

## MLS Area: Lake Bluff



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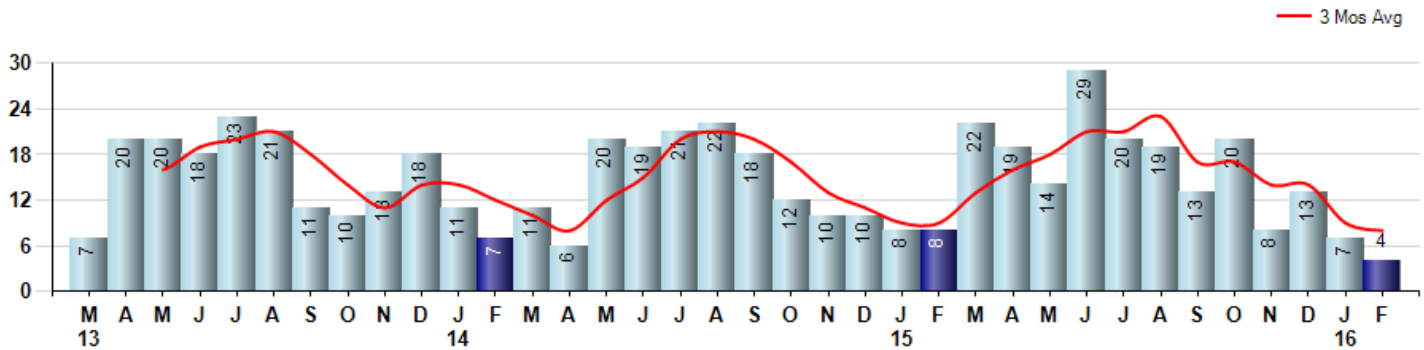
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview                | Month     | Trending Versus*: |     |     |    | YTD       | Trending Versus*: |           |
|---|-----------|-------------------|-----|-----|----|-----------|-------------------|-----------|
|   |           | LM                | L3M | PYM | LY |           | PriorYTD          | PriorYear |
| Median List Price of all Current Listings       | \$814,000 | ↑                 |     | ↑   |    |           |                   |           |
| Average List Price of all Current Listings      | \$976,249 | ↑                 |     | ↓   |    |           |                   |           |
| February Median Sales Price                     | \$142,000 | ↓                 | ↓   | ↓   | ↓  | \$485,000 | ↑                 | ↑         |
| February Average Sales Price                    | \$195,250 | ↓                 | ↓   | ↓   | ↓  | \$493,500 | ↑                 | ↓         |
| Total Properties Currently for Sale (Inventory) | 74        | ↓                 |     | ↓   |    |           |                   |           |
| February Number of Properties Sold              | 4         | ↓                 |     | ↓   |    | 11        | ↓                 |           |
| February Average Days on Market (Solds)         | 119       | ↓                 | ↑   | ↑   | ↑  | 123       | ↑                 | ↑         |
| February Month's Supply of Inventory            | 18.5      | ↑                 | ↑   | ↑   | ↑  | 14.7      | ↑                 | ↑         |
| February Sale Price vs List Price Ratio         | 96.6%     | ↑                 | ↑   | ↓   | ↑  | 94.9%     | ↓                 | ↔         |

