



## MLS Area: Lake Bluff



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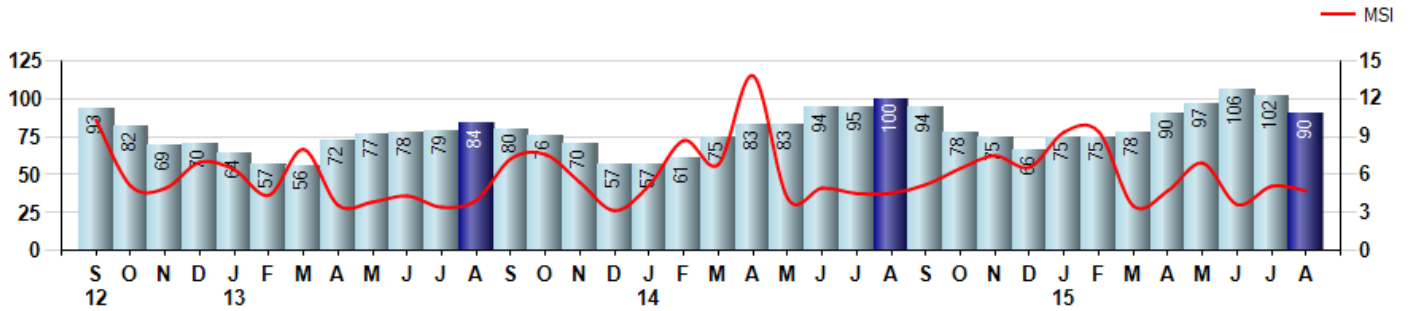
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

### Inventory & MSI

The Total Inventory of Properties available for sale as of August was 90, down -11.8% from 102 last month and down -10.0% from 100 in August of last year. August 2015 Inventory was at a mid range compared to August of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2015 MSI of 4.7 months was at its highest level compared with August of 2014 and 2013.

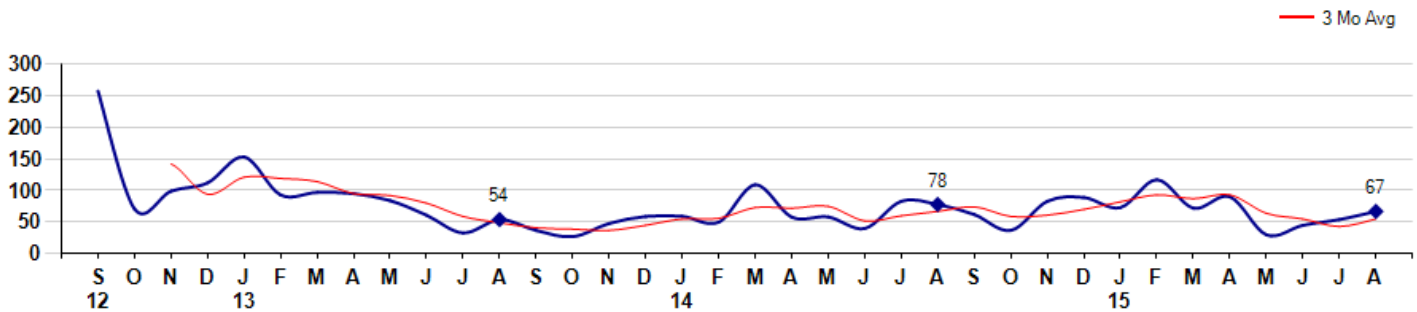
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 August was 67, up 24.1% from 54 days last month and down -14.1% from 78 days in August of last year. The August 2015 DOM was at a mid range compared with August of 2014 and 2013.

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



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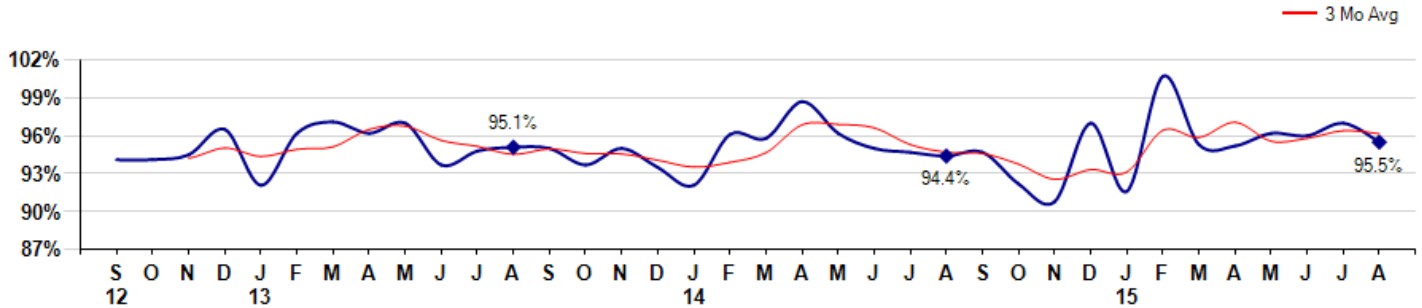


