

City: Lake Bluff



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

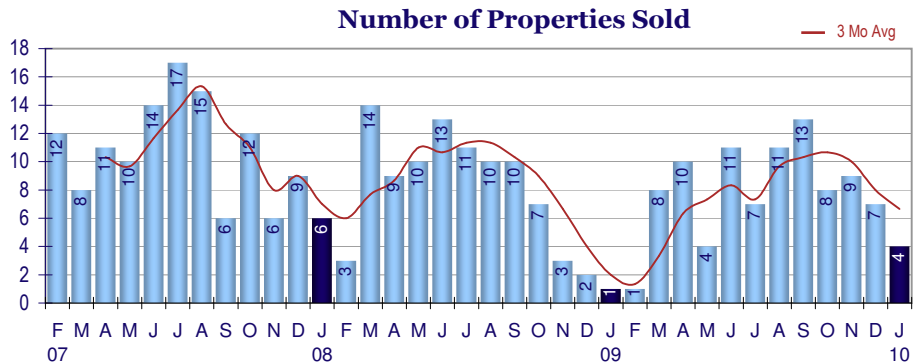
## Market Profile & Trends Overview

|  | 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

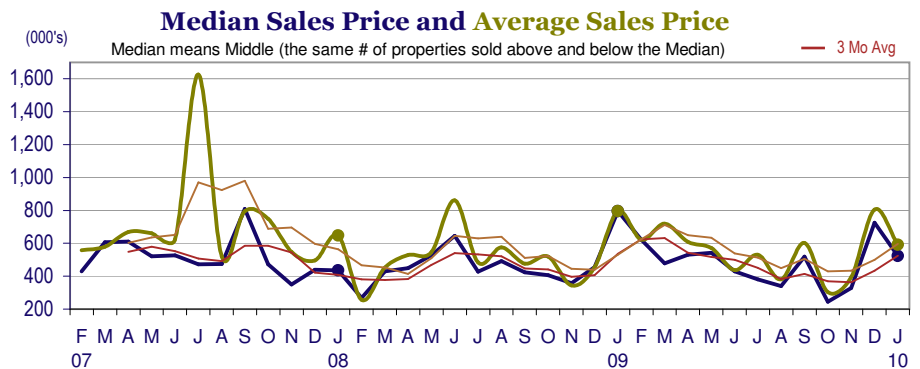
## Property Sales

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

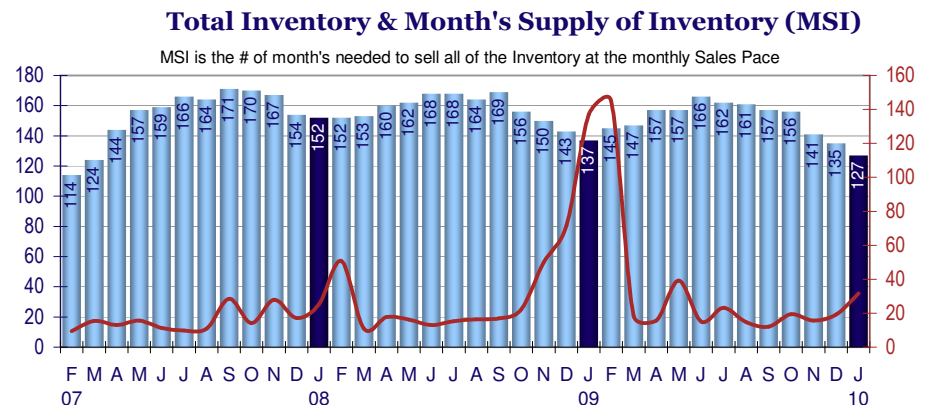
The Median Sales Price in January was \$522,500, down -34.3% from \$795,325 in January of 2009 and down -28.0% from \$726,000 last month. The Average Sales Price in January was \$591,250, down -25.7% from \$795,325 in January of 2009 and down -26.5% from \$804,601 last month. January 2010 ASP was at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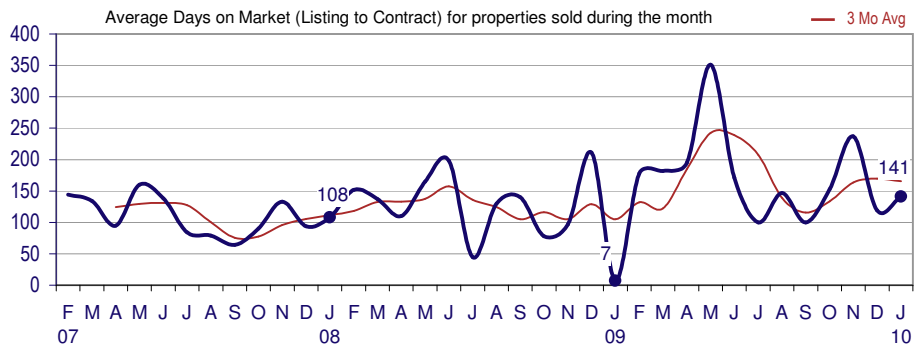


