

MLS Area: Lake Bluff



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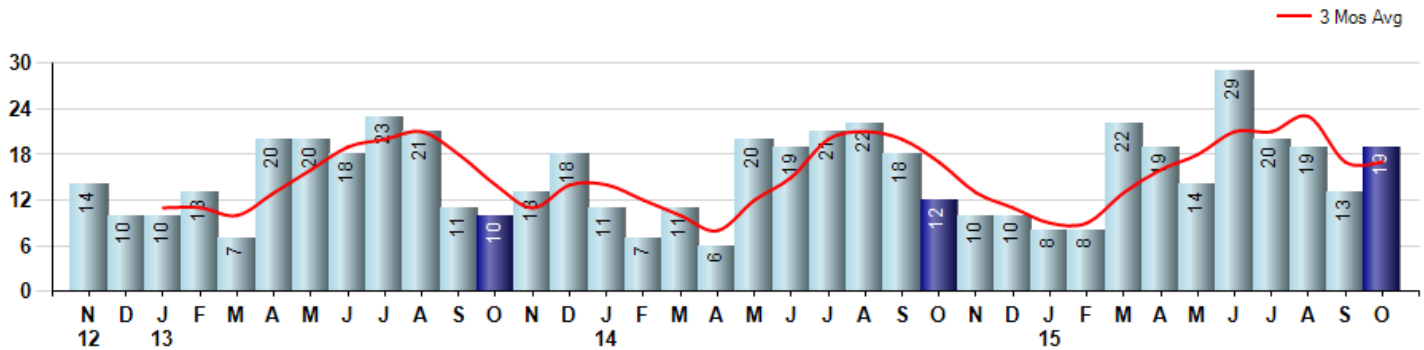
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$739,000	↑		↑				
Average List Price of all Current Listings	\$1,179,354	↑		↑				
October Median Sales Price	\$508,000	↑	↑	↑	↑	\$435,000	↓	↓
October Average Sales Price	\$775,632	↑	↑	↑	↑	\$495,308	↓	↓
Total Properties Currently for Sale (Inventory)	87	↓		↑				
October Number of Properties Sold	19	↑		↑		171	↑	
October Average Days on Market (Solds)	55	↑	↓	↑	↓	62	↓	↓
October Month's Supply of Inventory	4.6	↓	↓	↓	↓	5.9	↓	↓
October Sale Price vs List Price Ratio	93.6%	↑	↓	↑	↑	94.9%	↑	↑

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

Property Sales

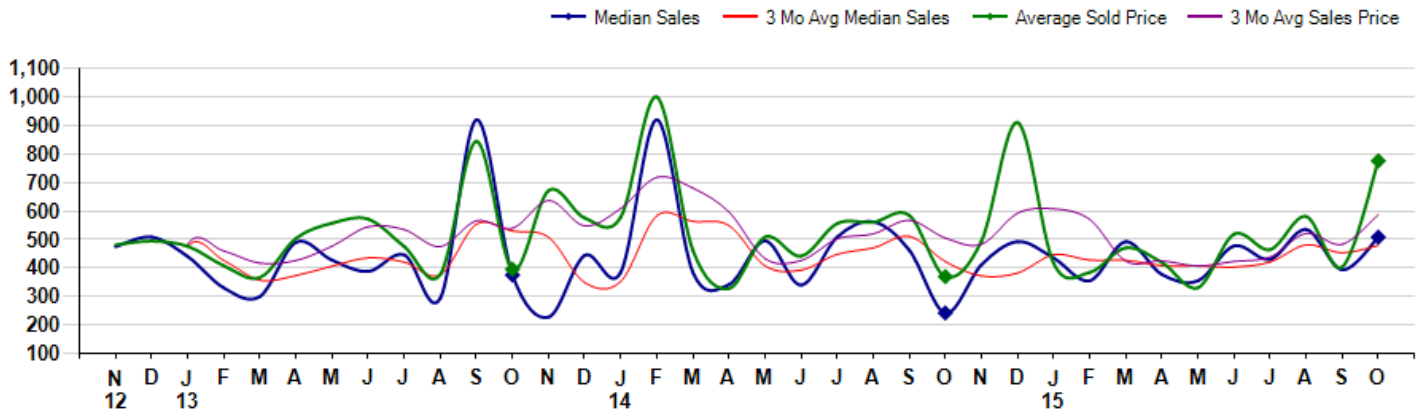
October Property sales were 19, up 58.3% from 12 in October of 2014 and 46.2% higher than the 13 sales last month. October 2015 sales were at their highest level compared to October of 2014 and 2013. October YTD sales of 171 are running 16.3% ahead of last year's year-to-date sales of 147.



Prices

The Median Sales Price in October was \$508,000, up 109.9% from \$242,000 in October of 2014 and up 29.1% from \$393,500 last month. The Average Sales Price in October was \$775,632, up 109.9% from \$369,483 in October of 2014 and up 92.3% from \$403,308 last month. October 2015 ASP was at highest level compared to October of 2014 and 2013.

