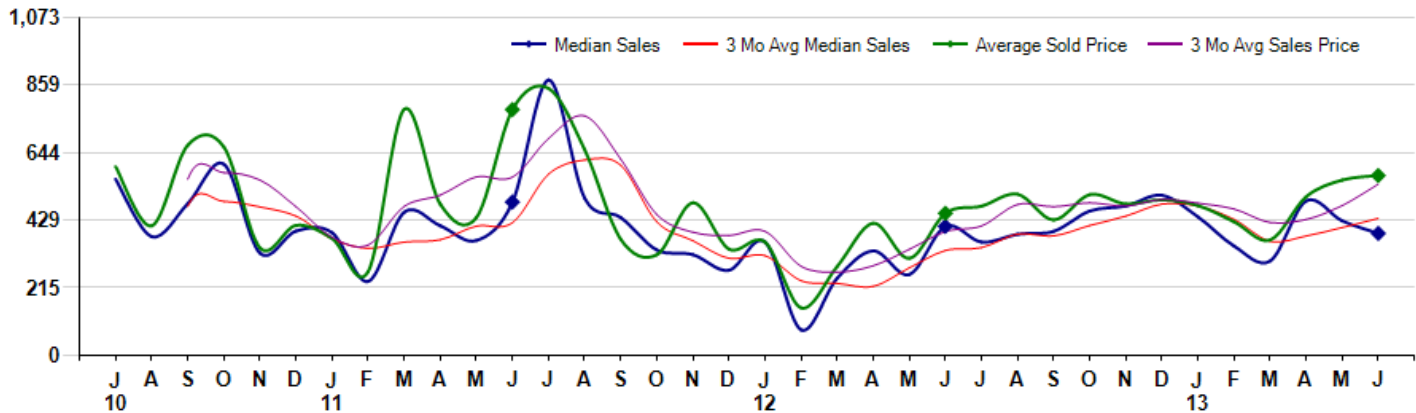
June Property sales were 18, down -5.3% from 19 in June of 2012 and -10.0% lower than the 20 sales last month. June 2013 sales were at their lowest level compared to June of 2012 and 2011. June YTD sales of 87 are running 50.0% ahead of last year's year-to-date sales of 58.



Prices

The Median Sales Price in June was \$387,500, down -5.5% from \$410,000 in June of 2012 and down -9.4% from \$427,500 last month. The Average Sales Price in June was \$571,333, up 26.5% from \$451,486 in June of 2012 and up 2.6% from \$557,085 last month. June 2013 ASP was at a mid range compared to June of 2012 and 2011.

Median means Middle (the same # of properties sold above and below Median) (000's)



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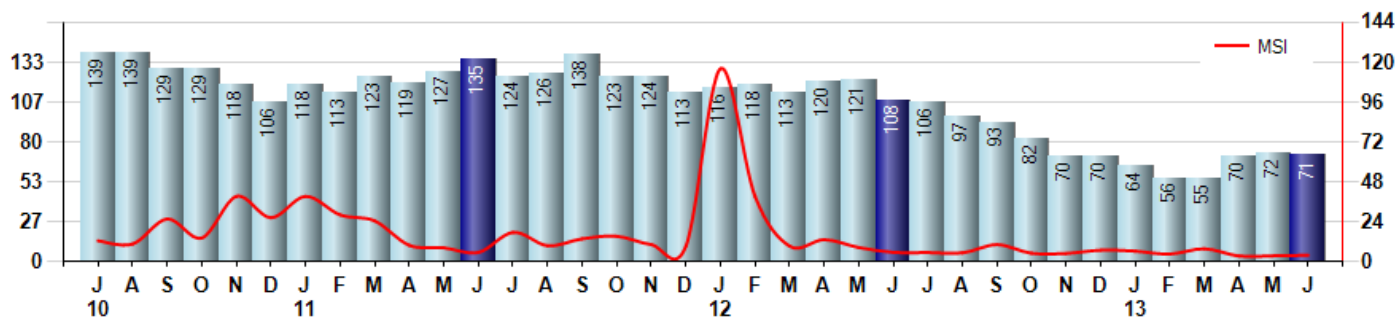
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Inventory & MSI

The Total Inventory of Properties available for sale as of June was 71, down -1.4% from 72 last month and down -34.3% from 108 in June of last year. June 2013 Inventory was at the lowest level compared to June of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2013 MSI of 3.9 months was at its lowest level compared with June of 2012 and 2011.

