

MLS Area: Lake Bluff



ART WILSON
 Broker, Realtor
 847-363-1599
 www.NorthShoreHomesOnline.com
 Art.Wilson@cbexchange.com



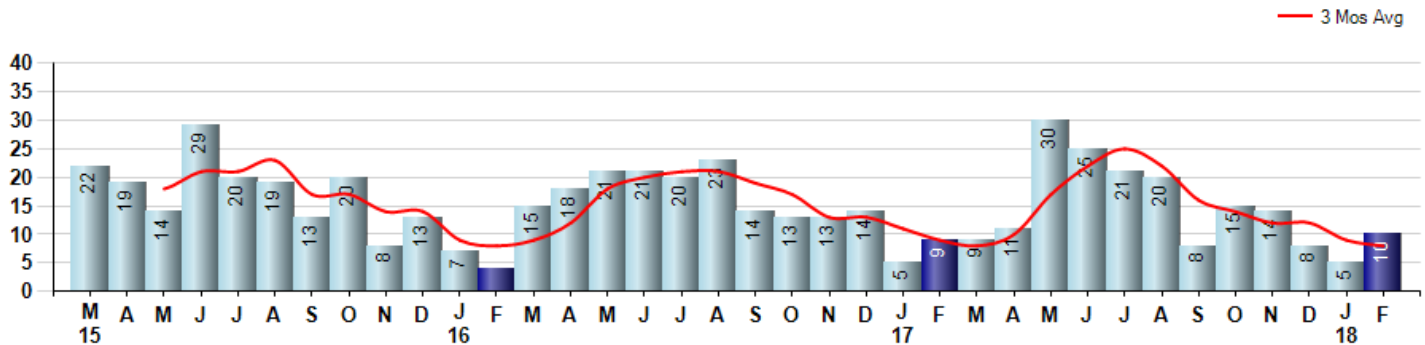
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$665,000	↑		↓				
Average List Price of all Current Listings	\$948,633	↑		↑				
February Median Sales Price	\$480,000	↑	↑	↑	↑	\$465,000	↑	↑
February Average Sales Price	\$505,600	↑	↓	↓	↓	\$483,933	↓	↓
Total Properties Currently for Sale (Inventory)	85	↑		↓				
February Number of Properties Sold	10	↑		↑		15	↑	
February Average Days on Market (Solds)	100	↑	↑	→	↑	91	↓	↑
February Month's Supply of Inventory	8.5	↓	↓	↓	↑	12.2	↓	↑
February Sale Price vs List Price Ratio	90.9%	↓	↓	→	↓	92.1%	↓	↓

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

Property Sales

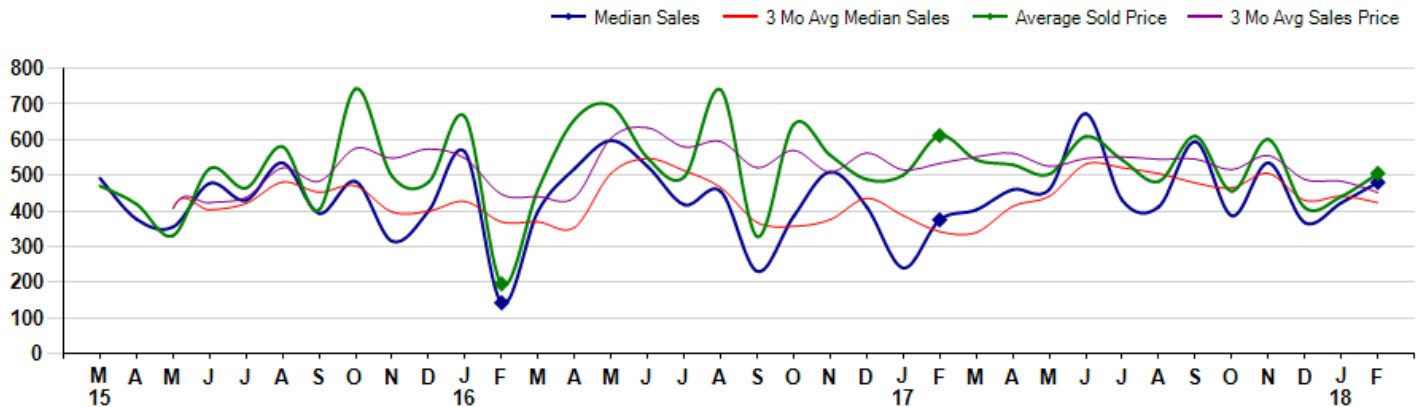
February Property sales were 10, up 11.1% from 9 in February of 2017 and 100.0% higher than the 5 sales last month. February 2018 sales were at their highest level compared to February of 2017 and 2016. February YTD sales of 15 are running 7.1% ahead of last year's year-to-date sales of 14.



