

MLS Area: Lake Bluff



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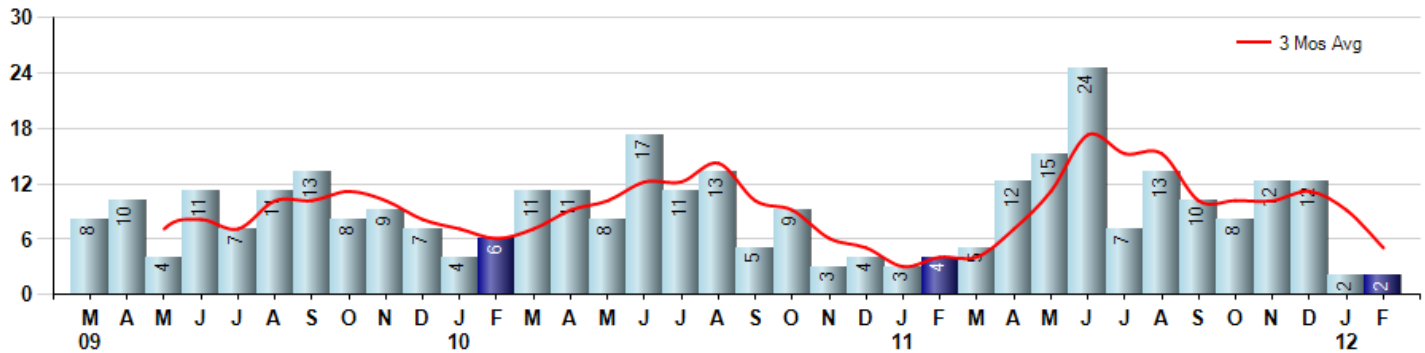
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|---|-----------|-------------------|-----|-----|----|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$549,000 | ↑ | | ↔ | | | | |
| Average List Price of all Current Listings | \$962,881 | ↑ | | ↓ | | | | |
| February Median Sales Price | \$71,650 | ↓ | ↓ | ↓ | ↓ | \$195,650 | ↓ | ↓ |
| February Average Sales Price | \$71,650 | ↓ | ↓ | ↓ | ↓ | \$203,325 | ↓ | ↓ |
| Total Properties Currently for Sale (Inventory) | 115 | ↑ | | ↑ | | | | |
| February Number of Properties Sold | 2 | ↔ | | ↓ | | 4 | ↓ | |
| February Average Days on Market (Solds) | 104 | ↑ | ↓ | ↑ | ↓ | 78 | ↑ | ↓ |
| February Month's Supply of Inventory | 57.5 | ↑ | ↑ | ↑ | ↑ | 56.8 | ↑ | ↑ |
| February Sale Price vs List Price Ratio | 68.2% | ↓ | ↓ | ↓ | ↓ | 85.7% | ↓ | ↑ |

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

Property Sales

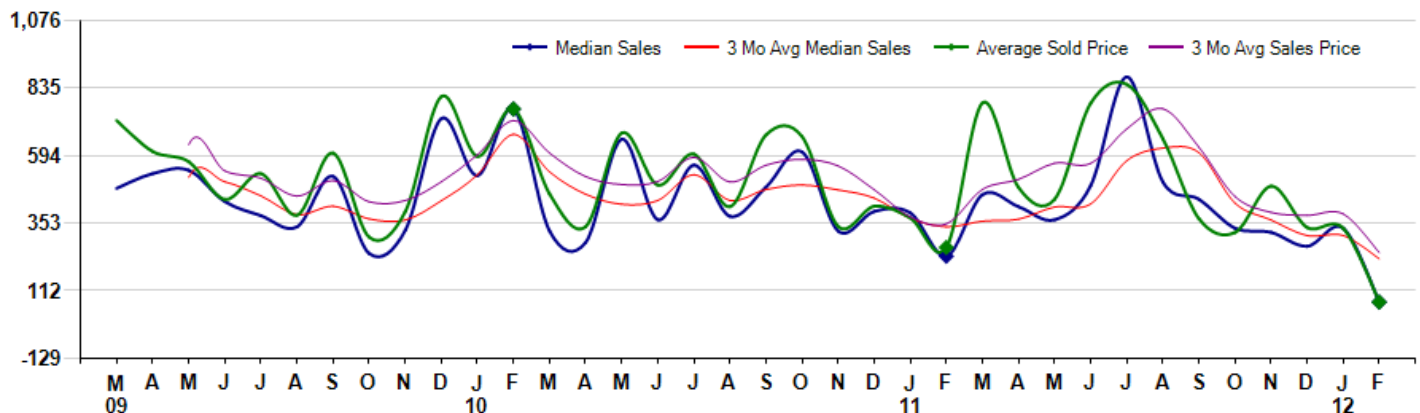
February Property sales were 2, down -50.0% from 4 in February of 2011 and equal to 0.0% 2 sales last month. February 2012 sales were at their lowest level compared to February of 2011 and 2010. February YTD sales of 4 are running -42.9% behind last year's year-to-date sales of 7.



