

## MLS Area: Lake Bluff



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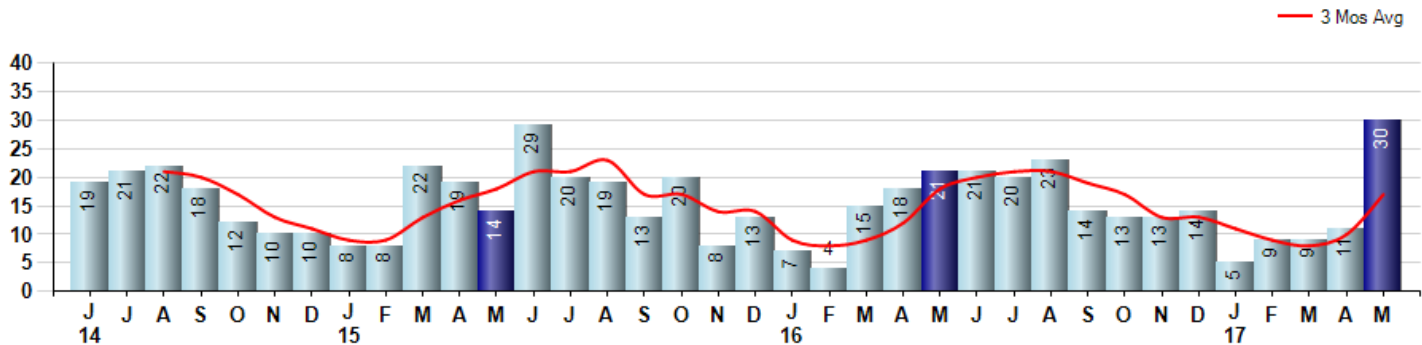
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$715,000	↑		↑				
Average List Price of all Current Listings	\$997,271	↑		↑				
May Median Sales Price	\$460,500	↔	↑	↓	↔	\$430,000	↓	↓
May Average Sales Price	\$503,270	↓	↓	↓	↓	\$528,520	↓	↓
Total Properties Currently for Sale (Inventory)	73	↓		↓				
May Number of Properties Sold	30	↑		↑		64	↓	
May Average Days on Market (Solds)	74	↓	↓	↓	↓	90	↓	↑
May Month's Supply of Inventory	2.4	↓	↓	↓	↓	9.0	↓	↑
May Sale Price vs List Price Ratio	91.7%	↓	↑	↑	↔	91.3%	↑	↓

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

### Property Sales

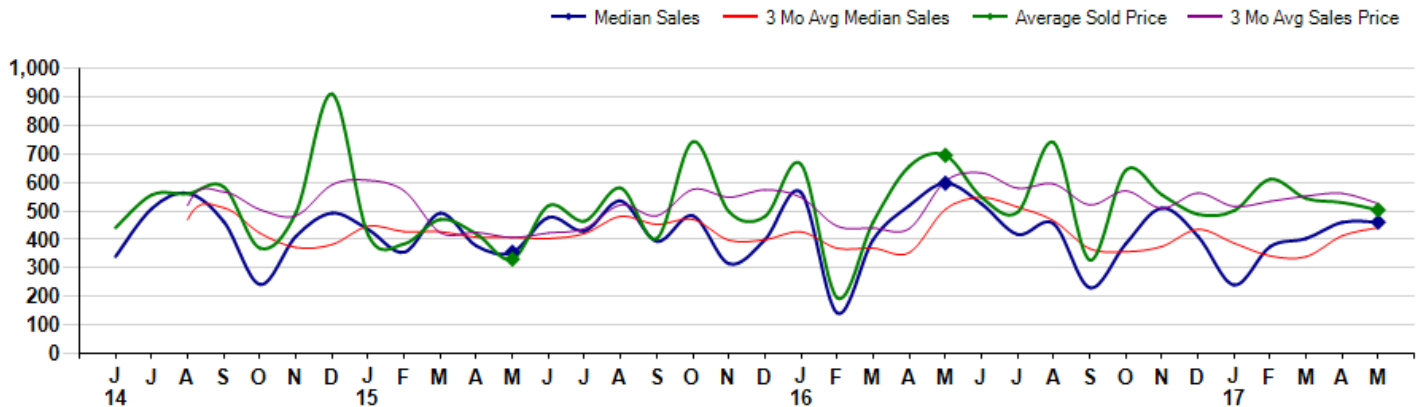
May Property sales were 30, up 42.9% from 21 in May of 2016 and 172.7% higher than the 11 sales last month. May 2017 sales were at their highest level compared to May of 2016 and 2015. May YTD sales of 64 are running -1.5% behind last year's year-to-date sales of 65.



### Prices

The Median Sales Price in May was \$460,500, down -22.9% from \$597,500 in May of 2016 and up 0.1% from \$460,000 last month. The Average Sales Price in May was \$503,270, down -27.6% from \$695,167 in May of 2016 and down -5.0% from \$529,636 last month. May 2017 ASP was at a mid range compared to May of 2016 and 2015.

