

MLS Area: Lake Bluff



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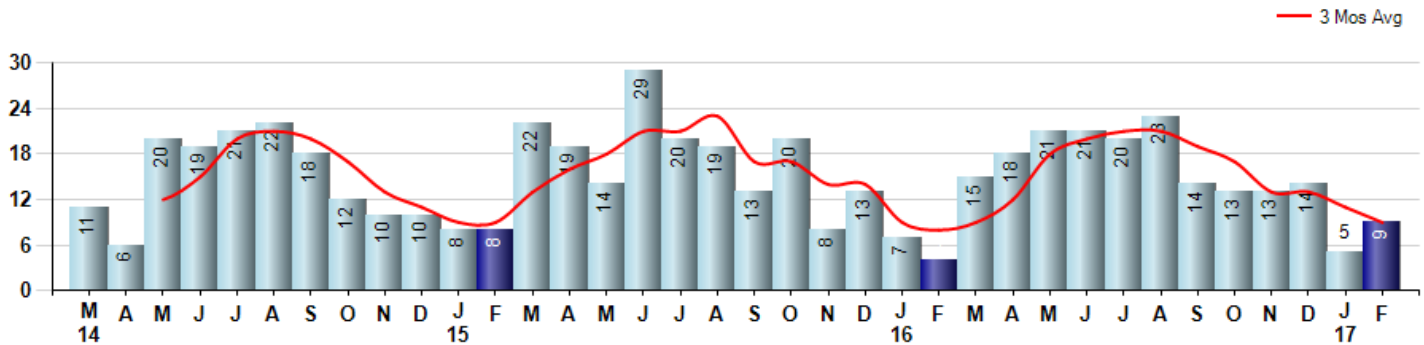
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$719,900	↔		↔				
Average List Price of all Current Listings	\$800,499	↑		↓				
February Median Sales Price	\$375,000	↑	↓	↑	↓	\$307,500	↓	↓
February Average Sales Price	\$611,500	↑	↑	↑	↑	\$572,000	↑	↔
Total Properties Currently for Sale (Inventory)	87	↑		↑				
February Number of Properties Sold	9	↑		↑		14	↑	
February Average Days on Market (Solds)	100	↑	↑	↓	↑	97	↓	↑
February Month's Supply of Inventory	9.7	↓	↓	↓	↑	12.7	↓	↑
February Sale Price vs List Price Ratio	91.0%	↓	↑	↑	↓	92.8%	↑	↑

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

Property Sales

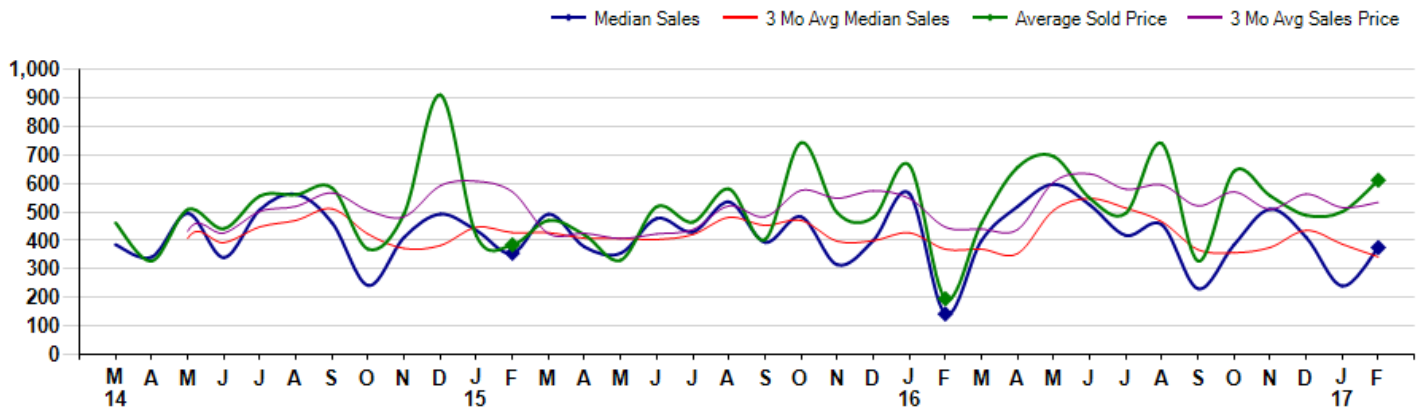
February Property sales were 9, up 125.0% from 4 in February of 2016 and 80.0% higher than the 5 sales last month. February 2017 sales were at their highest level compared to February of 2016 and 2015. February YTD sales of 14 are running 27.3% ahead of last year's year-to-date sales of 11.



Prices

The Median Sales Price in February was \$375,000, up 164.1% from \$142,000 in February of 2016 and up 56.3% from \$240,000 last month. The Average Sales Price in February was \$611,500, up 213.2% from \$195,250 in February of 2016 and up 22.1% from \$500,900 last month. February 2017 ASP was at highest level compared to February of 2016 and 2015.

