

MLS Area: Lake Bluff



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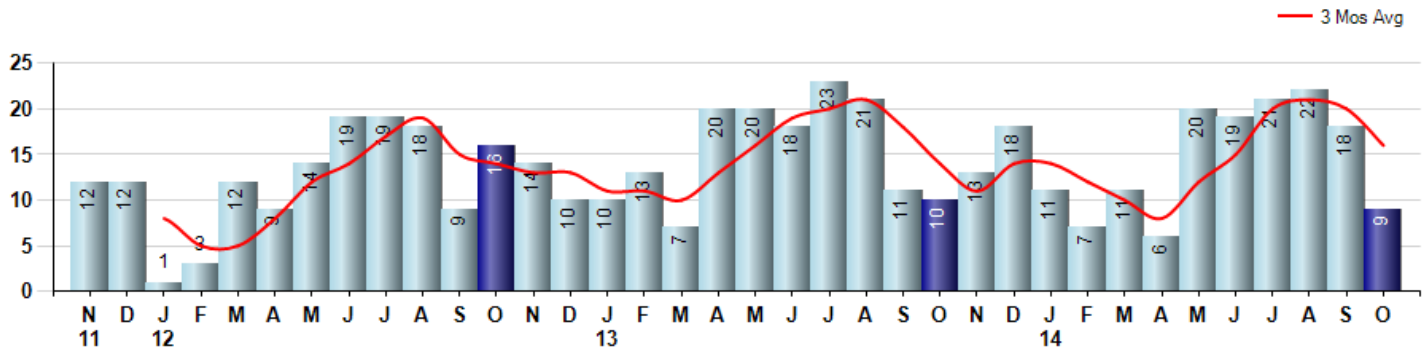
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$599,900	↓		↑				
Average List Price of all Current Listings	\$1,127,181	↑		↑				
October Median Sales Price	\$289,000	↓	↓	↓	↓	\$472,500	↑	↑
October Average Sales Price	\$372,089	↓	↓	↓	↓	\$533,613	↑	↑
Total Properties Currently for Sale (Inventory)	73	↓		↓				
October Number of Properties Sold	9	↓		↓		144	↓	
October Average Days on Market (Solds)	31	↓	↓	↑	↓	65	↓	↓
October Month's Supply of Inventory	8.1	↑	↑	↑	↑	6.6	↑	↑
October Sale Price vs List Price Ratio	91.0%	↓	↓	↓	↓	93.8%	↔	↔

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

Property Sales

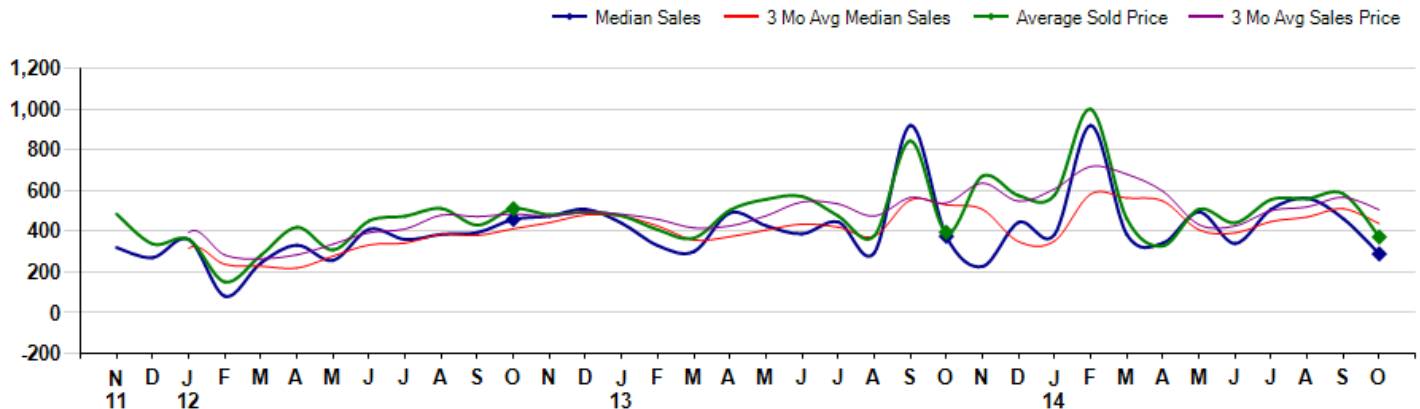
October Property sales were 9, down -10.0% from 10 in October of 2013 and -50.0% lower than the 18 sales last month. October 2014 sales were at their lowest level compared to October of 2013 and 2012. October YTD sales of 144 are running -5.9% behind last year's year-to-date sales of 153.



