

MLS Area: Lake Bluff



ART WILSON

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com



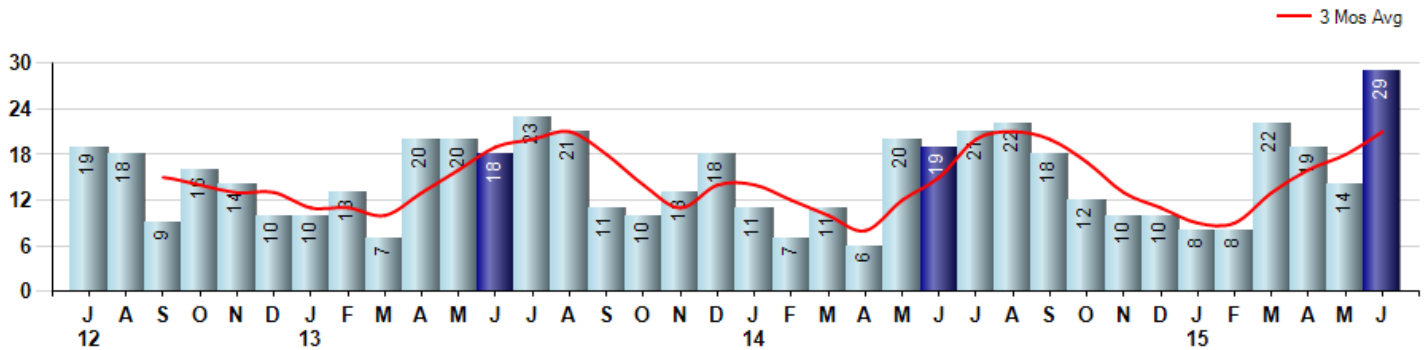
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$731,500	↓		↑				
Average List Price of all Current Listings	\$1,214,802	↓		↑				
June Median Sales Price	\$477,500	↑	↑	↑	↑	\$420,000	↑	↓
June Average Sales Price	\$518,633	↑	↑	↑	↓	\$443,973	↓	↓
Total Properties Currently for Sale (Inventory)	104	↑		↑				
June Number of Properties Sold	29	↑		↑		100	↑	
June Average Days on Market (Solds)	45	↑	↓	↑	↓	65	↑	↓
June Month's Supply of Inventory	3.6	↓	↓	↓	↓	6.1	↓	↓
June Sale Price vs List Price Ratio	96.0%	↓	↑	↑	↑	95.8%	↑	↑

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

Property Sales

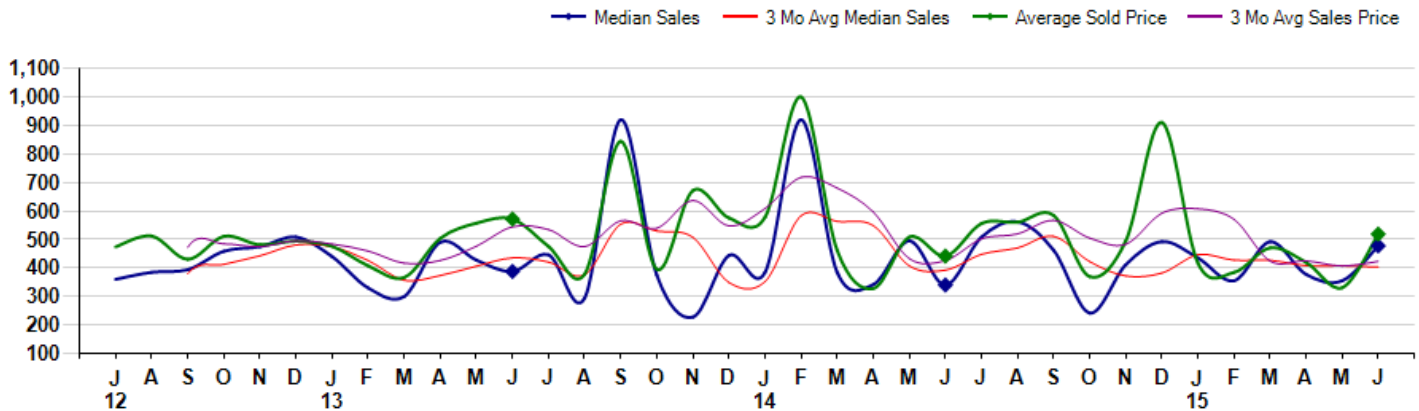
June Property sales were 29, up 52.6% from 19 in June of 2014 and 107.1% higher than the 14 sales last month. June 2015 sales were at their highest level compared to June of 2014 and 2013. June YTD sales of 100 are running 35.1% ahead of last year's year-to-date sales of 74.



