

MLS Area: Lake Bluff



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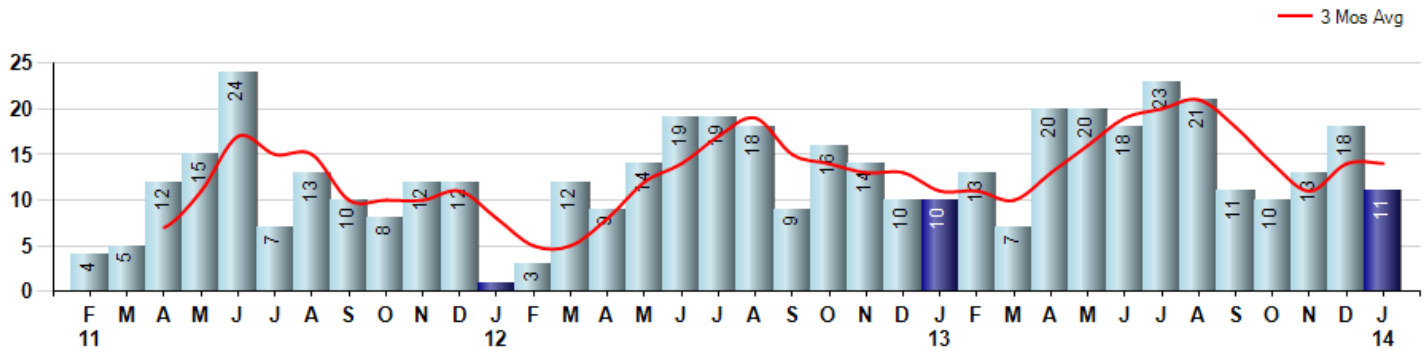
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$695,000	↑		↑				
Average List Price of all Current Listings	\$1,559,433	↑		↑				
January Median Sales Price	\$385,000	↓	↓	↓	↓	\$385,000	↓	↓
January Average Sales Price	\$578,045	→	↑	↑	↑	\$578,045	↑	↑
Total Properties Currently for Sale (Inventory)	49	↓		↓				
January Number of Properties Sold	11	↓		↑		11	→	
January Average Days on Market (Solds)	59	→	↑	↓	↓	59	↓	↓
January Month's Supply of Inventory	4.5	↑	↑	↓	↓	4.5	↓	↓
January Sale Price vs List Price Ratio	92.1%	↓	↓	→	↓	93.4%	↑	↓

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

Property Sales

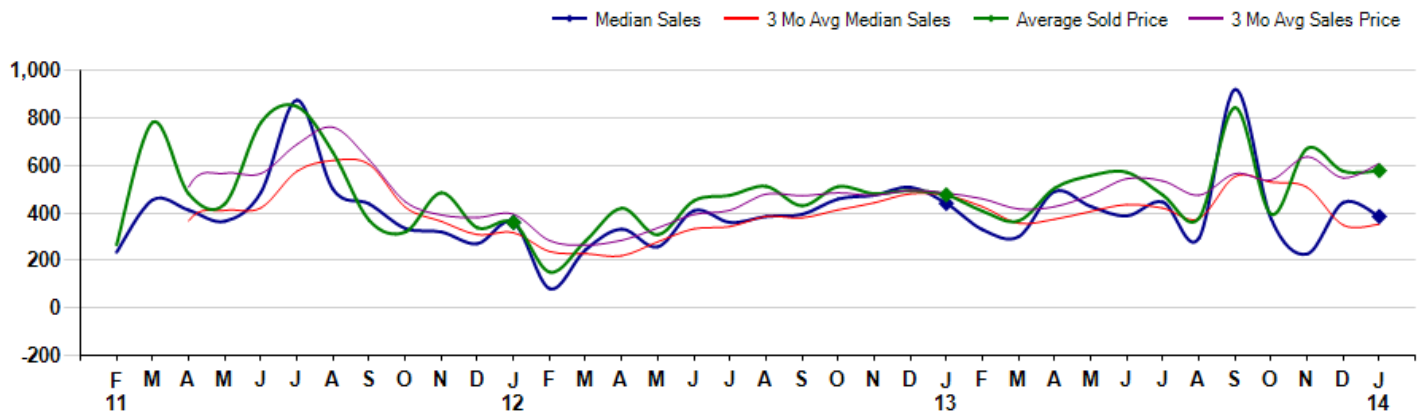
January Property sales were 11, up 10.0% from 10 in January of 2013 and -38.9% lower than the 18 sales last month. January 2014 sales were at their highest level compared to January of 2013 and 2012. January YTD sales of 11 are running 10.0% ahead of last year's year-to-date sales of 10.



Prices

The Median Sales Price in January was \$385,000, down -12.5% from \$440,000 in January of 2013 and down -13.2% from \$443,750 last month. The Average Sales Price in January was \$578,045, up 21.4% from \$476,050 in January of 2013 and up 0.4% from \$575,638 last month. January 2014 ASP was at highest level compared to January of 2013 and 2012.

