

MLS Area: Lake Bluff



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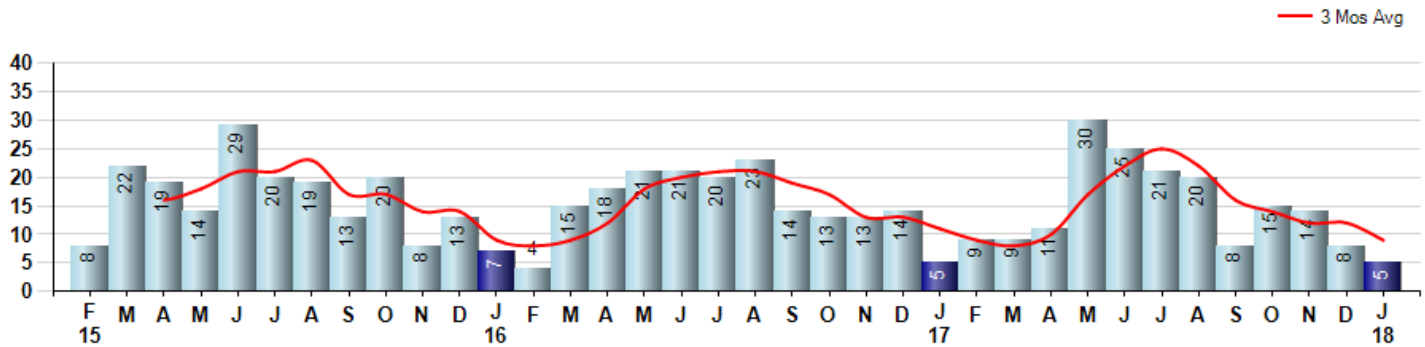
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|---|-----------|-------------------|-----|-----|----|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$649,000 | ↑ | | ↓ | | | | |
| Average List Price of all Current Listings | \$952,618 | ↔ | | ↑ | | | | |
| January Median Sales Price | \$423,000 | ↑ | ↑ | ↑ | ↓ | \$423,000 | ↑ | ↓ |
| January Average Sales Price | \$440,600 | ↑ | ↓ | ↓ | ↓ | \$440,600 | ↓ | ↓ |
| Total Properties Currently for Sale (Inventory) | 75 | ↑ | | ↓ | | | | |
| January Number of Properties Sold | 5 | ↓ | | ↔ | | 5 | ↔ | |
| January Average Days on Market (Solds) | 73 | ↑ | ↑ | ↓ | ↑ | 73 | ↓ | ↑ |
| January Month's Supply of Inventory | 15.0 | ↑ | ↑ | ↓ | ↑ | 15.0 | ↓ | ↑ |
| January Sale Price vs List Price Ratio | 94.5% | ↑ | ↑ | ↓ | ↑ | 94.5% | ↓ | ↑ |

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

Property Sales

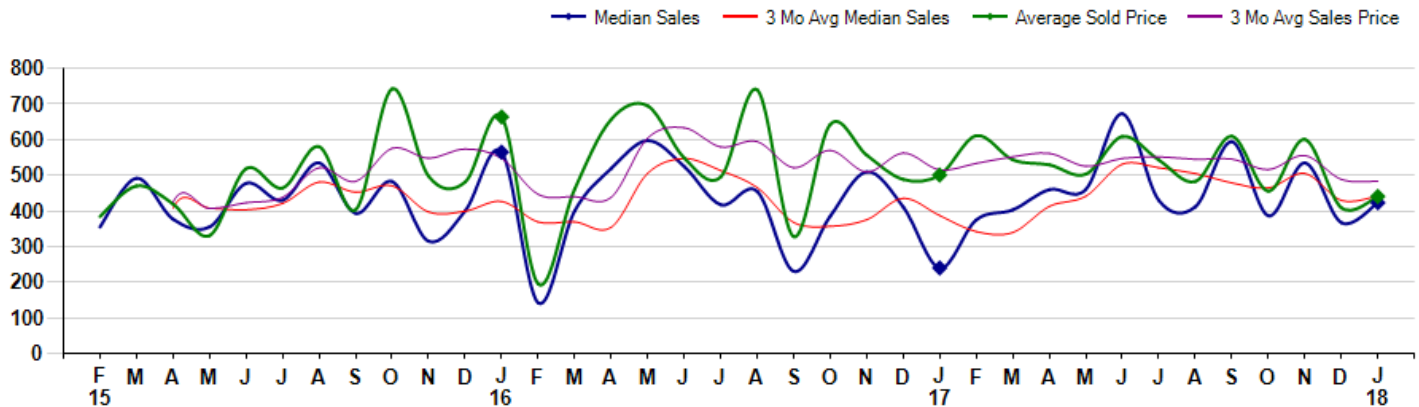
January Property sales were 5, equal to 5 in January of 2017 and -37.5% lower than the 8 sales last month. January 2018 sales were at their lowest level compared to January of 2017 and 2016. January YTD sales of 5 are running equal to last year's year-to-date sales of 5.



