

## MLS Area: Lake Bluff



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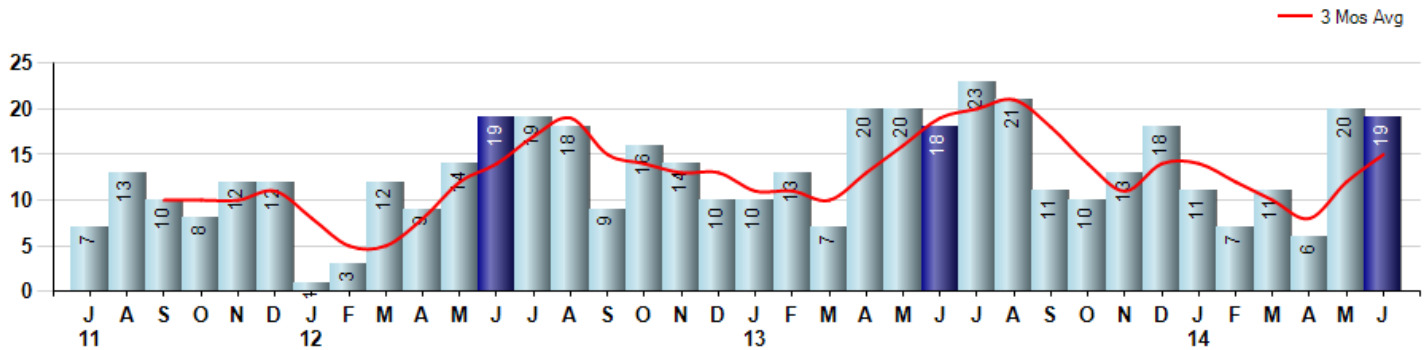
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$749,000	↓		↑				
Average List Price of all Current Listings	\$1,178,757	↓		↑				
June Median Sales Price	\$340,000	↓	↓	↓	↓	\$385,000	↓	↓
June Average Sales Price	\$441,363	↓	↓	↓	↓	\$526,539	↑	↔
Total Properties Currently for Sale (Inventory)	86	↑		↑				
June Number of Properties Sold	19	↓		↑		74	↓	
June Average Days on Market (Solds)	40	↓	↓	↓	↓	60	↓	↓
June Month's Supply of Inventory	4.5	↑	↓	↑	↓	7.1	↑	↑
June Sale Price vs List Price Ratio	95.0%	↓	↓	↑	↑	95.3%	↑	↑

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

### Property Sales

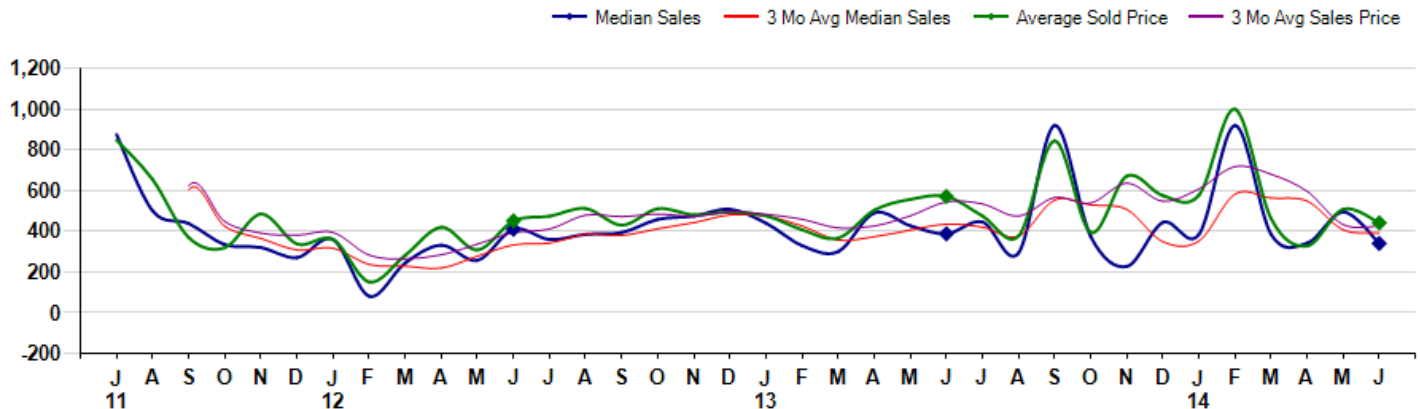
June Property sales were 19, up 5.6% from 18 in June of 2013 and -5.0% lower than the 20 sales last month. June 2014 sales were at a mid level compared to June of 2013 and 2012. June YTD sales of 74 are running -15.9% behind last year's year-to-date sales of 88.



### Prices

The Median Sales Price in June was \$340,000, down -12.3% from \$387,500 in June of 2013 and down -31.3% from \$495,000 last month. The Average Sales Price in June was \$441,363, down -22.7% from \$571,333 in June of 2013 and down -13.2% from \$508,435 last month. June 2014 ASP was at the lowest level compared to June of 2013 and 2012.

