

MLS Area: Lake Bluff



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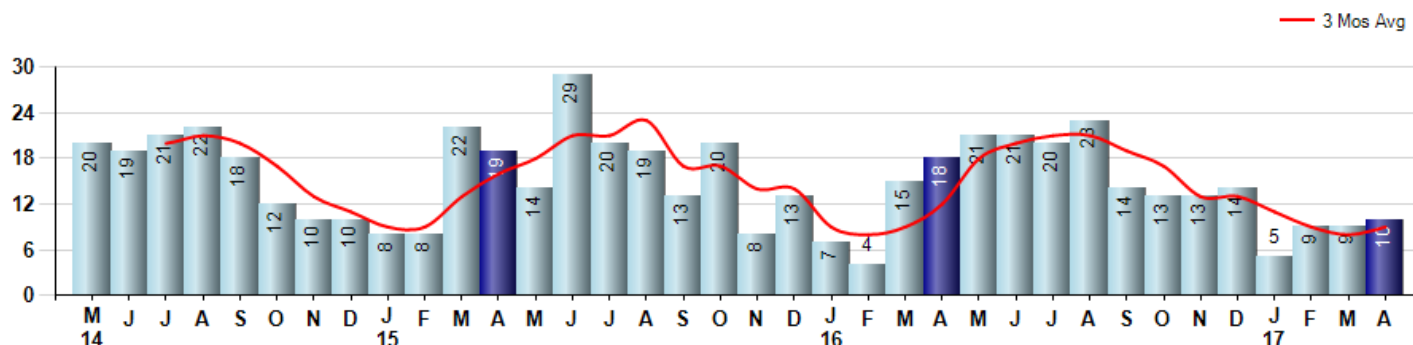
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$719,000	↓		↑				
Average List Price of all Current Listings	\$953,119	↔		↑				
April Median Sales Price	\$440,000	↑	↑	↓	↓	\$411,500	↓	↓
April Average Sales Price	\$478,350	↓	↓	↓	↓	\$535,900	↓	↓
Total Properties Currently for Sale (Inventory)	77	↓		↓				
April Number of Properties Sold	10	↑		↓		33	↓	
April Average Days on Market (Solds)	101	↓	↓	↓	↑	106	↓	↑
Asking Price per Square Foot (based on New Listings)	\$245	↑	↓	↓	↓	\$254	↓	↑
April Sold Price per Square Foot	\$207	↓	↓	↓	↓	\$212	↔	↓
April Month's Supply of Inventory	7.7	↓	↓	↑	↑	10.8	↑	↑
April Sale Price vs List Price Ratio	92.8%	↑	↑	↔	↑	90.8%	↑	↓

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

Property Sales

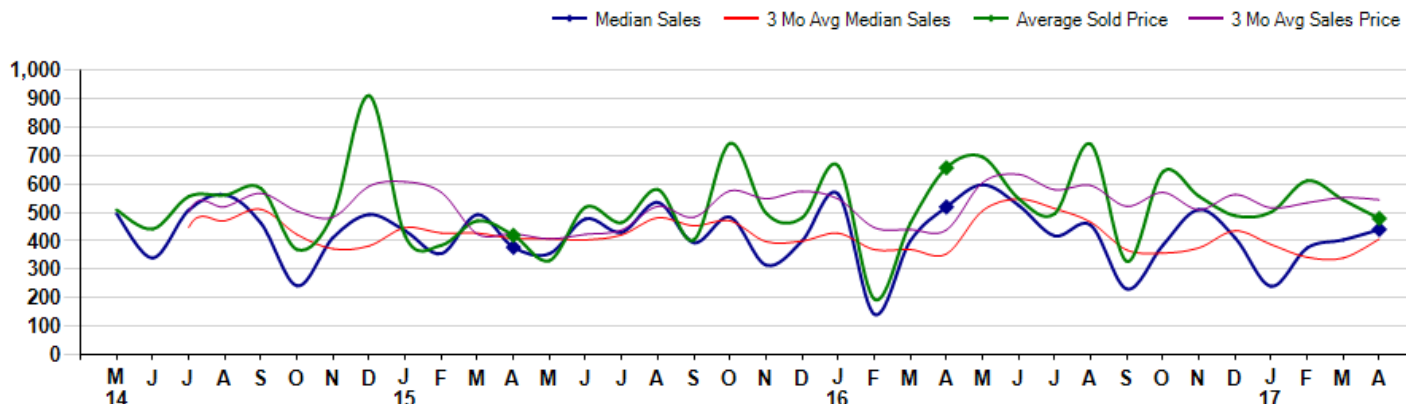
April Property sales were 10, down -44.4% from 18 in April of 2016 and 11.1% higher than the 9 sales last month. April 2017 sales were at their lowest level compared to April of 2016 and 2015. April YTD sales of 33 are running -25.0% behind last year's year-to-date sales of 44.