Prices

The Median Sales Price in June was \$477,500, up 40.4% from \$340,000 in June of 2014 and up 34.5% from \$354,975 last month. The Average Sales Price in June was \$518,633, up 17.5% from \$441,363 in June of 2014 and up 56.8% from \$330,729 last month. June 2015 ASP was at a mid range compared to June of 2014 and 2013.

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



© 2015 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 7/1/2012 through 6/30/2015. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



MLS Area: Lake Bluff



ART WILSON

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com



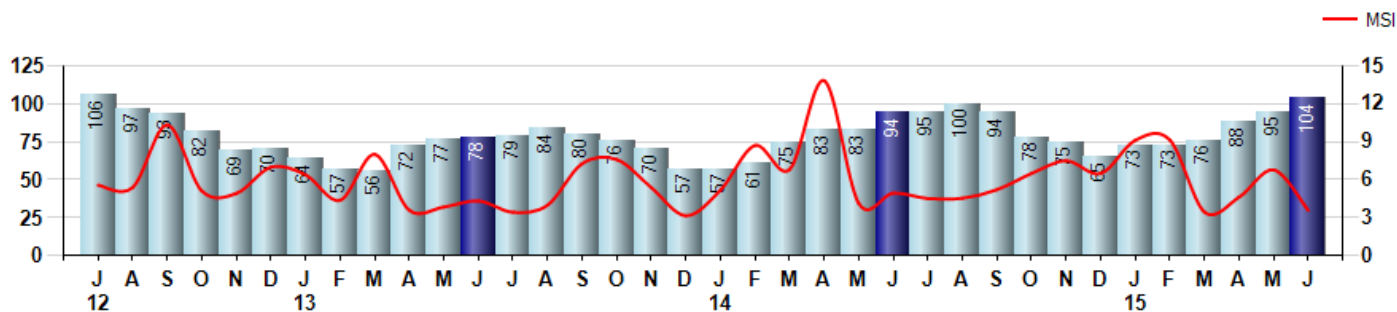
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of June was 104, up 9.5% from 95 last month and up 10.6% from 94 in June of last year. June 2015 Inventory was at highest level compared to June of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2015 MSI of 3.6 months was at its lowest level compared with June of 2014 and 2013.

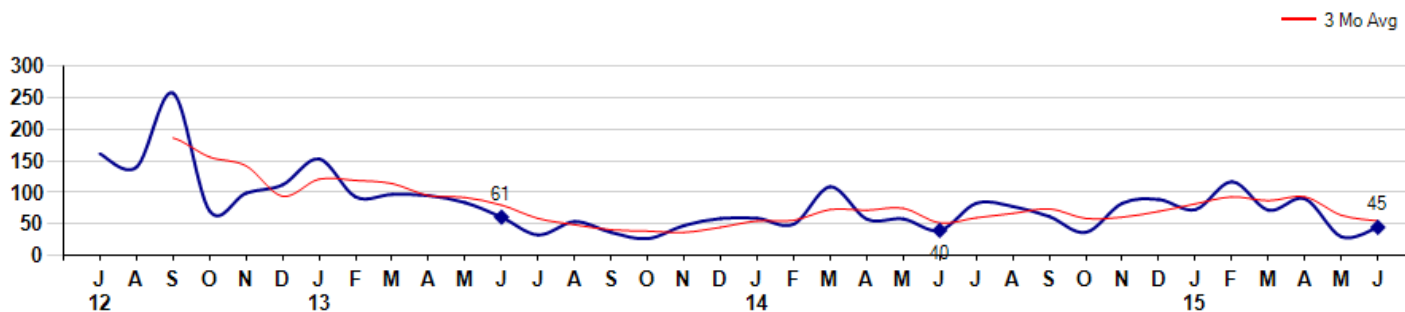
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 45, up 50.0% from 30 days last month and up 12.5% from 40 days in June of last year. The June 2015 DOM was at a mid range compared with June of 2014 and 2013.