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



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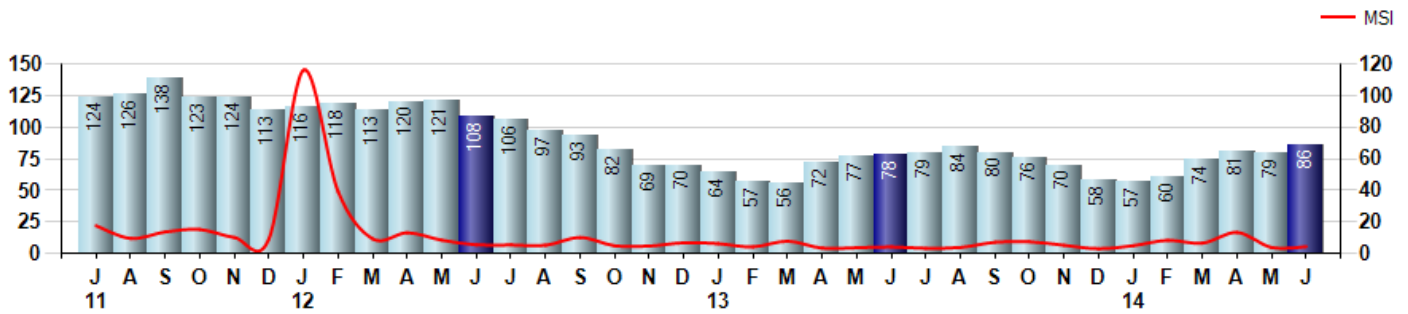
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### Inventory & MSI

The Total Inventory of Properties available for sale as of June was 86, up 8.9% from 79 last month and up 10.3% from 78 in June of last year. June 2014 Inventory was at a mid range compared to June of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2014 MSI of 4.5 months was at a mid range compared with June of 2013 and 2012.

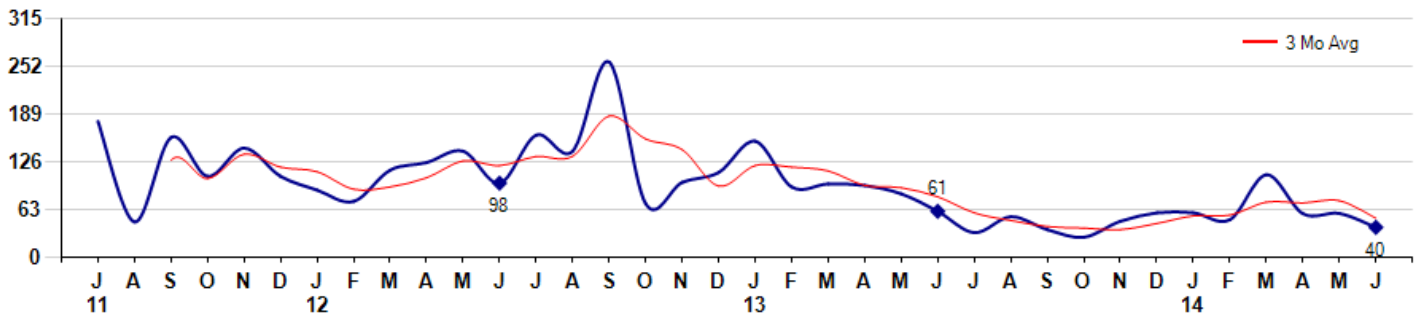
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 June was 40, down -31.0% from 58 days last month and down -34.4% from 61 days in June of last year. The June 2014 DOM was at its lowest level compared with June of 2013 and 2012.

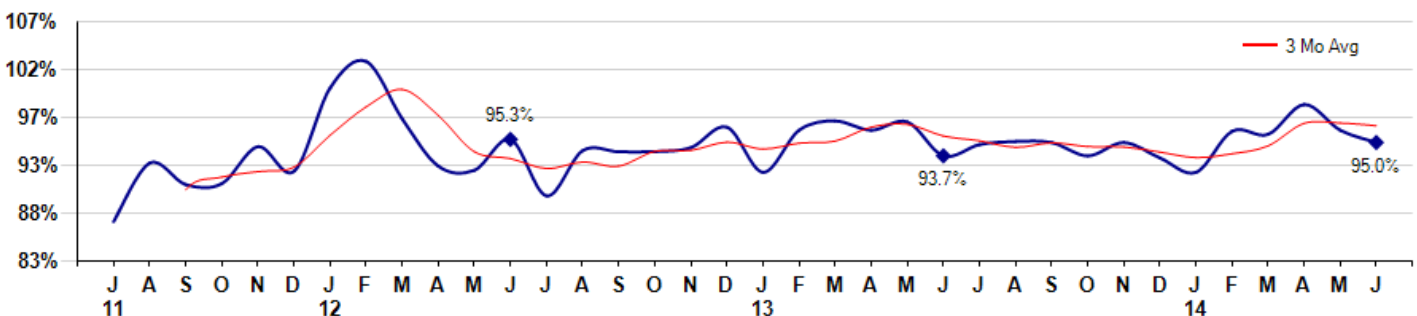
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 June 2014 Selling Price vs List Price of 95.0% was down from 96.2% last month and up from 93.7% in June of last year.