Prices

The Median Sales Price in April was \$440,000, down -15.2% from \$519,000 in April of 2016 and up 9.1% from \$403,200 last month. The Average Sales Price in April was \$478,350, down -27.2% from \$656,883 in April of 2016 and down -12.0% from \$543,689 last month. April 2017 ASP was at a mid range compared to April of 2016 and 2015.

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



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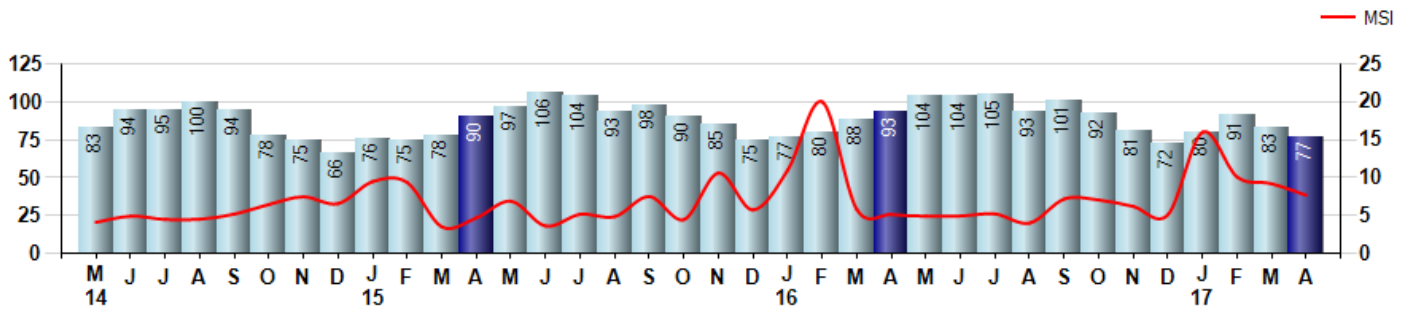
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Inventory & MSI

The Total Inventory of Properties available for sale as of April was 77, down -7.2% from 83 last month and down -17.2% from 93 in April of last year. April 2017 Inventory was at the lowest level compared to April of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2017 MSI of 7.7 months was at its highest level compared with April of 2016 and 2015.

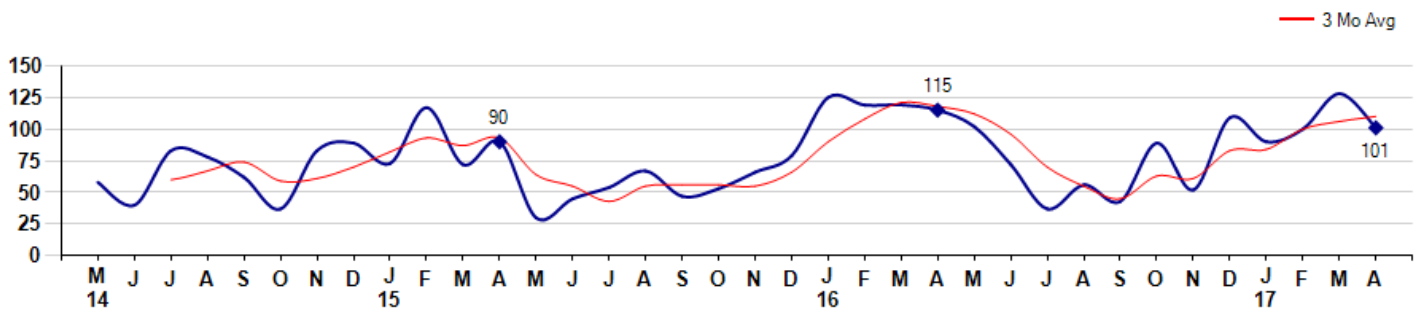
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 April was 101, down -21.1% from 128 days last month and down -12.2% from 115 days in April of last year. The April 2017 DOM was at a mid range compared with April of 2016 and 2015.