Prices

The Median Sales Price in January was \$423,000, up 76.3% from \$240,000 in January of 2017 and up 15.2% from \$367,250 last month. The Average Sales Price in January was \$440,600, down -12.0% from \$500,900 in January of 2017 and up 7.7% from \$409,138 last month. January 2018 ASP was at the lowest level compared to January of 2017 and 2016.

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



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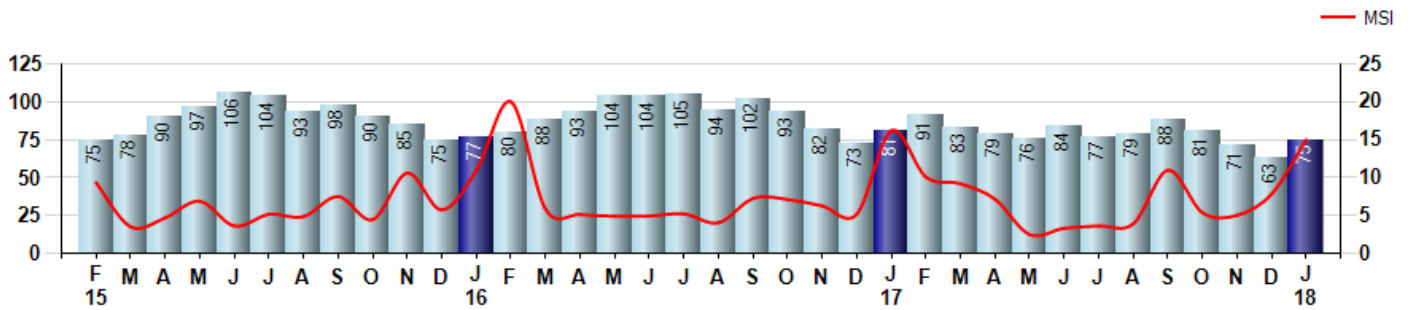
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 75, up 19.0% from 63 last month and down -7.4% from 81 in January of last year. January 2018 Inventory was at the lowest level compared to January of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2018 MSI of 15.0 months was at a mid range compared with January of 2017 and 2016.

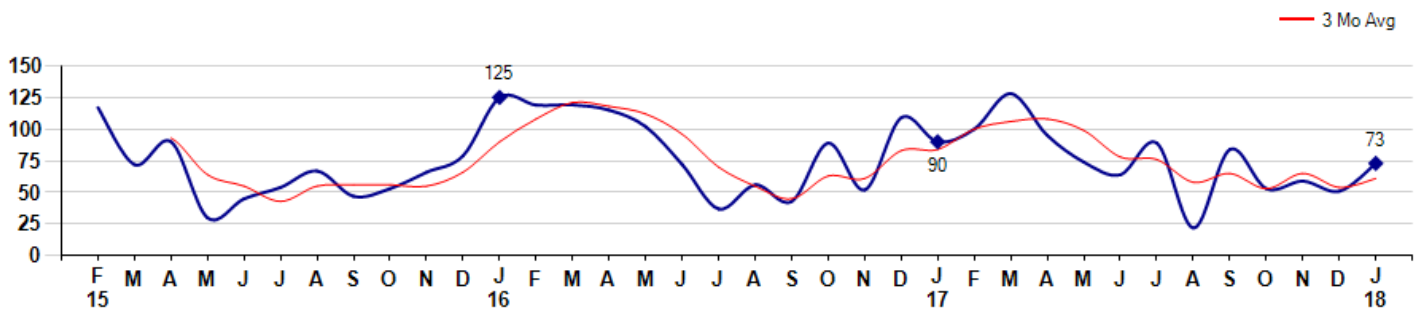
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 73, up 43.1% from 51 days last month and down -18.9% from 90 days in January of last year. The January 2018 DOM was at its lowest level compared with January of 2017 and 2016.