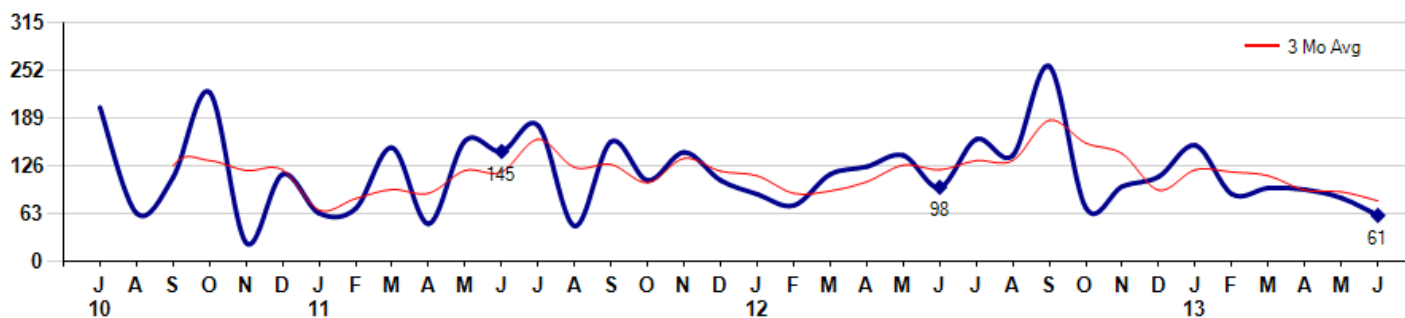
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 June was 61, down -27.4% from 84 days last month and down -37.8% from 98 days in June of last year. The June 2013 DOM was at its lowest level compared with June of 2012 and 2011.

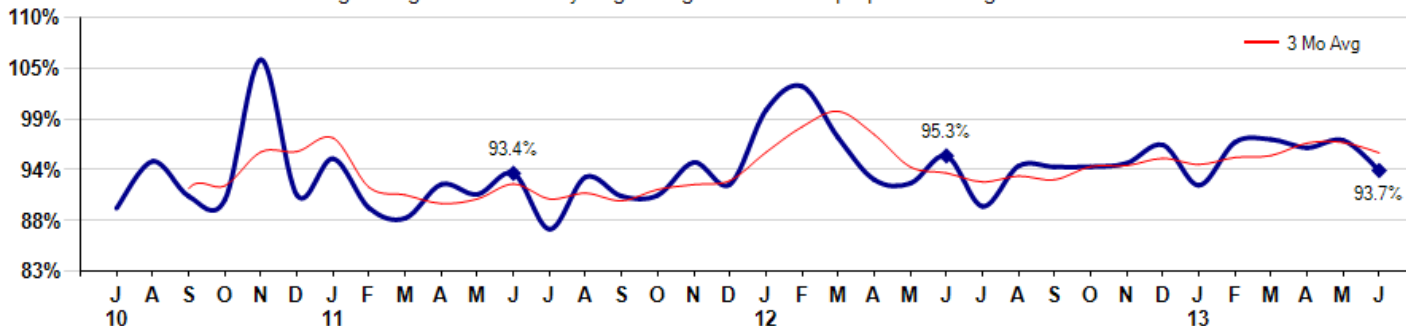
Average Days on Market(Listing to Contract) for properties sold during the month



Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their 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 June 2013 Selling Price vs List Price of 93.7% was down from 97.0% last month and down from 95.3% in June of last year.

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



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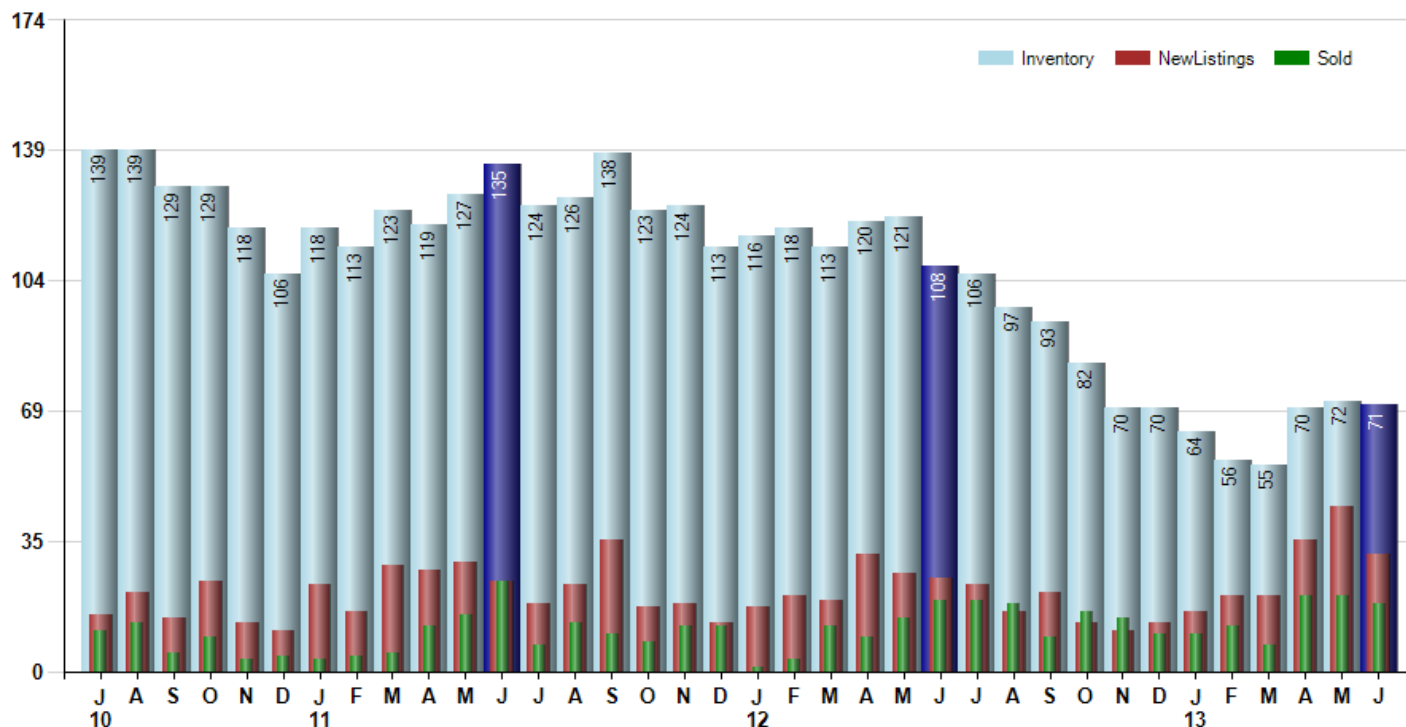
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Inventory / New Listings / Sales