Prices

The Median Sales Price in February was \$480,000, up 28.0% from \$375,000 in February of 2017 and up 13.5% from \$423,000 last month. The Average Sales Price in February was \$505,600, down -17.3% from \$611,500 in February of 2017 and up 14.8% from \$440,600 last month. February 2018 ASP was at a mid range compared to February of 2017 and 2016.

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



MLS Area: Lake Bluff



ART WILSON
 Broker, Realtor
 847-363-1599
 www.NorthShoreHomesOnline.com
 Art.Wilson@cbexchange.com



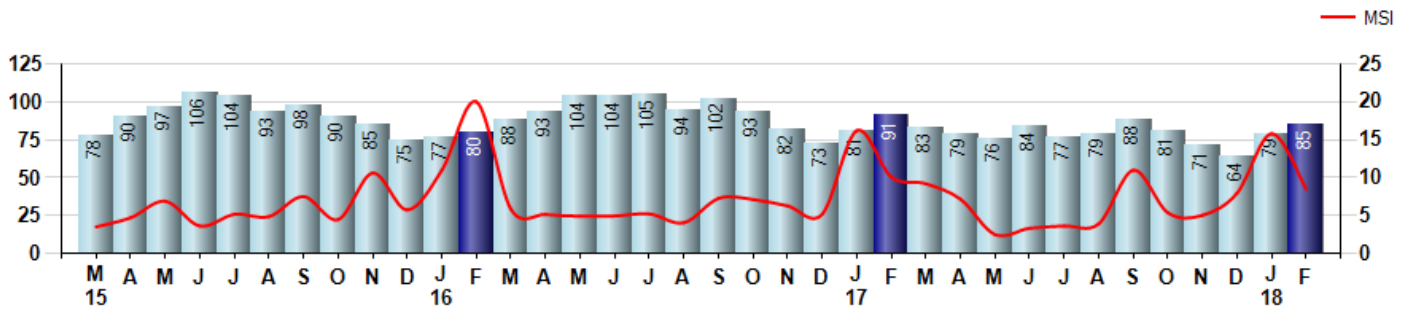
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of February was 85, up 7.6% from 79 last month and down -6.6% from 91 in February of last year. February 2018 Inventory was at a mid range compared to February of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2018 MSI of 8.5 months was at its lowest level compared with February of 2017 and 2016.