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



© 2015 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 7/1/2012 through 6/30/2015. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



MLS Area: Lake Bluff



ART WILSON
 Broker, Realtor
 847-363-1599
 www.NorthShoreHomesOnline.com
 Art.Wilson@cbexchange.com

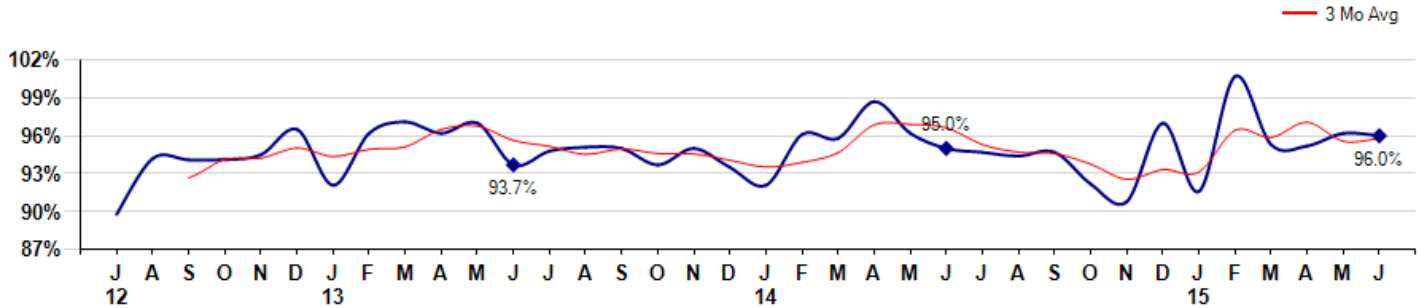


Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

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 2015 Selling Price vs List Price of 96.0% was down from 96.2% last month and up from 95.0% in June of last year.

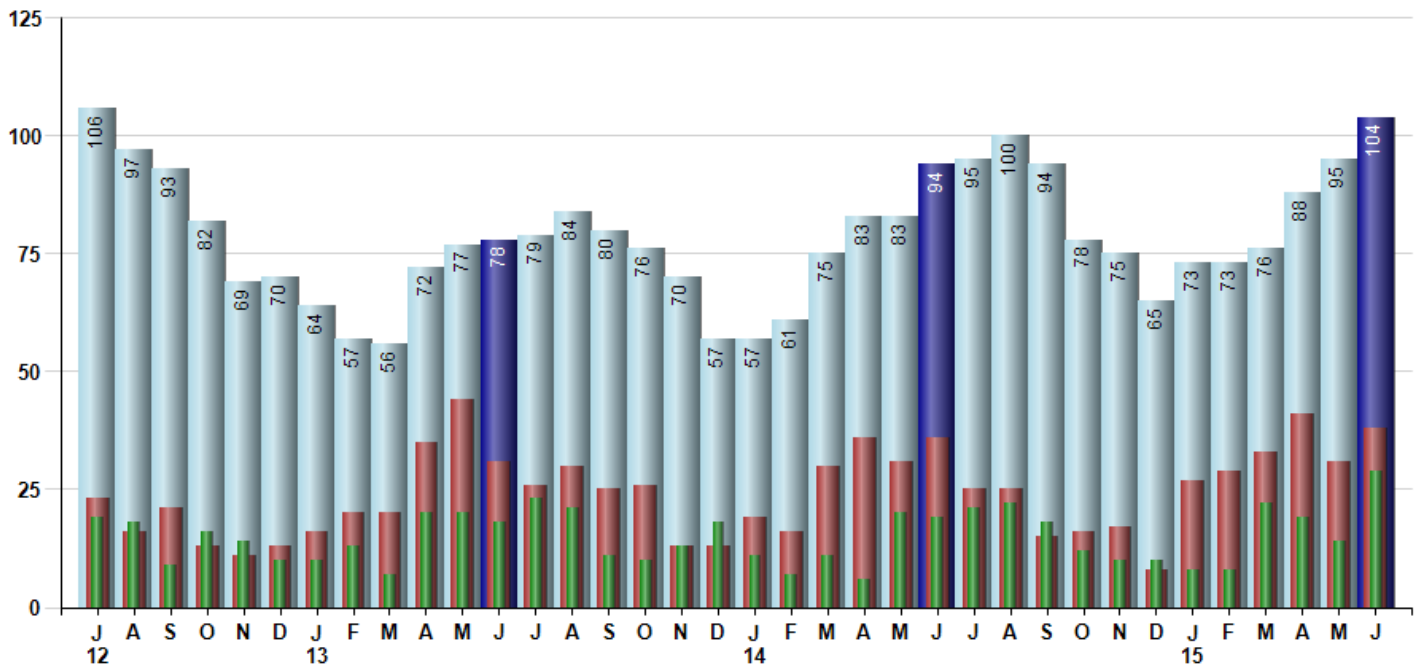
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 June 2015 was 38, up 22.6% from 31 last month and up 5.6% from 36 in June of last year.

