

MLS Area: Lake Bluff



ART WILSON

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com



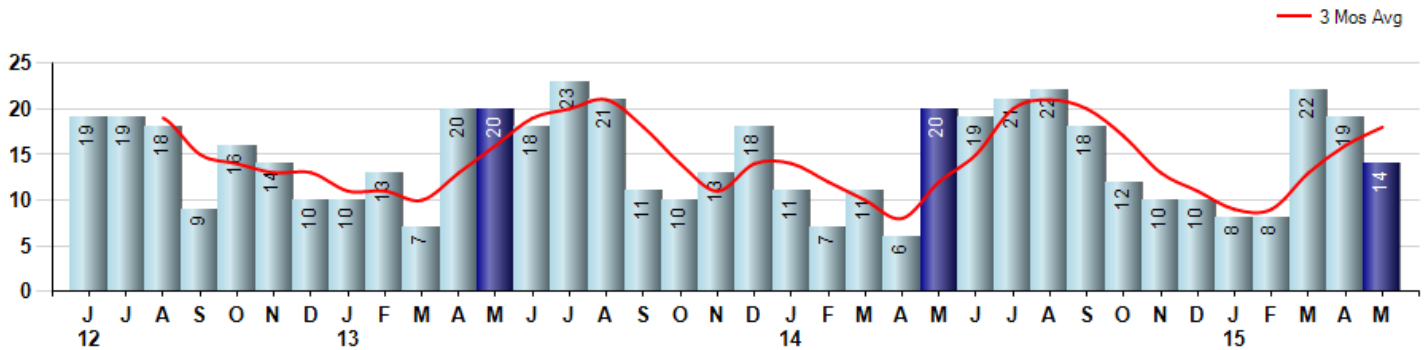
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$784,950	↑		↑				
Average List Price of all Current Listings	\$1,308,183	↑		↑				
May Median Sales Price	\$354,975	↓	↓	↓	↓	\$385,000	↓	↓
May Average Sales Price	\$330,729	↓	↓	↓	↓	\$413,478	↓	↓
Total Properties Currently for Sale (Inventory)	92	↑		↑				
May Number of Properties Sold	14	↓		↓		71	↑	
May Average Days on Market (Solds)	30	↓	↓	↓	↓	74	↑	
May Month's Supply of Inventory	6.6	↑	↑	↑	↔	6.6	↓	↔
May Sale Price vs List Price Ratio	96.2%	↑	↑	↔	↑	95.7%	↑	↑

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

Property Sales

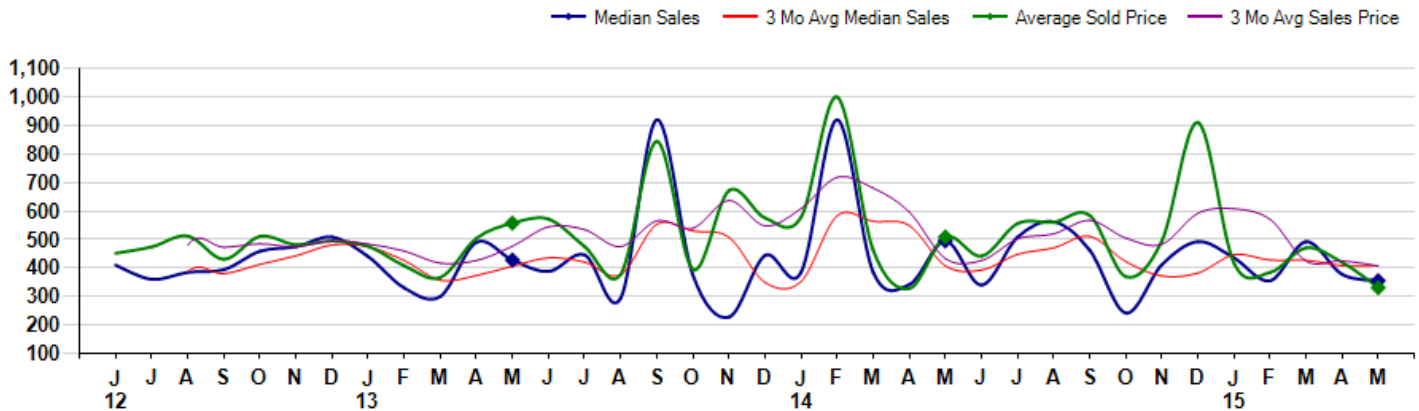
May Property sales were 14, down -30.0% from 20 in May of 2014 and -26.3% lower than the 19 sales last month. May 2015 sales were at their lowest level compared to May of 2014 and 2013. May YTD sales of 71 are running 29.1% ahead of last year's year-to-date sales of 55.



Prices

The Median Sales Price in May was \$354,975, down -28.3% from \$495,000 in May of 2014 and down -5.8% from \$377,000 last month. The Average Sales Price in May was \$330,729, down -35.0% from \$508,435 in May of 2014 and down -21.2% from \$419,532 last month. May 2015 ASP was at the lowest level compared to May of 2014 and 2013.