Prices

The Median Sales Price in February was \$71,650, down -69.5% from \$235,000 in February of 2011 and down -78.6% from \$335,000 last month. The Average Sales Price in February was \$71,650, down -73.1% from \$266,250 in February of 2011 and down -78.6% from \$335,000 last month. February 2012 ASP was at the lowest level compared to February of 2011 and 2010.

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 3/1/2009 through 2/29/2012. 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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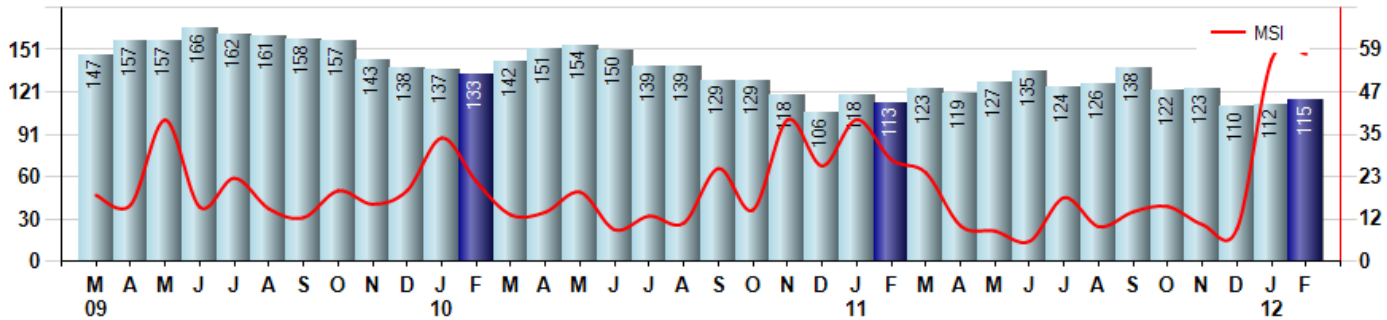
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 115, up 2.7% from 112 last month and up 1.8% from 113 in February of last year. February 2012 Inventory was at a mid range compared to February of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2012 MSI of 57.5 months was at its highest level compared with February of 2011 and 2010.

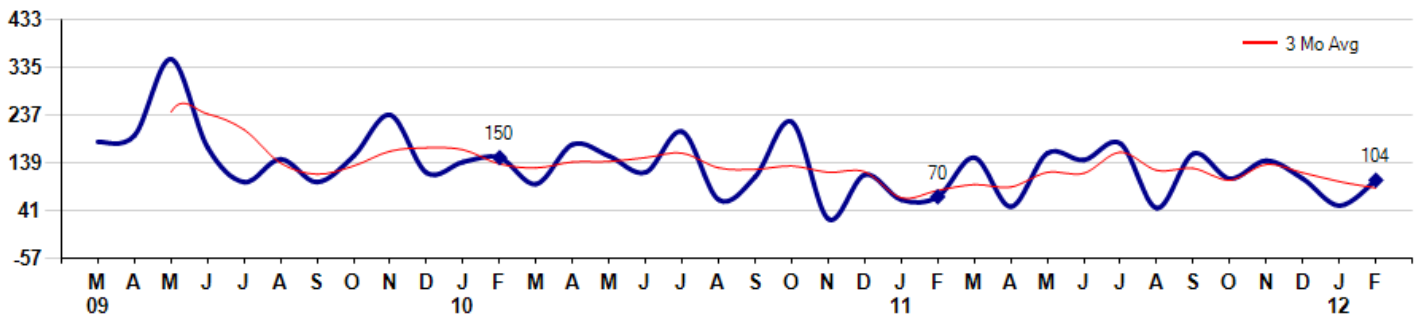
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 February was 104, up 100.0% from 52 days last month and up 48.6% from 70 days in February of last year. The February 2012 DOM was at a mid range compared with February of 2011 and 2010.