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



© 2015 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 7/1/2012 through 6/30/2015. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



MLS Area: Lake Bluff



ART WILSON
 Broker, Realtor
 847-363-1599
 www.NorthShoreHomesOnline.com
 Art.Wilson@cbexchange.com



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

	J 12	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	J	A	S	O	N	D	J 15	F	M	A	M	J
Homes Sold	19	18	9	16	14	10	10	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
3 Mo. Roll Avg			15	14	13	13	11	11	10	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

	(000's) J 12	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	J	A	S	O	N	D	J 15	F	M	A	M	J
Median Sale Price	360	385	394	459	475	509	440	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
3 Mo. Roll Avg			380	413	442	481	474	426	357	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

	J 12	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	J	A	S	O	N	D	J 15	F	M	A	M	J
Inventory	106	97	93	82	69	70	64	57	56	72	77	78	79	84	80	76	70	57	57	61	75	83	83	94	95	100	94	78	75	65	73	73	76	88	95	104
MSI	6	5	10	5	5	7	6	4	8	4	4	4	3	4	7	8	5	3	5	9	7	14	4	5	5	5	5	7	8	7	9	9	3	5	7	4

	J 12	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	J	A	S	O	N	D	J 15	F	M	A	M	J
Days On Market	161	140	257	71	99	112	153	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
3 Mo. Roll Avg			186	156	142	94	121	119	114	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

	J 12	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	J	A	S	O	N	D	J 15	F	M	A	M	J
Price per Sq Ft	196	207	183	203	186	190	199	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
3 Mo. Roll Avg			195	198	191	193	192	186	183	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

	J 12	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	J	A	S	O	N	D	J 15	F	M	A	M	J
Sale to List Price	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	0.947	0.944	0.947	0.922	0.908	0.970	0.916	1.007	0.953	0.952	0.962	0.960
3 Mo. Roll Avg			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	0.953	0.947	0.946	0.938	0.926	0.933	0.931	0.964	0.959	0.971	0.956	0.958

	J 12	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	J	A	S	O	N	D	J 15	F	M	A	M	J
New Listings	23	16	21	13	11	13	16	20	20	35	44	31	26	30	25	26	13	13	19	16	30	36	31	36	25	25	15	16	17	8	27	29	33	41	31	38
Inventory	106	97	93	82	69	70	64	57	56	72	77	78	79	84	80	76	70	57	57	61	75	83	83	94	95	100	94	78	75	65	73	73	76	88	95	104
Sales	19	18	9	16	14	10	10	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

	(000's) J 12	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	J	A	S	O	N	D	J 15	F	M	A	M	J
Avg Sale Price	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	556	561	584	369	495	911	416	385	470	420	331	519
3 Mo. Roll Avg			472	485	474	495	484	459	417	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

© 2015 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 7/1/2012 through 6/30/2015. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.