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



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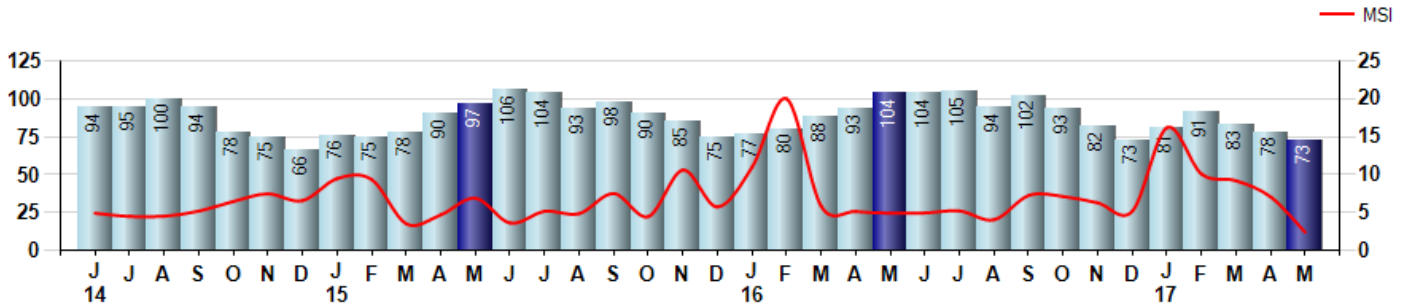
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### Inventory & MSI

The Total Inventory of Properties available for sale as of May was 73, down -6.4% from 78 last month and down -29.8% from 104 in May of last year. May 2017 Inventory was at the lowest level compared to May of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2017 MSI of 2.4 months was at its lowest level compared with May of 2016 and 2015.

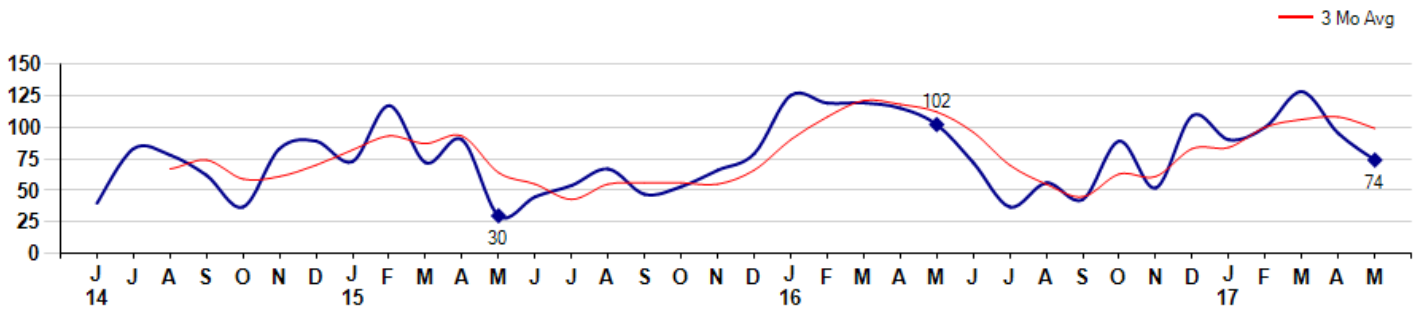
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 May was 74, down -22.1% from 95 days last month and down -27.5% from 102 days in May of last year. The May 2017 DOM was at a mid range compared with May of 2016 and 2015.

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



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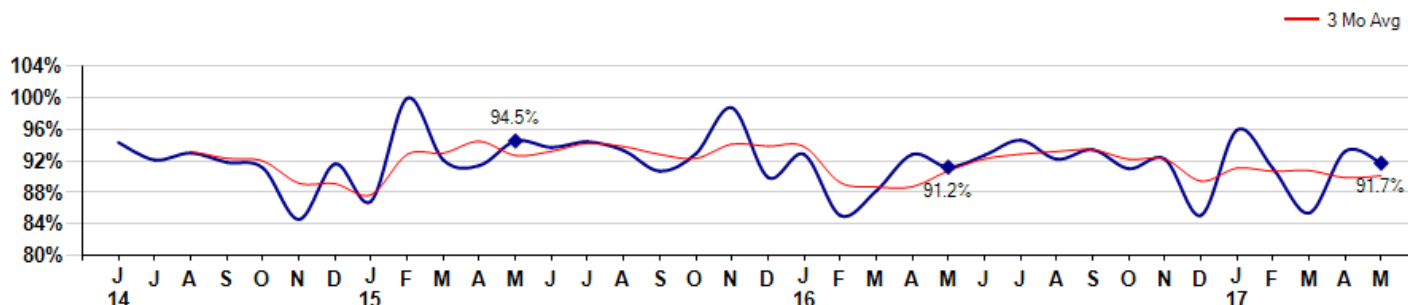


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### Selling Price vs Listing Price

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 May 2017 Selling Price vs List Price of 91.7% was down from 93.2% last month and up from 91.2% in May of last year.

