

MLS Area: Lake Bluff



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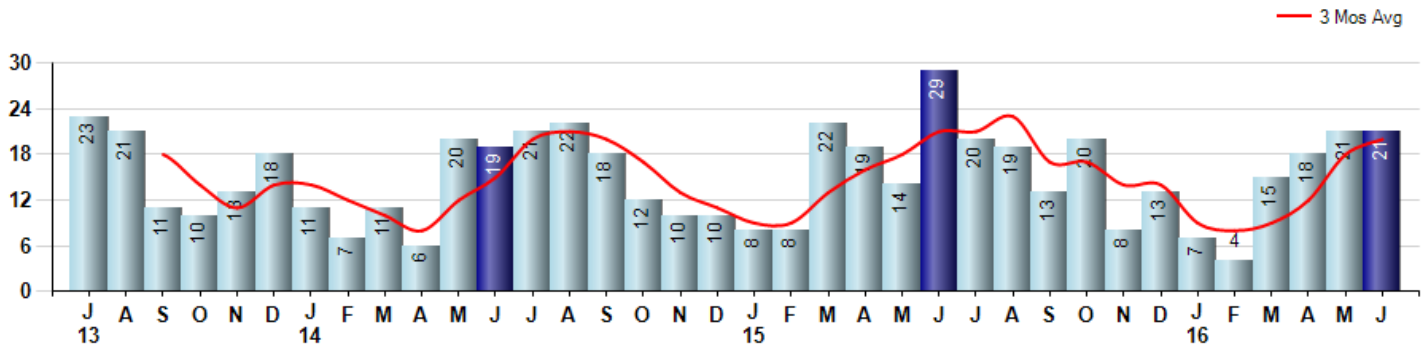
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|---|-----------|-------------------|-----|-----|----|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$639,500 | ↓ | | ↓ | | | | |
| Average List Price of all Current Listings | \$972,561 | ↔ | | ↓ | | | | |
| June Median Sales Price | \$525,000 | ↓ | ↔ | ↑ | ↑ | \$517,500 | ↑ | ↑ |
| June Average Sales Price | \$548,571 | ↓ | ↓ | ↑ | ↑ | \$584,758 | ↑ | ↑ |
| Total Properties Currently for Sale (Inventory) | 102 | ↔ | | ↓ | | | | |
| June Number of Properties Sold | 21 | ↔ | | ↓ | | 86 | ↓ | |
| June Average Days on Market (Solds) | 72 | ↓ | ↓ | ↑ | ↑ | 103 | ↑ | ↑ |
| June Month's Supply of Inventory | 4.9 | ↔ | ↓ | ↑ | ↓ | 8.5 | ↑ | ↑ |
| June Sale Price vs List Price Ratio | 95.8% | ↑ | ↑ | ↓ | ↑ | 95.0% | ↓ | ↔ |

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

Property Sales

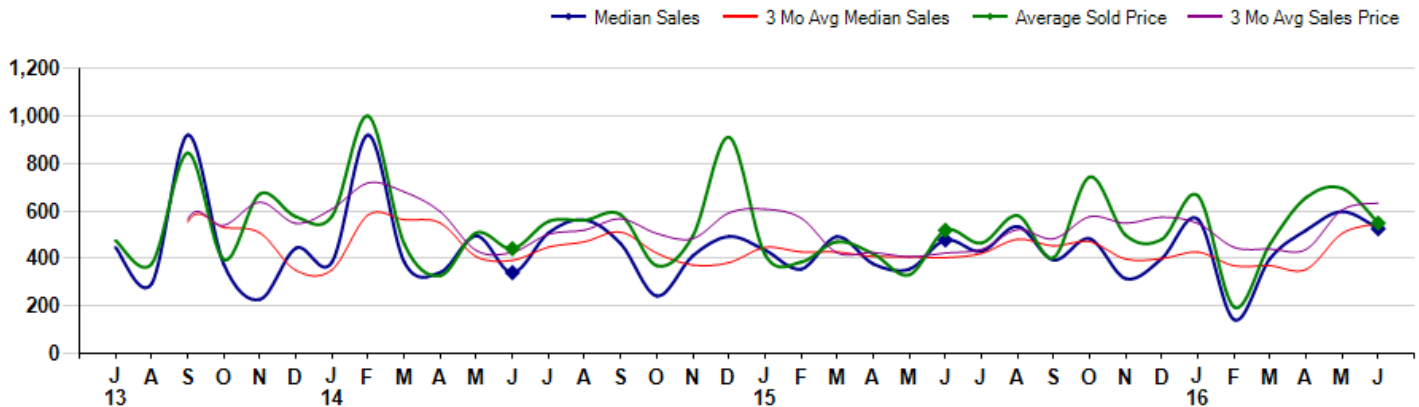
June Property sales were 21, down -27.6% from 29 in June of 2015 and equal to 0.0% 21 sales last month. June 2016 sales were at a mid level compared to June of 2015 and 2014. June YTD sales of 86 are running -14.0% behind last year's year-to-date sales of 100.