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



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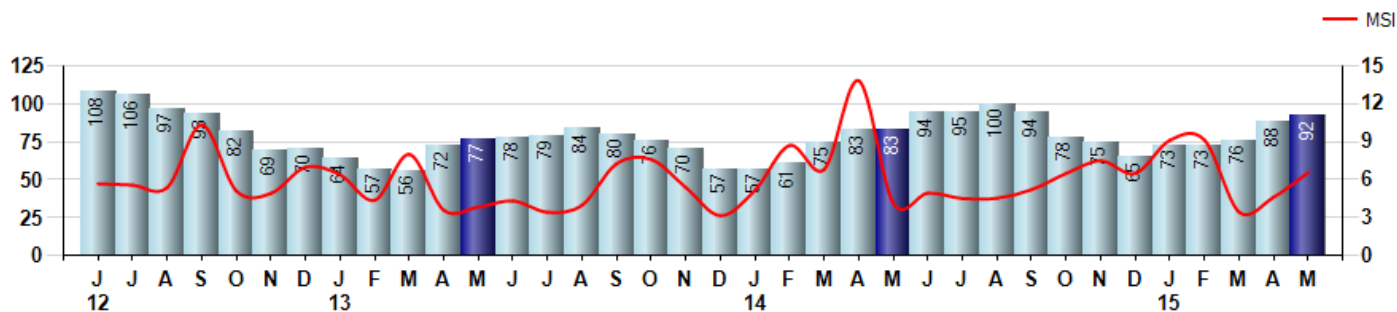
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Inventory & MSI

The Total Inventory of Properties available for sale as of May was 92, up 4.5% from 88 last month and up 10.8% from 83 in May of last year. May 2015 Inventory was at highest level compared to May of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2015 MSI of 6.6 months was at its highest level compared with May of 2014 and 2013.

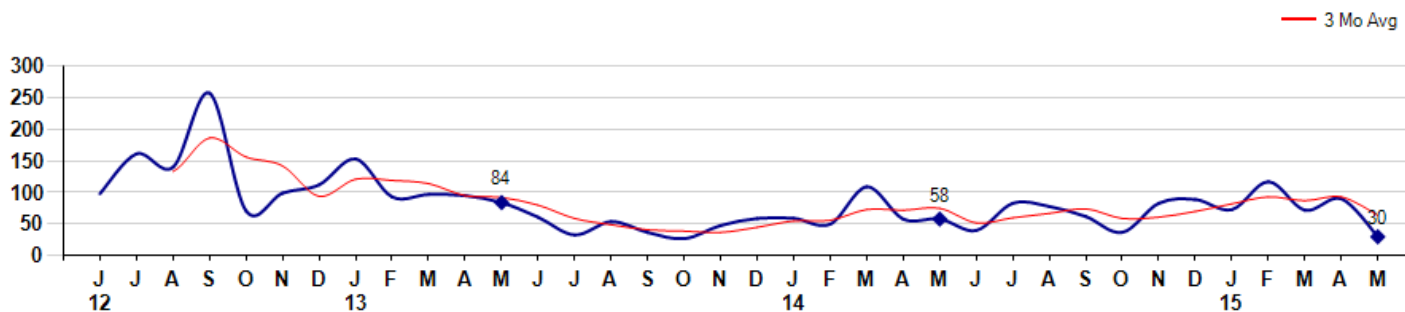
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 May was 30, down -66.7% from 90 days last month and down -48.3% from 58 days in May of last year. The May 2015 DOM was at its lowest level compared with May of 2014 and 2013.

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



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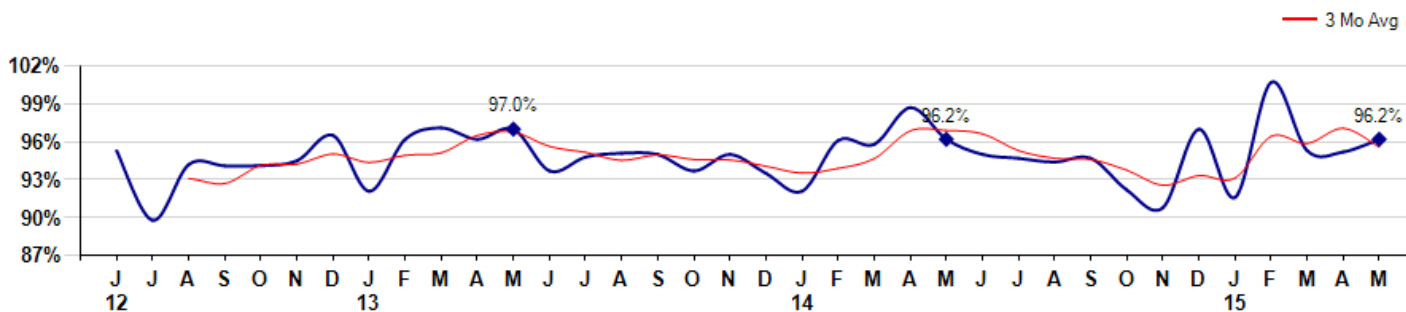


