

MLS Area: Lake Bluff



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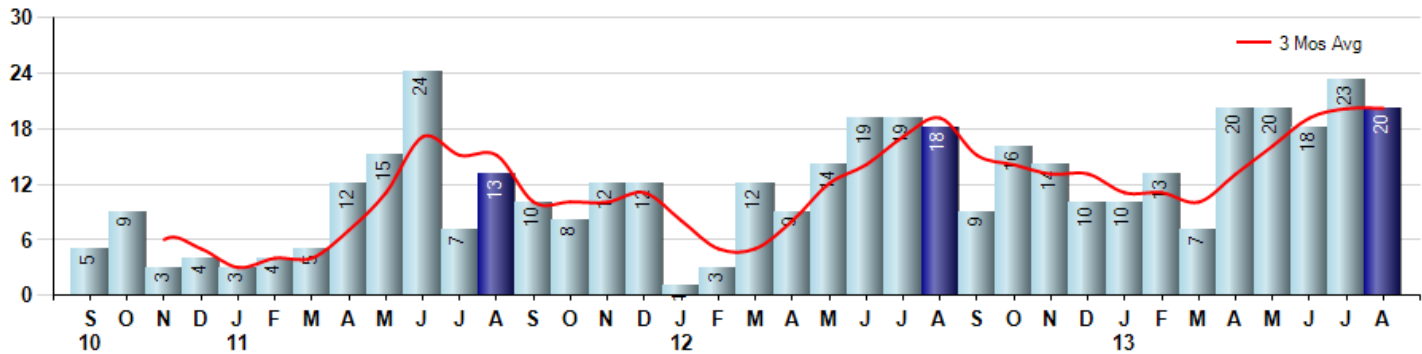
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$647,000	↓		↑				
Average List Price of all Current Listings	\$1,250,781	↑		↑				
August Median Sales Price	\$297,750	↓	↓	↓	↓	\$402,500	↑	↑
August Average Sales Price	\$381,700	↓	↓	↓	↓	\$478,585	↑	↑
Total Properties Currently for Sale (Inventory)	76	↑		↓				
August Number of Properties Sold	20	↓		↑		131	↑	
August Average Days on Market (Solds)	56	↑	↓	↓	↓	76	↓	↓
August Month's Supply of Inventory	3.8	↑	↑	↓	↓	4.6	↓	↓
August Sale Price vs List Price Ratio	95.0%	↑	↑	↑	↑	93.5%	↑	↑

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

Property Sales

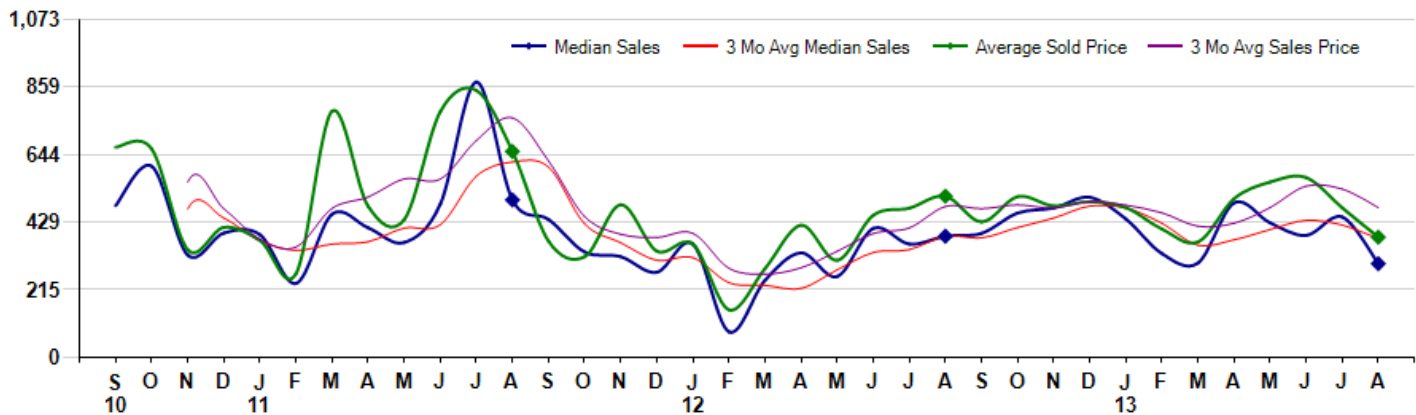
August Property sales were 20, up 11.1% from 18 in August of 2012 and -13.0% lower than the 23 sales last month. August 2013 sales were at their highest level compared to August of 2012 and 2011. August YTD sales of 131 are running 37.9% ahead of last year's year-to-date sales of 95.



Prices

The Median Sales Price in August was \$297,750, down -22.7% from \$385,000 in August of 2012 and down -33.2% from \$446,000 last month. The Average Sales Price in August was \$381,700, down -25.5% from \$512,189 in August of 2012 and down -19.7% from \$475,109 last month. August 2013 ASP was at the lowest level compared to August of 2012 and 2011.