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



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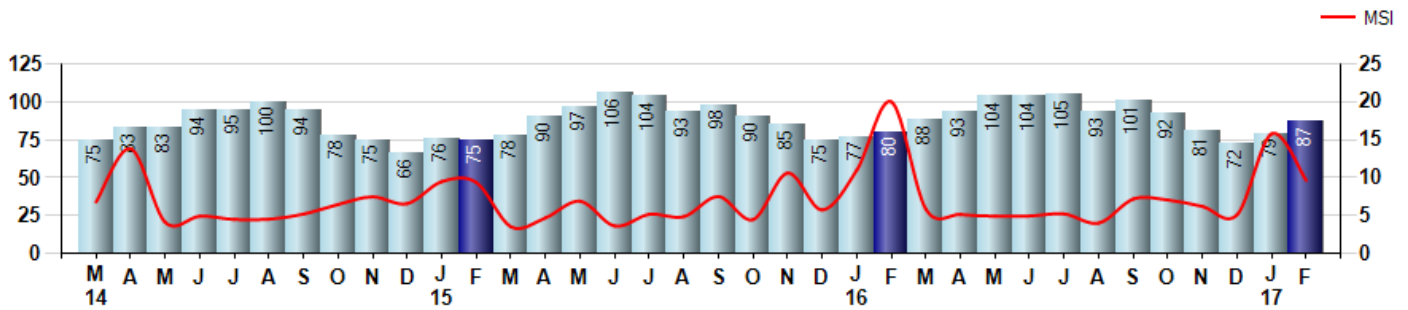
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 87, up 10.1% from 79 last month and up 8.7% from 80 in February of last year. February 2017 Inventory was at highest level compared to February of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2017 MSI of 9.7 months was at a mid range compared with February of 2016 and 2015.

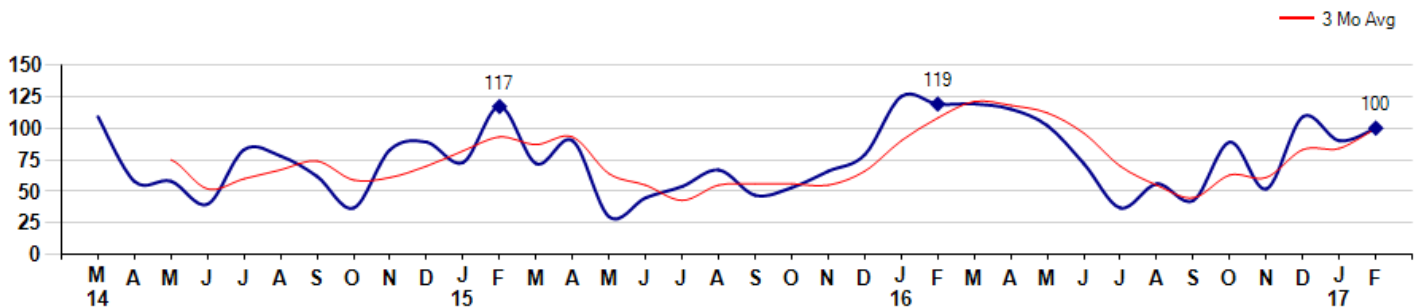
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 February was 100, up 11.1% from 90 days last month and down -16.0% from 119 days in February of last year. The February 2017 DOM was at its lowest level compared with February of 2016 and 2015.

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



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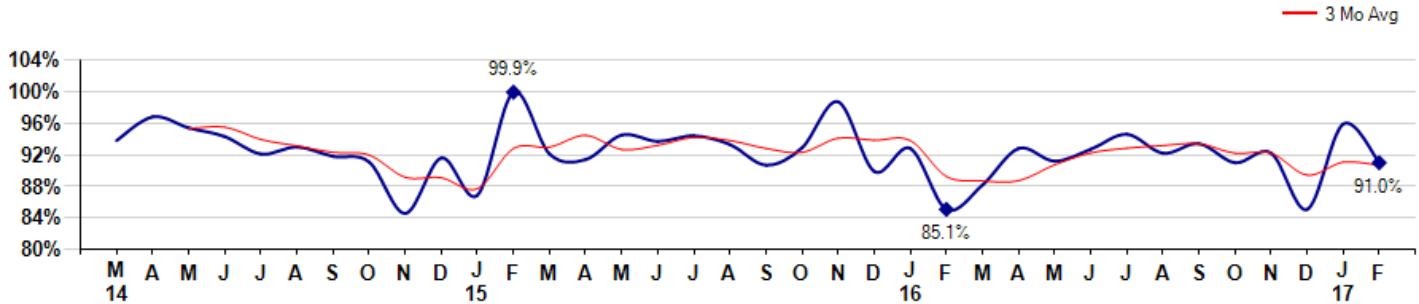