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



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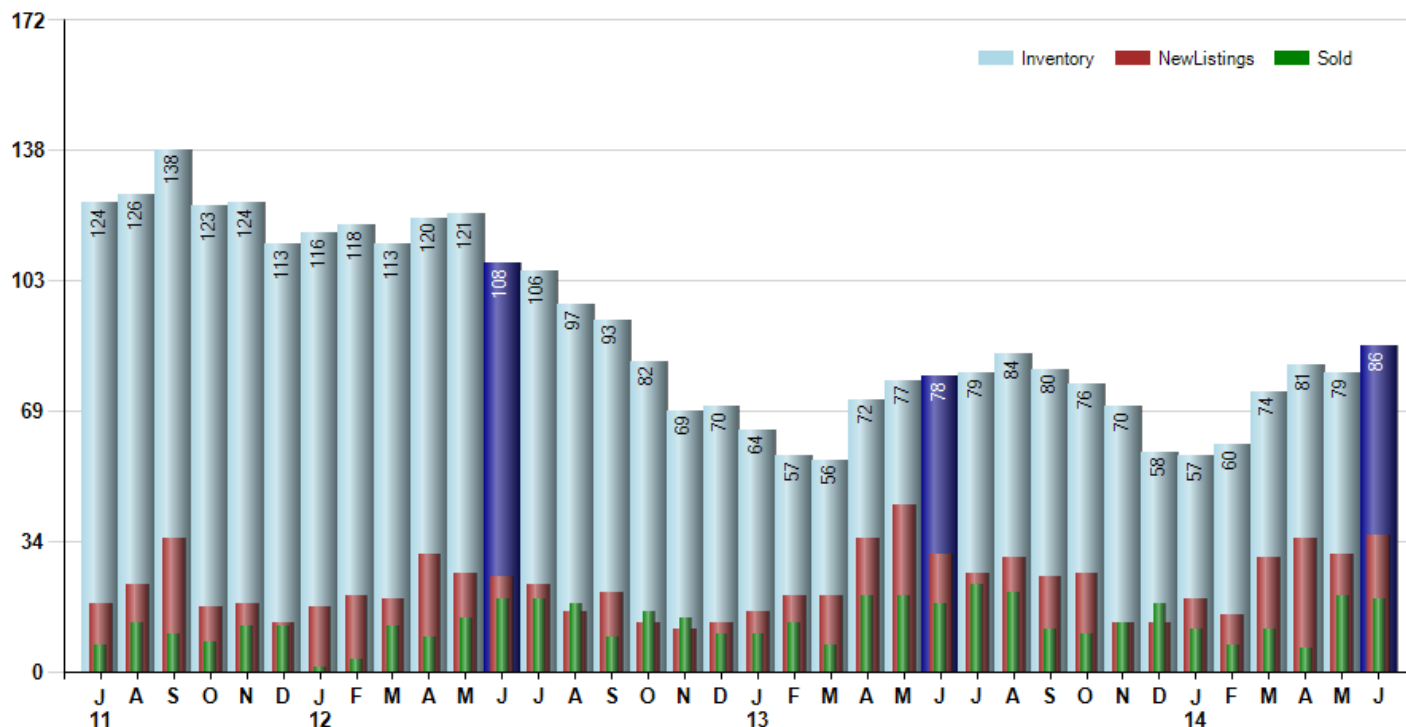
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### Inventory / New Listings / Sales

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 2014 was 36, up 16.1% from 31 last month and up 16.1% from 31 in June of last year.



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	J 11	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	F	M	A	M	J
Homes Sold	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	7	11	6	20	19
3 Mo. Roll Avg			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	12	10	8	12	15

(000's)	J 11	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	F	M	A	M	J
Median Sale Price	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	920	385	342	495	340
3 Mo. Roll Avg			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	583	563	549	407	392

	J 11	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	F	M	A	M	J
Inventory	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	70	58	57	60	74	81	79	86
MSI	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	5	9	7	14	4	5

	J 11	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	F	M	A	M	J
Days On Market	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	50	109	58	58	40
3 Mo. Roll Avg			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	56	73	72	75	52

	J 11	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	F	M	A	M	J
Price per Sq Ft	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	259	198	174	216	180
3 Mo. Roll Avg			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	223	225	210	196	190

	J 11	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	F	M	A	M	J
Sale to List Price	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	0.961	0.958	0.987	0.962	0.950
3 Mo. Roll Avg			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	0.939	0.947	0.969	0.969	0.966

	J 11	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	F	M	A	M	J
New Listings	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	15	30	35	31	36
Inventory	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	70	58	57	60	74	81	79	86
Sales	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	7	11	6	20	19

(000's)	J 11	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	F	M	A	M	J
Avg Sale Price	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	1,001	462	328	508	441
3 Mo. Roll Avg			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	718	680	597	433	426

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