Prices

The Median Sales Price in June was \$525,000, up 9.9% from \$477,500 in June of 2015 and down -12.1% from \$597,500 last month. The Average Sales Price in June was \$548,571, up 5.8% from \$518,633 in June of 2015 and down -21.1% from \$695,167 last month. June 2016 ASP was at highest level compared to June of 2015 and 2014.

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



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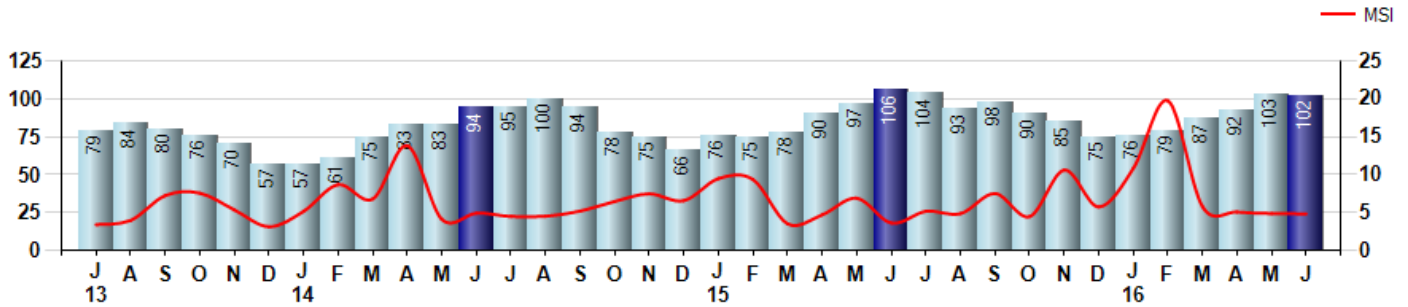
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Inventory & MSI

The Total Inventory of Properties available for sale as of June was 102, down -1.0% from 103 last month and down -3.8% from 106 in June of last year. June 2016 Inventory was at a mid range compared to June of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2016 MSI of 4.9 months was at a mid range compared with June of 2015 and 2014.

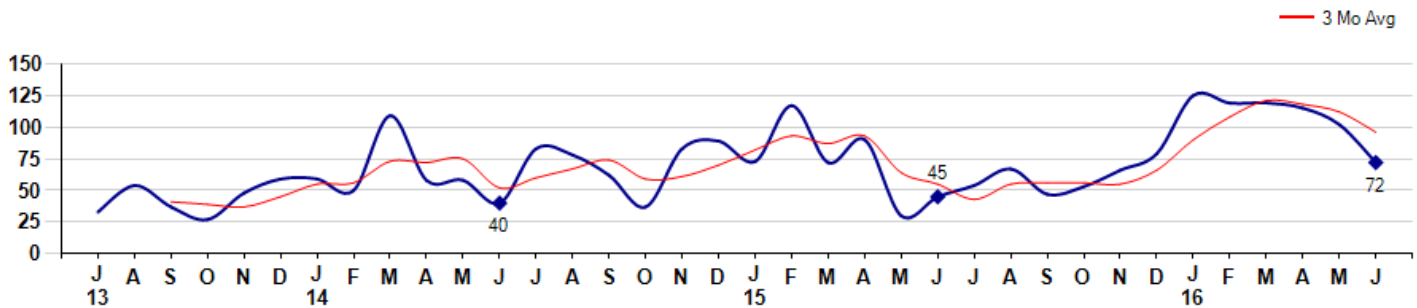
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 June was 72, down -29.4% from 102 days last month and up 60.0% from 45 days in June of last year. The June 2016 DOM was at its highest level compared with June of 2015 and 2014.

