

MLS Area: Lake Bluff



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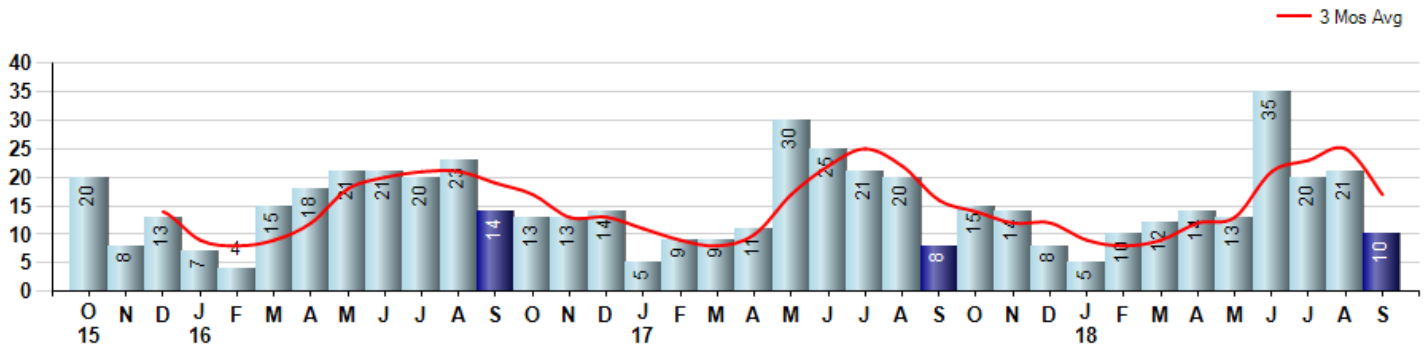
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$598,000	↔		↓				
Average List Price of all Current Listings	\$838,703	↑		↓				
September Median Sales Price	\$549,750	↓	↑	↓	↑	\$445,000	↓	↓
September Average Sales Price	\$492,050	↓	↓	↓		\$535,207	↓	↔
Total Properties Currently for Sale (Inventory)	103	↓		↑				
September Number of Properties Sold	10	↓		↑		140	↑	
September Average Days on Market (Solds)	69	↑	↑	↓	↓	61	↓	↓
September Month's Supply of Inventory	10.3	↑	↑	↓	↑	7.8	↑	↑
September Sale Price vs List Price Ratio	91.7%	↓	↓	↔	↓	93.6%	↑	↑

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

Property Sales

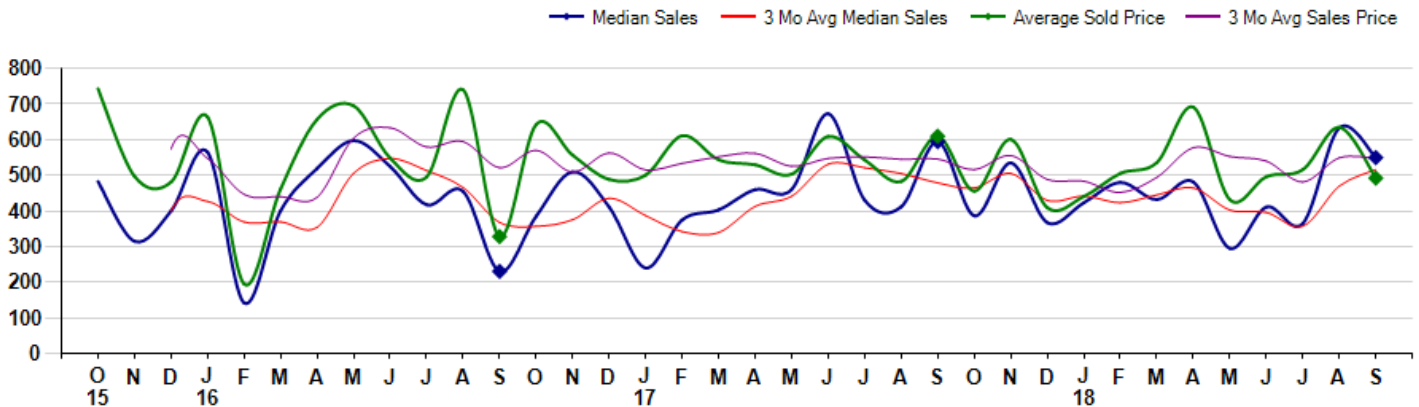
September Property sales were 10, up 25.0% from 8 in September of 2017 and -52.4% lower than the 21 sales last month. September 2018 sales were at a mid level compared to September of 2017 and 2016. September YTD sales of 140 are running 1.4% ahead of last year's year-to-date sales of 138.



Prices

The Median Sales Price in September was \$549,750, down -7.5% from \$594,500 in September of 2017 and down -13.2% from \$633,500 last month. The Average Sales Price in September was \$492,050, down -19.3% from \$609,875 in September of 2017 and down -22.5% from \$634,806 last month. September 2018 ASP was at a mid range compared to September of 2017 and 2016.

