

MLS Area: Lake Bluff



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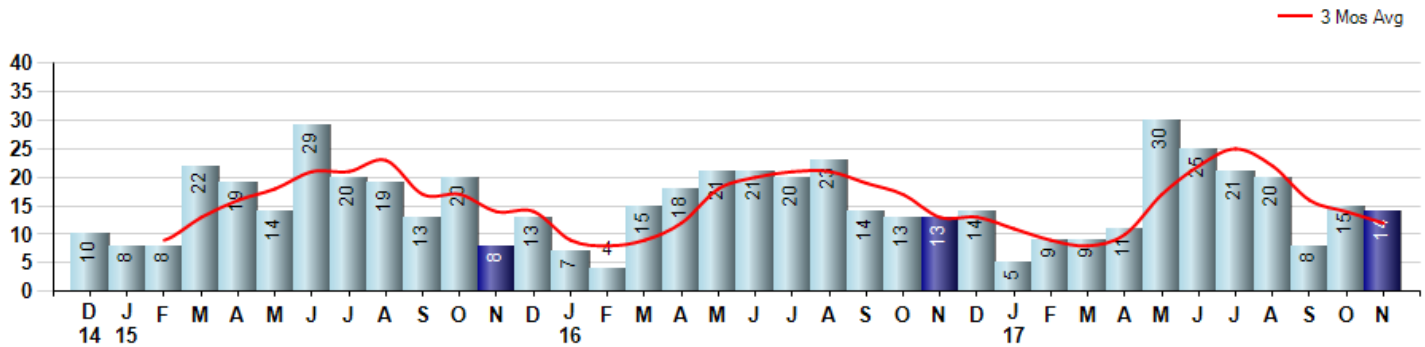
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$585,000	↓		↓				
Average List Price of all Current Listings	\$898,443	↔		↑				
November Median Sales Price	\$535,000	↑	↑	↑	↑	\$460,000	↓	↔
November Average Sales Price	\$600,793	↑	↑	↑	↑	\$540,082	↓	↓
Total Properties Currently for Sale (Inventory)	70	↓		↓				
November Number of Properties Sold	14	↓		↑		167	↓	
November Average Days on Market (Solds)	59	↑	↑	↑	↓	72	↓	↓
November Month's Supply of Inventory	5.0	↓	↓	↓	↓	7.0	↓	↓
November Sale Price vs List Price Ratio	94.0%	↑	↑	↑	↑	92.6%	↑	↑

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

Property Sales

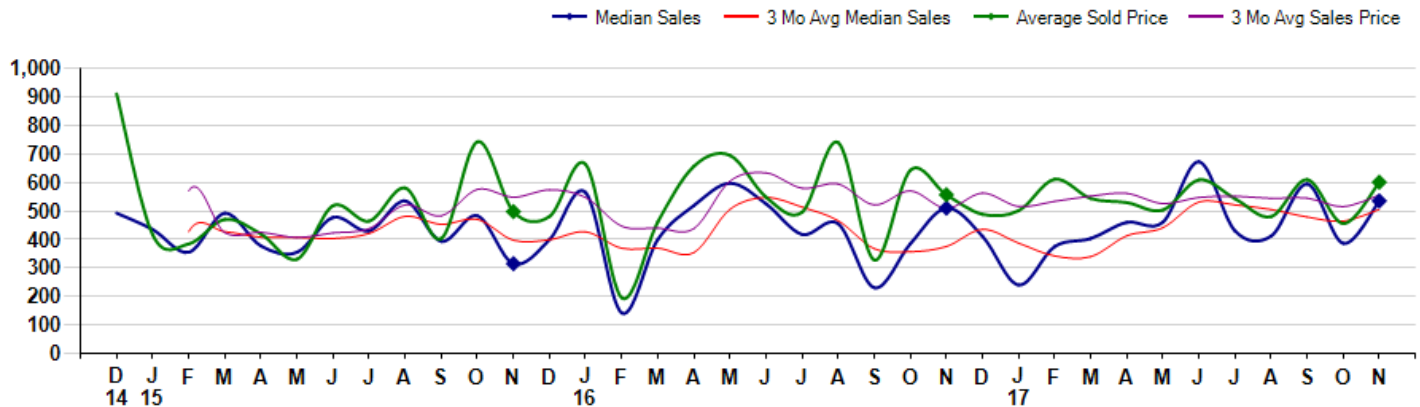
November Property sales were 14, up 7.7% from 13 in November of 2016 and -6.7% lower than the 15 sales last month. November 2017 sales were at their highest level compared to November of 2016 and 2015. November YTD sales of 167 are running -1.2% behind last year's year-to-date sales of 169.



