

MLS Area: Lake Bluff



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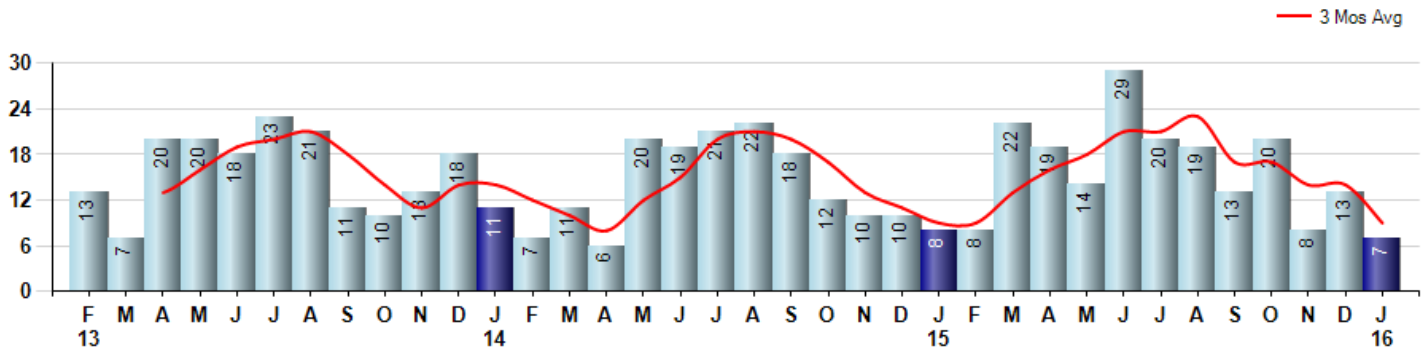
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

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	\$934,875	↓		↓				
January Median Sales Price	\$565,000	↑	↑	↑	↑	\$565,000	↑	↑
January Average Sales Price	\$663,929	↑	↑	↑	↑	\$663,929	↑	↑
Total Properties Currently for Sale (Inventory)	73	↓		↓				
January Number of Properties Sold	7	↓		↓		7	→	
January Average Days on Market (Solds)	125	↑	↑	↑	↑	125	↑	↑
January Month's Supply of Inventory	10.4	↑	↑	↑	↑	10.4	↑	↑
January Sale Price vs List Price Ratio	95.6%	↑	↑	↑	↑	94.6%	↑	↓

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

Property Sales

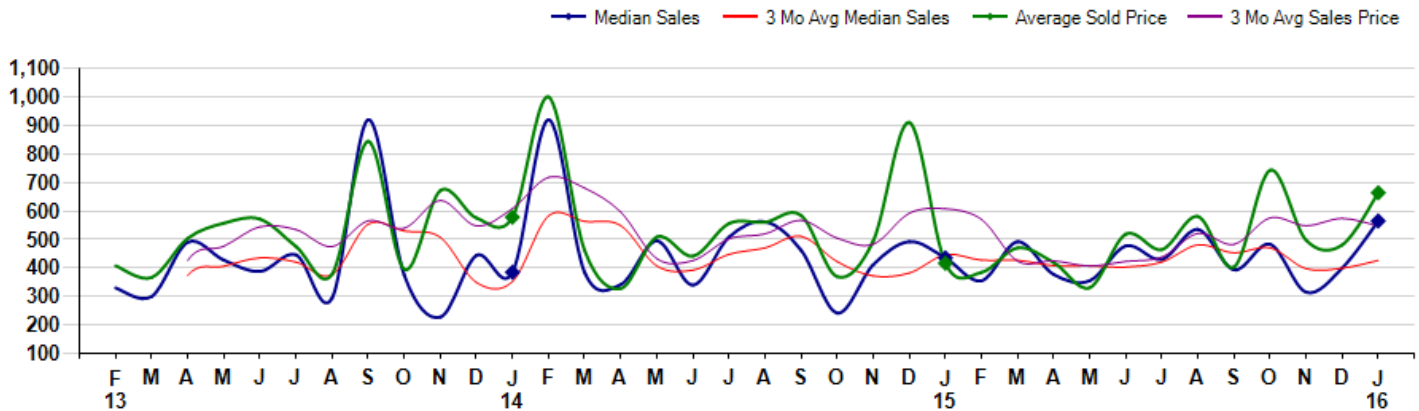
January Property sales were 7, down -12.5% from 8 in January of 2015 and -46.2% lower than the 13 sales last month. January 2016 sales were at their lowest level compared to January of 2015 and 2014. January YTD sales of 7 are running -12.5% behind last year's year-to-date sales of 8.