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



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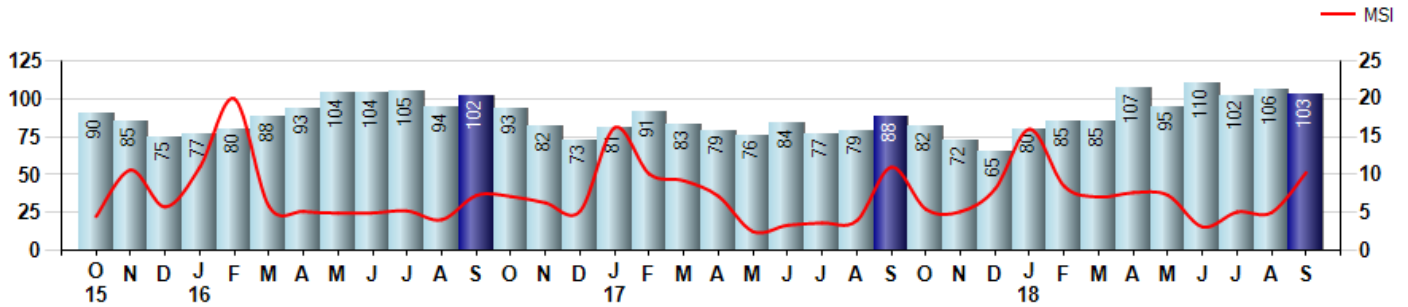
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Inventory & MSI

The Total Inventory of Properties available for sale as of September was 103, down -2.8% from 106 last month and up 17.0% from 88 in September of last year. September 2018 Inventory was at highest level compared to September of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2018 MSI of 10.3 months was at a mid range compared with September of 2017 and 2016.

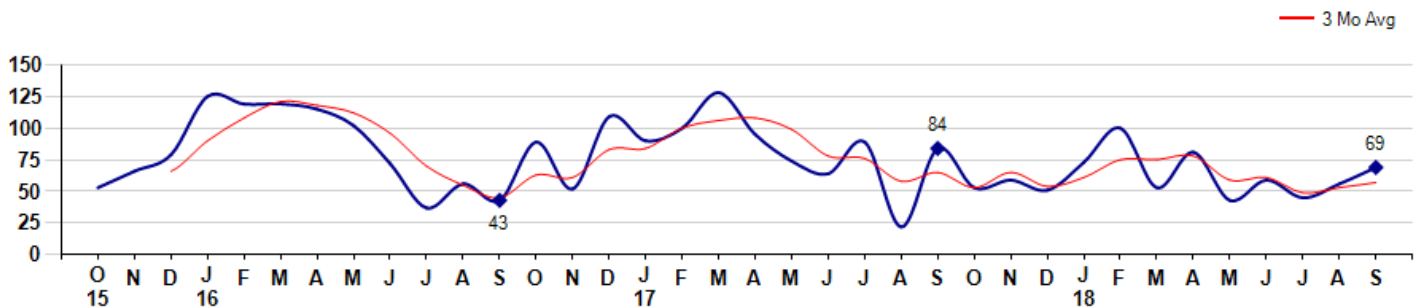
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 September was 69, up 23.2% from 56 days last month and down -17.9% from 84 days in September of last year. The September 2018 DOM was at a mid range compared with September of 2017 and 2016.

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



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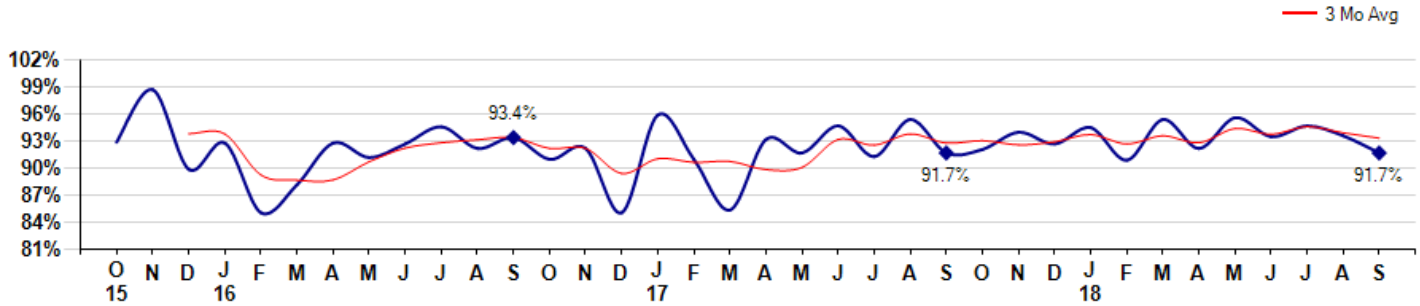


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Selling Price vs Listing Price