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



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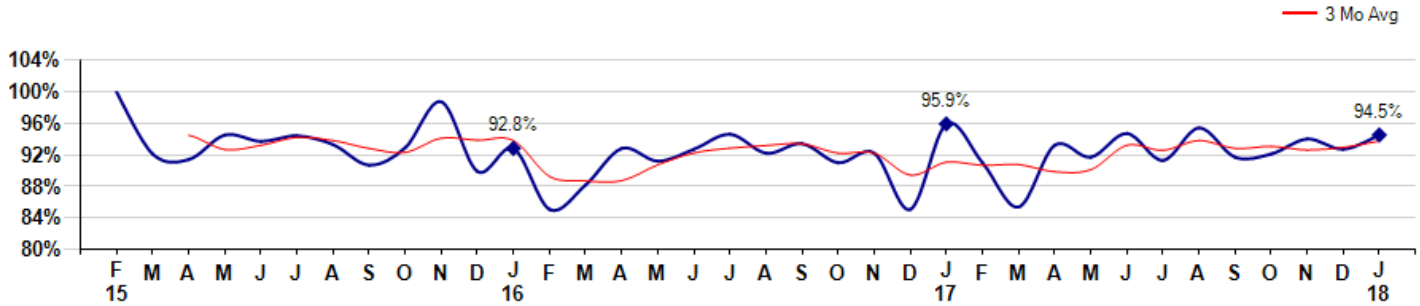


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Selling Price vs Listing Price

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 2018 Selling Price vs List Price of 94.5% was up from 92.7% last month and down from 95.9% in January of last year.

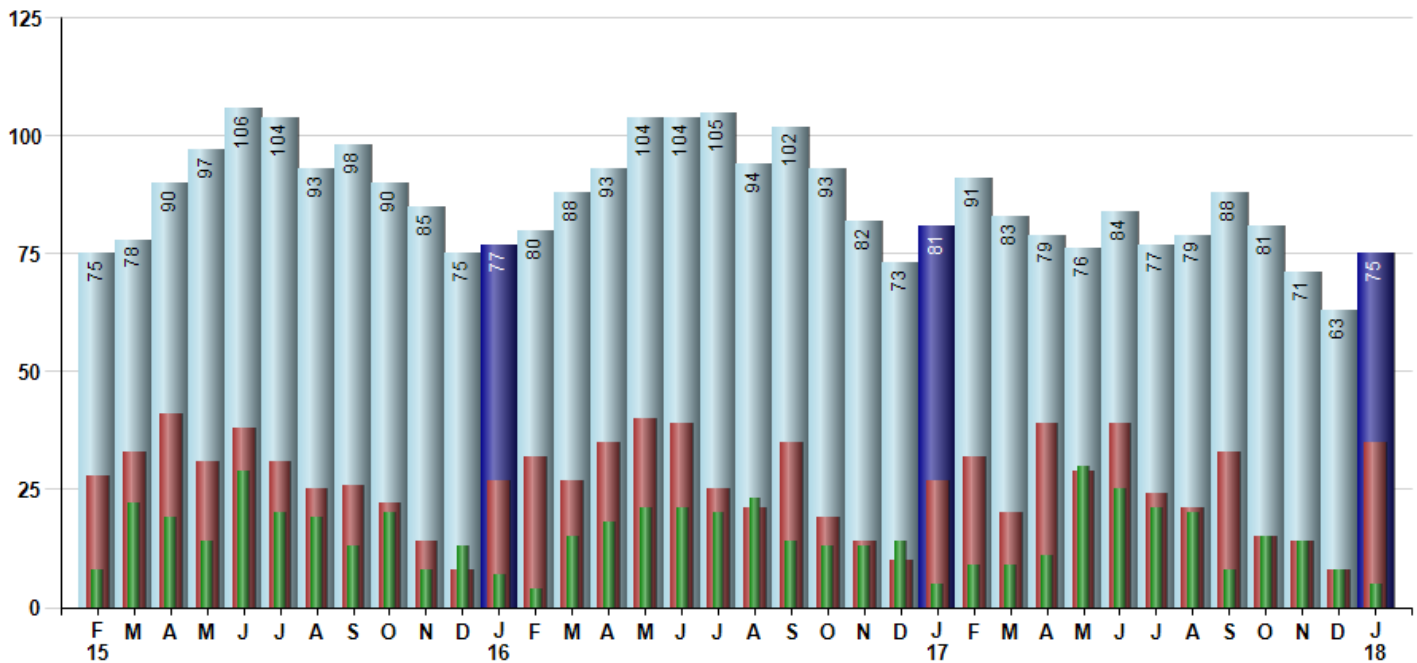
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2018 was 35, up 337.5% from 8 last month and up 29.6% from 27 in January of last year.

