

MLS Area: Lake Bluff



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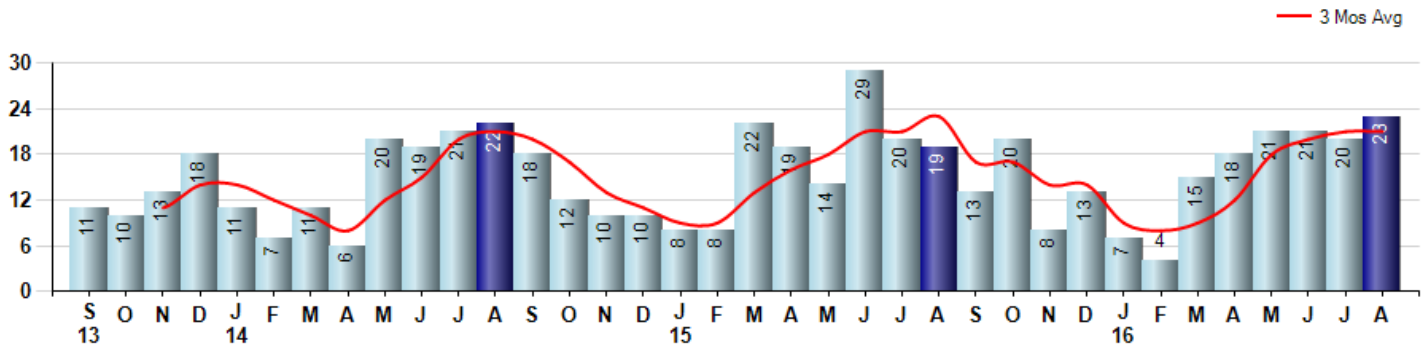
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$629,900	↑		↓				
Average List Price of all Current Listings	\$912,386	↓		↓				
August Median Sales Price	\$455,000	↑	↓	↓	↑	\$490,000	↑	↑
August Average Sales Price	\$740,296	↑	↑	↑	↑	\$598,630	↑	↑
Total Properties Currently for Sale (Inventory)	87	↓		↓				
August Number of Properties Sold	23	↑		↑		129	↓	
August Average Days on Market (Solds)	56	↑	↓	↓	↓	84	↑	↑
August Month's Supply of Inventory	3.8	↓	↓	↓	↓	7.5	↑	↑
August Sale Price vs List Price Ratio	95.8%	↑	↑	↑	↑	95.3%	↓	↑

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

Property Sales

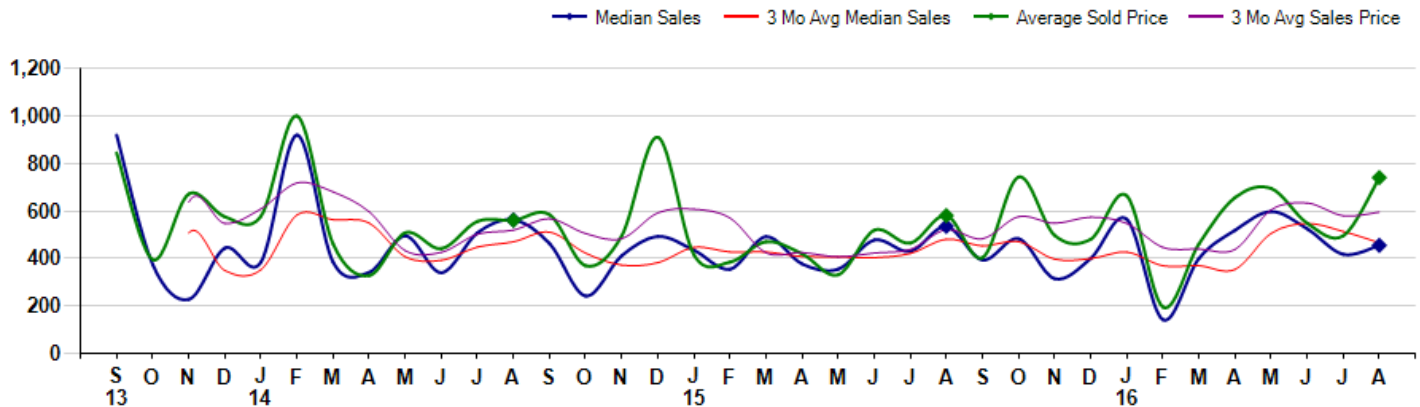
August Property sales were 23, up 21.1% from 19 in August of 2015 and 15.0% higher than the 20 sales last month. August 2016 sales were at their highest level compared to August of 2015 and 2014. August YTD sales of 129 are running -7.2% behind last year's year-to-date sales of 139.