Prices

The Median Sales Price in November was \$535,000, up 4.9% from \$510,000 in November of 2016 and up 38.4% from \$386,500 last month. The Average Sales Price in November was \$600,793, up 7.9% from \$556,846 in November of 2016 and up 31.8% from \$455,877 last month. November 2017 ASP was at highest level compared to November of 2016 and 2015.

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



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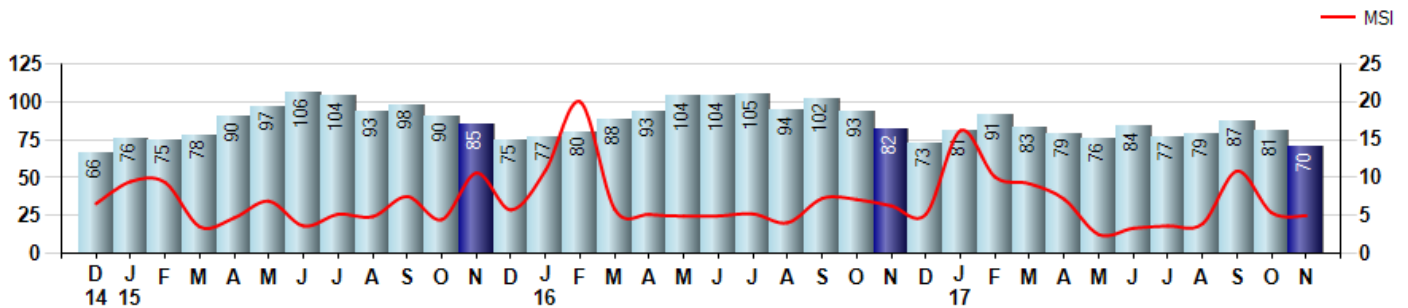
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Inventory & MSI

The Total Inventory of Properties available for sale as of November was 70, down -13.6% from 81 last month and down -14.6% from 82 in November of last year. November 2017 Inventory was at the lowest level compared to November of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2017 MSI of 5.0 months was at its lowest level compared with November of 2016 and 2015.

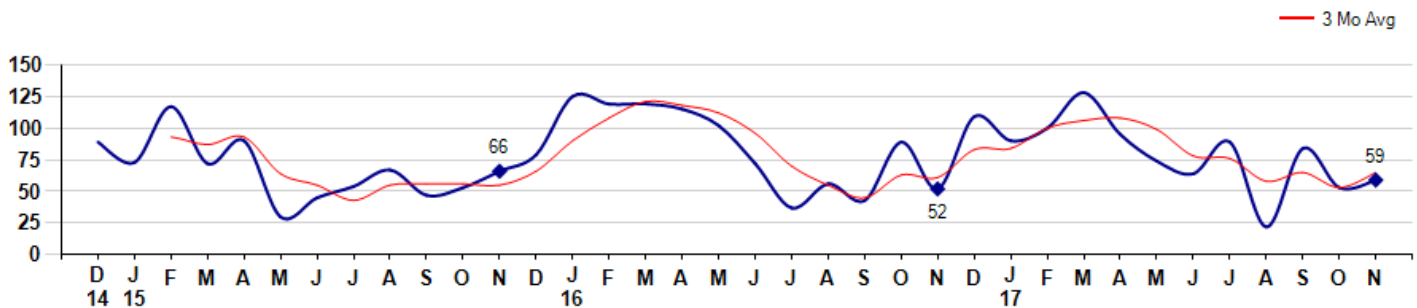
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 November was 59, up 11.3% from 53 days last month and up 13.5% from 52 days in November of last year. The November 2017 DOM was at a mid range compared with November of 2016 and 2015.

