

## MLS Area: Lake Bluff



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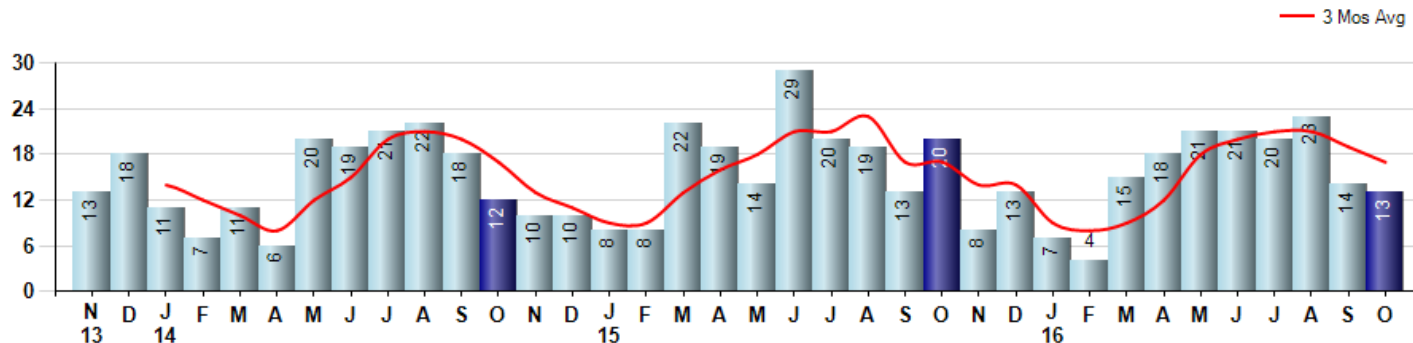
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$699,000	↑		↑				
Average List Price of all Current Listings	\$797,817	↓		↓				
October Median Sales Price	\$384,900	↑	↓	↓	↓	\$462,000	↑	↑
October Average Sales Price	\$642,738	↑	↑	↓	↑	\$578,005	↑	↑
Total Properties Currently for Sale (Inventory)	88	↓		↓				
October Number of Properties Sold	13	↓		↓		156	↓	
October Average Days on Market (Solds)	89	↑	↑	↑	↑	81	↑	↑
October Month's Supply of Inventory	6.8	↓	↑	↑	↑	7.5	↑	↑
October Sale Price vs List Price Ratio	95.0%	↓	↑	↑	→	94.7%	↓	↓

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

### Property Sales

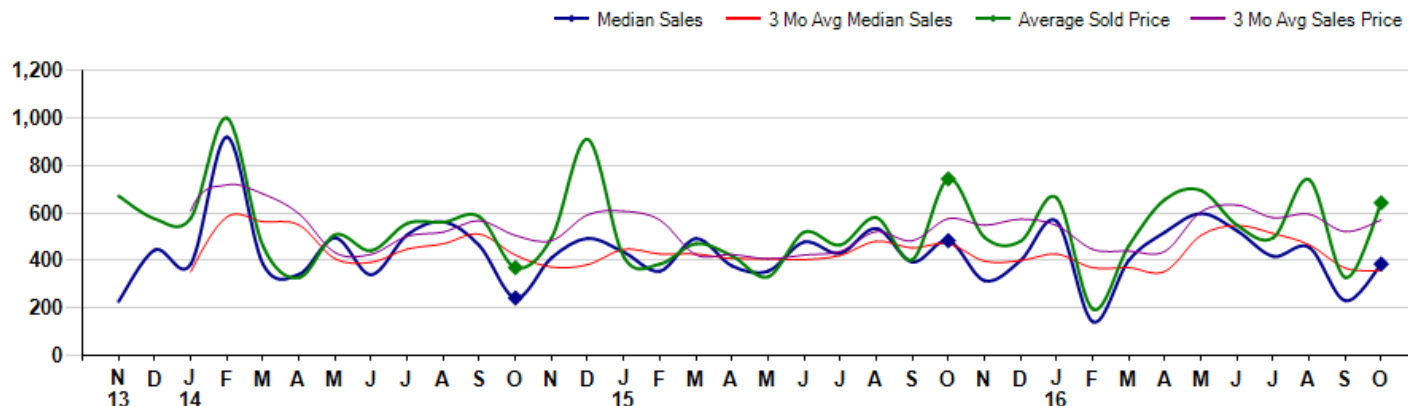
October Property sales were 13, down -35.0% from 20 in October of 2015 and -7.1% lower than the 14 sales last month. October 2016 sales were at a mid level compared to October of 2015 and 2014. October YTD sales of 156 are running -9.3% behind last year's year-to-date sales of 172.



