

City: Lake Bluff



Price Range: All | Properties: Single Family - Condo - TwnHm

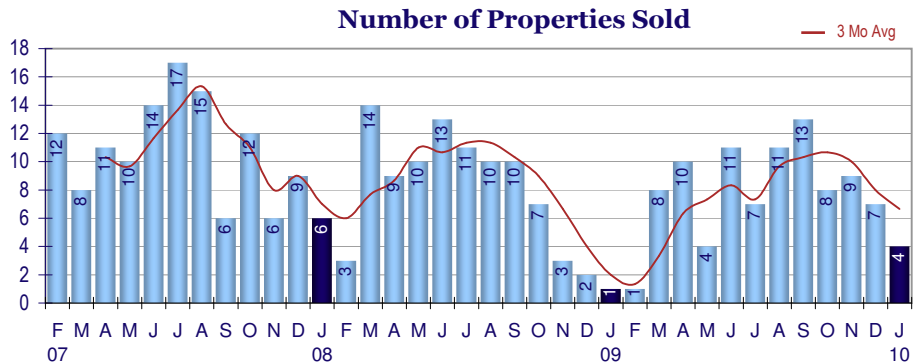
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$525,000	-4%		-20%				
Average List Price of all Current Listings	\$987,348	16%		-9%				
January Median Sales Price	\$522,500	-28%	38%	-34%	27%	\$522,500	-34%	27%
January Average Sales Price	\$591,250	-27%	19%	-26%	11%	\$591,250	-26%	11%
Total Properties Currently for Sale (Inventory)	127	-6%		-7%				
January Number of Properties Sold	4	-43%		300%		4	300%	
January Average Days on Market (Solds)	141	18%	-17%	####	-13%	141	1914%	-13%
Asking Price per Square Foot (based on New Listings)	\$162	-24%	-22%	-50%	-30%	\$162	-50%	-30%
January Sold Price per Square Foot	\$223	-13%	8%		15%	\$223		15%
January Month's Supply of Inventory	31.8	65%	43%	-77%	-20%	31.8	-77%	-20%
January Sale Price vs List Price Ratio	86.8%	5.9%	7.8%	####	7.5%	81.6%	-15.3%	1.1%

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

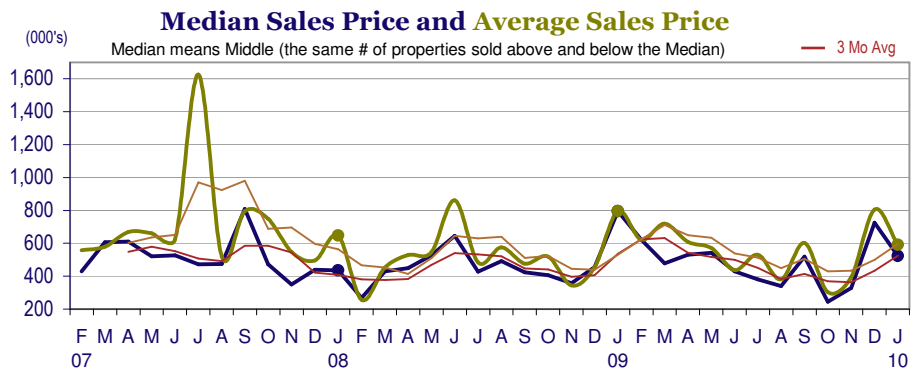
Property Sales

January Property sales were 4, up 300.0% from 1 in January of 2009 and -42.9% lower than the 7 sales last month. January 2010 sales were at a mid level compared to January of 2009 and 2008. January YTD sales of 4 are running 300.0% ahead of last year's year-to-date sales of 1.



Prices

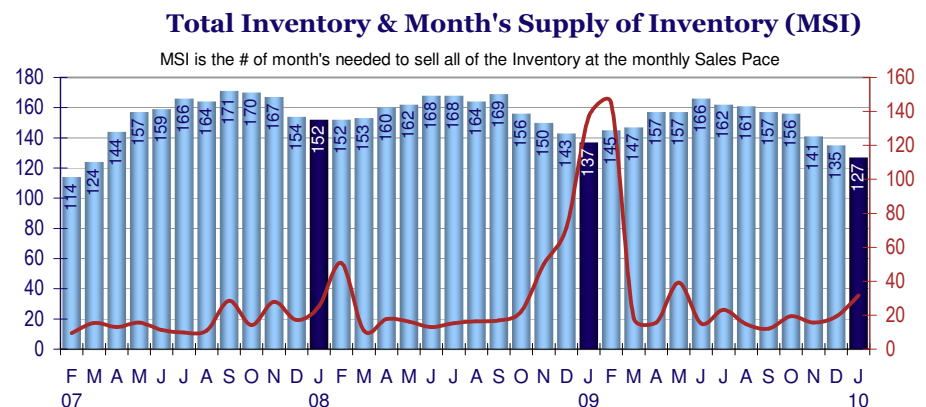
The Median Sales Price in January was \$522,500, down -34.3% from \$795,325 in January of 2009 and down -28.0% from \$726,000 last month. The Average Sales Price in January was \$591,250, down -25.7% from \$795,325 in January of 2009 and down -26.5% from \$804,601 last month. January 2010 ASP was at the lowest level compared to January of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 127, down -5.9% from 135 last month and down -7.3% from 137 in January of last year. January 2010 Inventory was at its lowest level compared with January of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2010 MSI of 31.8 months was at a mid level compared with January of 2009 and 2008.



