

## MLS Area: Lake Bluff



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



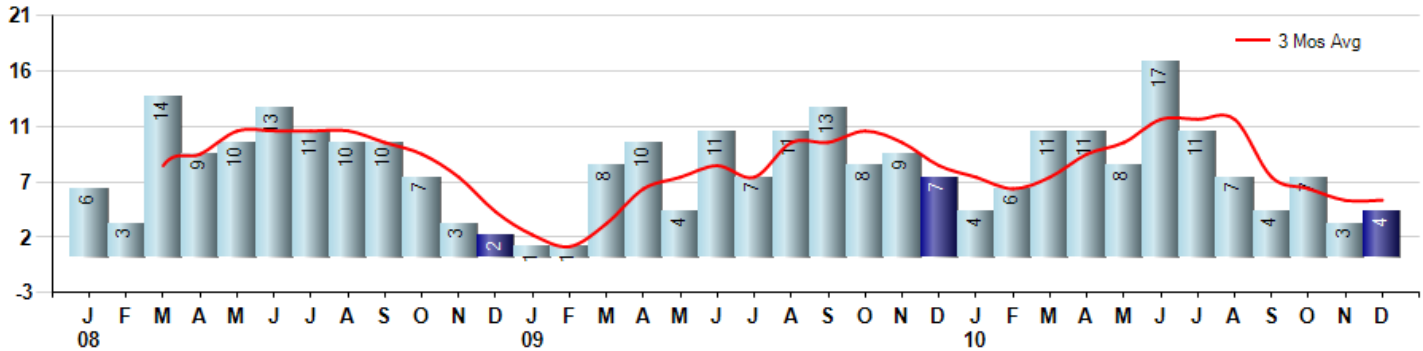
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$535,000	↓		↓				
Average List Price of all Current Listings	\$1,284,359	↓		↑				
December Median Sales Price	\$395,000	↑	↓	↓	↓	\$445,000	↑	↑
December Average Sales Price	\$413,250	↑	↓	↓	↓	\$532,029	↔	↔
Total Properties Currently for Sale (Inventory)	103	↓		↓				
December Number of Properties Sold	4	↑		↓		93	↑	
December Average Days on Market (Solds)	115	↑	↔	↓	↓	133	↓	↓
December Month's Supply of Inventory	25.8	↓	↓	↑	↓	21.3	↓	↓
December Sale Price vs List Price Ratio	79.8%	↓	↓	↓	↓	82.8%	↑	↑

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

### Property Sales

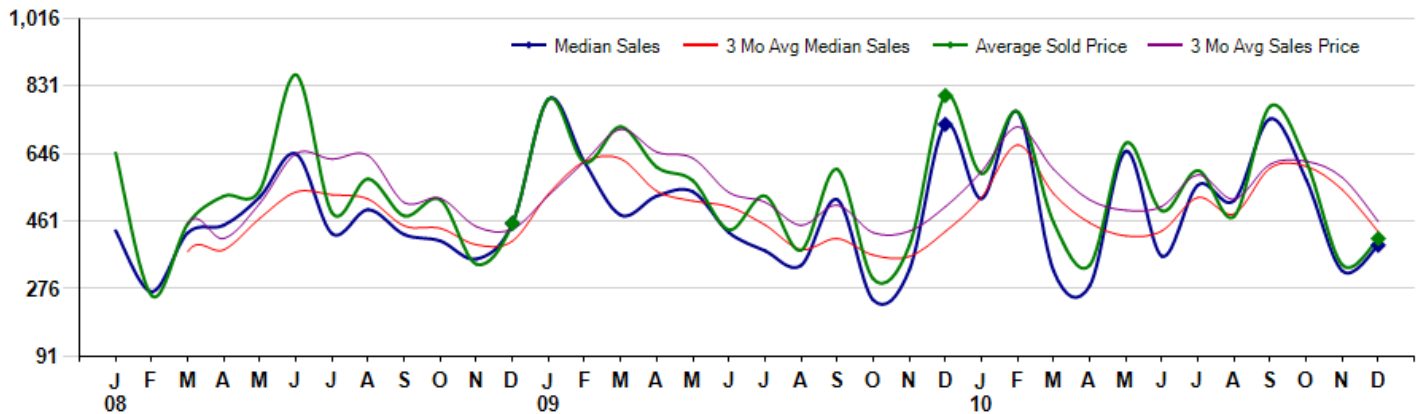
December Property sales were 4, down -42.9% from 7 in December of 2009 and 33.3% higher than the 3 sales last month. December 2010 sales were at a mid level compared to December of 2009 and 2008. December YTD sales of 93 are running 3.3% ahead of last year's year-to-date sales of 90.