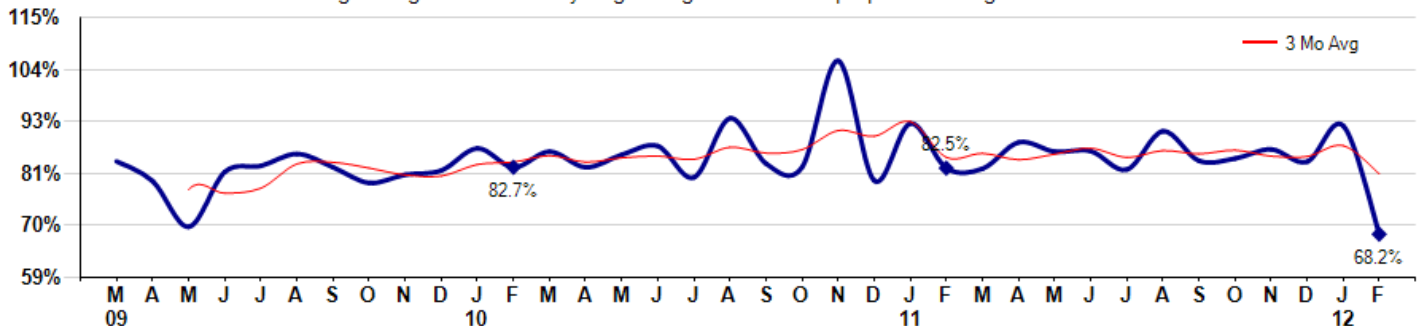
Average Days on Market(Listing to Contract) for properties sold during the month



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 February 2012 Selling Price vs Original List Price of 68.2% was down from 91.7% last month and down from 82.5% in February of last year.

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



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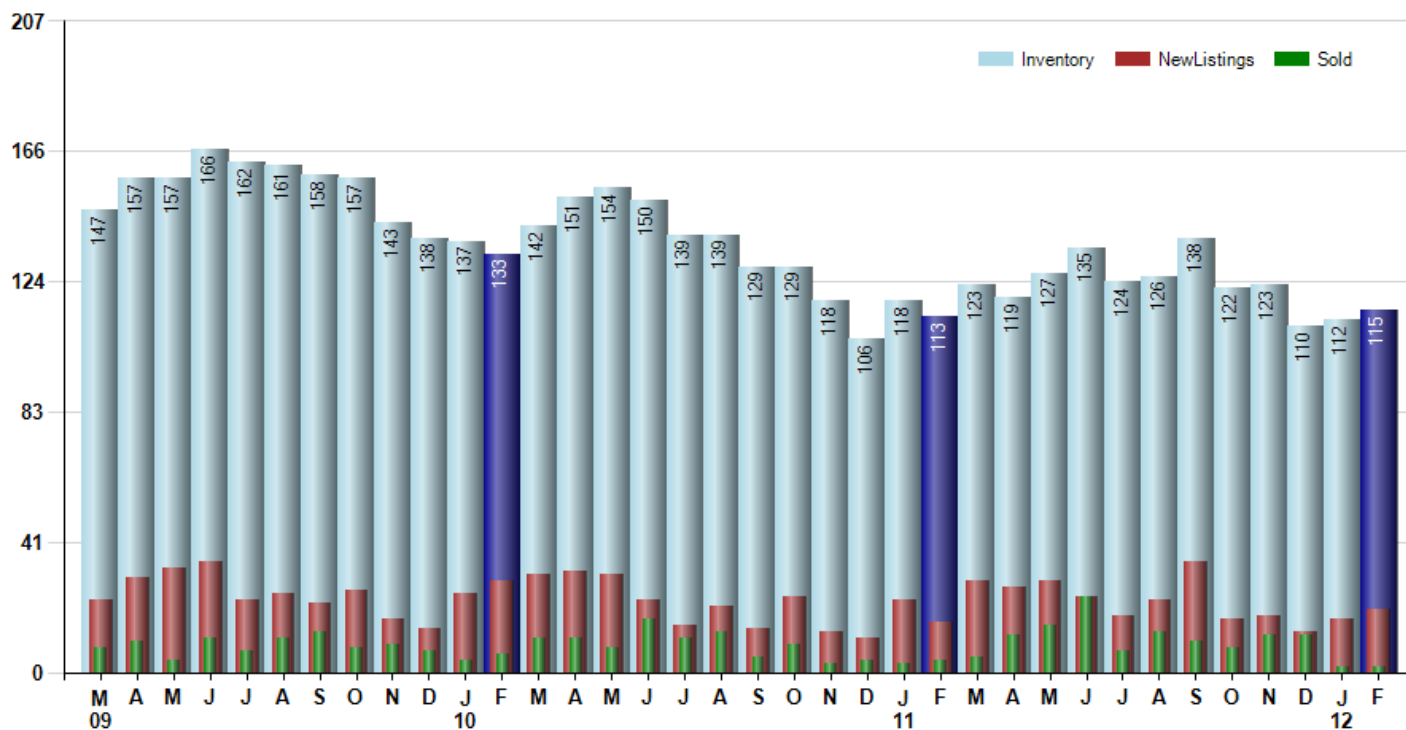
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Inventory / New Listings / Sales