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



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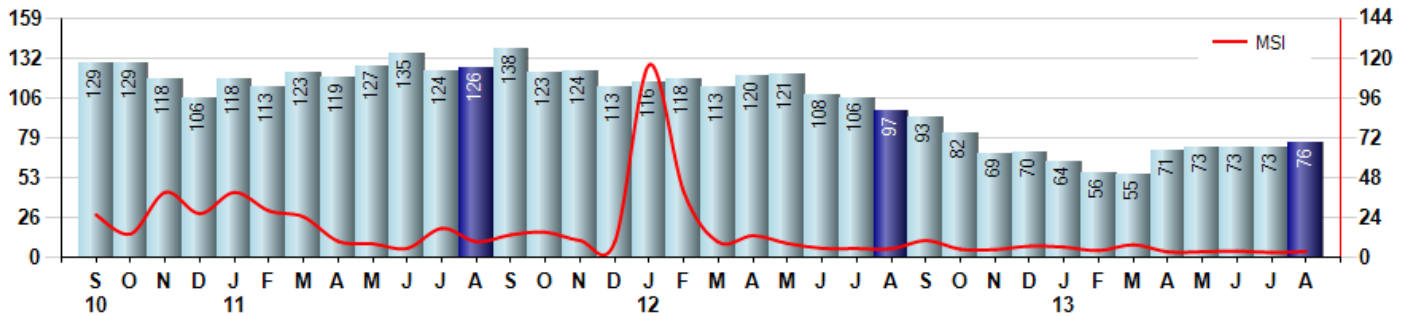
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Inventory & MSI

The Total Inventory of Properties available for sale as of August was 76, up 4.1% from 73 last month and down -21.6% from 97 in August of last year. August 2013 Inventory was at the lowest level compared to August of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2013 MSI of 3.8 months was at its lowest level compared with August of 2012 and 2011.

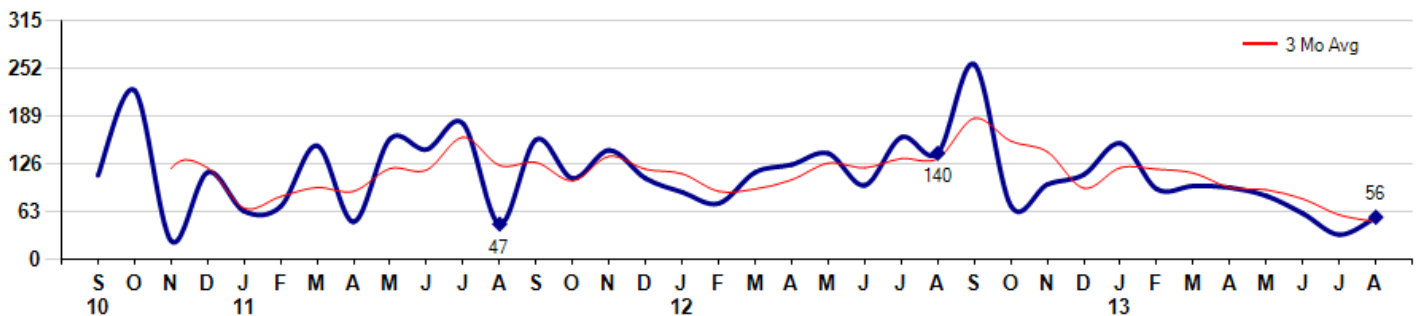
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 August was 56, up 69.7% from 33 days last month and down -60.0% from 140 days in August of last year. The August 2013 DOM was at a mid range compared with August of 2012 and 2011.

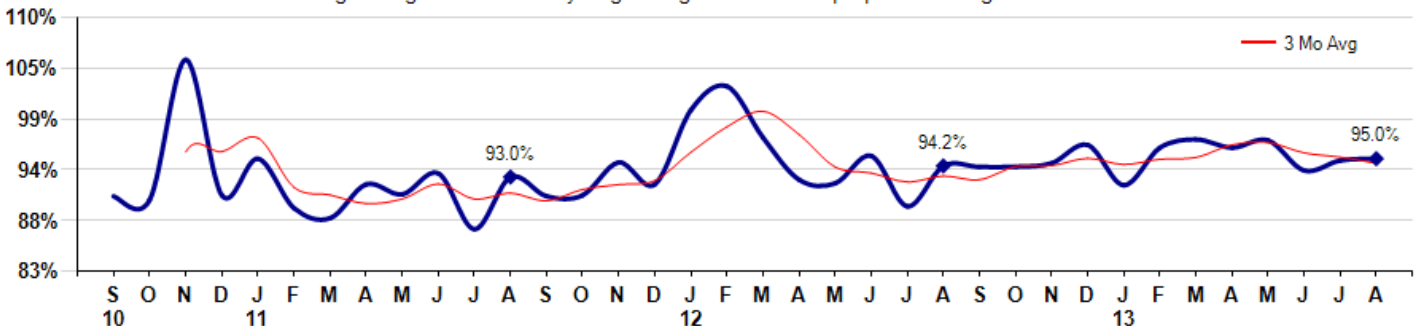
Average Days on Market(Listing to Contract) for properties sold during the month



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 August 2013 Selling Price vs List Price of 95.0% was up from 94.8% last month and up from 94.2% in August of last year.