### Prices

The Median Sales Price in October was \$384,900, down -20.3% from \$483,000 in October of 2015 and up 67.0% from \$230,500 last month. The Average Sales Price in October was \$642,738, down -13.5% from \$743,150 in October of 2015 and up 96.0% from \$327,850 last month. October 2016 ASP was at a mid range compared to October of 2015 and 2014.

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



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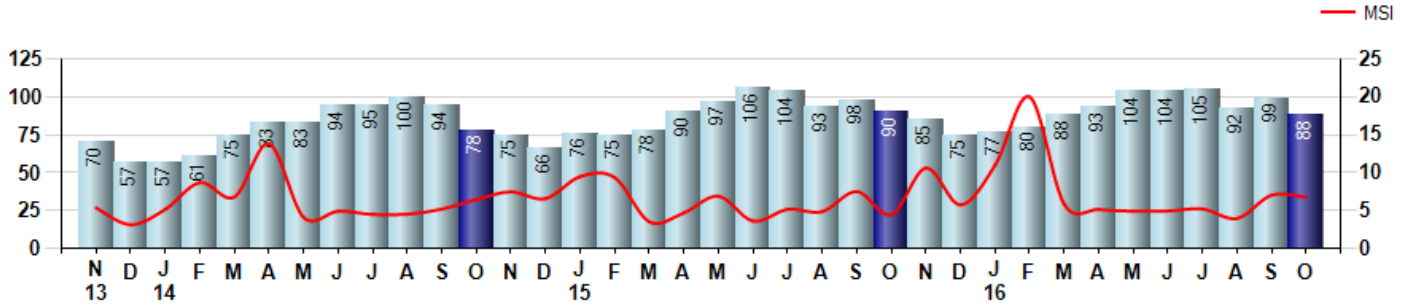
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### Inventory & MSI

The Total Inventory of Properties available for sale as of October was 88, down -11.1% from 99 last month and down -2.2% from 90 in October of last year. October 2016 Inventory was at a mid range compared to October of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2016 MSI of 6.8 months was at its highest level compared with October of 2015 and 2014.

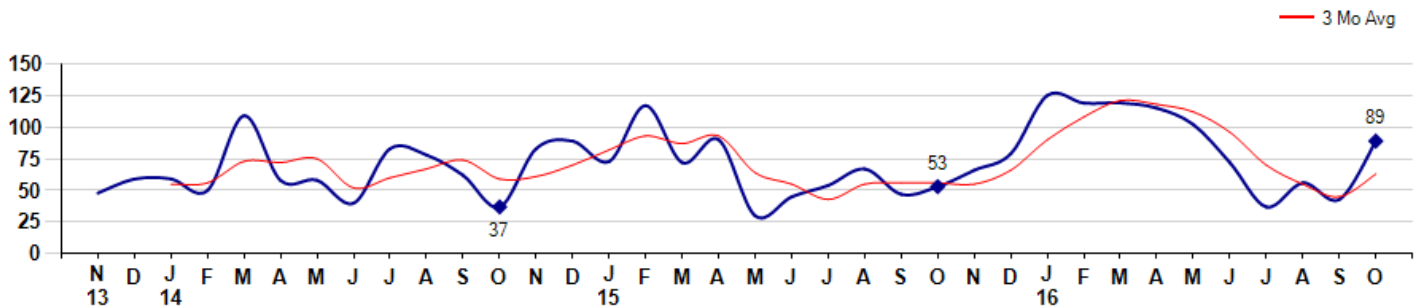
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 October was 89, up 107.0% from 43 days last month and up 67.9% from 53 days in October of last year. The October 2016 DOM was at its highest level compared with October of 2015 and 2014.

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



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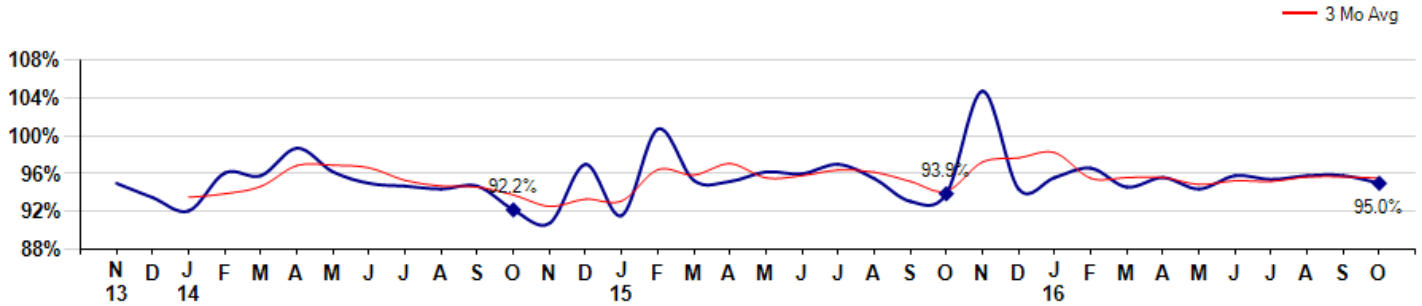