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



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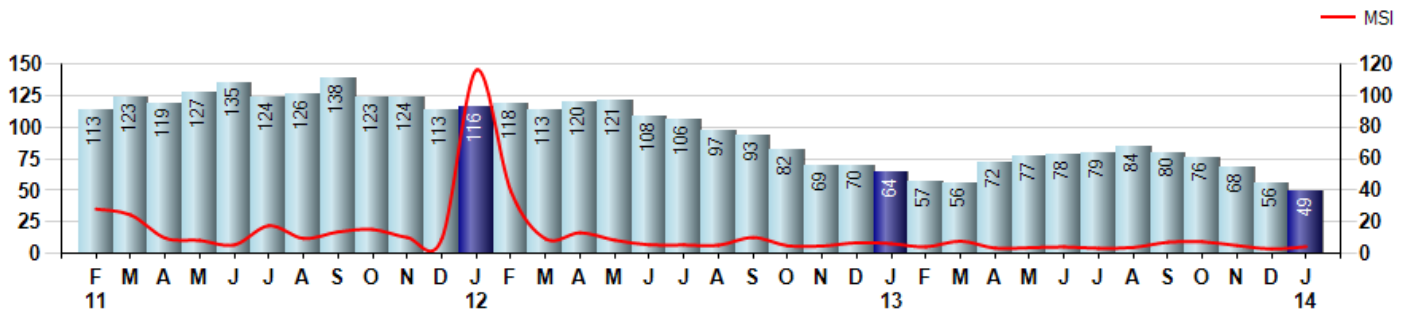
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 49, down -12.5% from 56 last month and down -23.4% from 64 in January of last year. January 2014 Inventory was at the lowest level compared to January of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2014 MSI of 4.5 months was at its lowest level compared with January of 2013 and 2012.

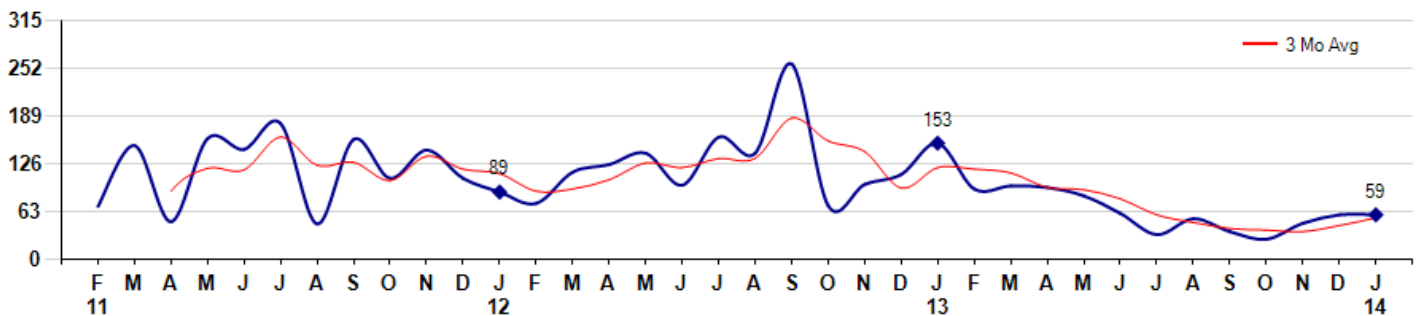
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 59, equal to 59 days last month and down -61.4% from 153 days in January of last year. The January 2014 DOM was at its lowest level compared with January of 2013 and 2012.

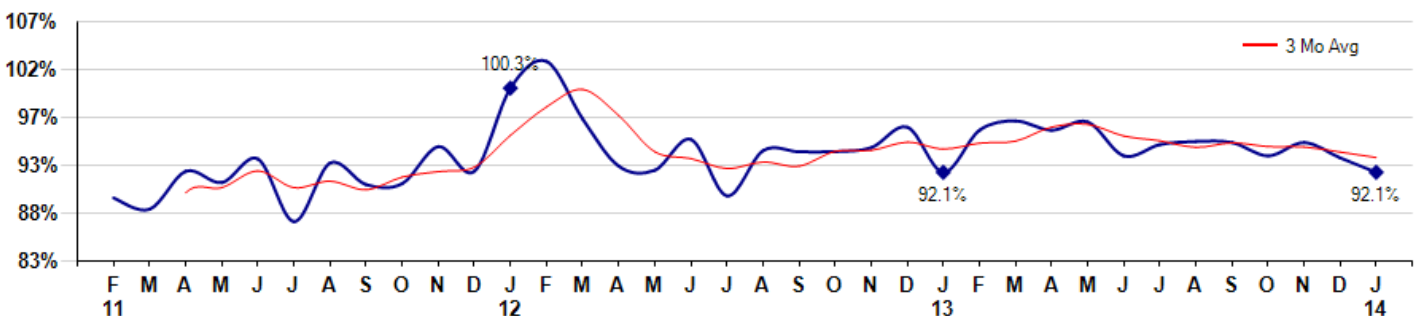
Average Days on Market(Listing to Contract) for properties sold during the month



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 January 2014 Selling Price vs List Price of 92.1% was down from 93.5% last month and equal to 92.1% in January of last year.