Prices

The Median Sales Price in January was \$565,000, up 29.9% from \$435,000 in January of 2015 and up 41.3% from \$400,000 last month. The Average Sales Price in January was \$663,929, up 59.5% from \$416,250 in January of 2015 and up 38.1% from \$480,839 last month. January 2016 ASP was at highest level compared to January of 2015 and 2014.

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



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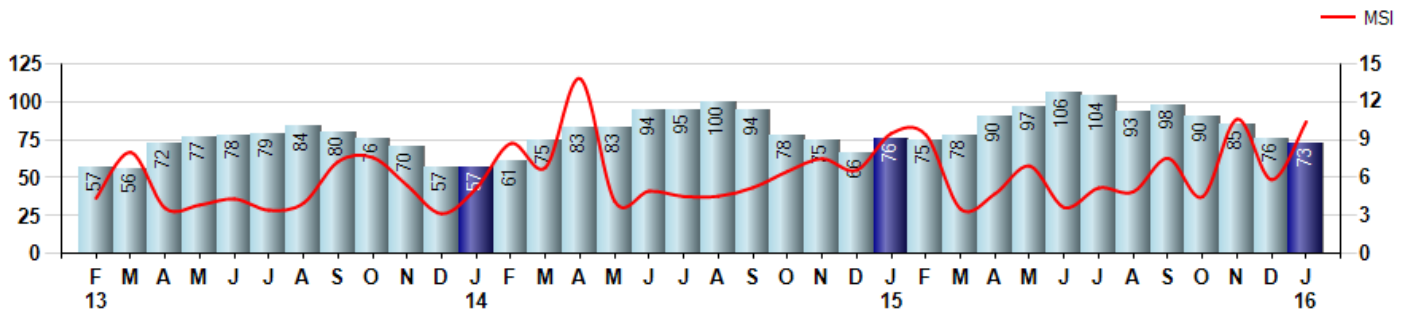
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 73, down -3.9% from 76 last month and down -3.9% from 76 in January of last year. January 2016 Inventory was at a mid range compared to January of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2016 MSI of 10.4 months was at its highest level compared with January of 2015 and 2014.

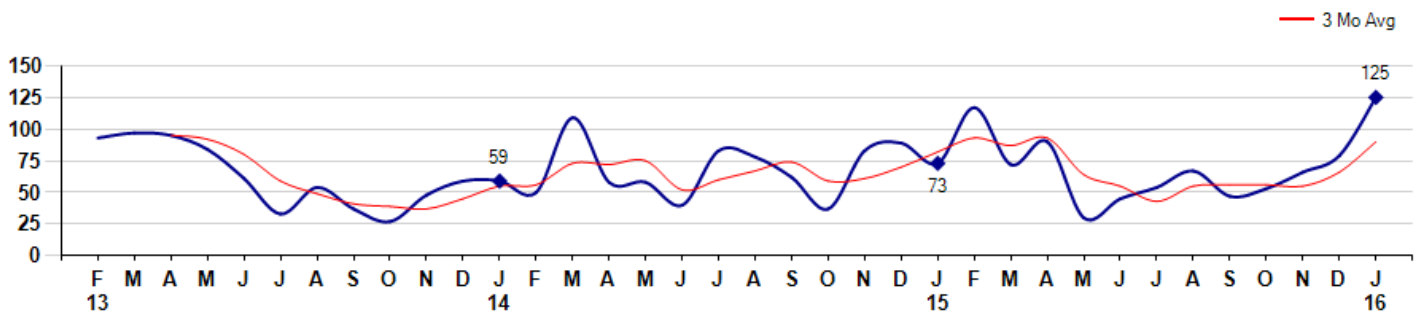
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 125, up 58.2% from 79 days last month and up 71.2% from 73 days in January of last year. The January 2016 DOM was at its highest level compared with January of 2015 and 2014.