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### Selling Price vs Listing Price

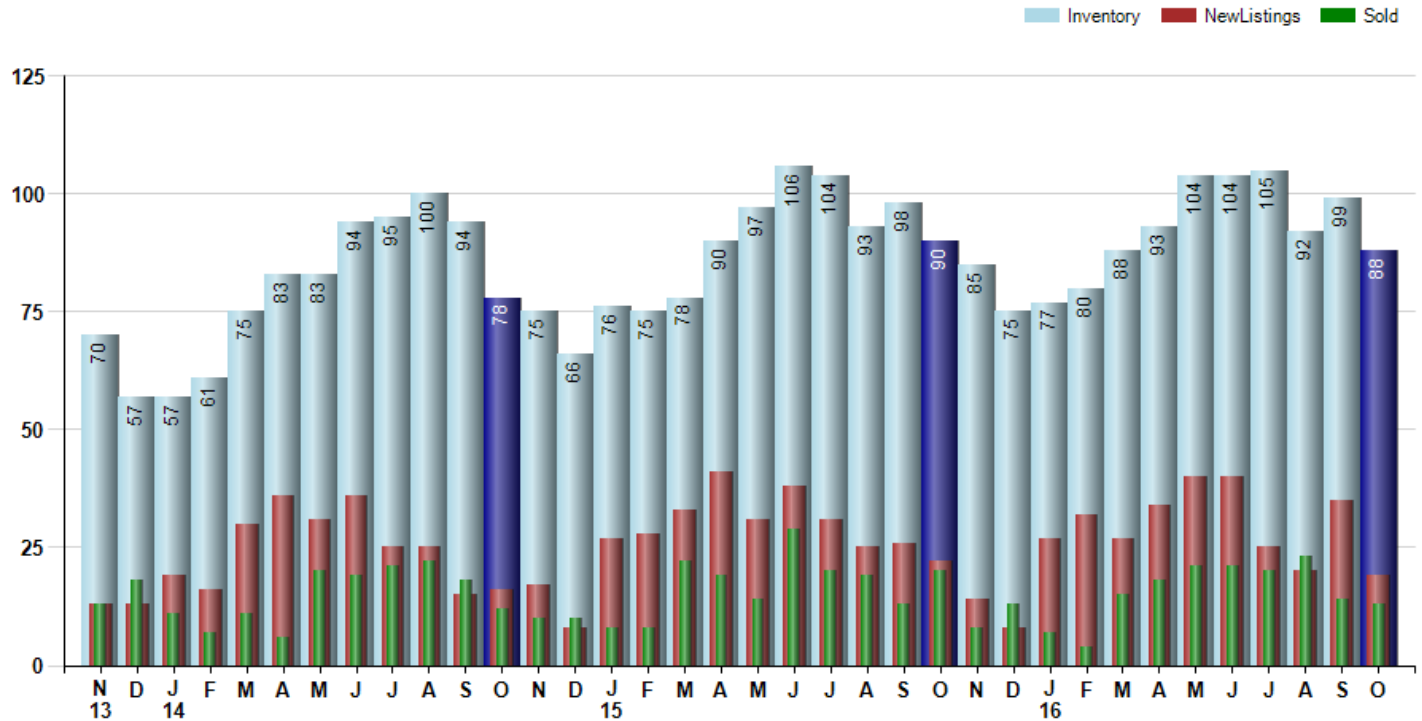
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The October 2016 Selling Price vs List Price of 95.0% was down from 95.8% last month and up from 93.9% 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 2016 was 19, down -45.7% from 35 last month and down -13.6% from 22 in October of last year.



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# MARKET ACTION REPORT

October 2016

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	N 13	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	S	O
Homes Sold	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	14	13
3 Mo. Roll Avg			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	19	17

	(000's) N 13	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	S	O
Median Sale Price	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	231	385
3 Mo. Roll Avg			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	368	357

	N 13	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	S	O
Inventory	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	77	80	88	93	104	104	105	92	99	88
MSI	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	7	7

	N 13	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	S	O
Days On Market	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	43	89
3 Mo. Roll Avg			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	45	63

	N 13	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	S	O
Price per Sq Ft	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	172	241
3 Mo. Roll Avg			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	208	219

	N 13	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	S	O
Sale to List Price	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	0.958	0.950
3 Mo. Roll Avg			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	0.957	0.955

	N 13	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	S	O
New Listings	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	35	19
Inventory	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	77	80	88	93	104	104	105	92	99	88
Sales	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	14	13

	(000's) N 13	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	S	O
Avg Sale Price	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	328	643
3 Mo. Roll Avg			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	521	570

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