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



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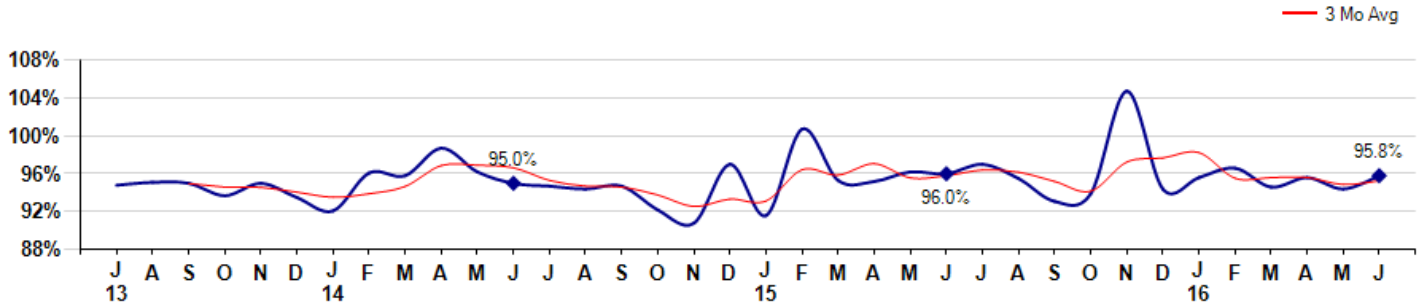


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Selling Price vs Listing Price

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 June 2016 Selling Price vs List Price of 95.8% was up from 94.4% last month and down from 96.0% in June of last year.

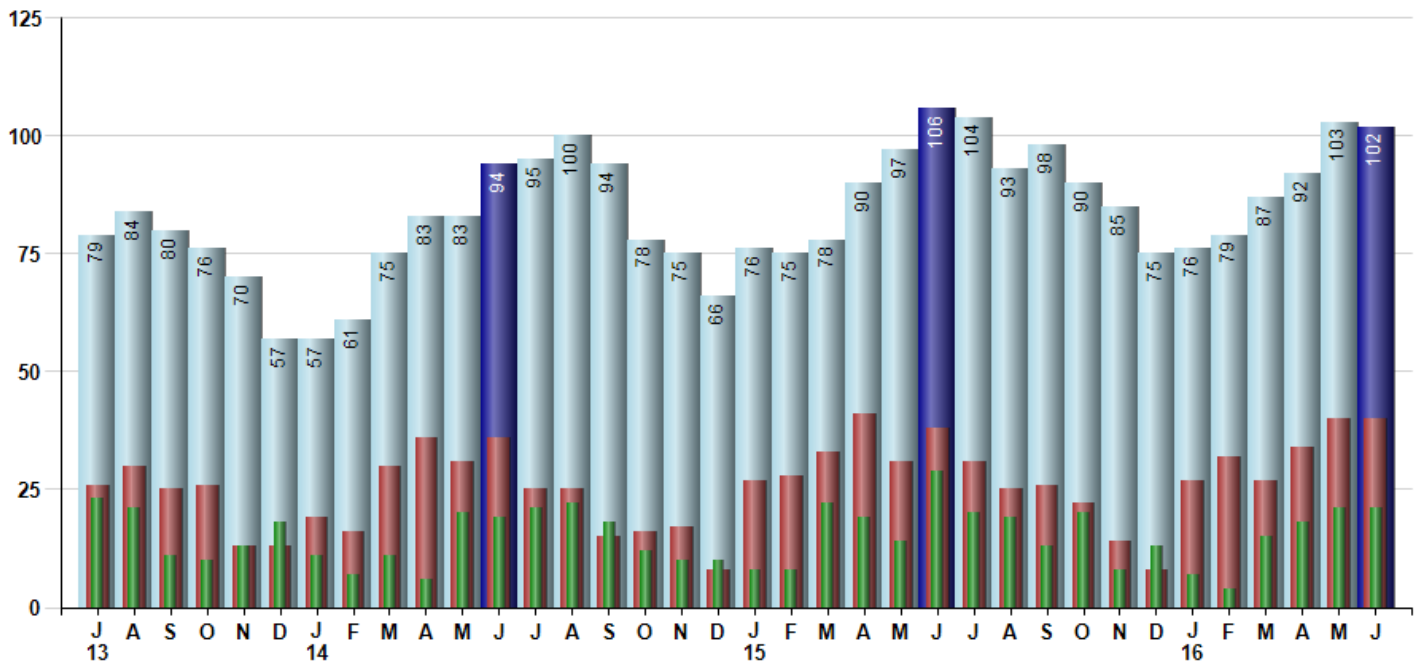
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2016 was 40, equal to 40 last month and up 5.3% from 38 in June of last year.