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



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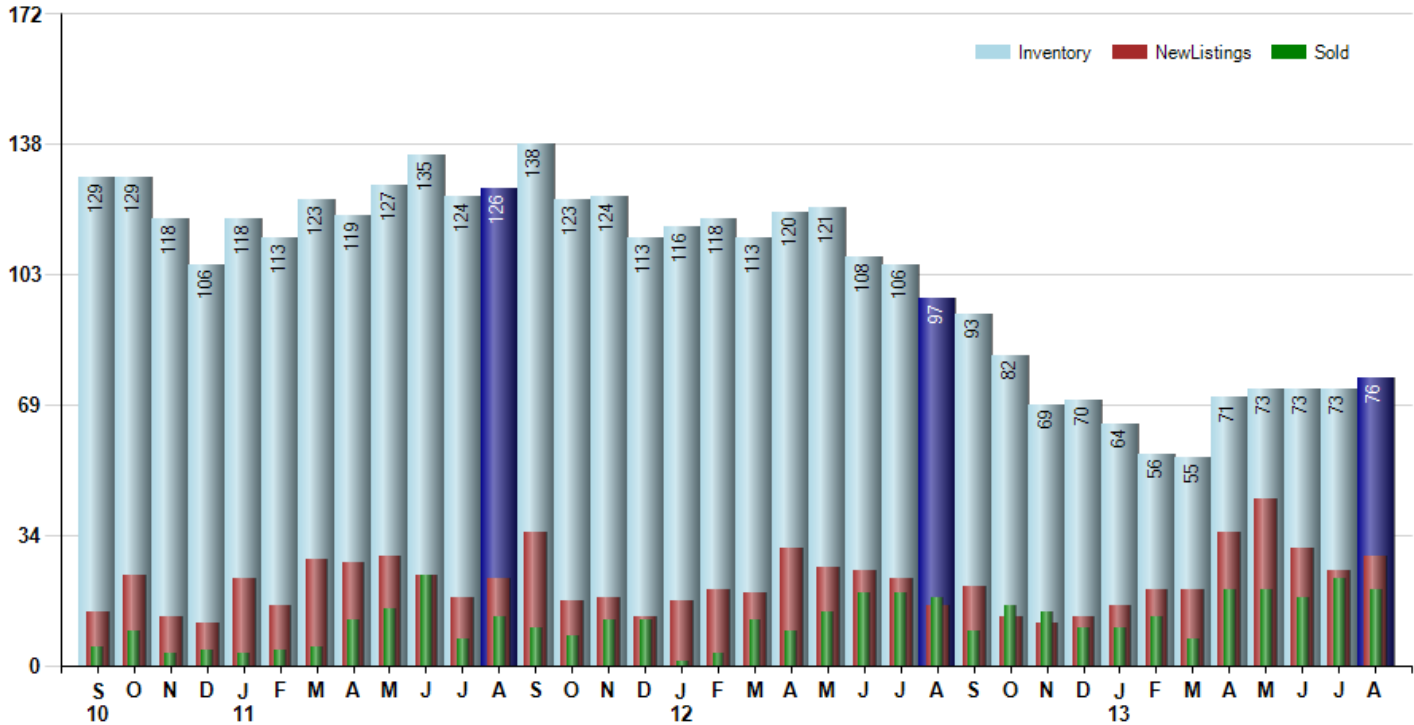
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Inventory / New Listings / Sales

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 August 2013 was 29, up 16.0% from 25 last month and up 81.3% from 16 in August of last year.



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MARKET ACTION REPORT

August 2013

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	S 10	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	J	A
Homes Sold	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	13	7	20	20	18	23	20
3 Mo. Roll Avg			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	20	20

	(000's) S 10	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	J	A
Median Sale Price	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	330	300	491	428	388	446	298
3 Mo. Roll Avg			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	426	357	373	406	435	420	377

	S 10	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	J	A
Inventory	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	69	70	64	56	55	71	73	73	73	76
MSI	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	4	8	4	4	4	3	4

	S 10	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	J	A
Days On Market	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	93	97	95	84	61	33	56
3 Mo. Roll Avg			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	119	114	95	92	80	59	50

	S 10	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	J	A
Price per Sq Ft	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	168	181	214	198	175	196	171
3 Mo. Roll Avg			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	186	183	188	198	196	190	181

	S 10	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	J	A
Sale to List Price	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	0.962	0.971	0.962	0.970	0.937	0.948	0.950
3 Mo. Roll Avg			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	0.949	0.951	0.965	0.968	0.956	0.952	0.945

	S 10	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	J	A
New Listings	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	25	29
Inventory	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	69	70	64	56	55	71	73	73	73	76
Sales	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	13	7	20	20	18	23	20

	(000's) S 10	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	J	A
Avg Sale Price	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	408	367	504	557	571	475	382
3 Mo. Roll Avg			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	459	417	426	476	544	535	476

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