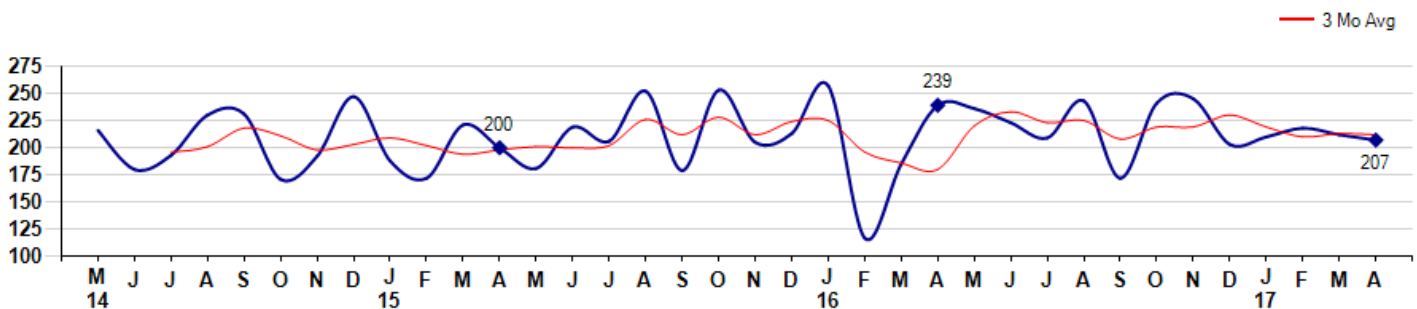
Average Days on Market(Listing to Contract) for properties sold during the month



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The April 2017 Selling Price per Square Foot of \$207 was down -2.4% from \$212 last month and down -13.4% from \$239 in April of last year.

Average Selling Price per Square Foot for properties that sold during the month



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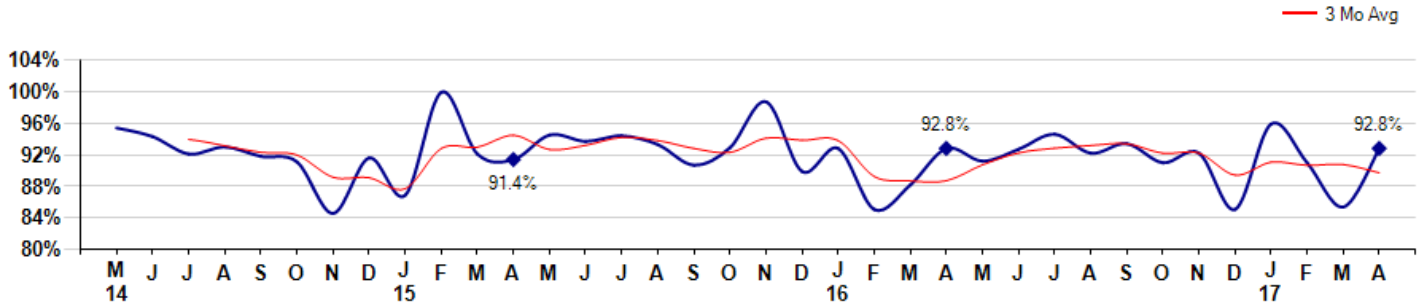


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Selling Price vs Listing Price

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 April 2017 Selling Price vs List Price of 92.8% was up from 85.4% last month and equal to 92.8% in April of last year.