Inventory (light blue), New Listings (red), Sold (green)



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| | F 15 | M | A | M | J | J | A | S | O | N | D | J 16 | F | M | A | M | J | J | A | S | O | N | D | J 17 | F | M | A | M | J | J | A | S | O | N | D | J 18 |
|----------------|------|----|----|----|----|----|----|----|----|----|----|------|---|----|----|----|----|----|----|----|----|----|----|------|---|---|----|----|----|----|----|----|----|----|----|------|
| Homes Sold | 8 | 22 | 19 | 14 | 29 | 20 | 19 | 13 | 20 | 8 | 13 | 7 | 4 | 15 | 18 | 21 | 21 | 20 | 23 | 14 | 13 | 13 | 14 | 5 | 9 | 9 | 11 | 30 | 25 | 21 | 20 | 8 | 15 | 14 | 8 | 5 |
| 3 Mo. Roll Avg | | | 16 | 18 | 21 | 21 | 23 | 17 | 17 | 14 | 14 | 9 | 8 | 9 | 12 | 18 | 20 | 21 | 21 | 19 | 17 | 13 | 13 | 11 | 9 | 8 | 10 | 17 | 22 | 25 | 22 | 16 | 14 | 12 | 12 | 9 |

| | (000's) F 15 | M | A | M | J | J | A | S | O | N | D | J 16 | F | M | A | M | J | J | A | S | O | N | D | J 17 | F | M | A | M | J | J | A | S | O | N | D | J 18 |
|-------------------|--------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|
| Median Sale Price | 355 | 492 | 377 | 355 | 478 | 430 | 535 | 394 | 483 | 315 | 400 | 565 | 142 | 400 | 519 | 598 | 525 | 418 | 455 | 231 | 385 | 510 | 411 | 240 | 375 | 403 | 460 | 461 | 673 | 430 | 412 | 595 | 387 | 535 | 367 | 423 |
| 3 Mo. Roll Avg | | | 408 | 408 | 403 | 421 | 481 | 453 | 471 | 397 | 399 | 427 | 369 | 369 | 354 | 506 | 547 | 513 | 466 | 368 | 357 | 375 | 435 | 387 | 342 | 339 | 413 | 441 | 531 | 521 | 505 | 479 | 464 | 505 | 430 | 442 |

| | F 15 | M | A | M | J | J | A | S | O | N | D | J 16 | F | M | A | M | J | J | A | S | O | N | D | J 17 | F | M | A | M | J | J | A | S | O | N | D | J 18 |
|-----------|------|----|----|----|-----|-----|----|----|----|----|----|------|----|----|----|-----|-----|-----|----|-----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|
| Inventory | 75 | 78 | 90 | 97 | 106 | 104 | 93 | 98 | 90 | 85 | 75 | 77 | 80 | 88 | 93 | 104 | 104 | 105 | 94 | 102 | 93 | 82 | 73 | 81 | 91 | 83 | 79 | 76 | 84 | 77 | 79 | 88 | 81 | 71 | 63 | 75 |
| MSI | 9 | 4 | 5 | 7 | 4 | 5 | 5 | 8 | 5 | 11 | 6 | 11 | 20 | 6 | 5 | 5 | 5 | 5 | 4 | 7 | 7 | 6 | 5 | 16 | 10 | 9 | 7 | 3 | 3 | 4 | 4 | 11 | 5 | 5 | 8 | 15 |

| | F 15 | M | A | M | J | J | A | S | O | N | D | J 16 | F | M | A | M | J | J | A | S | O | N | D | J 17 | F | M | A | M | J | J | A | S | O | N | D | J 18 |
|----------------|------|----|----|----|----|----|----|----|----|----|----|------|-----|-----|-----|-----|----|----|----|----|----|----|-----|------|-----|-----|-----|----|----|----|----|----|----|----|----|------|
| Days On Market | 117 | 72 | 90 | 30 | 45 | 54 | 67 | 47 | 53 | 66 | 79 | 125 | 119 | 119 | 115 | 102 | 72 | 37 | 56 | 43 | 89 | 52 | 109 | 90 | 100 | 128 | 95 | 74 | 64 | 89 | 22 | 84 | 53 | 59 | 51 | 73 |
| 3 Mo. Roll Avg | | | 93 | 64 | 55 | 43 | 55 | 56 | 56 | 55 | 66 | 90 | 108 | 121 | 118 | 112 | 96 | 70 | 55 | 45 | 63 | 61 | 83 | 84 | 100 | 106 | 108 | 99 | 78 | 76 | 58 | 65 | 53 | 65 | 54 | 61 |

