

## MLS Area: Lake Bluff



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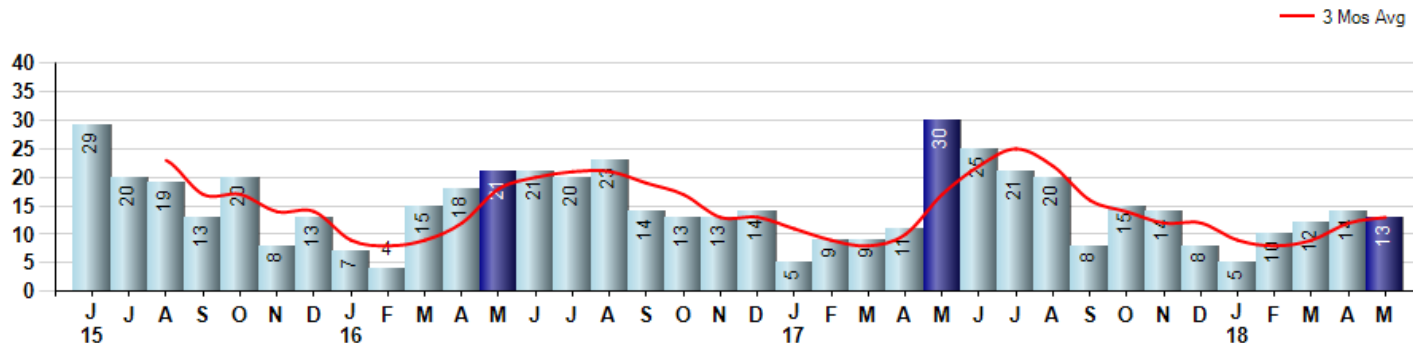
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$692,000	↑		↔				
Average List Price of all Current Listings	\$825,004	↑		↓				
May Median Sales Price	\$295,000	↓	↓	↓	↓	\$452,500	↑	↔
May Average Sales Price	\$431,481	↓	↓	↓	↓	\$536,662	↑	↔
Total Properties Currently for Sale (Inventory)	94	↓		↑				
May Number of Properties Sold	13	↓		↓		54	↓	
May Average Days on Market (Solds)	43	↓	↓	↓	↓	68	↓	↓
May Month's Supply of Inventory	7.2	↓	↔	↑	↔	9.3	↑	↑
May Sale Price vs List Price Ratio	95.6%	↑	↑	↑	↑	93.7%	↑	↑

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

### Property Sales

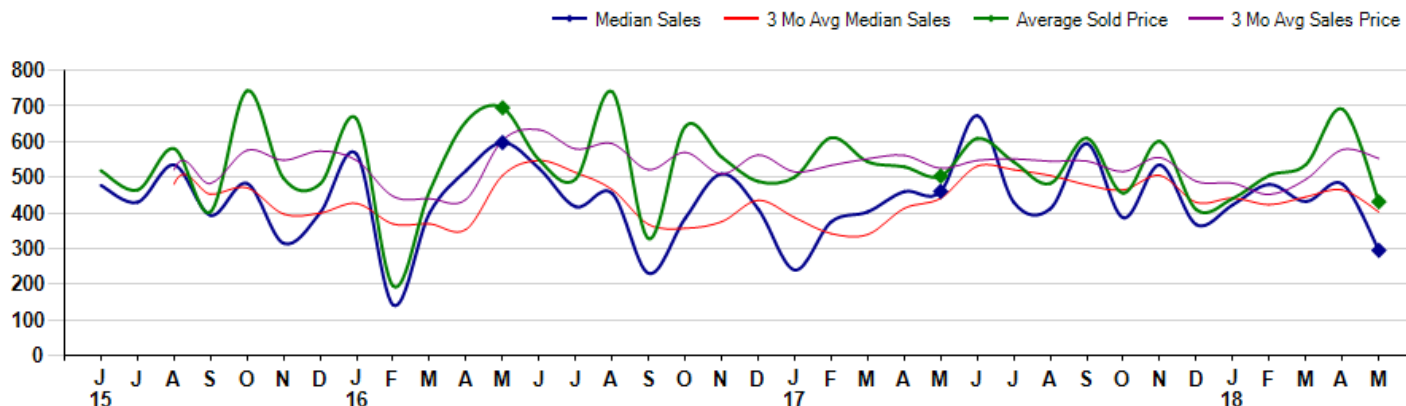
May Property sales were 13, down -56.7% from 30 in May of 2017 and -7.1% lower than the 14 sales last month. May 2018 sales were at their lowest level compared to May of 2017 and 2016. May YTD sales of 54 are running -15.6% behind last year's year-to-date sales of 64.