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



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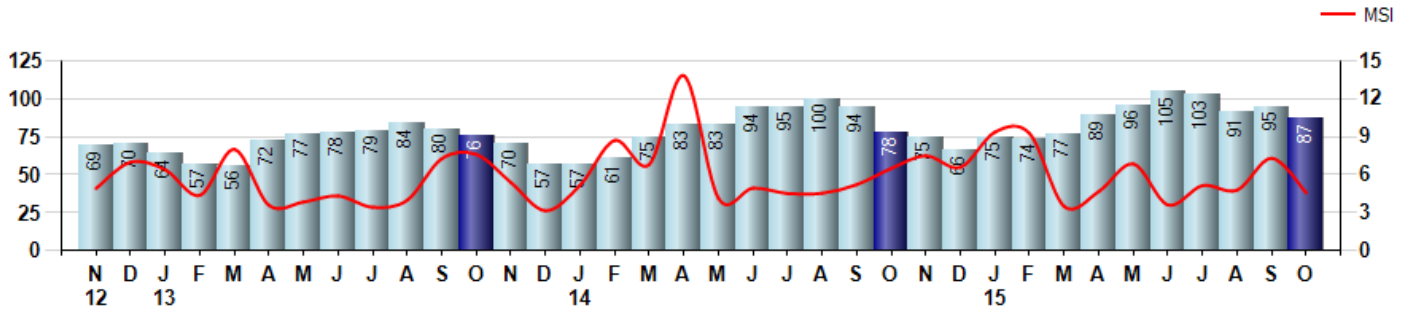
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Inventory & MSI

The Total Inventory of Properties available for sale as of October was 87, down -8.4% from 95 last month and up 11.5% from 78 in October of last year. October 2015 Inventory was at highest level compared to October of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2015 MSI of 4.6 months was at its lowest level compared with October of 2014 and 2013.

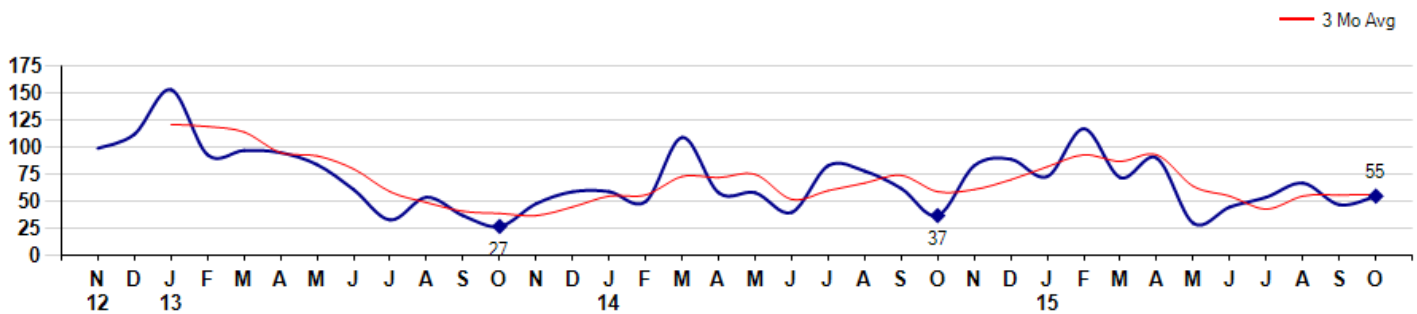
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 October was 55, up 17.0% from 47 days last month and up 48.6% from 37 days in October of last year. The October 2015 DOM was at its highest level compared with October of 2014 and 2013.

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



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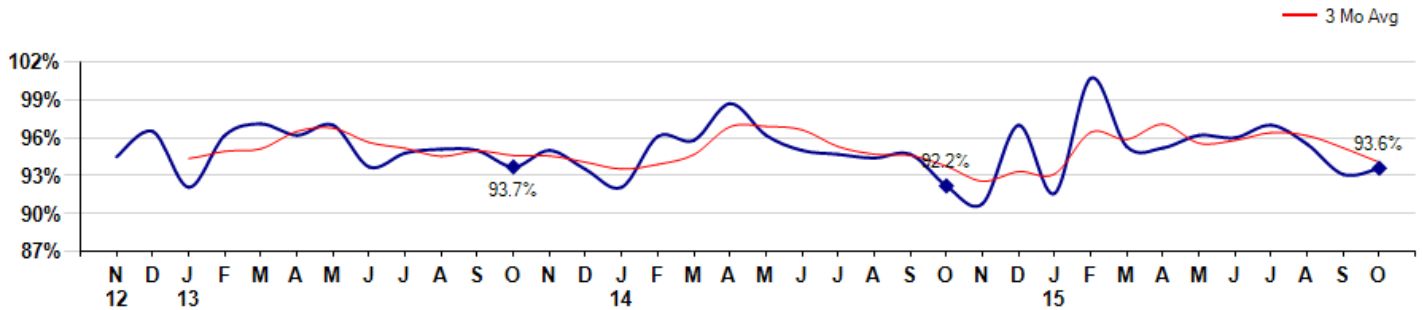


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Selling Price vs Listing Price

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 October 2015 Selling Price vs List Price of 93.6% was up from 93.1% last month and up from 92.2% in October of last year.