### Prices

The Median Sales Price in December was \$395,000, down -45.6% from \$726,000 in December of 2009 and up 21.5% from \$325,000 last month. The Average Sales Price in December was \$413,250, down -48.6% from \$804,601 in December of 2009 and up 21.0% from \$341,667 last month. December 2010 ASP was at the lowest level compared to December of 2009 and 2008.

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



Based on information from Midwest Real Estate Data LLC for the period 1/1/2008 through 12/31/2010. 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.



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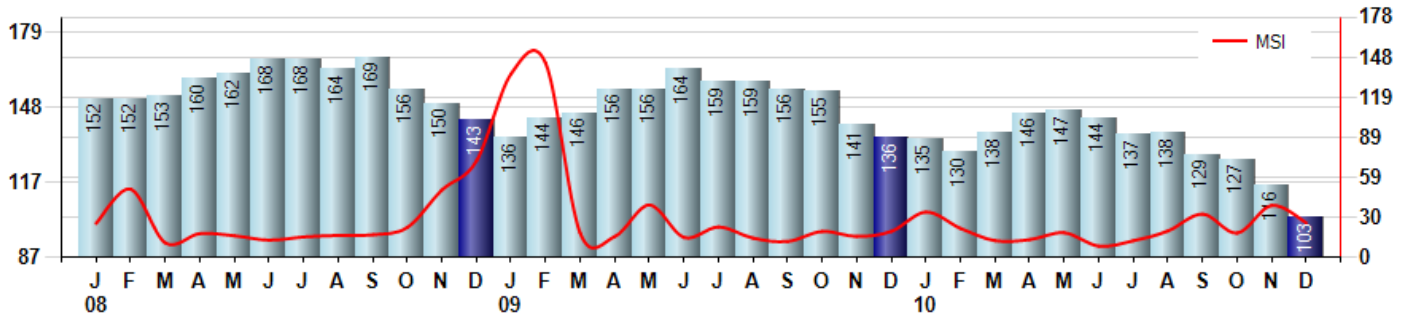
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### Inventory & MSI

The Total Inventory of Properties available for sale as of December was 103, down -11.2% from 116 last month and down -24.3% from 136 in December of last year. December 2010 Inventory was at the lowest level compared to December of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2010 MSI of 25.8 months was at a mid range compared with December of 2009 and 2008.

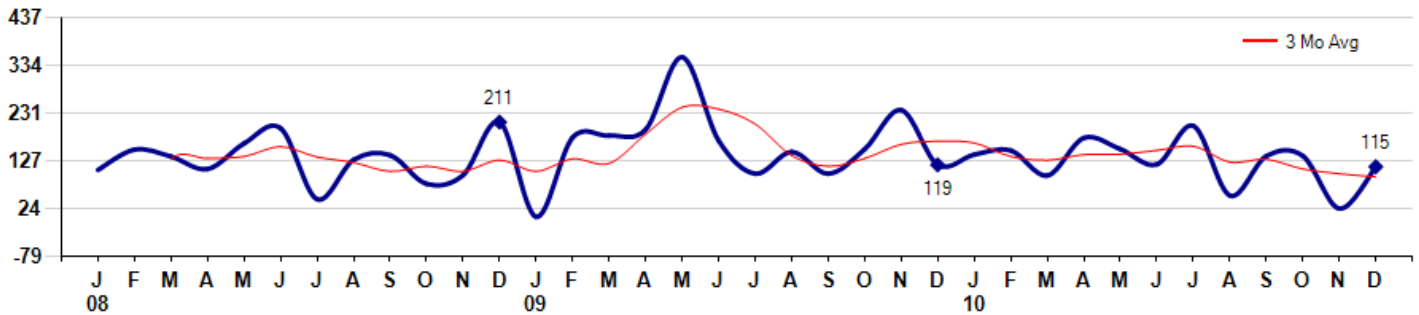
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 December was 115, up 360.0% from 25 days last month and down -3.4% from 119 days in December of last year. The December 2010 DOM was at its lowest level compared with December of 2009 and 2008.