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



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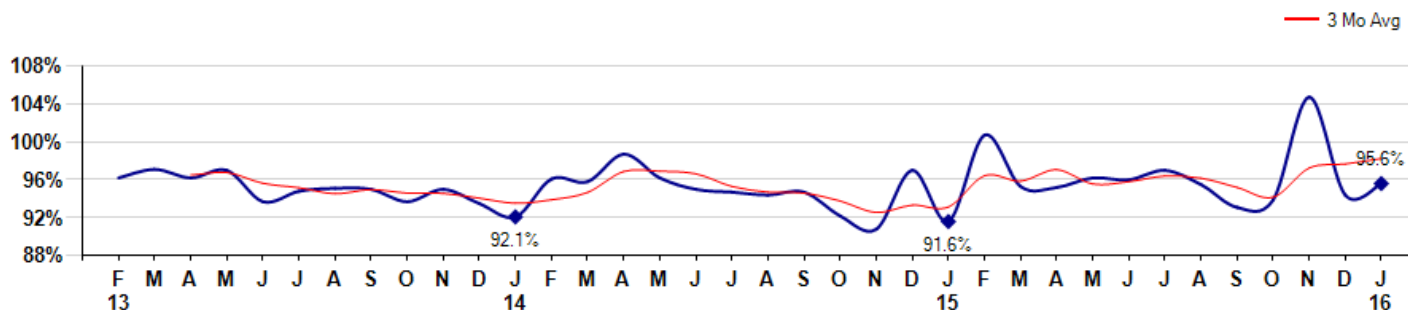


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Selling Price vs Listing Price

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 2016 Selling Price vs List Price of 95.6% was up from 94.4% last month and up from 91.6% in January of last year.

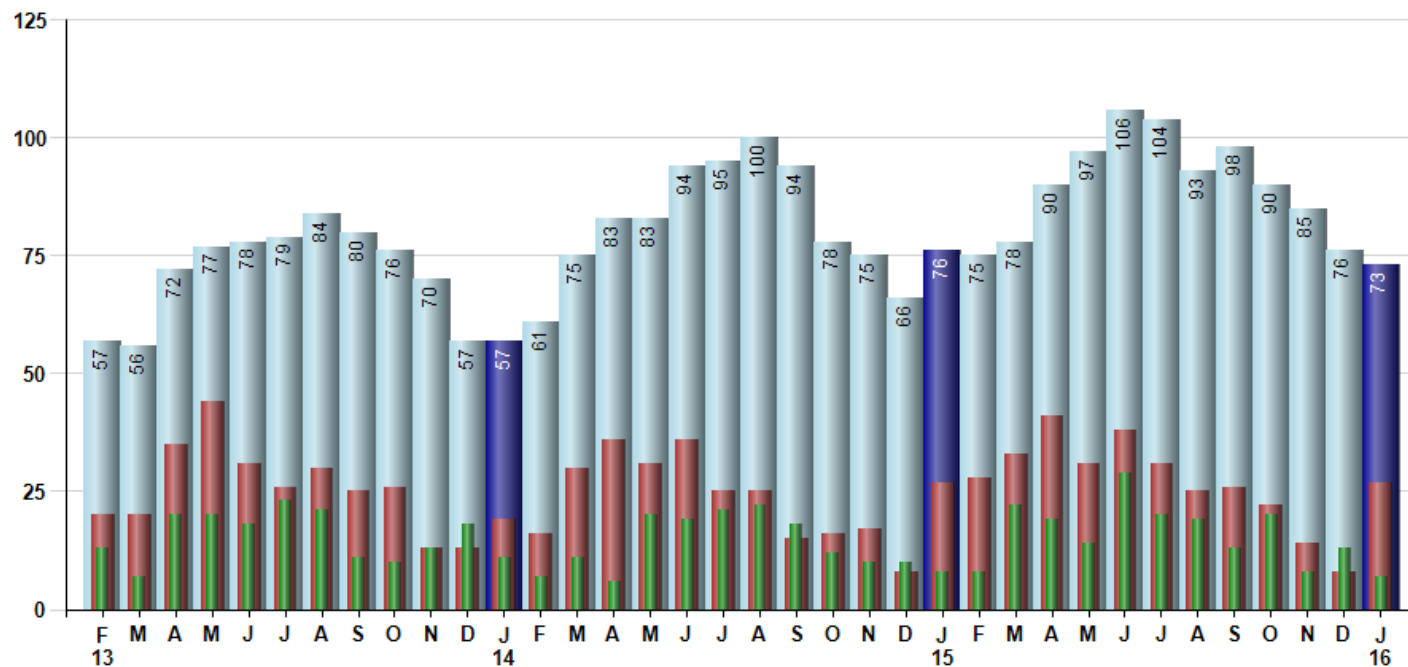
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2016 was 27, up 237.5% from 8 last month and equal to 27 in January of last year.