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



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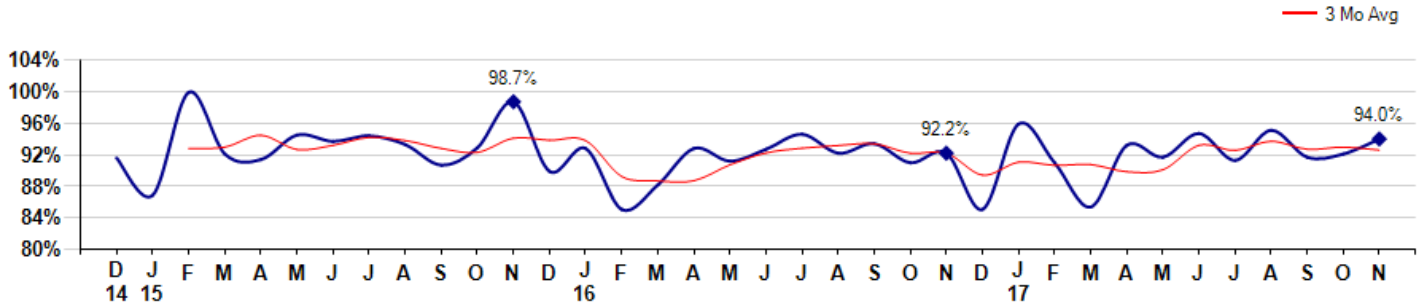


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Selling Price vs Listing Price

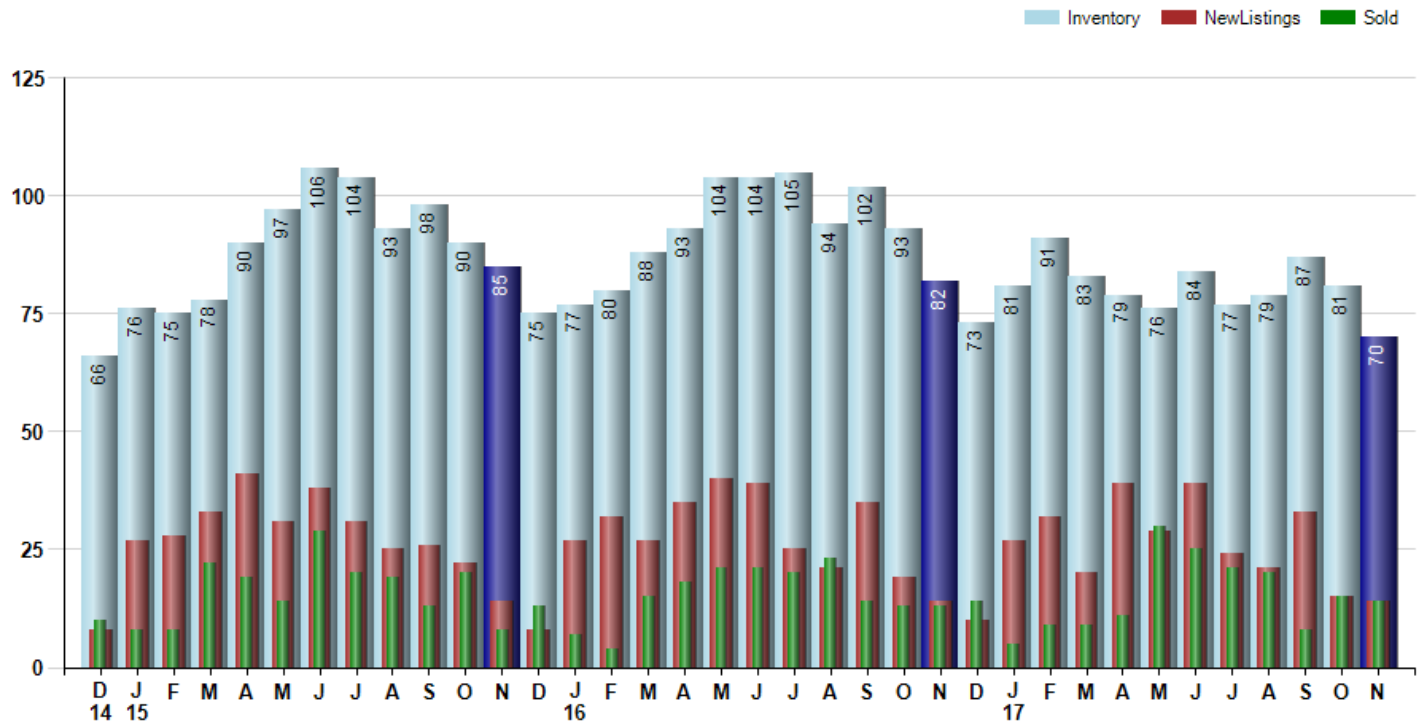
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The November 2017 Selling Price vs List Price of 94.0% was up from 92.1% last month and up from 92.2% in November 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 November 2017 was 14, down -6.7% from 15 last month and equal to 14 in November of last year.