Prices

The Median Sales Price in October was \$289,000, down -22.9% from \$375,000 in October of 2013 and down -37.5% from \$462,500 last month. The Average Sales Price in October was \$372,089, down -5.9% from \$395,250 in October of 2013 and down -36.3% from \$584,361 last month. October 2014 ASP was at the lowest level compared to October of 2013 and 2012.

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



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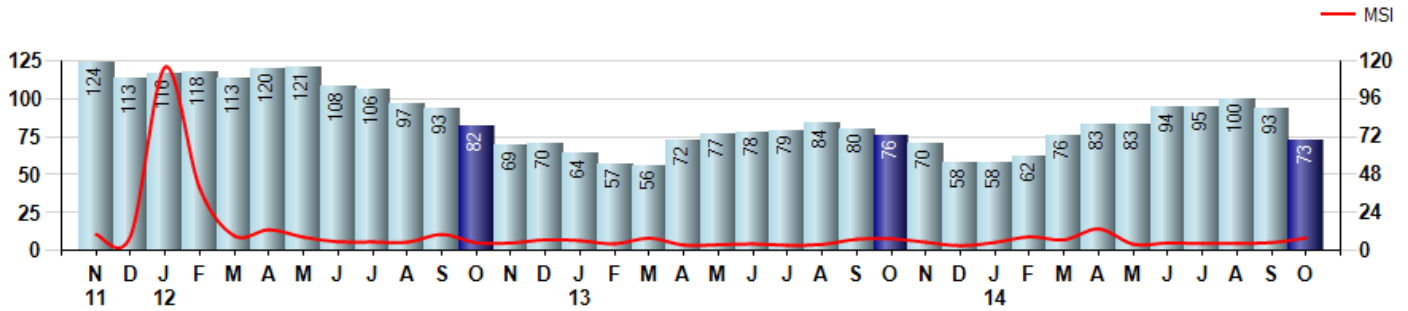
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Inventory & MSI

The Total Inventory of Properties available for sale as of October was 73, down -21.5% from 93 last month and down -3.9% from 76 in October of last year. October 2014 Inventory was at the lowest level compared to October of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2014 MSI of 8.1 months was at its highest level compared with October of 2013 and 2012.

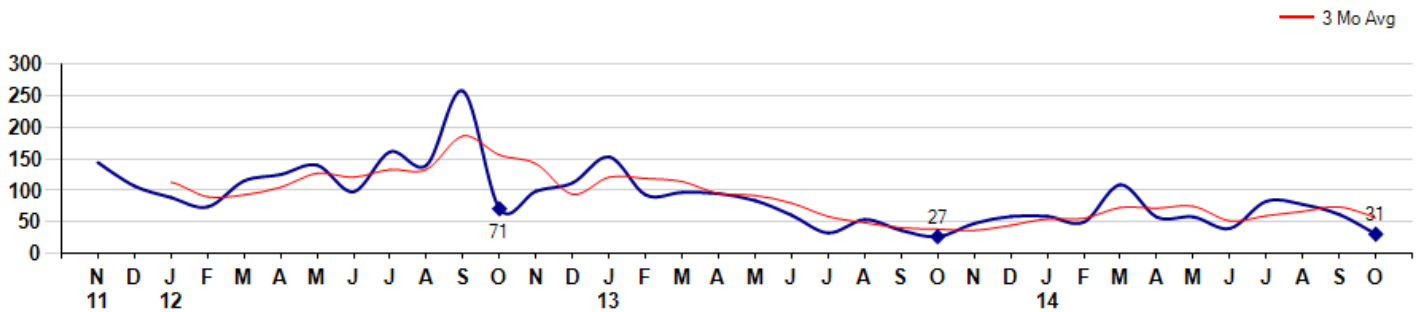
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 31, down -50.0% from 62 days last month and up 14.8% from 27 days in October of last year. The October 2014 DOM was at a mid range compared with October of 2013 and 2012.