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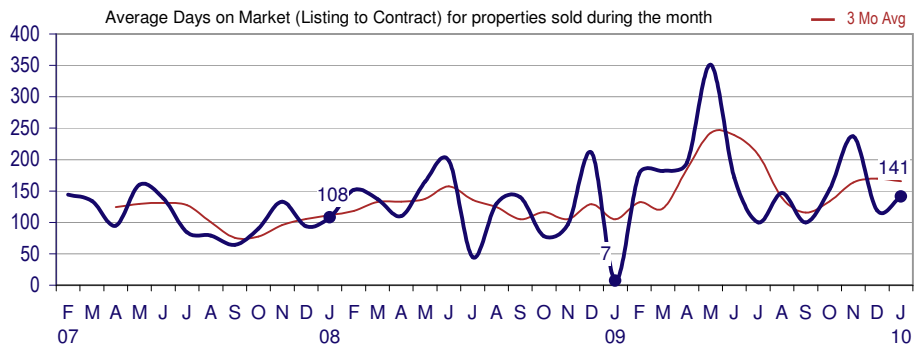


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Market Time

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 January was 141, up 18.5% from 119 days last month and up 1914.3% from 7 days in January of last year. The January 2010 DOM was at a mid level compared with January of 2009 and 2008.

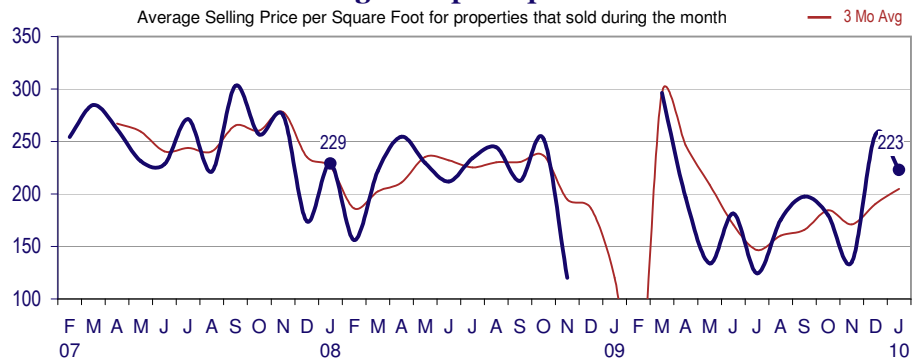
Days On Market for Sold Properties



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 January 2010 Selling Price per Square Foot of \$223 was down -13.0% from \$256 last month and up from 0 in January of last year.

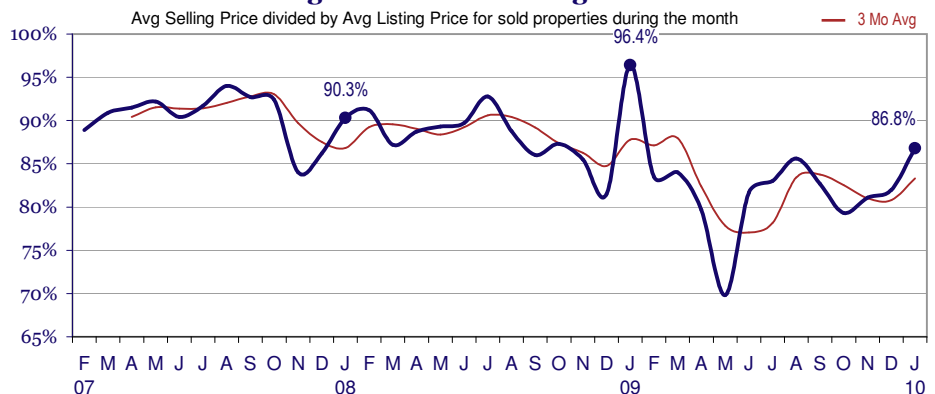
Selling Price per Square Foot



Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original 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 January 2010 Selling Price vs Original List Price of 86.8% was up from 82.0% last month and down from 96.4% in January of last year.