| | F 15 | M | A | M | J | J | A | S | O | N | D | J 16 | F | M | A | M | J | J | A | S | O | N | D | J 17 | F | M | A | M | J | J | A | S | O | N | D | J 18 |
|-----------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|
| Price per Sq Ft | 172 | 221 | 200 | 181 | 219 | 206 | 252 | 179 | 253 | 205 | 213 | 257 | 117 | 185 | 239 | 236 | 223 | 209 | 243 | 172 | 241 | 245 | 203 | 210 | 218 | 212 | 216 | 205 | 248 | 207 | 209 | 246 | 193 | 223 | 207 | 207 |
| 3 Mo. Roll Avg | | | 198 | 201 | 200 | 202 | 226 | 212 | 228 | 212 | 224 | 225 | 196 | 186 | 180 | 220 | 233 | 223 | 225 | 208 | 219 | 219 | 230 | 219 | 210 | 213 | 215 | 211 | 223 | 220 | 221 | 221 | 216 | 221 | 208 | 212 |

| | F 15 | M | A | M | J | J | A | S | O | N | D | J 16 | F | M | A | M | J | J | A | S | O | N | D | J 17 | F | M | A | M | J | J | A | S | O | N | D | J 18 |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 0.999 | 0.921 | 0.914 | 0.945 | 0.937 | 0.944 | 0.933 | 0.907 | 0.929 | 0.987 | 0.899 | 0.928 | 0.851 | 0.882 | 0.928 | 0.912 | 0.927 | 0.946 | 0.922 | 0.934 | 0.910 | 0.922 | 0.851 | 0.959 | 0.910 | 0.854 | 0.932 | 0.917 | 0.947 | 0.913 | 0.954 | 0.917 | 0.921 | 0.940 | 0.927 | 0.945 |
| 3 Mo. Roll Avg | | | 0.945 | 0.927 | 0.932 | 0.942 | 0.938 | 0.928 | 0.923 | 0.941 | 0.938 | 0.938 | 0.893 | 0.887 | 0.887 | 0.907 | 0.922 | 0.928 | 0.932 | 0.934 | 0.922 | 0.922 | 0.894 | 0.911 | 0.907 | 0.908 | 0.899 | 0.901 | 0.932 | 0.926 | 0.938 | 0.928 | 0.931 | 0.926 | 0.929 | 0.937 |

| | F 15 | M | A | M | J | J | A | S | O | N | D | J 16 | F | M | A | M | J | J | A | S | O | N | D | J 17 | F | M | A | M | J | J | A | S | O | N | D | J 18 |
|--------------|------|----|----|----|-----|-----|----|----|----|----|----|------|----|----|----|-----|-----|-----|----|-----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|
| New Listings | 28 | 33 | 41 | 31 | 38 | 31 | 25 | 26 | 22 | 14 | 8 | 27 | 32 | 27 | 35 | 40 | 39 | 25 | 21 | 35 | 19 | 14 | 10 | 27 | 32 | 20 | 39 | 29 | 39 | 24 | 21 | 33 | 15 | 14 | 8 | 35 |
| Inventory | 75 | 78 | 90 | 97 | 106 | 104 | 93 | 98 | 90 | 85 | 75 | 77 | 80 | 88 | 93 | 104 | 104 | 105 | 94 | 102 | 93 | 82 | 73 | 81 | 91 | 83 | 79 | 76 | 84 | 77 | 79 | 88 | 81 | 71 | 63 | 75 |
| Sales | 8 | 22 | 19 | 14 | 29 | 20 | 19 | 13 | 20 | 8 | 13 | 7 | 4 | 15 | 18 | 21 | 21 | 20 | 23 | 14 | 13 | 13 | 14 | 5 | 9 | 9 | 11 | 30 | 25 | 21 | 20 | 8 | 15 | 14 | 8 | 5 |

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| Avg Sale Price | 385 | 470 | 420 | 331 | 519 | 464 | 581 | 403 | 743 | 498 | 481 | 664 | 195 | 461 | 657 | 695 | 549 | 495 | 740 | 328 | 643 | 557 | 488 | 501 | 612 | 544 | 530 | 503 | 609 | 543 | 483 | 610 | 456 | 601 | 409 | 441 |
| 3 Mo. Roll Avg | | | 425 | 407 | 423 | 438 | 521 | 483 | 576 | 548 | 574 | 547 | 447 | 440 | 438 | 604 | 634 | 580 | 595 | 521 | 570 | 509 | 563 | 515 | 534 | 552 | 562 | 526 | 547 | 552 | 545 | 545 | 516 | 556 | 489 | 484 |

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