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



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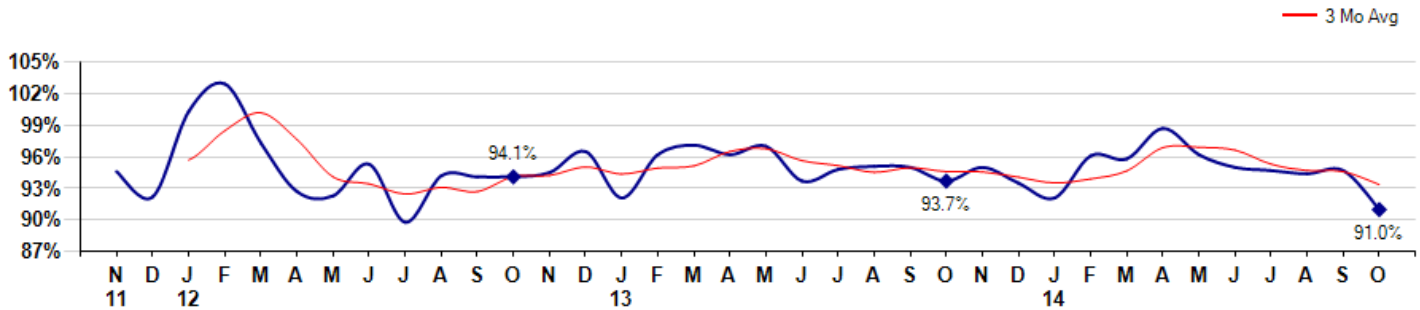


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Selling Price vs Listing Price

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 2014 Selling Price vs List Price of 91.0% was down from 94.7% last month and down from 93.7% in October of last year.