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



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MARKET ACTION REPORT

January 2016

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	F 13	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16
Homes Sold	13	7	20	20	18	23	21	11	10	13	18	11	7	11	6	20	19	21	22	18	12	10	10	8	8	22	19	14	29	20	19	13	20	8	13	7
3 Mo. Roll Avg			13	16	19	20	21	18	14	11	14	14	12	10	8	12	15	20	21	20	17	13	11	9	9	13	16	18	21	21	23	17	17	14	14	9

	(000's) F 13	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16
Median Sale Price	330	300	491	428	388	446	294	920	375	228	444	385	920	385	342	495	340	508	562	463	242	411	493	435	355	492	377	355	478	430	535	394	483	315	400	565
3 Mo. Roll Avg			373	406	435	420	376	553	530	508	349	352	583	563	549	407	392	448	470	511	422	372	382	446	428	427	408	408	403	421	481	453	471	397	399	427

	F 13	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16
Inventory	57	56	72	77	78	79	84	80	76	70	57	57	61	75	83	83	94	95	100	94	78	75	66	76	75	78	90	97	106	104	93	98	90	85	76	73
MSI	4	8	4	4	4	3	4	7	8	5	3	5	9	7	14	4	5	5	5	5	7	8	7	10	9	4	5	7	4	5	5	8	5	11	6	10

	F 13	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16
Days On Market	93	97	95	84	61	33	54	37	27	48	59	59	50	109	58	58	40	83	78	62	37	83	89	73	117	72	90	30	45	54	67	47	53	66	79	125
3 Mo. Roll Avg			95	92	80	59	49	41	39	37	45	55	56	73	72	75	52	60	67	74	59	61	70	82	93	87	93	64	55	43	55	56	56	55	66	90

	F 13	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16
Price per Sq Ft	168	181	214	198	175	196	173	316	205	190	192	218	259	198	174	216	180	193	230	231	171	192	247	188	172	221	200	181	219	206	252	179	253	205	213	257
3 Mo. Roll Avg			188	198	196	190	181	228	231	237	196	200	223	225	210	196	190	196	201	218	211	198	203	209	202	194	198	201	200	202	226	212	228	212	224	225

	F 13	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16
Sale to List Price	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	0.947	0.944	0.947	0.922	0.908	0.970	0.916	1.007	0.953	0.952	0.962	0.960	0.970	0.955	0.931	0.939	1.047	0.944	0.956
3 Mo. Roll Avg			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	0.953	0.947	0.946	0.938	0.926	0.933	0.931	0.964	0.959	0.971	0.956	0.958	0.964	0.962	0.952	0.942	0.972	0.977	0.982

	F 13	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16
New Listings	20	20	35	44	31	26	30	25	26	13	13	19	16	30	36	31	36	25	25	15	16	17	8	27	28	33	41	31	38	31	25	26	22	14	8	27
Inventory	57	56	72	77	78	79	84	80	76	70	57	57	61	75	83	83	94	95	100	94	78	75	66	76	75	78	90	97	106	104	93	98	90	85	76	73
Sales	13	7	20	20	18	23	21	11	10	13	18	11	7	11	6	20	19	21	22	18	12	10	10	8	8	22	19	14	29	20	19	13	20	8	13	7

	(000's) F 13	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16
Avg Sale Price	408	367	504	557	571	475	378	844	395	672	576	578	1,001	462	328	508	441	556	561	584	369	495	911	416	385	470	420	331	519	464	581	403	743	498	481	664
3 Mo. Roll Avg			426	476	544	535	475	566	539	637	547	608	718	680	597	433	426	502	519	567	505	483	592	608	571	424	425	407	423	438	521	483	576	548	574	547

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