

## MLS Area: Lake Bluff



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



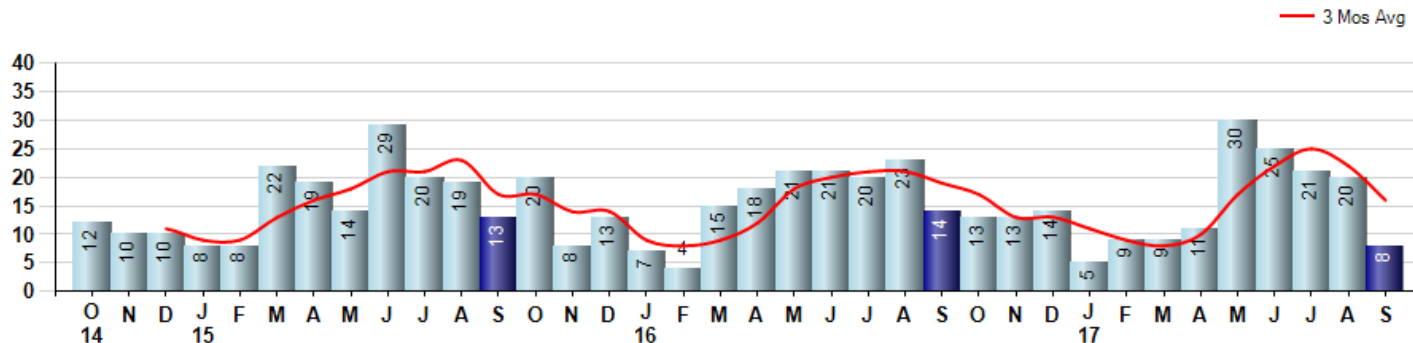
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$697,000	↑		↑				
Average List Price of all Current Listings	\$883,086	↑		↑				
September Median Sales Price	\$594,500	↑	↑	↑	↑	\$458,000	↓	↔
September Average Sales Price	\$609,875	↑	↑	↑	↑	\$543,075	↓	↓
Total Properties Currently for Sale (Inventory)	84	↑		↓				
September Number of Properties Sold	8	↓		↓		138	↓	
September Average Days on Market (Solds)	84	↑	↑	↑	↑	75	↓	↓
September Month's Supply of Inventory	10.5	↑	↑	↑	↑	7.4	↓	↑
September Sale Price vs List Price Ratio	91.7%	↓	↓	↓	↔	92.5%	↑	↑

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

### Property Sales

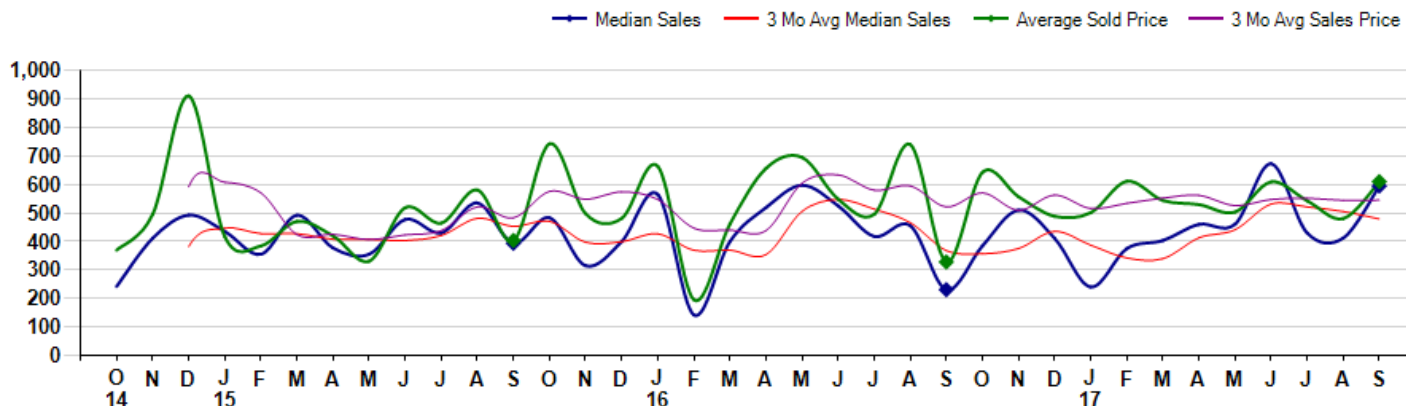
September Property sales were 8, down -42.9% from 14 in September of 2016 and -60.0% lower than the 20 sales last month. September 2017 sales were at their lowest level compared to September of 2016 and 2015. September YTD sales of 138 are running -3.5% behind last year's year-to-date sales of 143.



### Prices

The Median Sales Price in September was \$594,500, up 157.9% from \$230,500 in September of 2016 and up 44.3% from \$412,000 last month. The Average Sales Price in September was \$609,875, up 86.0% from \$327,850 in September of 2016 and up 27.0% from \$480,295 last month. September 2017 ASP was at highest level compared to September of 2016 and 2015.

