

City: Lake Bluff



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

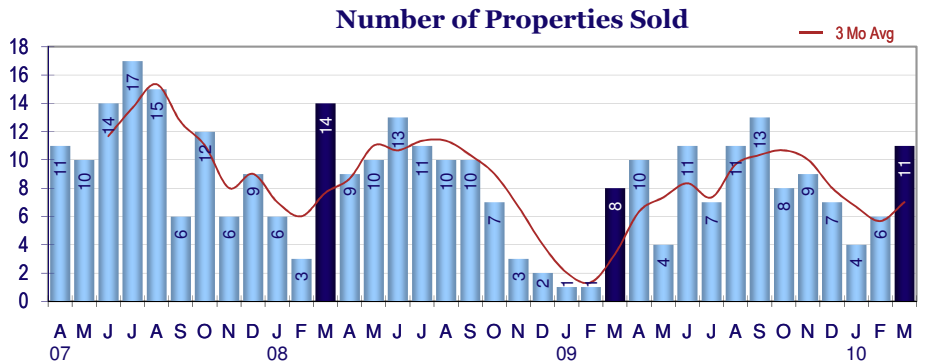
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$495,000	-0%		-13%				
Average List Price of all Current Listings	\$870,606	-3%		-11%				
March Median Sales Price	\$325,000	-57%	-38%	-32%	-21%	\$470,000	-21%	15%
March Average Sales Price	\$457,273	-40%	-27%	-36%	-14%	\$569,405	-21%	7%
Total Properties Currently for Sale (Inventory)	134	5%		-9%				
March Number of Properties Sold	11	83%		38%		21	110%	
March Average Days on Market (Solds)	96	-36%	-20%	-47%	-41%	120	-27%	-26%
Asking Price per Square Foot (based on New Listings)	\$214	1%	-4%	-12%	-20%	\$227	-27%	-15%
March Sold Price per Square Foot	\$180	-30%	-19%	-39%	-7%	\$209	-29%	8%
March Month's Supply of Inventory	12.2	-43%	-45%	-34%	-69%	22.3	-78%	-44%
March Sale Price vs List Price Ratio	92.0%	2.3%	1.3%	1.3%	2.2%	90.2%	.4%	.2%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

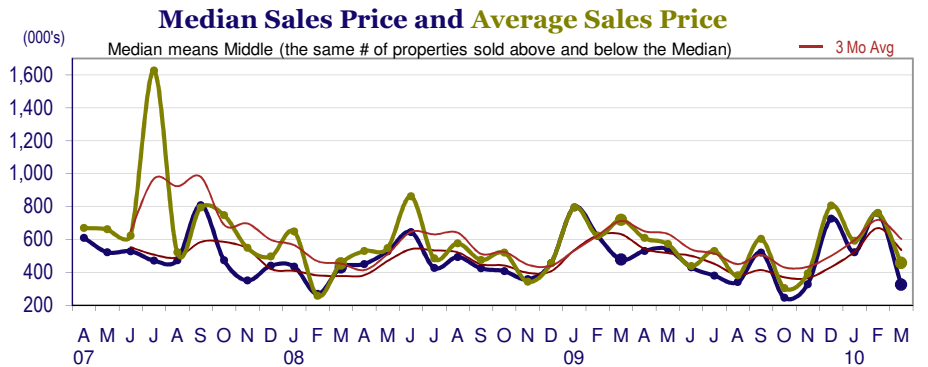
Property Sales

March Property sales were 11, up 37.5% from 8 in March of 2009 and 83.3% higher than the 6 sales last month. March 2010 sales were at a mid level compared to March of 2009 and 2008. March YTD sales of 21 are running 110.0% ahead of last year's year-to-date sales of 10.



Prices

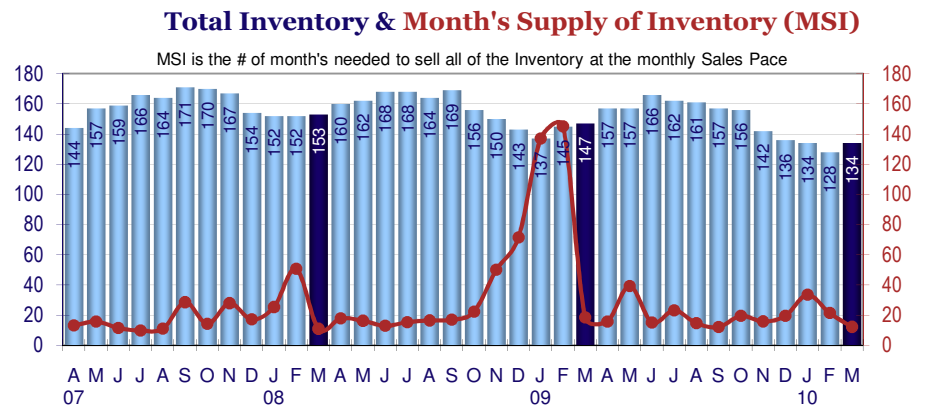
The Median Sales Price in March was \$325,000, down -31.9% from \$477,500 in March of 2009 and down -57.2% from \$760,000 last month. The Average Sales Price in March was \$457,273, down -36.4% from \$719,375 in March of 2009 and down -39.9% from \$760,417 last month. March 2010 ASP was at a mid range compared to March of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 134, up 4.7% from 128 last month and down -8.8% from 147 in March of last year. March 2010 Inventory was at its lowest level compared with March of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2010 MSI of 12.2 months was at a mid level compared with March of 2009 and 2008.