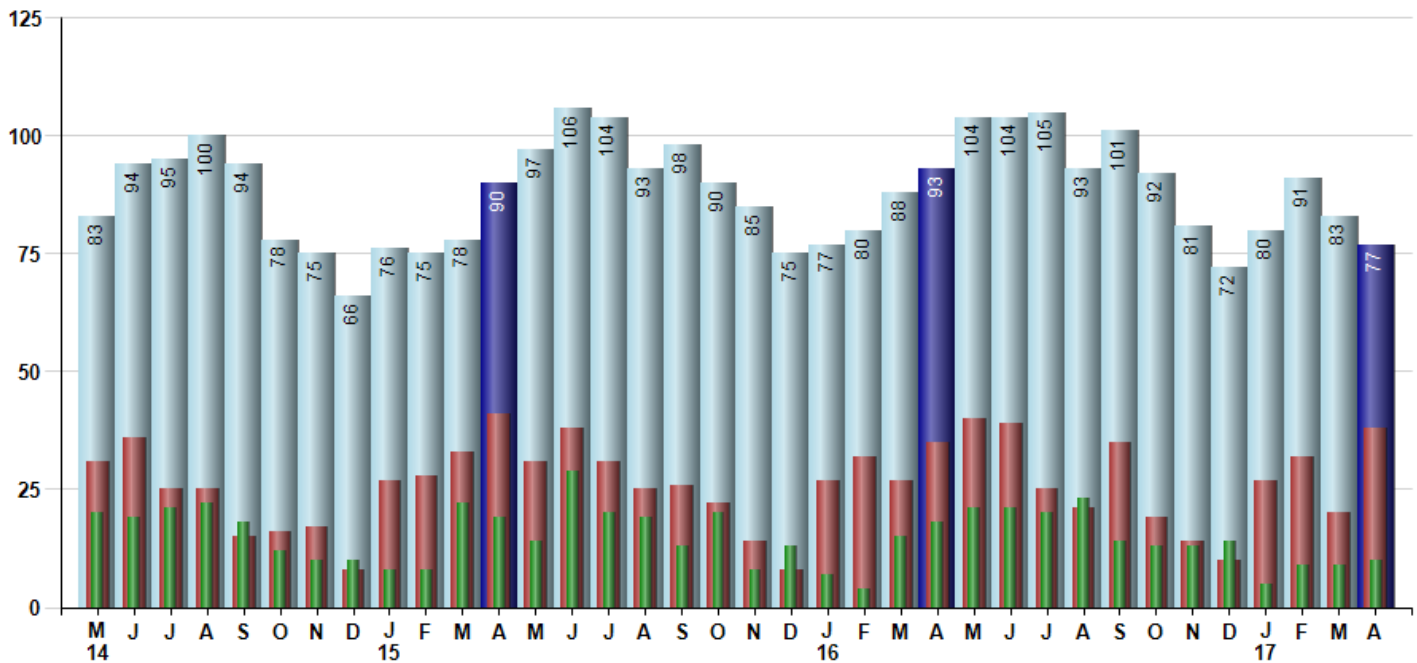
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 April 2017 was 38, up 90.0% from 20 last month and up 8.6% from 35 in April of last year.

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



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Homes Sold	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	9	10
3 Mo. Roll Avg			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	8	9

	(000's) M 14	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	M	A
Median Sale Price	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	403	440
3 Mo. Roll Avg			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	339	406

	M 14	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	M	A
Inventory	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	80	91	83	77
MSI	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	9	8

	M 14	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	M	A
Days On Market	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	128	101
3 Mo. Roll Avg			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	106	110

	M 14	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	M	A
Price per Sq Ft	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	212	207
3 Mo. Roll Avg			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	213	212

	M 14	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	M	A
Sale to List Price	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	0.854	0.928
3 Mo. Roll Avg			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	0.908	0.897

	M 14	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	M	A
New Listings	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	32	20	38
Inventory	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	80	91	83	77
Sales	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	9	10

	(000's) M 14	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	M	A
Avg Sale Price	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	544	478
3 Mo. Roll Avg			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	552	545

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