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Selling Price vs Listing Price

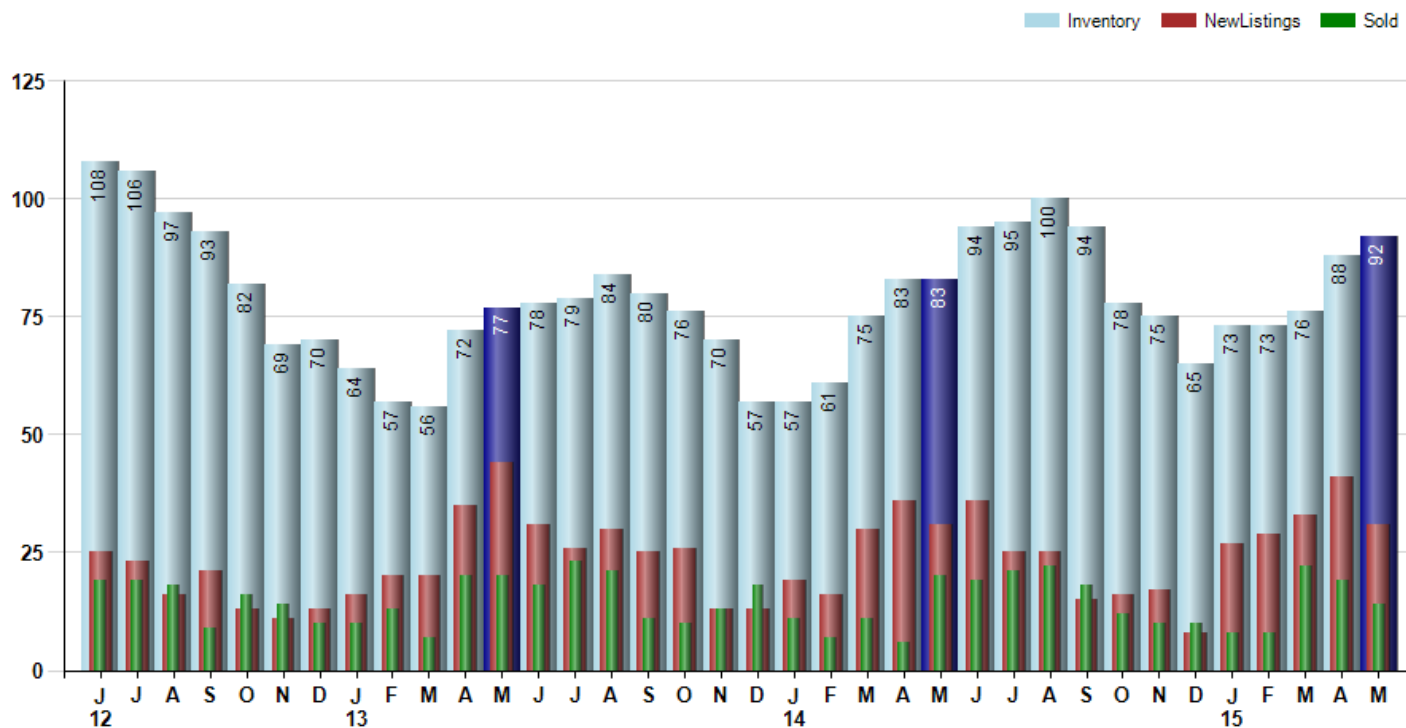
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The May 2015 Selling Price vs List Price of 96.2% was up from 95.2% last month and equal to 96.2% in May 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 May 2015 was 31, down -24.4% from 41 last month and equal to 31 in May of last year.



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Homes Sold	19	19	18	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
3 Mo. Roll Avg			19	15	14	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

(000's)	J 12	J	A	S	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
Median Sale Price	410	360	385	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
3 Mo. Roll Avg			385	380	413	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

	J 12	J	A	S	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
Inventory	108	106	97	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	65	73	73	76	88	92
MSI	6	6	5	10	5	5	7	6	4	8	4	4	4	3	4	7	8	5	3	5	9	7	14	4	5	5	5	7	8	7	9	9	3	5	7	

	J 12	J	A	S	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
Days On Market	98	161	140	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
3 Mo. Roll Avg			133	186	156	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

	J 12	J	A	S	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
Price per Sq Ft	178	196	207	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
3 Mo. Roll Avg			194	195	198	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

	J 12	J	A	S	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
Sale to List Price	0.953	0.898	0.942	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
3 Mo. Roll Avg			0.931	0.927	0.941	0.942	0.950	0.944	0.949	0.951	0.965	0.968	0.956	0.952	0.945	0.950	0.946	0.946	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

	J 12	J	A	S	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
New Listings	25	23	16	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
Inventory	108	106	97	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	65	73	73	76	88	92
Sales	19	19	18	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

(000's)	J 12	J	A	S	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
Avg Sale Price	451	474	512	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
3 Mo. Roll Avg			479	472	485	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

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