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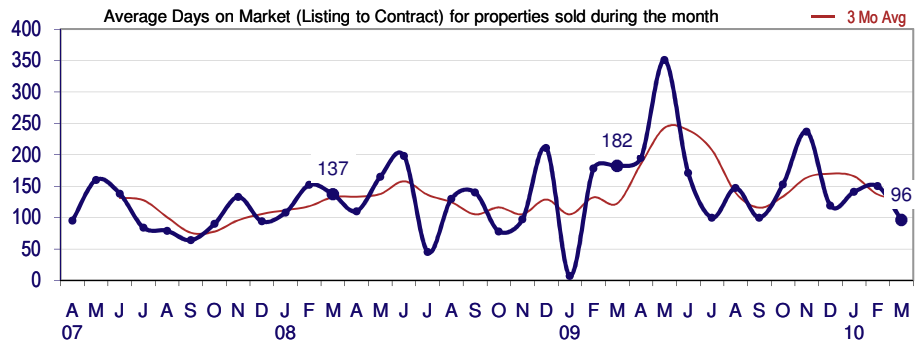


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Market Time

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 March was 96, down -36.0% from 150 days last month and down -47.3% from 182 days in March of last year. The March 2010 DOM was at its lowest level compared with March of 2009 and 2008.

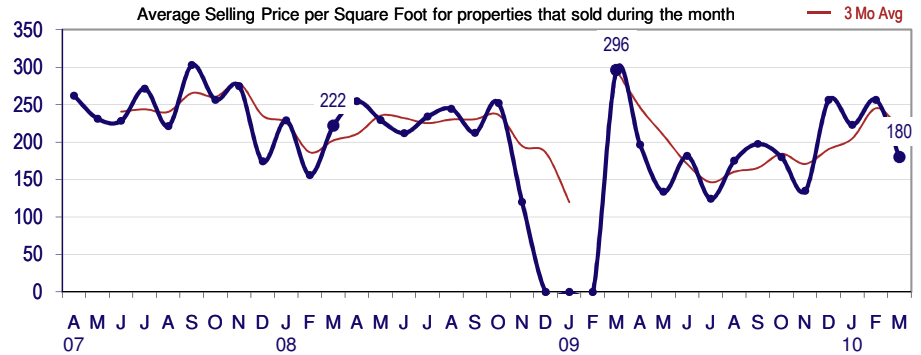
Days On Market for Sold Properties



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 March 2010 Selling Price per Square Foot of \$180 was down -29.8% from \$256 last month and down -39.2% from 296 in March 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 March 2010 Selling Price vs Original List Price of 92.0% was up from 89.9% last month and up from 90.8% in March of last year.

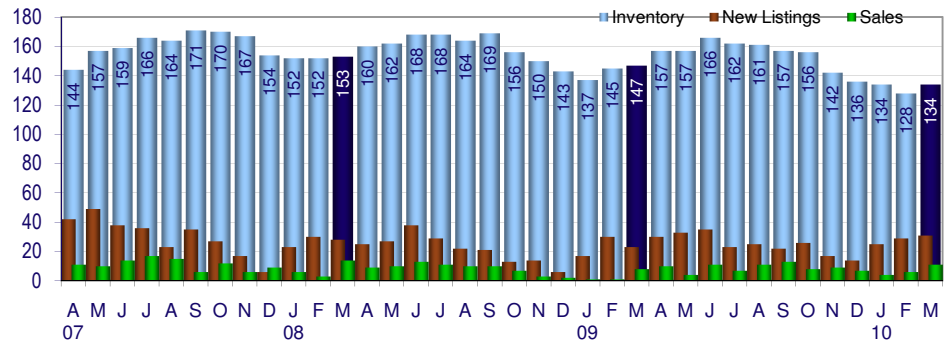
Selling Price versus Listing Price Ratio



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 March 2010 was 31, up 6.9% from 29 last month and up 34.8% from 23 in March of last year.

Inventory / New Listings / Sales



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	A 07	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	F	M
Homes Sold	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	6	11
3 Mo. Roll Avg			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	6	7

(000's)	A 07	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	F	M
Median Sale Price	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	760	325
3 Mo. Roll Avg			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	670	536

	A 07	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	F	M
Inventory	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	142	136	134	128	134
MSI	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	34	21	12

	A 07	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	F	M
Days on Market	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	150	96
3 Mo. Roll Avg			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	137	129

	A 07	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	F	M
Price per Sq Ft	262	231	228	271	221	303	257	275	174	229	156	222	255	229	212	234	245	212	252	120	0	0	0	296	197	134	182	124	175	198	180	135	256	223	256	180
3 Mo. Roll Avg			241	244	240	265	260	278	235	226	186	202	211	235	232	225	230	230	236	195	186	120		296	246	209	171	147	160	166	184	171	190	205	245	220

	A 07	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	F	M
Sale to List Price	0.936	0.962	0.952	0.939	0.962	0.937	0.949	0.915	0.923	0.933	0.939	0.941	0.954	0.920	0.925	0.945	0.920	0.899	0.907	0.878	0.887	0.964	0.944	0.908	0.909	0.887	0.929	0.900	0.913	0.895	0.914	0.906	0.922	0.918	0.899	0.920
3 Mo. Roll Avg			0.950	0.951	0.951	0.946	0.949	0.934	0.929	0.924	0.932	0.938	0.945	0.938	0.933	0.930	0.930	0.921	0.909	0.895	0.891	0.910	0.932	0.939	0.920	0.901	0.908	0.905	0.914	0.903	0.907	0.905	0.914	0.915	0.913	0.912

	A 07	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	F	M
New Listings	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	25	29	31
Inventory	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	142	136	134	128	134
Sales	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	6	11

(000's)	A 07	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	F	M
Avg Sale Price	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	760	457
3 Mo. Roll Avg			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	719	603