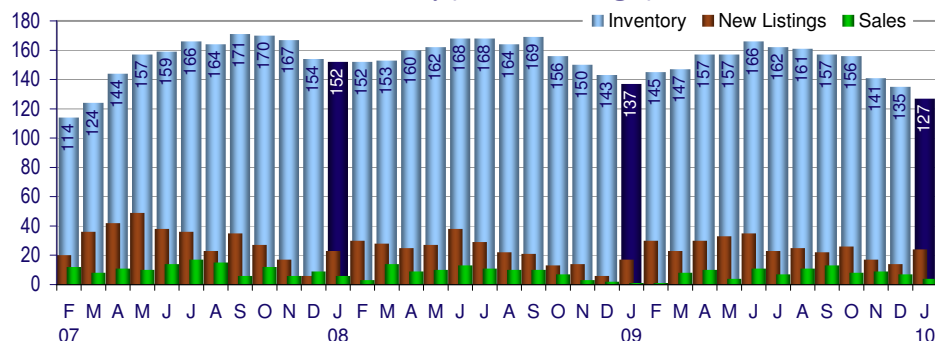
Selling Price versus Listing Price Ratio



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 January 2010 was 24, up 71.4% from 14 last month and up 41.2% from 17 in January of last year.

Inventory / New Listings / Sales



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	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Homes Sold	12	8	11	10	14	17	15	6	12	6	9	6	3	14	9	10	13	11	10	10	7	3	2	1	1	8	10	4	11	7	11	13	8	9	7	4
3 Mo. Roll Avg			10	10	12	14	15	13	11	8	9	7	6	8	9	11	11	11	11	10	9	7	4	2	1	3	6	7	8	7	10	10	11	10	8	7

(000's)	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Median Sale Price	429	606	610	521	528	472	474	809	473	350	440	435	268	429	450	528	645	427	493	425	407	358	455	795	622	478	530	542	430	380	340	520	245	328	726	523
3 Mo. Roll Avg			548	579	553	507	491	585	585	544	421	408	381	377	382	469	541	533	522	448	441	396	407	536	624	632	543	516	501	451	383	413	368	364	433	525

	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Inventory	114	124	144	157	159	166	164	171	170	167	154	152	152	153	160	162	168	168	164	169	156	150	143	137	145	147	157	157	166	162	161	157	156	141	135	127
MSI	10	16	13	16	11	10	11	29	14	28	17	25	51	11	18	16	13	15	16	17	22	50	72	137	145	18	16	39	15	23	15	12	20	16	19	32

	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Days on Market	144	134	95	160	138	84	79	64	90	133	94	108	152	137	110	165	198	45	130	140	78	97	211	7	178	182	195	351	171	100	147	100	153	237	119	141
3 Mo. Roll Avg			124	130	131	127	100	76	78	96	106	112	118	132	133	137	158	136	124	105	116	105	129	105	132	122	185	243	239	207	139	116	133	163	170	166

	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Price per Sq Ft	254	285	262	231	228	271	221	303	257	275	174	229	156	222	255	229	212	234	245	212	252	120				296	197	134	182	124	175	198	180	135	256	223
3 Mo. Roll Avg			267	259	241	244	240	265	260	278	235	226	186	202	211	235	232	225	230	230	236	195	186	120	#DIV/0!	296	246	209	171	147	160	166	184	171	190	205

	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Sale to List Price	0.889	0.909	0.915	0.922	0.904	0.917	0.940	0.927	0.924	0.840	0.862	0.903	0.912	0.872	0.887	0.893	0.897	0.928	0.888	0.860	0.873	0.855	0.815	0.964	0.835	0.840	0.797	0.698	0.817	0.830	0.856	0.827	0.793	0.811	0.820	0.868
3 Mo. Roll Avg			0.904	0.915	0.914	0.914	0.920	0.928	0.930	0.897	0.875	0.868	0.892	0.896	0.890	0.884	0.892	0.906	0.904	0.892	0.874	0.863	0.848	0.878	0.871	0.880	0.824	0.778	0.771	0.782	0.834	0.838	0.825	0.810	0.808	0.833

	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
New Listings	20	36	42	49	38	36	23	35	27	17	6	23	30	28	25	27	38	29	22	21	13	14	6	17	30	23	30	33	35	23	25	22	26	17	14	24
Inventory	114	124	144	157	159	166	164	171	170	167	154	152	152	153	160	162	168	168	164	169	156	150	143	137	145	147	157	157	166	162	161	157	156	141	135	127
Sales	12	8	11	10	14	17	15	6	12	6	9	6	3	14	9	10	13	11	10	10	7	3	2	1	1	8	10	4	11	7	11	13	8	9	7	4

(000's)	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Avg Sale Price	558	578	670	661	623	1626	521	795	748	549	496	648	257	453	530	547	862	484	576	475	519	343	455	795	622	719	609	572	438	530	381	603	303	394	805	591
3 Mo. Roll Avg			602	637	652	970	924	981	688	697	598	564	467	453	413	510	646	631	641	512	524	446	439	531	624	712	650	633	539	513	450	505	429	433	501	597

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