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MARKET ACTION REPORT

November 2017

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	D 14	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N
Homes Sold	10	8	8	22	19	14	29	20	19	13	20	8	13	7	4	15	18	21	21	20	23	14	13	13	14	5	9	9	11	30	25	21	20	8	15	14
3 Mo. Roll Avg			9	13	16	18	21	21	23	17	17	14	14	9	8	9	12	18	20	21	21	19	17	13	13	11	9	8	10	17	22	25	22	16	14	12

(000's)	D 14	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N
Median Sale Price	493	435	355	492	377	355	478	430	535	394	483	315	400	565	142	400	519	598	525	418	455	231	385	510	411	240	375	403	460	461	673	430	412	595	387	535
3 Mo. Roll Avg			428	427	408	408	403	421	481	453	471	397	399	427	369	369	354	506	547	513	466	368	357	375	435	387	342	339	413	441	531	521	505	479	464	505

	D 14	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N
Inventory	66	76	75	78	90	97	106	104	93	98	90	85	75	77	80	88	93	104	104	105	94	102	93	82	73	81	91	83	79	76	84	77	79	87	81	70
MSI	7	10	9	4	5	7	4	5	5	8	5	11	6	11	20	6	5	5	5	5	4	7	7	6	5	16	10	9	7	3	3	4	4	11	5	5

	D 14	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N
Days On Market	89	73	117	72	90	30	45	54	67	47	53	66	79	125	119	119	115	102	72	37	56	43	89	52	109	90	100	128	95	74	64	89	22	84	53	59
3 Mo. Roll Avg			93	87	93	64	55	43	55	56	56	55	66	90	108	121	118	112	96	70	55	45	63	61	83	84	100	106	108	99	78	76	58	65	53	65

	D 14	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N
Price per Sq Ft	247	188	172	221	200	181	219	206	252	179	253	205	213	257	117	185	239	236	223	209	243	172	241	245	203	210	218	212	216	205	248	207	208	246	193	223
3 Mo. Roll Avg			202	194	198	201	200	202	226	212	228	212	224	225	196	186	180	220	233	223	225	208	219	219	230	219	210	213	215	211	223	220	221	220	216	221

	D 14	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N
Sale to List Price	0.916	0.869	0.999	0.921	0.914	0.945	0.937	0.944	0.933	0.907	0.929	0.987	0.899	0.928	0.851	0.882	0.928	0.912	0.927	0.946	0.922	0.934	0.910	0.922	0.851	0.959	0.910	0.854	0.932	0.917	0.947	0.913	0.951	0.917	0.921	0.940
3 Mo. Roll Avg			0.928	0.930	0.945	0.927	0.932	0.942	0.938	0.928	0.923	0.941	0.938	0.938	0.893	0.887	0.887	0.907	0.922	0.928	0.932	0.934	0.922	0.922	0.894	0.911	0.907	0.908	0.899	0.901	0.932	0.926	0.937	0.927	0.930	0.926

	D 14	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N
New Listings	8	27	28	33	41	31	38	31	25	26	22	14	8	27	32	27	35	40	39	25	21	35	19	14	10	27	32	20	39	29	39	24	21	33	15	14
Inventory	66	76	75	78	90	97	106	104	93	98	90	85	75	77	80	88	93	104	104	105	94	102	93	82	73	81	91	83	79	76	84	77	79	87	81	70
Sales	10	8	8	22	19	14	29	20	19	13	20	8	13	7	4	15	18	21	21	20	23	14	13	13	14	5	9	9	11	30	25	21	20	8	15	14

(000's)	D 14	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N
Avg Sale Price	911	416	385	470	420	331	519	464	581	403	743	498	481	664	195	461	657	695	549	495	740	328	643	557	488	501	612	544	530	503	609	543	480	610	456	601
3 Mo. Roll Avg			571	424	425	407	423	438	521	483	576	548	574	547	447	440	438	604	634	580	595	521	570	509	563	515	534	552	562	526	547	552	544	544	515	556

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