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 June 2013 was 31, down -29.5% from 44 last month and up 24.0% from 25 in June of last year.



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MARKET ACTION REPORT

June 2013

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	J 10	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J
Homes Sold	11	13	5	9	3	4	3	4	5	12	15	24	7	13	10	8	12	12	1	3	12	9	14	19	19	18	9	16	14	10	10	12	7	20	20	18
3 Mo. Roll Avg			10	9	6	5	3	4	4	7	11	17	15	15	10	10	10	11	8	5	5	8	12	14	17	19	15	14	13	13	11	11	10	13	16	19

(000's)	J 10	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J
Median Sale Price	560	378	482	608	325	395	390	235	455	412	365	487	875	500	438	335	320	271	360	81	245	332	257	410	360	385	394	459	475	509	440	347	300	491	428	388
3 Mo. Roll Avg			473	489	472	443	370	340	360	367	411	421	576	621	604	424	365	309	317	237	229	219	278	333	342	385	380	413	442	481	474	432	362	379	406	435

	J 10	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J
Inventory	139	139	129	129	118	106	118	113	123	119	127	135	124	126	138	123	124	113	116	118	113	120	121	108	106	97	93	82	70	70	64	56	55	70	72	71
MSI	13	11	26	14	39	27	39	28	25	10	8	6	18	10	14	15	10	9	116	39	9	13	9	6	6	5	10	5	5	7	6	5	8	4	4	4

	J 10	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J
Days On Market	203	64	111	223	25	115	64	70	150	50	159	145	179	47	158	107	144	107	89	74	115	125	140	98	161	140	257	71	99	112	153	89	97	95	84	61
3 Mo. Roll Avg			126	133	120	121	68	83	95	90	120	118	161	124	128	104	136	119	113	90	93	105	127	121	133	133	186	156	142	94	121	118	113	94	92	80

	J 10	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J
Price per Sq Ft	231	193	199	226	202	142	149	153	250	184	180	197	250	238	186	167	183	159	134	85	145	161	151	178	196	207	183	203	186	190	199	173	181	214	198	175
3 Mo. Roll Avg			208	206	209	190	164	148	184	196	205	187	209	228	225	197	179	170	159	126	121	130	152	163	175	194	195	198	191	193	192	187	184	189	198	196

	J 10	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J
Sale to List Price	0.896	0.947	0.909	0.905	1.058	0.910	0.950	0.896	0.885	0.922	0.911	0.934	0.873	0.930	0.909	0.910	0.946	0.922	1.003	1.029	0.973	0.927	0.923	0.953	0.898	0.942	0.941	0.941	0.945	0.965	0.921	0.968	0.971	0.962	0.970	0.937
3 Mo. Roll Avg			0.917	0.920	0.957	0.958	0.973	0.919	0.910	0.901	0.906	0.922	0.906	0.912	0.904	0.916	0.922	0.926	0.957	0.985	1.002	0.976	0.941	0.934	0.925	0.931	0.927	0.941	0.942	0.950	0.944	0.951	0.953	0.967	0.968	0.956

	J 10	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J
New Listings	15	21	14	24	13	11	23	16	28	27	29	24	18	23	35	17	18	13	17	20	19	31	26	25	23	16	21	13	11	13	16	20	20	35	44	31
Inventory	139	139	129	129	118	106	118	113	123	119	127	135	124	126	138	123	124	113	116	118	113	120	121	108	106	97	93	82	70	70	64	56	55	70	72	71
Sales	11	13	5	9	3	4	3	4	5	12	15	24	7	13	10	8	12	12	1	3	12	9	14	19	19	18	9	16	14	10	10	12	7	20	20	18

(000's)	J 10	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J
Avg Sale Price	600	412	668	662	342	413	372	266	782	480	438	781	848	654	369	320	485	338	360	151	283	420	308	451	474	512	430	511	481	494	476	425	367	504	557	571
3 Mo. Roll Avg			560	581	557	472	376	350	473	509	567	566	689	761	624	448	391	381	394	283	265	285	337	393	411	479	472	485	474	495	484	465	422	432	476	544

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