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Selling Price vs Listing Price

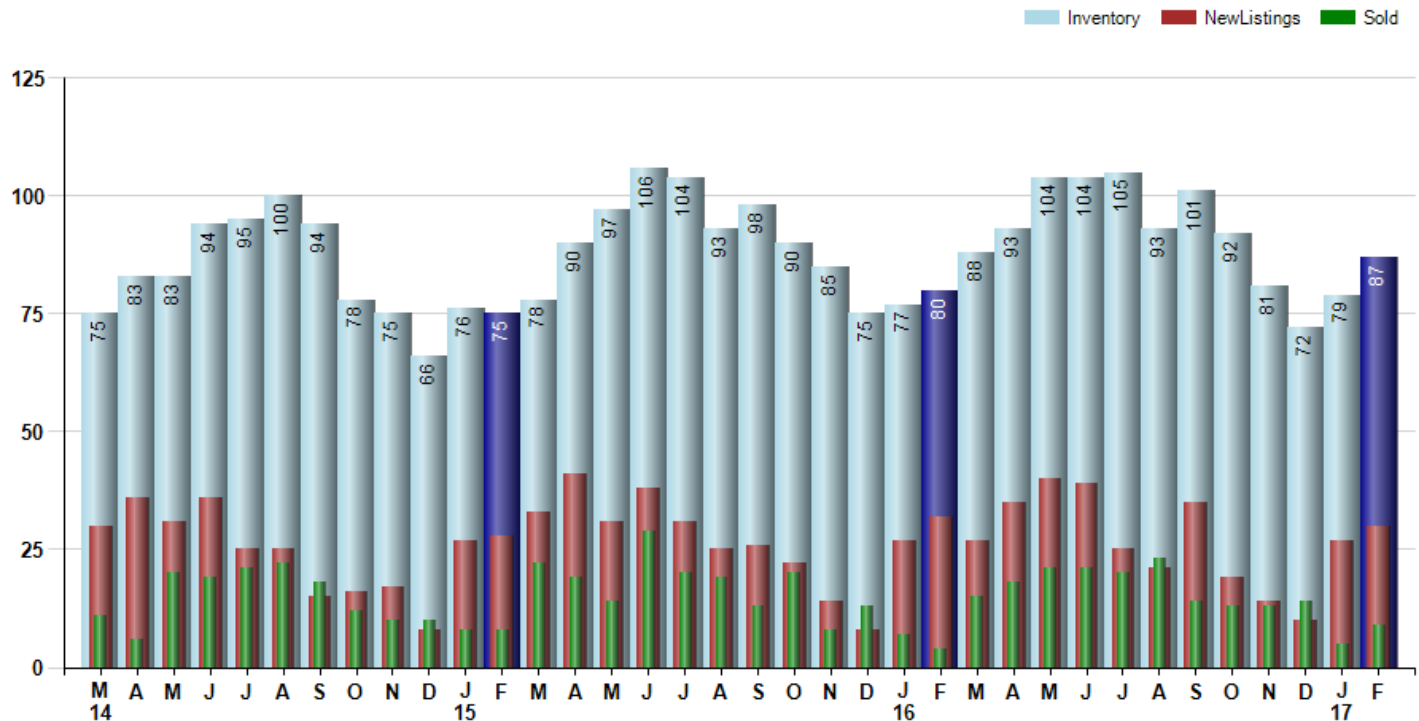
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The February 2017 Selling Price vs List Price of 91.0% was down from 95.9% last month and up from 85.1% in February 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 February 2017 was 30, up 11.1% from 27 last month and down -6.3% from 32 in February of last year.



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Homes Sold	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	13	14	5	9
3 Mo. Roll Avg			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	13	13	11	9

	(000's) M 14	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	N	D	J 17	F
Median Sale Price	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	510	411	240	375
3 Mo. Roll Avg			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	375	435	387	342

	M 14	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	N	D	J 17	F
Inventory	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	93	101	92	81	72	79	87
MSI	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	6	5	16	10

	M 14	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	N	D	J 17	F
Days On Market	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	52	109	90	100
3 Mo. Roll Avg			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	61	83	84	100

	M 14	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	N	D	J 17	F
Price per Sq Ft	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	245	203	210	218
3 Mo. Roll Avg			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	219	230	219	210

	M 14	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	N	D	J 17	F
Sale to List Price	0.938	0.968	0.954	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
3 Mo. Roll Avg			0.953	0.955	0.939	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

	M 14	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	N	D	J 17	F
New Listings	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	35	40	39	25	21	35	19	14	10	27	30
Inventory	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	93	101	92	81	72	79	87
Sales	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	13	14	5	9

	(000's) M 14	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	N	D	J 17	F
Avg Sale Price	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	557	488	501	612
3 Mo. Roll Avg			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	509	563	515	534

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