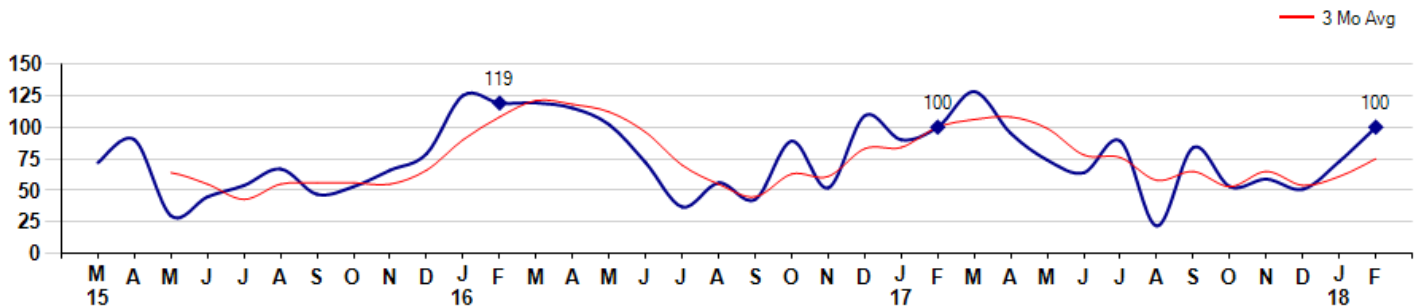
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 37.0% from 73 days last month and equal to 100 days in February of last year. The February 2018 DOM was at its lowest level compared with February of 2017 and 2016.

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



MLS Area: Lake Bluff



ART WILSON
 Broker, Realtor
 847-363-1599
 www.NorthShoreHomesOnline.com
 Art.Wilson@cbexchange.com

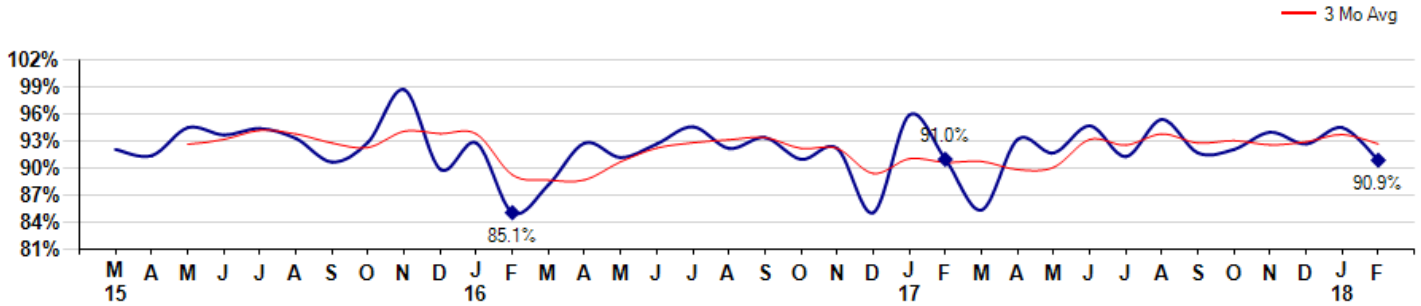


Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Selling Price vs Listing Price