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

### Property Sales

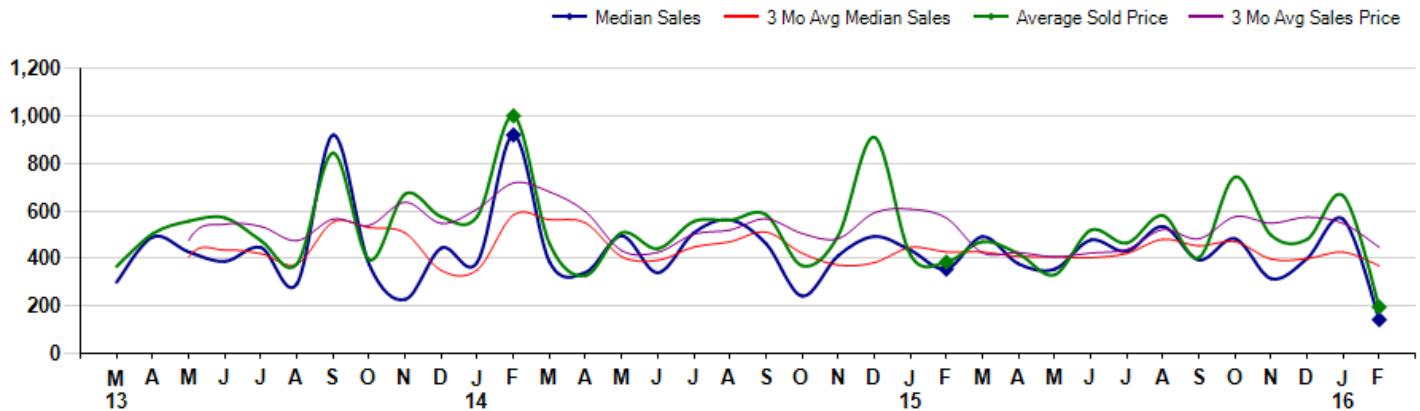
February Property sales were 4, down -50.0% from 8 in February of 2015 and -42.9% lower than the 7 sales last month. February 2016 sales were at their lowest level compared to February of 2015 and 2014. February YTD sales of 11 are running -31.3% behind last year's year-to-date sales of 16.



### Prices

The Median Sales Price in February was \$142,000, down -60.0% from \$355,000 in February of 2015 and down -74.9% from \$565,000 last month. The Average Sales Price in February was \$195,250, down -49.2% from \$384,563 in February of 2015 and down -70.6% from \$663,929 last month. February 2016 ASP was at the lowest level compared to February of 2015 and 2014.

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



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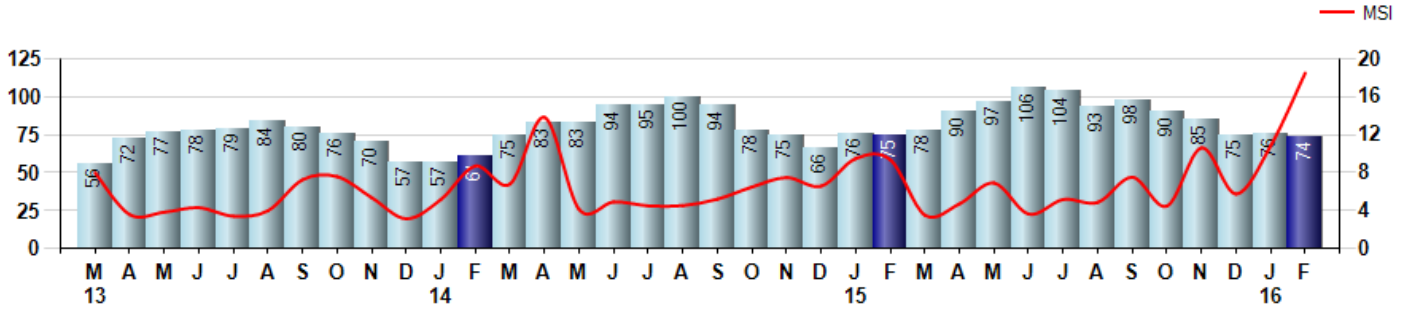
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

### Inventory & MSI

The Total Inventory of Properties available for sale as of February was 74, down -2.6% from 76 last month and down -1.3% from 75 in February of last year. February 2016 Inventory was at a mid range compared to February of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2016 MSI of 18.5 months was at its highest level compared with February of 2015 and 2014.