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## Market Time

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.

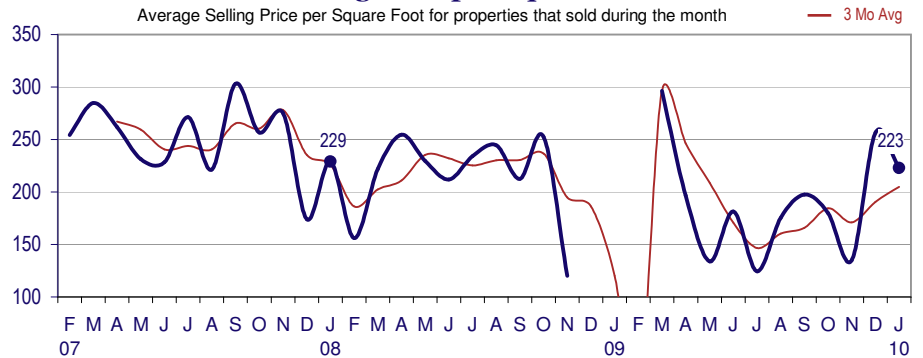
## Days On Market for Sold Properties



## 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.

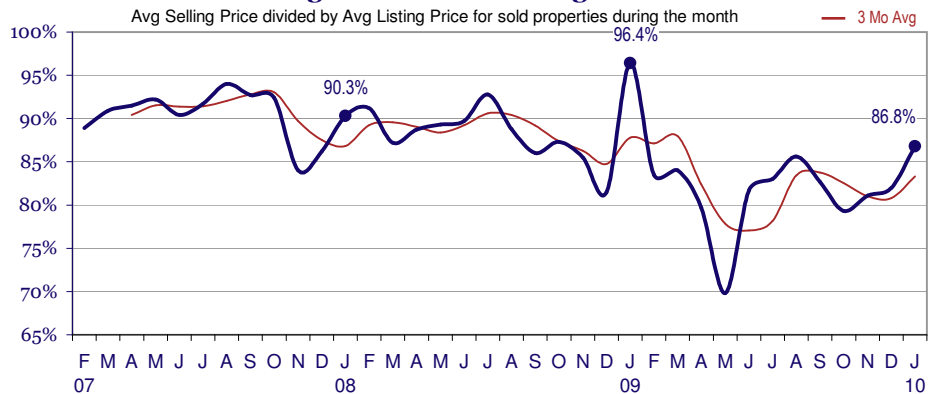
## Selling Price per Square Foot



## 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.

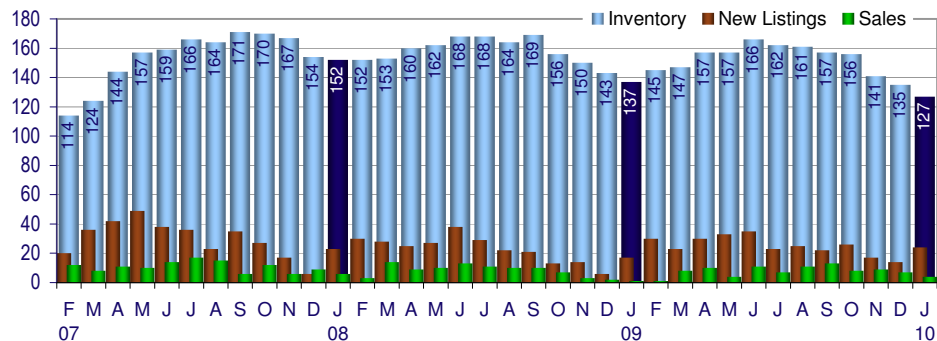
## Selling Price versus Listing Price Ratio



## 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  |