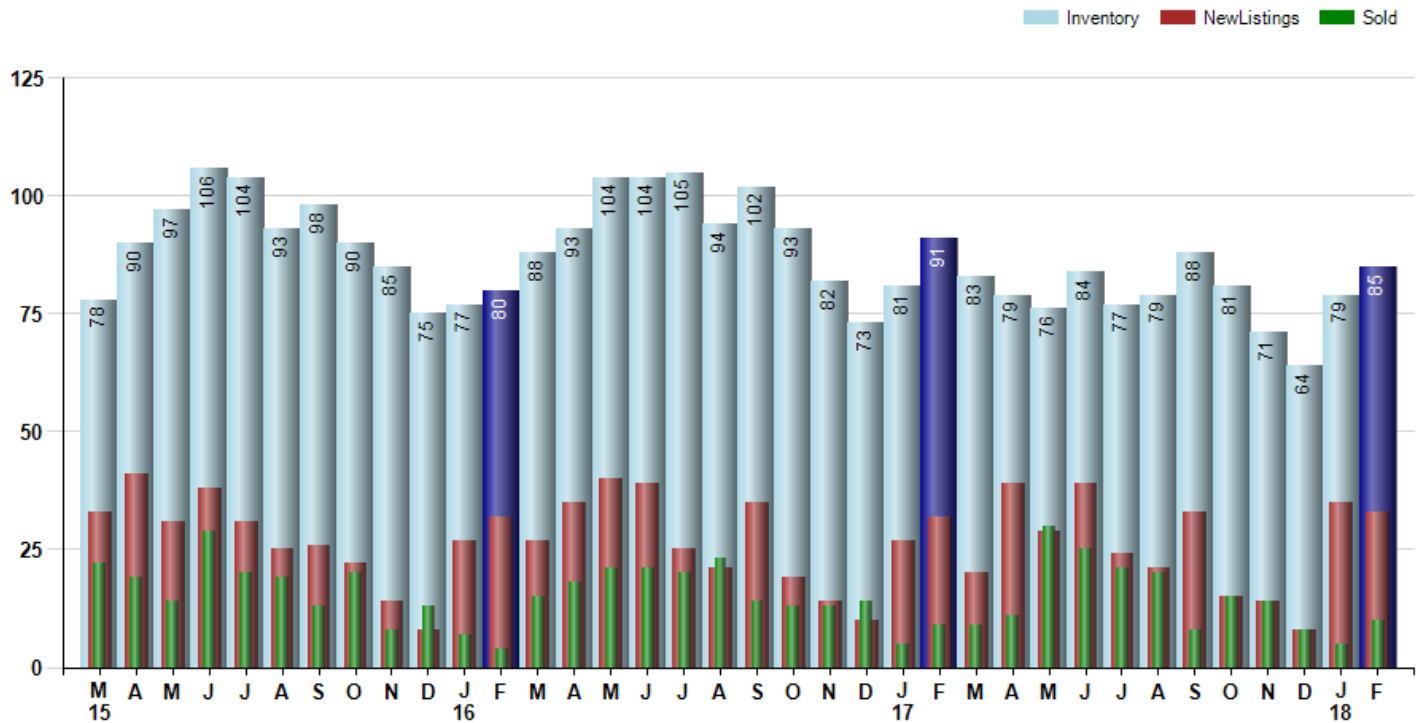
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The February 2018 Selling Price vs List Price of 90.9% was down from 94.5% last month and down from 91.0% 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 2018 was 33, down -5.7% from 35 last month and up 3.1% from 32 in February of last year.



© 2018 Coldwell Banker Residential Brokerage. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 3/1/2015 through 2/28/2018. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



MARKET ACTION REPORT

February 2018

MLS Area: Lake Bluff



ART WILSON
 Broker, Realtor
 847-363-1599
 www.NorthShoreHomesOnline.com
 Art.Wilson@cbexchange.com



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

	M 15	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	D	J 18	F
Homes Sold	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	8	5	10
3 Mo. Roll Avg			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	12	9	8

	(000's) M 15	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	D	J 18	F
Median Sale Price	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	367	423	480
3 Mo. Roll Avg			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	430	442	423

	M 15	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	D	J 18	F
Inventory	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	88	81	71	64	79	85
MSI	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	8	16	9

	M 15	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	D	J 18	F
Days On Market	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	51	73	100
3 Mo. Roll Avg			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	54	61	75

	M 15	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	D	J 18	F
Price per Sq Ft	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	209	246	193	223	207	207	234
3 Mo. Roll Avg			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	221	216	221	208	212	216

	M 15	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	D	J 18	F
Sale to List Price	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	0.954	0.917	0.921	0.940	0.927	0.945	0.909
3 Mo. Roll Avg			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	0.938	0.928	0.931	0.926	0.929	0.937	0.927

	M 15	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	D	J 18	F
New Listings	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	8	35	33
Inventory	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	88	81	71	64	79	85
Sales	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	8	5	10

	(000's) M 15	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	D	J 18	F
Avg Sale Price	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	483	610	456	601	409	441	506
3 Mo. Roll Avg			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	545	545	516	556	489	484	452

© 2018 Coldwell Banker Residential Brokerage. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 3/1/2015 through 2/28/2018. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.