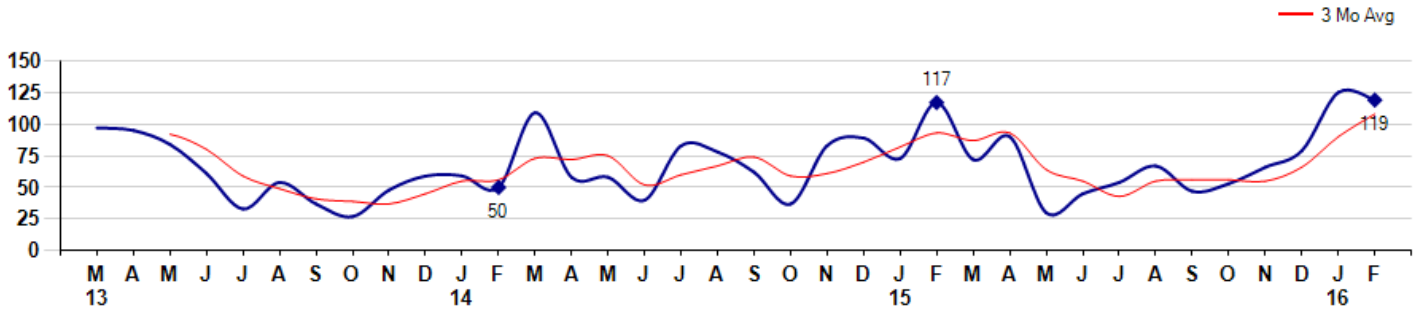
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 February was 119, down -4.8% from 125 days last month and up 1.7% from 117 days in February of last year. The February 2016 DOM was at its highest level compared with February of 2015 and 2014.

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



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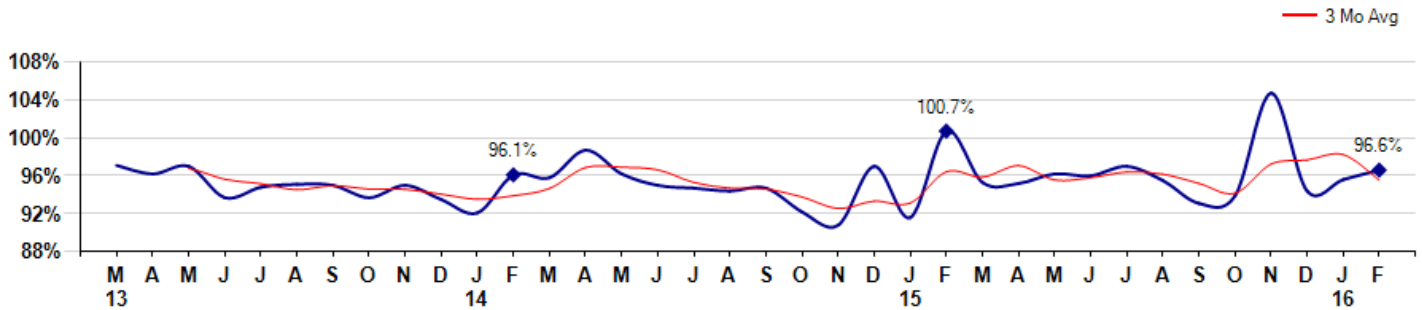


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### Selling Price vs Listing Price

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 February 2016 Selling Price vs List Price of 96.6% was up from 95.6% last month and down from 100.7% in February of last year.