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



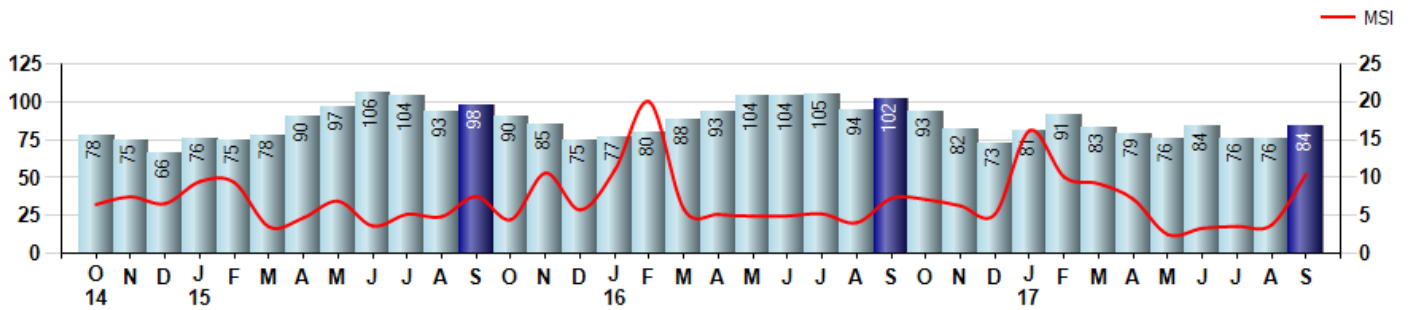
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

### Inventory & MSI

The Total Inventory of Properties available for sale as of September was 84, up 10.5% from 76 last month and down -17.6% from 102 in September of last year. September 2017 Inventory was at the lowest level compared to September of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2017 MSI of 10.5 months was at its highest level compared with September of 2016 and 2015.

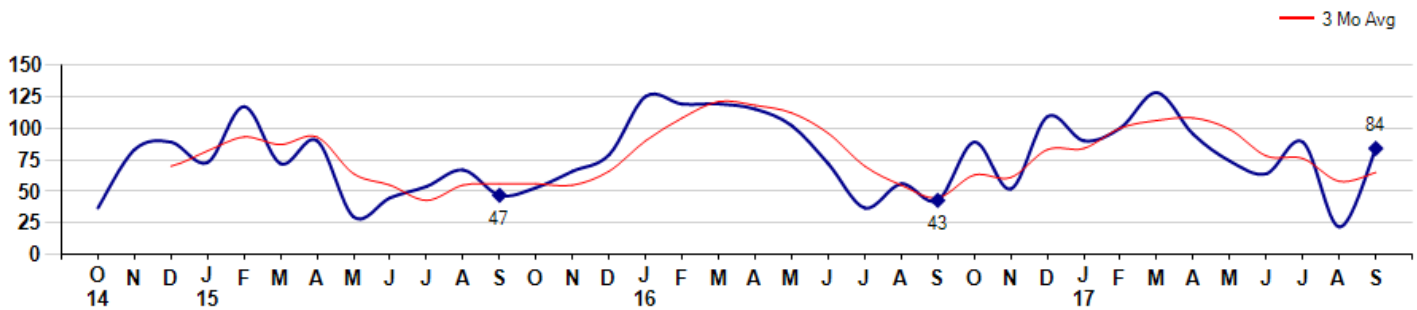
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 September was 84, up 281.8% from 22 days last month and up 95.3% from 43 days in September of last year. The September 2017 DOM was at its highest level compared with September of 2016 and 2015.

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](http://www.NorthShoreHomesOnline.com)  
[Art.Wilson@cbexchange.com](mailto:Art.Wilson@cbexchange.com)

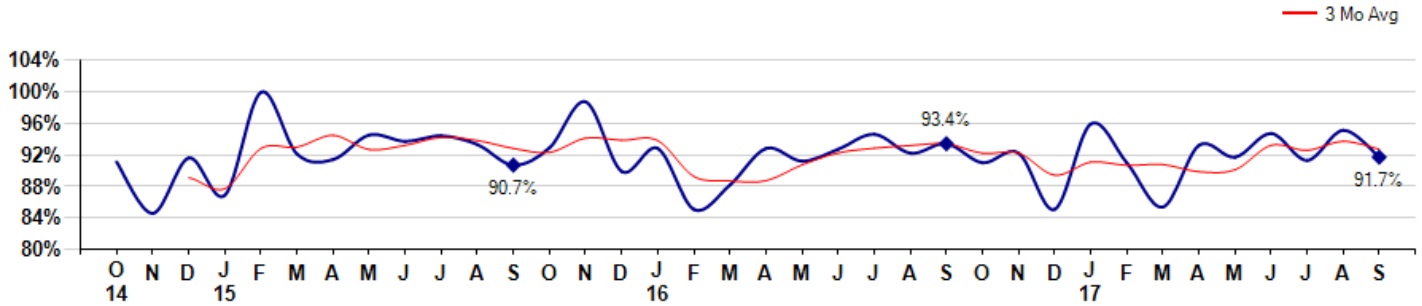


Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

### 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 September 2017 Selling Price vs List Price of 91.7% was down from 95.1% last month and down from 93.4% in September of last year.