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### Selling Price vs Listing Price

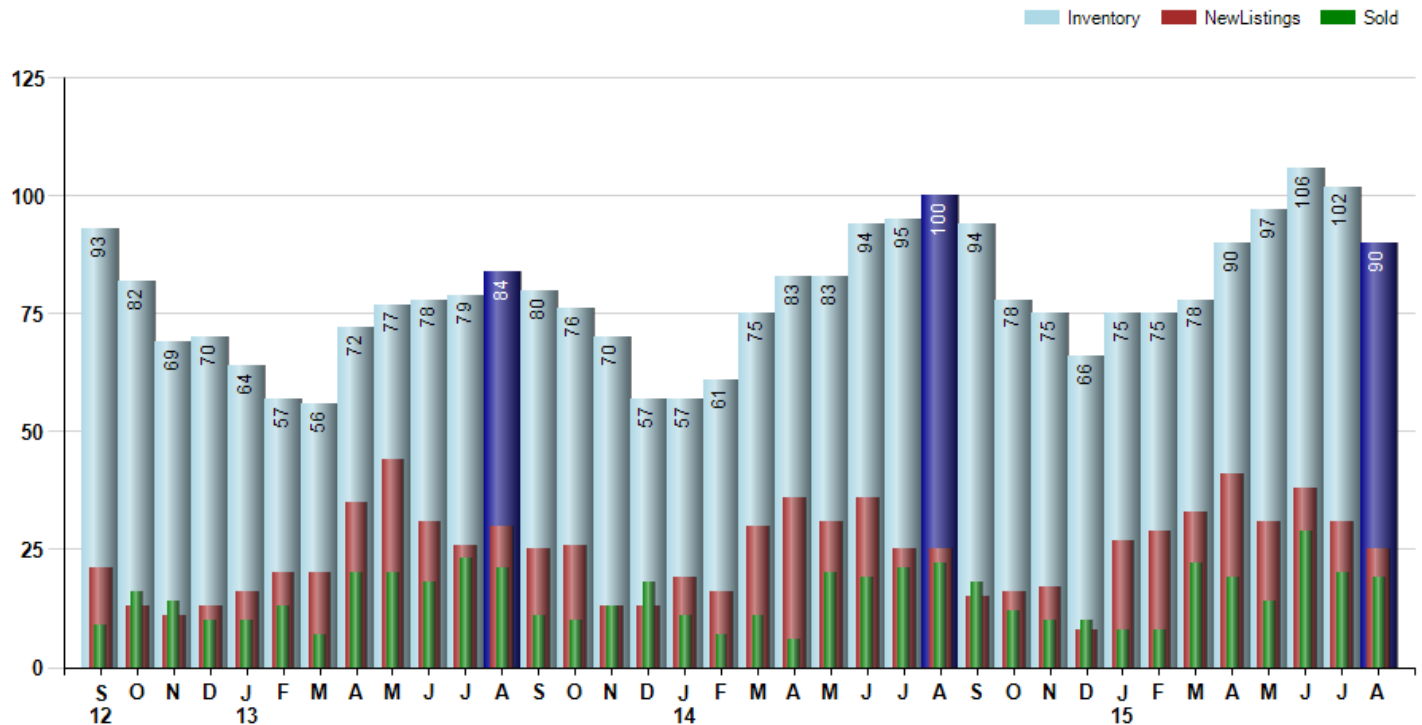
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The August 2015 Selling Price vs List Price of 95.5% was down from 97.0% last month and up from 94.4% in August 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 August 2015 was 25, down -19.4% from 31 last month and equal to 25 in August of last year.



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# MARKET ACTION REPORT

August 2015

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	S 12	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	J	A
Homes Sold	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	20	19
3 Mo. Roll Avg			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	21	23

(000's)	S 12	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	J	A
Median Sale Price	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	430	535
3 Mo. Roll Avg			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	421	481

	S 12	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	J	A
Inventory	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	66	75	75	78	90	97	106	102	90
MSI	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	4	5	7	4	5	5

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

	S 12	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	J	A
Price per Sq Ft	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	206	252
3 Mo. Roll Avg			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	202	226

	S 12	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	J	A
Sale to List Price	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	0.970	0.955
3 Mo. Roll Avg			0.942	0.950	0.944	0.949	0.951	0.965	0.968	0.956	0.952	0.945	0.950	0.946	0.941	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	

	S 12	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	J	A
New Listings	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	31	25
Inventory	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	66	75	75	78	90	97	106	102	90
Sales	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	20	19

(000's)	S 12	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	J	A
Avg Sale Price	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	464	581
3 Mo. Roll Avg			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	438	521

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