### Prices

The Median Sales Price in May was \$295,000, down -35.9% from \$460,500 in May of 2017 and down -38.7% from \$481,250 last month. The Average Sales Price in May was \$431,481, down -14.3% from \$503,270 in May of 2017 and down -37.6% from \$691,607 last month. May 2018 ASP was at the lowest level compared to May of 2017 and 2016.

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



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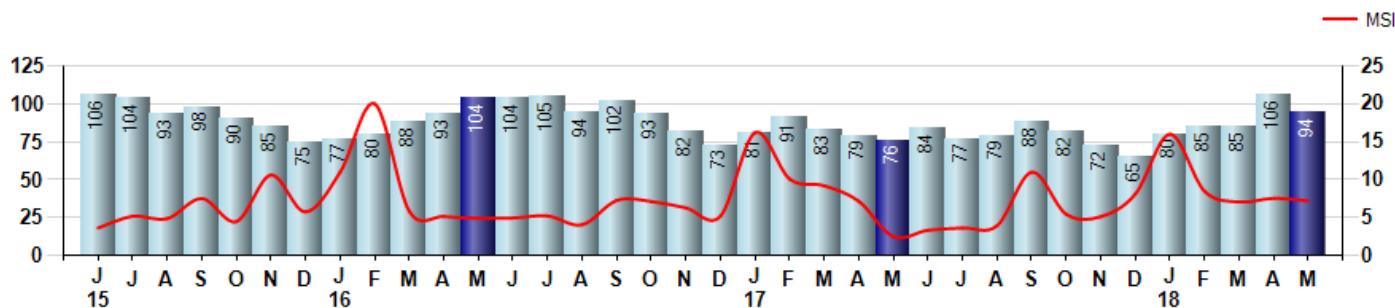
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### Inventory & MSI

The Total Inventory of Properties available for sale as of May was 94, down -11.3% from 106 last month and up 23.7% from 76 in May of last year. May 2018 Inventory was at a mid range compared to May of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2018 MSI of 7.2 months was at its highest level compared with May of 2017 and 2016.

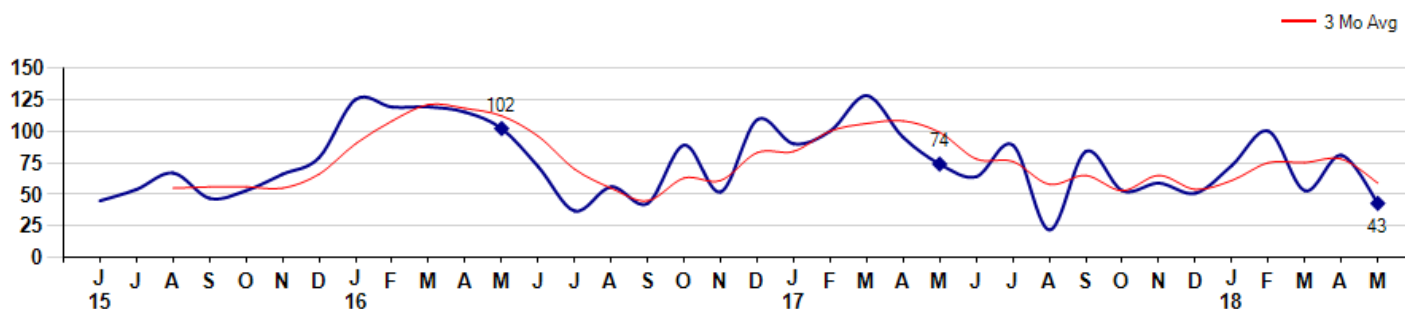
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 May was 43, down -46.9% from 81 days last month and down -41.9% from 74 days in May of last year. The May 2018 DOM was at its lowest level compared with May of 2017 and 2016.

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



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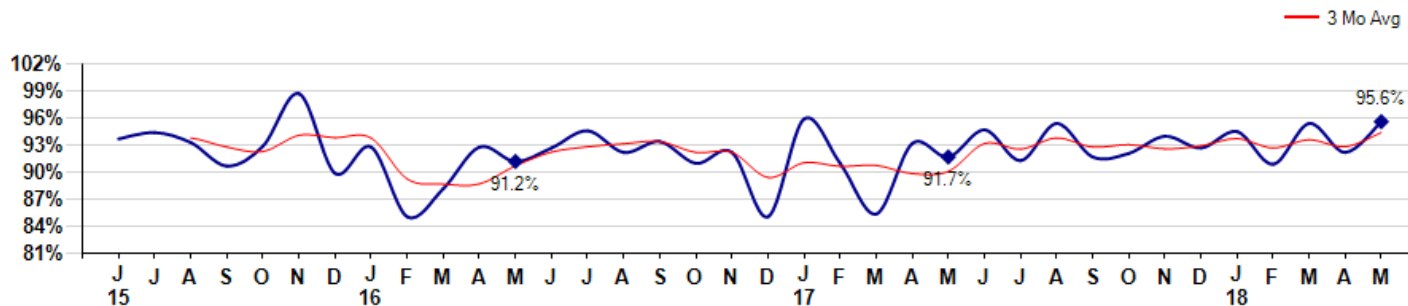


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### Selling Price vs Listing Price

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 May 2018 Selling Price vs List Price of 95.6% was up from 92.2% last month and up from 91.7% in May of last year.