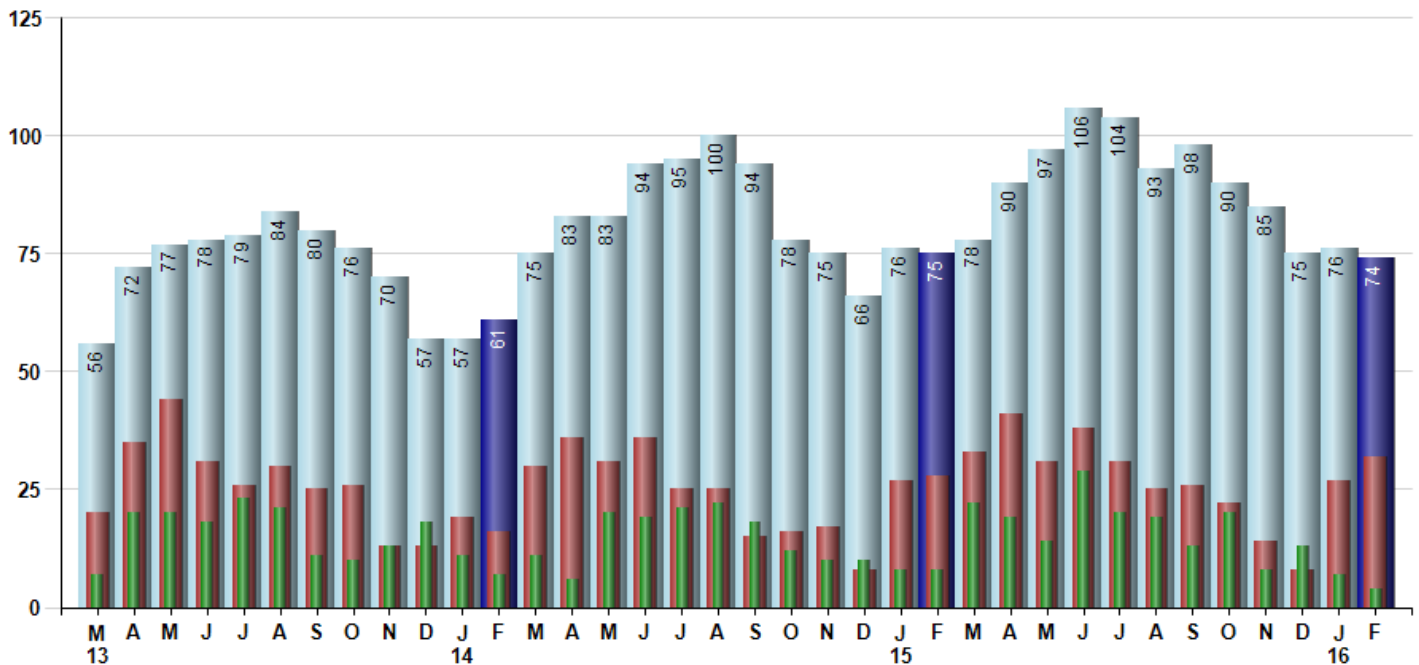
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 February 2016 was 32, up 18.5% from 27 last month and up 14.3% from 28 in February of last year.

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



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Based on information from Midwest Real Estate Data LLC for the period 3/1/2013 through 2/29/2016. 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.



# MARKET ACTION REPORT

February 2016

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|                | M 13 | 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 | F |
|----------------|------|----|----|----|----|----|----|----|----|----|------|----|----|---|----|----|----|----|----|----|----|----|------|---|----|----|----|----|----|----|----|----|----|----|------|---|
| Homes Sold     | 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    | 4 |
| 3 Mo. Roll Avg |      |    | 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    | 8 |

|                   | (000's) M 13 | 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 | F   |
|-------------------|--------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|
| Median Sale Price | 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  | 142 |
| 3 Mo. Roll Avg    |              |     | 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  | 369 |

|           | M 13 | 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 | F  |
|-----------|------|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|-----|----|----|----|----|------|----|----|----|----|-----|-----|----|----|----|----|----|------|----|
| Inventory | 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 | 75 | 76   | 74 |
| MSI       | 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  | 11   | 19 |

|                | M 13 | 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 | F   |
|----------------|------|----|----|----|----|----|----|----|----|----|------|----|-----|----|----|----|----|----|----|----|----|----|------|-----|----|----|----|----|----|----|----|----|----|----|------|-----|
| Days On Market | 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  | 119 |
| 3 Mo. Roll Avg |      |    | 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   | 108 |

|                 | M 13 | 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 | F   |
|-----------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|
| Price per Sq Ft | 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  | 117 |
| 3 Mo. Roll Avg  |      |     | 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  | 196 |

|                    | M 13  | 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  | F     |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.966 |
| 3 Mo. Roll Avg     |       |       | 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 | 0.955 |

|              | M 13 | 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 | F  |
|--------------|------|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|-----|----|----|----|----|------|----|----|----|----|-----|-----|----|----|----|----|----|------|----|
| New Listings | 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   | 32 |
| Inventory    | 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 | 75 | 76   | 74 |
| Sales        | 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    | 4  |

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|----------------|--------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|
| Avg Sale Price | 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  | 195 |
| 3 Mo. Roll Avg |              |     | 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  | 447 |

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