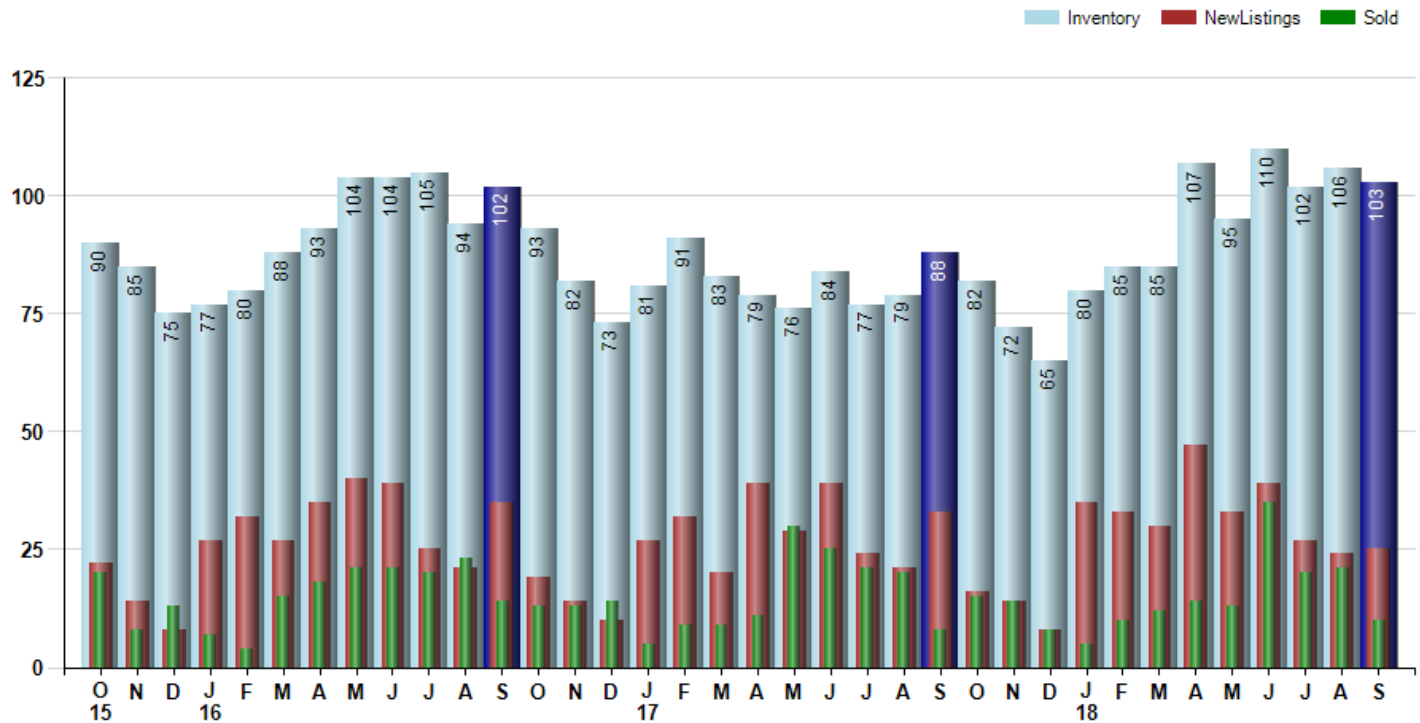
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The September 2018 Selling Price vs List Price of 91.7% was down from 93.6% last month and equal to 91.7% 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 2018 was 25, up 4.2% from 24 last month and down -24.2% from 33 in September of last year.



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MARKET ACTION REPORT

September 2018

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	O	15	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	M	A	M	J	J	A	S
Homes Sold	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	12	14	13	35	20	21	10	
3 Mo. Roll Avg			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	9	12	13	21	23	25	17	

	(000's)	O	15	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	M	A	M	J	J	A	S
Median Sale Price	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	432	481	295	411	365	634	550		
3 Mo. Roll Avg			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	445	464	403	396	357	470	516		

	O	15	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	M	A	M	J	J	A	S
Inventory	90	85	75	77	80	88	93	104	104	105	94	102	93	82	73	81	91	83	79	76	84	77	79	88	82	72	65	80	85	85	107	95	110	102	106	103	
MSI	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	7	8	7	3	5	5	10	

	O	15	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	M	A	M	J	J	A	S
Days On Market	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	53	81	43	59	45	56	69	
3 Mo. Roll Avg			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	75	78	59	61	49	53	57	

	O	15	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	M	A	M	J	J	A	S
Price per Sq Ft	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	204	223	212	200	217	224	213	
3 Mo. Roll Avg			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	215	220	213	212	210	214	218	

	O	15	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	M	A	M	J	J	A	S
Sale to List Price	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	0.954	0.922	0.956	0.935	0.947	0.936	0.917	
3 Mo. Roll Avg			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	0.936	0.928	0.944	0.938	0.946	0.939	0.933	

	O	15	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	M	A	M	J	J	A	S
New Listings	22	14	8	27	32	27	35	40	39	25	21	35	19	14	10	27	32	20	39	29	39	24	21	33	16	14	8	35	33	30	47	33	39	27	24	25	
Inventory	90	85	75	77	80	88	93	104	104	105	94	102	93	82	73	81	91	83	79	76	84	77	79	88	82	72	65	80	85	85	107	95	110	102	106	103	
Sales	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	12	14	13	35	20	21	10	

	(000's)	O	15	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	M	A	M	J	J	A	S
Avg Sale Price	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	536	692	431	496	516	635	492		
3 Mo. Roll Avg			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	494	578	553	540	481	549	548		

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