Inventory New Listings Sold



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MARKET ACTION REPORT

June 2016

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| | J 13 | 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 | F | M | A | M | J |
|----------------|------|----|----|----|----|----|------|----|----|---|----|----|----|----|----|----|----|----|------|---|----|----|----|----|----|----|----|----|----|----|------|---|----|----|----|----|
| Homes Sold | 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 | 4 | 15 | 18 | 21 | 21 |
| 3 Mo. Roll Avg | | | 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 | 8 | 9 | 12 | 18 | 20 |

| | (000's) J 13 | 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 | F | M | A | M | J |
|-------------------|--------------|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|
| Median Sale Price | 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 | 142 | 400 | 519 | 598 | 525 |
| 3 Mo. Roll Avg | | | 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 | 369 | 369 | 354 | 506 | 547 |

| | J 13 | 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 | F | M | A | M | J |
|-----------|------|----|----|----|----|----|------|----|----|----|----|----|----|-----|----|----|----|----|------|----|----|----|----|-----|-----|----|----|----|----|----|------|----|----|----|-----|-----|
| Inventory | 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 | 75 | 76 | 79 | 87 | 92 | 103 | 102 |
| MSI | 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 | 11 | 20 | 6 | 5 | 5 | 5 |

| | J 13 | 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 | F | M | A | M | J |
|----------------|------|----|----|----|----|----|------|----|-----|----|----|----|----|----|----|----|----|----|------|-----|----|----|----|----|----|----|----|----|----|----|------|-----|-----|-----|-----|----|
| Days On Market | 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 | 119 | 119 | 115 | 102 | 72 |
| 3 Mo. Roll Avg | | | 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 | 108 | 121 | 118 | 112 | 96 |

| | J 13 | 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 | F | M | A | M | J |
|-----------------|------|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|
| Price per Sq Ft | 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 | 117 | 185 | 239 | 236 | 223 |
| 3 Mo. Roll Avg | | | 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 | 196 | 186 | 180 | 220 | 233 |

| | J 13 | 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 | F | M | A | M | J |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.966 | 0.946 | 0.956 | 0.944 | 0.958 |
| 3 Mo. Roll Avg | | | 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 | 0.955 | 0.956 | 0.956 | 0.949 | 0.953 |

| | J 13 | 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 | F | M | A | M | J |
|--------------|------|----|----|----|----|----|------|----|----|----|----|----|----|-----|----|----|----|----|------|----|----|----|----|-----|-----|----|----|----|----|----|------|----|----|----|-----|-----|
| New Listings | 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 | 32 | 27 | 34 | 40 | 40 |
| Inventory | 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 | 75 | 76 | 79 | 87 | 92 | 103 | 102 |
| Sales | 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 | 4 | 15 | 18 | 21 | 21 |

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|----------------|--------------|-----|-----|-----|-----|-----|------|-------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|
| Avg Sale Price | 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 | 195 | 461 | 657 | 695 | 549 |
| 3 Mo. Roll Avg | | | 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 | 447 | 440 | 438 | 604 | 634 |

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