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



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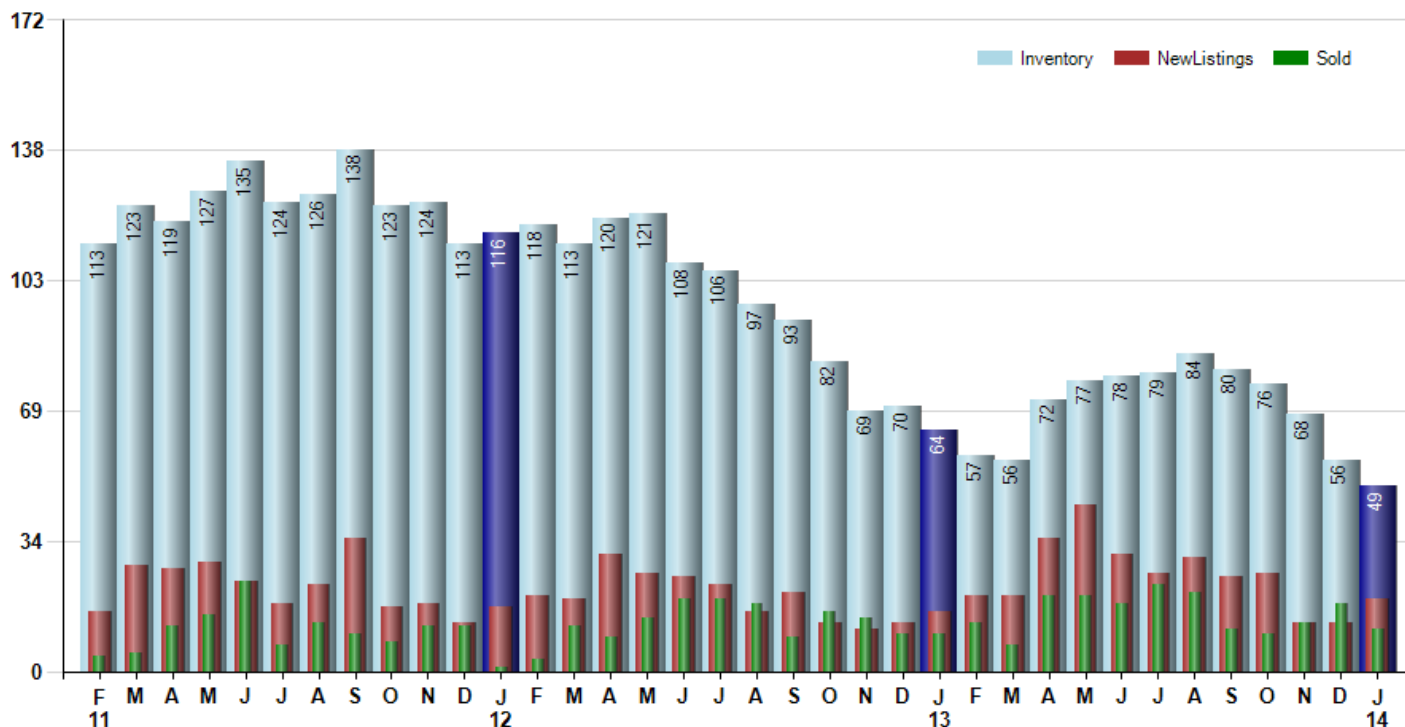
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Inventory / New Listings / Sales

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 January 2014 was 19, up 46.2% from 13 last month and up 18.8% from 16 in January of last year.



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	F 11	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	S	O	N	D	J 14
Homes Sold	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	21	11	10	13	18	11
3 Mo. Roll Avg			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	21	18	14	11	14	14

(000's)	F 11	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	S	O	N	D	J 14
Median Sale Price	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	294	920	375	228	444	385
3 Mo. Roll Avg			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	376	553	530	508	349	352

	F 11	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	S	O	N	D	J 14
Inventory	113	123	119	127	135	124	126	138	123	124	113	116	118	113	120	121	108	106	97	93	82	69	70	64	57	56	72	77	78	79	84	80	76	68	56	49
MSI	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	7	8	5	3	4

	F 11	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	S	O	N	D	J 14
Days On Market	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	54	37	27	48	59	59
3 Mo. Roll Avg			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	49	41	39	37	45	55

	F 11	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	S	O	N	D	J 14
Price per Sq Ft	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	173	316	205	190	192	218
3 Mo. Roll Avg			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	228	231	237	196	200

	F 11	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	S	O	N	D	J 14
Sale to List Price	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	0.951	0.950	0.937	0.950	0.935	0.921
3 Mo. Roll Avg			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	0.950	0.946	0.946	0.941	0.935

	F 11	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	S	O	N	D	J 14
New Listings	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	26	30	25	26	13	13	19
Inventory	113	123	119	127	135	124	126	138	123	124	113	116	118	113	120	121	108	106	97	93	82	69	70	64	57	56	72	77	78	79	84	80	76	68	56	49
Sales	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	21	11	10	13	18	11

(000's)	F 11	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	S	O	N	D	J 14
Avg Sale Price	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	378	844	395	672	576	578
3 Mo. Roll Avg			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	475	566	539	637	547	608

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