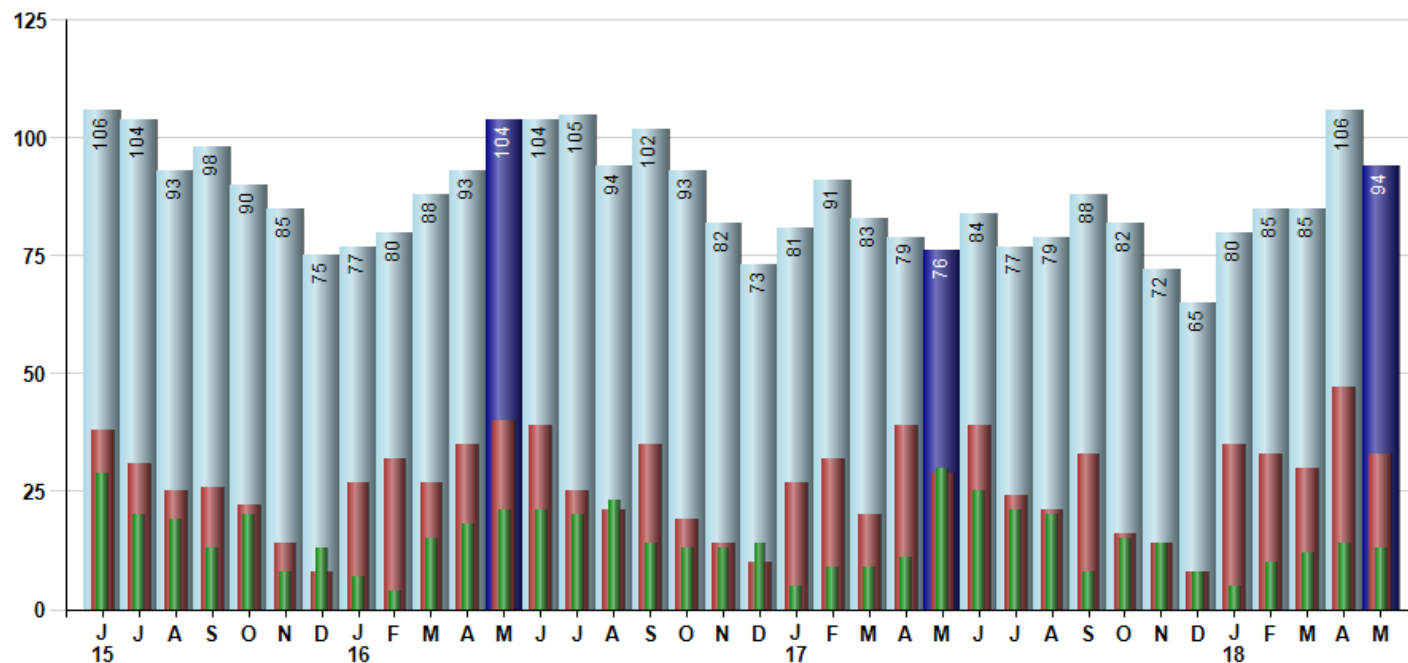
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 May 2018 was 33, down -29.8% from 47 last month and up 13.8% from 29 in May of last year.

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



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	J 15	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	M	A	M
Homes Sold	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	12	14	13
3 Mo. Roll Avg			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	9	12	13

(000's)	J 15	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	M	A	M
Median Sale Price	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	432	481	295
3 Mo. Roll Avg			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	445	464	403

	J 15	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	M	A	M
Inventory	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	82	72	65	80	85	85	106	94
MSI	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	7	8	7

	J 15	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	M	A	M
Days On Market	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	53	81	43
3 Mo. Roll Avg			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	75	78	59

	J 15	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	M	A	M
Price per Sq Ft	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	204	223	212
3 Mo. Roll Avg			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	215	220	213

	J 15	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	M	A	M
Sale to List Price	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	0.954	0.922	0.956
3 Mo. Roll Avg			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	0.936	0.928	0.944

	J 15	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	M	A	M
New Listings	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	16	14	8	35	33	30	47	33
Inventory	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	82	72	65	80	85	85	106	94
Sales	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	12	14	13

(000's)	J 15	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	M	A	M
Avg Sale Price	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	536	692	431
3 Mo. Roll Avg			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	494	578	553

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