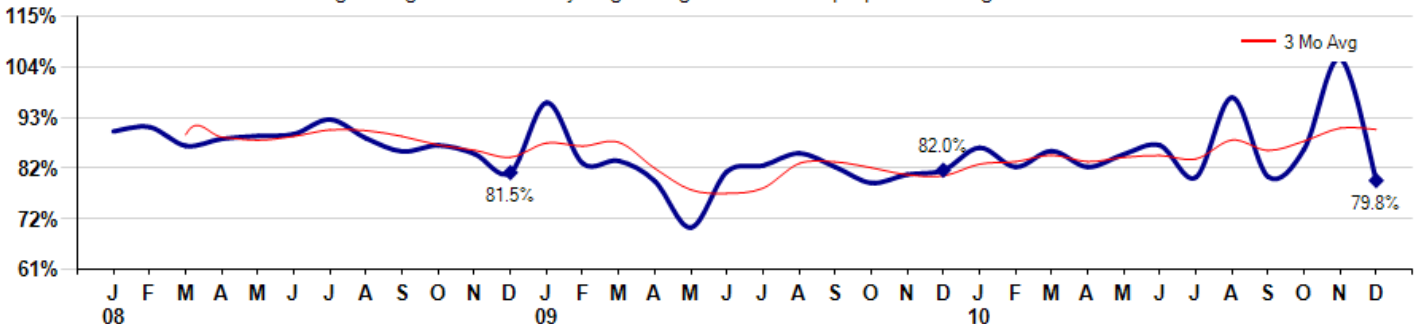
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 December 2010 Selling Price vs Original List Price of 79.8% was down from 105.8% last month and down from 82.0% in December of last year.

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



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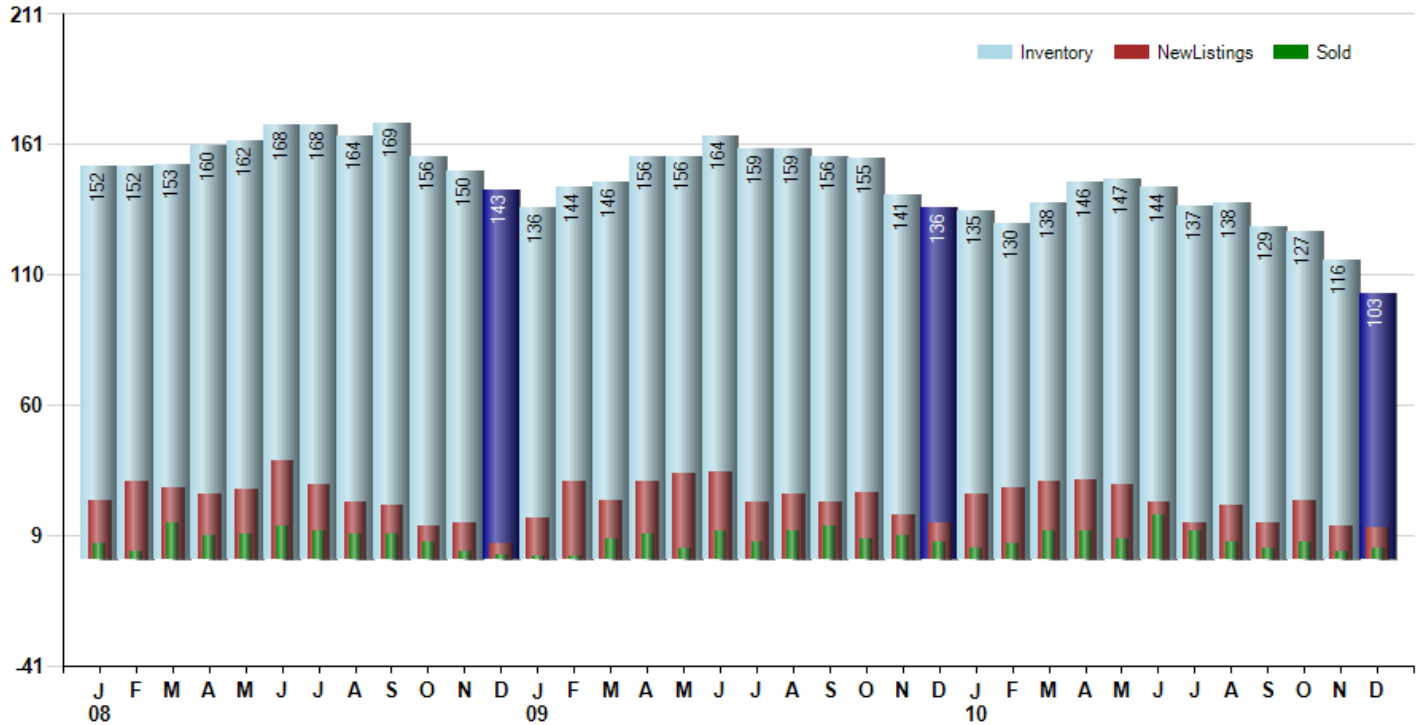
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### Inventory / New Listings / Sales