Prices

The Median Sales Price in August was \$455,000, down -15.0% from \$535,000 in August of 2015 and up 9.0% from \$417,500 last month. The Average Sales Price in August was \$740,296, up 27.5% from \$580,684 in August of 2015 and up 49.4% from \$495,366 last month. August 2016 ASP was at highest level compared to August of 2015 and 2014.

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



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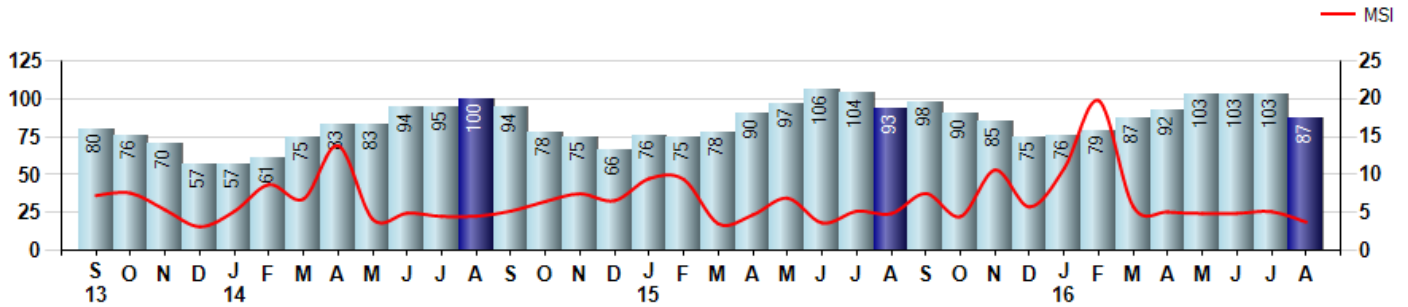
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Inventory & MSI

The Total Inventory of Properties available for sale as of August was 87, down -15.5% from 103 last month and down -6.5% from 93 in August of last year. August 2016 Inventory was at the lowest level compared to August of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2016 MSI of 3.8 months was at its lowest level compared with August of 2015 and 2014.

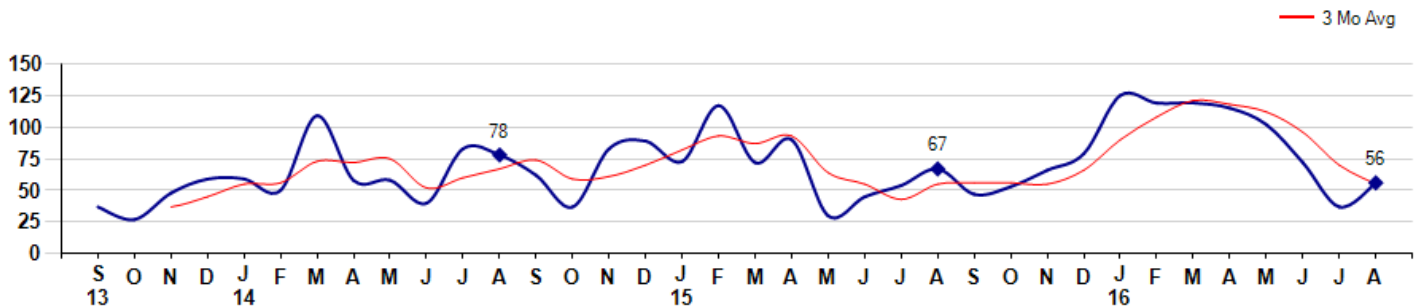
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 August was 56, up 51.4% from 37 days last month and down -16.4% from 67 days in August of last year. The August 2016 DOM was at its lowest level compared with August of 2015 and 2014.

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



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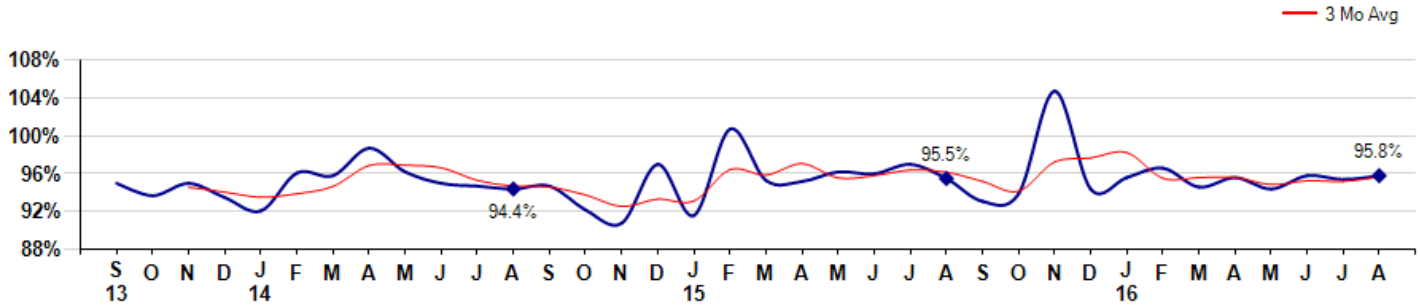


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Selling Price vs Listing Price

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 August 2016 Selling Price vs List Price of 95.8% was up from 95.4% last month and up from 95.5% in August of last year.