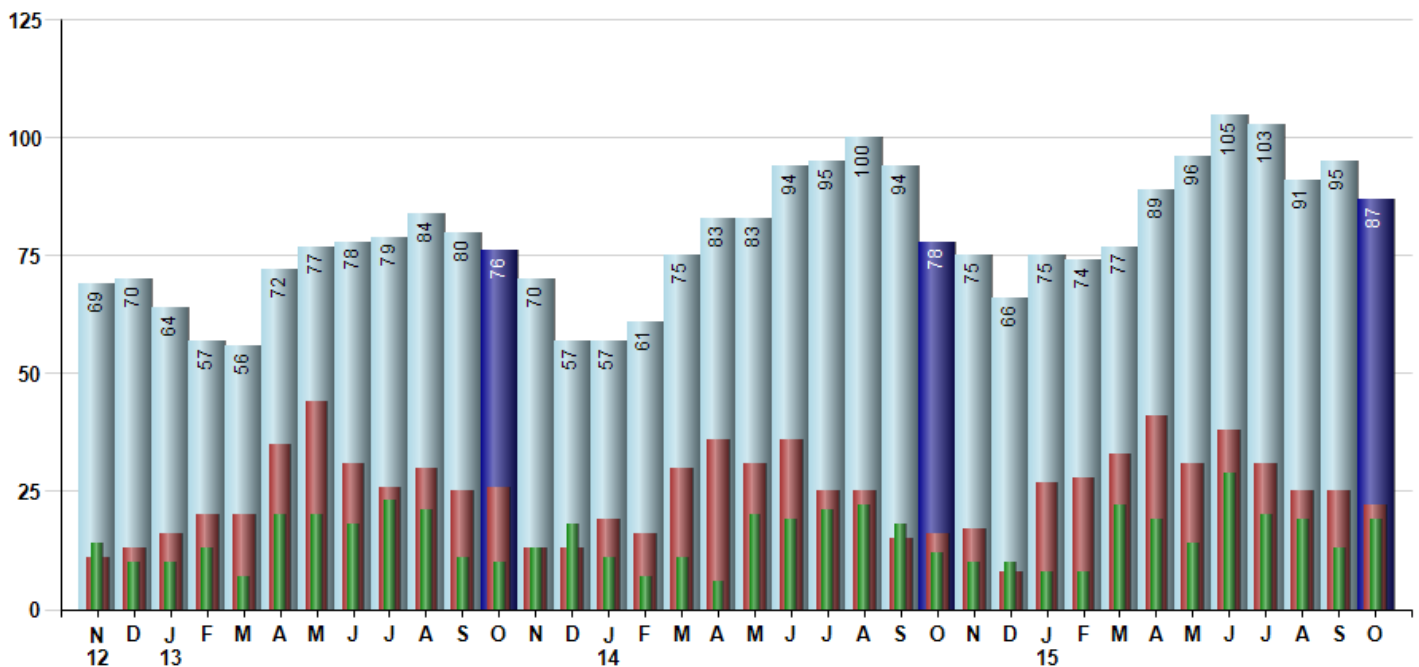
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 October 2015 was 22, down -12.0% from 25 last month and up 37.5% from 16 in October of last year.

Inventory New Listings Sold



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	N 12	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	J	A	S	O
Homes Sold	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	20	19	13	19
3 Mo. Roll Avg			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	21	23	17	17

	(000's) N 12	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	J	A	S	O
Median Sale Price	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	430	535	394	508
3 Mo. Roll Avg			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	421	481	453	479

	N 12	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	J	A	S	O
Inventory	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	66	75	74	77	89	96	105	103	91	95	87
MSI	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	4	5	7	4	5	5	7	5

	N 12	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	J	A	S	O
Days On Market	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	54	67	47	55
3 Mo. Roll Avg			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	43	55	56	56

	N 12	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	J	A	S	O
Price per Sq Ft	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	206	252	179	253
3 Mo. Roll Avg			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	202	226	212	228

	N 12	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	J	A	S	O
Sale to List Price	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	0.970	0.955	0.931	0.936
3 Mo. Roll Avg			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	0.964	0.962	0.952	0.941

	N 12	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	J	A	S	O
New Listings	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	28	33	41	31	38	31	25	25	22
Inventory	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	66	75	74	77	89	96	105	103	91	95	87
Sales	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	20	19	13	19

	(000's) N 12	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	J	A	S	O
Avg Sale Price	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	464	581	403	776
3 Mo. Roll Avg			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	438	521	483	587

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