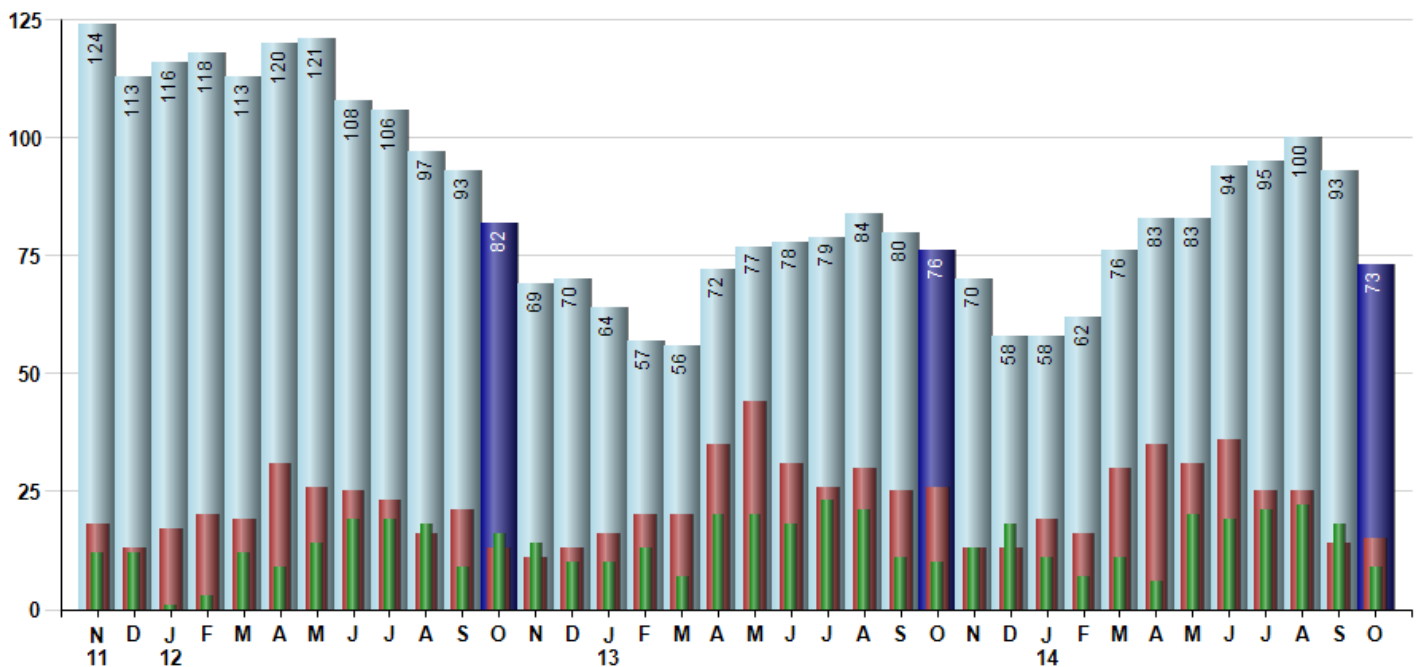
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2014 was 15, up 7.1% from 14 last month and down -42.3% from 26 in October of last year.

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



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	N 11	D	J 12	F	M	A	M	J	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
Homes Sold	12	12	1	3	12	9	14	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	9
3 Mo. Roll Avg			8	5	5	8	12	14	17	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	16

	(000's) N 11	D	J 12	F	M	A	M	J	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
Median Sale Price	320	271	360	81	245	332	257	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	289
3 Mo. Roll Avg			317	237	229	219	278	333	342	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	438

	N 11	D	J 12	F	M	A	M	J	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
Inventory	124	113	116	118	113	120	121	108	106	97	93	82	69	70	64	57	56	72	77	78	79	84	80	76	70	58	58	62	76	83	83	94	95	100	93	73
MSI	10	9	116	39	9	13	9	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	5	8

	N 11	D	J 12	F	M	A	M	J	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
Days On Market	144	107	89	74	115	125	140	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	31
3 Mo. Roll Avg			113	90	93	105	127	121	133	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	57

	N 11	D	J 12	F	M	A	M	J	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
Price per Sq Ft	183	159	134	85	145	161	151	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
3 Mo. Roll Avg			159	126	121	130	152	163	175	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

	N 11	D	J 12	F	M	A	M	J	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
Sale to List Price	0.946	0.922	1.003	1.029	0.973	0.927	0.923	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	0.910
3 Mo. Roll Avg			0.957	0.985	1.002	0.976	0.941	0.934	0.925	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	0.934

	N 11	D	J 12	F	M	A	M	J	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
New Listings	18	13	17	20	19	31	26	25	23	16	21	13	11	13	16	20	20	35	44	31	26	30	25	26	13	13	19	16	30	35	31	36	25	25	14	15
Inventory	124	113	116	118	113	120	121	108	106	97	93	82	69	70	64	57	56	72	77	78	79	84	80	76	70	58	58	62	76	83	83	94	95	100	93	73
Sales	12	12	1	3	12	9	14	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	9

	(000's) N 11	D	J 12	F	M	A	M	J	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
Avg Sale Price	485	338	360	151	283	420	308	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	372
3 Mo. Roll Avg			394	283	265	285	337	393	411	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	506

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