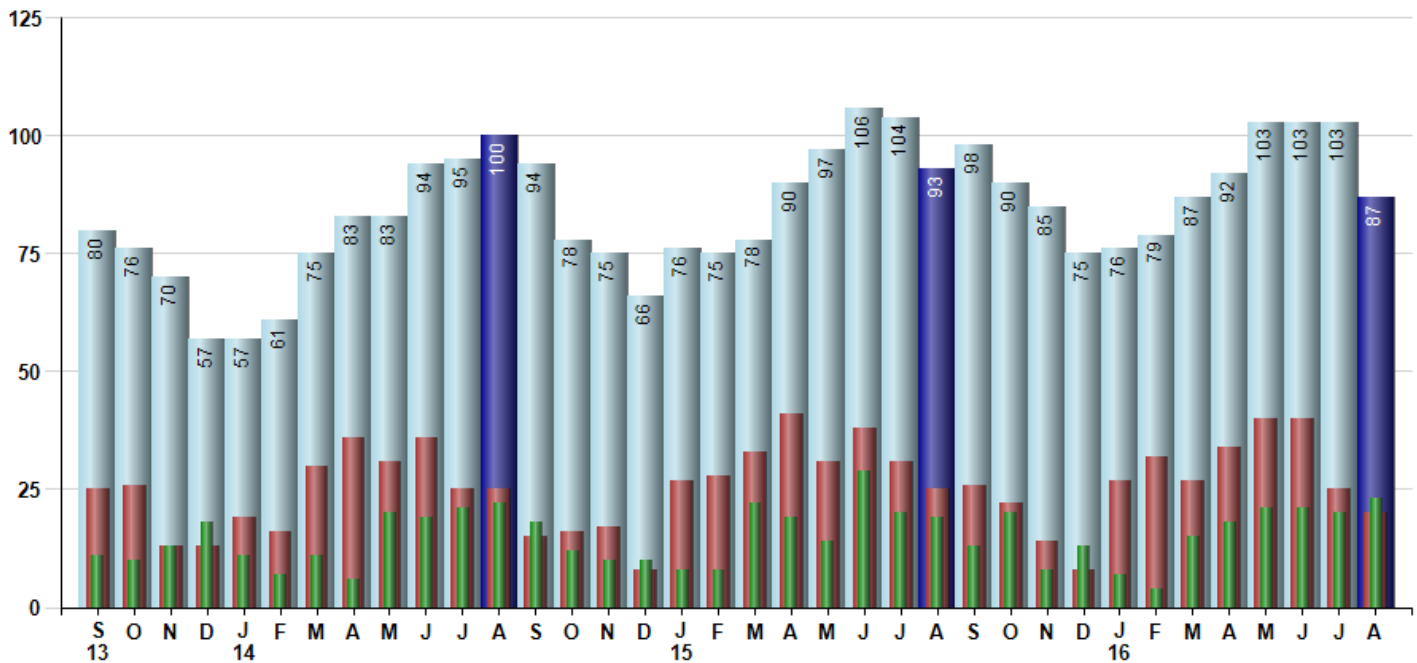
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2016 was 20, down -20.0% from 25 last month and down -20.0% from 25 in August of last year.

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



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MARKET ACTION REPORT

August 2016

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	S 13	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	J	A
Homes Sold	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	20	23
3 Mo. Roll Avg			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	21	21

	(000's) S 13	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	J	A
Median Sale Price	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	418	455
3 Mo. Roll Avg			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	513	466

	S 13	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	J	A
Inventory	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	103	103	87
MSI	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	5	4

	S 13	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	J	A
Days On Market	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	37	56
3 Mo. Roll Avg			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	70	55

	S 13	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	J	A
Price per Sq Ft	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	209	243
3 Mo. Roll Avg			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	223	225

	S 13	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	J	A
Sale to List Price	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	0.954	0.958
3 Mo. Roll Avg			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	0.952	0.957

	S 13	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	J	A
New Listings	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	25	20
Inventory	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	103	103	87
Sales	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	20	23

	(000's) S 13	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	J	A
Avg Sale Price	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	495	740
3 Mo. Roll Avg			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	580	595

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