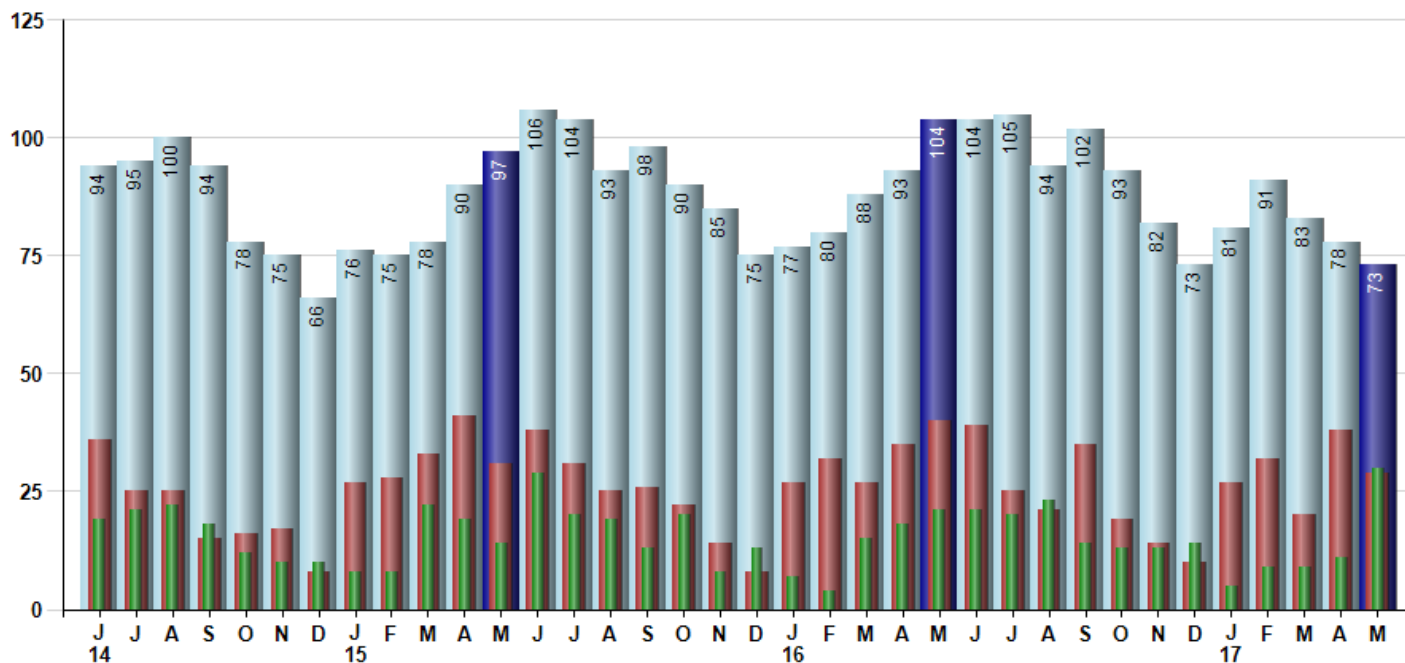
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 2017 was 29, down -23.7% from 38 last month and down -27.5% from 40 in May of last year.

Inventory    New Listings    Sold



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	J 14	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	N	D	J 17	F	M	A	M
Homes Sold	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	13	14	5	9	9	11	30
3 Mo. Roll Avg			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	13	13	11	9	8	10	17

(000's)	J 14	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	N	D	J 17	F	M	A	M
Median Sale Price	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	510	411	240	375	403	460	461
3 Mo. Roll Avg			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	375	435	387	342	339	413	441

	J 14	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	N	D	J 17	F	M	A	M
Inventory	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	94	102	93	82	73	81	91	83	78	73
MSI	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	6	5	16	10	9	7	2

	J 14	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	N	D	J 17	F	M	A	M
Days On Market	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	52	109	90	100	128	95	74
3 Mo. Roll Avg			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	61	83	84	100	106	108	99

	J 14	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	N	D	J 17	F	M	A	M
Price per Sq Ft	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	245	203	210	218	212	216	205
3 Mo. Roll Avg			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	219	230	219	210	213	215	211

	J 14	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	N	D	J 17	F	M	A	M
Sale to List Price	0.943	0.921	0.930	0.918	0.911	0.846	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
3 Mo. Roll Avg			0.931	0.923	0.920	0.892	0.891	0.877	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

	J 14	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	N	D	J 17	F	M	A	M
New Listings	36	25	25	15	16	17	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	38	29
Inventory	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	94	102	93	82	73	81	91	83	78	73
Sales	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	13	14	5	9	9	11	30

(000's)	J 14	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	N	D	J 17	F	M	A	M
Avg Sale Price	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	557	488	501	612	544	530	503
3 Mo. Roll Avg			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	509	563	515	534	552	562	526

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