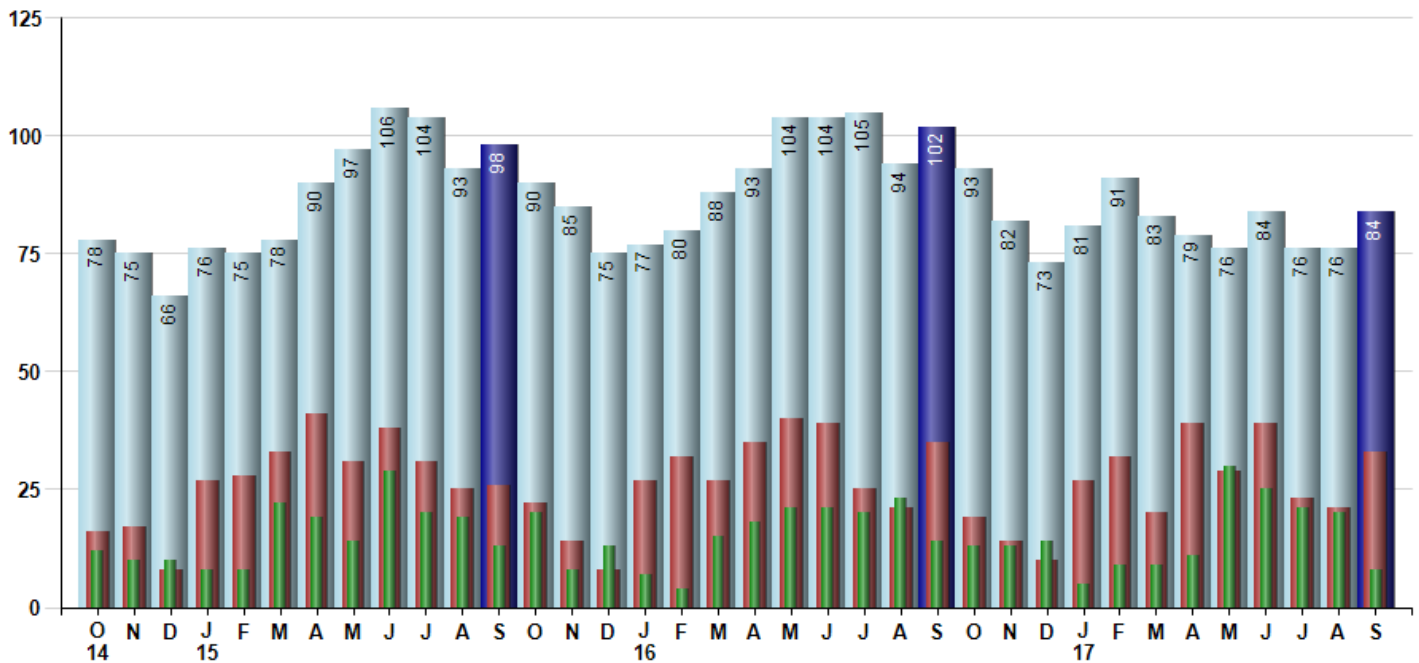
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 September 2017 was 33, up 57.1% from 21 last month and down -5.7% from 35 in September of last year.

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



© 2017 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 10/1/2014 through 9/30/2017. 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.



## 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

	O 14	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	J	J	A	S
Homes Sold	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	25	21	20	8
3 Mo. Roll Avg			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	22	25	22	16

	(000's) O 14	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	J	J	A	S
Median Sale Price	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	673	430	412	595
3 Mo. Roll Avg			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	531	521	505	479

	O 14	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	J	J	A	S
Inventory	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	79	76	84	76	76	84
MSI	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	3	3	4	4	11

	O 14	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	J	J	A	S
Days On Market	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	64	89	22	84
3 Mo. Roll Avg			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	78	76	58	65

	O 14	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	J	J	A	S
Price per Sq Ft	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	248	207	208	246
3 Mo. Roll Avg			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	223	220	221	220

	O 14	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	J	J	A	S
Sale to List Price	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	0.947	0.913	0.951	0.917
3 Mo. Roll Avg			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	0.932	0.926	0.937	0.927

	O 14	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	J	J	A	S
New Listings	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	39	29	39	23	21	33
Inventory	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	79	76	84	76	76	84
Sales	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	25	21	20	8

	(000's) O 14	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	J	J	A	S
Avg Sale Price	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	609	543	480	610
3 Mo. Roll Avg			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	547	552	544	544

© 2017 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 10/1/2014 through 9/30/2017. 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.