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 December 2010 was 12, down -7.7% from 13 last month and down -14.3% from 14 in December of last year.



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	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	A	M	J	J	A	S	O	N	D
Homes Sold	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	11	8	17	11	7	4	7	3	4
3 Mo. Roll Avg			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	9	10	12	12	12	7	6	5	5

(000's)	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	A	M	J	J	A	S	O	N	D
Median Sale Price	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	284	653	365	560	518	741	575	325	395
3 Mo. Roll Avg			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	456	421	434	526	481	606	611	547	432

	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	A	M	J	J	A	S	O	N	D
Inventory	152	152	153	160	162	168	168	164	169	156	150	143	136	144	146	156	156	164	159	159	156	155	141	136	135	130	138	146	147	144	137	138	129	127	116	103
MSI	25	51	11	18	16	13	15	16	17	22	50	72	136	144	18	16	39	15	23	14	12	19	16	19	34	22	13	13	18	8	12	20	32	18	39	26

	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	A	M	J	J	A	S	O	N	D
Days On Market	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	177	153	120	203	53	138	138	25	115
3 Mo. Roll Avg			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	141	142	150	159	125	131	110	100	93

	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	A	M	J	J	A	S	O	N	D
Price per Sq Ft	229	156	222	255	229	212	234	245	212	252	120	0	0	296	197	134	182	124	175	198	180	135	256	223	256	180	177	188	184	231	240	213	207	202	142	
3 Mo. Roll Avg			202	211	235	232	225	230	230	236	195	124	40	0	99	164	209	171	147	160	166	184	171	190	205	245	220	204	182	183	201	218	228	220	207	184

	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	A	M	J	J	A	S	O	N	D
Sale to List Price	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	0.827	0.861	0.827	0.854	0.873	0.805	0.975	0.806	0.865	1.058	0.798
3 Mo. Roll Avg			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	0.838	0.852	0.838	0.847	0.851	0.844	0.884	0.862	0.882	0.910	0.907

	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	A	M	J	J	A	S	O	N	D
New Listings	23	30	28	25	27	38	29	22	21	13	14	6	16	30	23	30	33	34	22	25	22	26	17	14	25	28	30	31	29	22	14	21	14	23	13	12
Inventory	152	152	153	160	162	168	168	164	169	156	150	143	136	144	146	156	156	164	159	159	156	155	141	136	135	130	138	146	147	144	137	138	129	127	116	103
Sales	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	11	8	17	11	7	4	7	3	4

(000's)	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	A	M	J	J	A	S	O	N	D
Avg Sale Price	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	341	675	489	600	474	776	625	342	413
3 Mo. Roll Avg			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	519	491	501	588	521	616	625	581	460