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 February 2012 was 20, up 17.6% from 17 last month and up 25.0% from 16 in February of last year.



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MARKET ACTION REPORT

February 2012

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| | M 09 | A | M | J | J | A | S | O | N | D | J 10 | F | M | A | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F |
|----------------|------|----|---|----|---|----|----|----|----|---|------|---|----|----|----|----|----|----|----|---|---|---|------|---|---|----|----|----|----|----|----|----|----|----|------|---|
| Homes Sold | 8 | 10 | 4 | 11 | 7 | 11 | 13 | 8 | 9 | 7 | 4 | 6 | 11 | 11 | 8 | 17 | 11 | 13 | 5 | 9 | 3 | 4 | 3 | 4 | 5 | 12 | 15 | 24 | 7 | 13 | 10 | 8 | 12 | 12 | 2 | 2 |
| 3 Mo. Roll Avg | | | 7 | 8 | 7 | 10 | 10 | 11 | 10 | 8 | 7 | 6 | 7 | 9 | 10 | 12 | 12 | 14 | 10 | 9 | 6 | 5 | 3 | 4 | 4 | 7 | 11 | 17 | 15 | 15 | 10 | 10 | 10 | 11 | 9 | 5 |

| | (000's) M 09 | A | M | J | J | A | S | O | N | D | J 10 | F | M | A | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F |
|-------------------|--------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|
| Median Sale Price | 478 | 530 | 542 | 430 | 380 | 340 | 520 | 245 | 328 | 726 | 523 | 760 | 325 | 284 | 653 | 365 | 560 | 378 | 482 | 608 | 325 | 395 | 390 | 235 | 455 | 412 | 365 | 487 | 875 | 500 | 438 | 335 | 320 | 271 | 335 | 72 |
| 3 Mo. Roll Avg | | | 516 | 501 | 451 | 383 | 413 | 368 | 364 | 433 | 525 | 670 | 536 | 456 | 421 | 434 | 526 | 434 | 473 | 489 | 472 | 443 | 370 | 340 | 360 | 367 | 411 | 421 | 576 | 621 | 604 | 424 | 365 | 309 | 309 | 226 |

| | M 09 | A | M | J | J | A | S | O | N | D | J 10 | F | M | A | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F |
|-----------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|
| Inventory | 147 | 157 | 157 | 166 | 162 | 161 | 158 | 157 | 143 | 138 | 137 | 133 | 142 | 151 | 154 | 150 | 139 | 139 | 129 | 129 | 118 | 106 | 118 | 113 | 123 | 119 | 127 | 135 | 124 | 126 | 138 | 122 | 123 | 110 | 112 | 115 |
| MSI | 18 | 16 | 39 | 15 | 23 | 15 | 12 | 20 | 16 | 20 | 34 | 22 | 13 | 14 | 19 | 9 | 13 | 11 | 26 | 14 | 39 | 27 | 39 | 28 | 25 | 10 | 8 | 6 | 18 | 10 | 14 | 15 | 10 | 9 | 56 | 58 |

| | M 09 | A | M | J | J | A | S | O | N | D | J 10 | F | M | A | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F |
|----------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|----|-----|----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|
| Days On Market | 182 | 195 | 351 | 171 | 100 | 147 | 100 | 153 | 237 | 119 | 141 | 150 | 96 | 177 | 153 | 120 | 203 | 64 | 111 | 223 | 25 | 115 | 64 | 70 | 150 | 50 | 159 | 145 | 179 | 47 | 158 | 107 | 144 | 107 | 52 | 104 |
| 3 Mo. Roll Avg | | | 243 | 239 | 207 | 139 | 116 | 133 | 163 | 170 | 166 | 137 | 129 | 141 | 142 | 150 | 159 | 129 | 126 | 133 | 120 | 121 | 68 | 83 | 95 | 90 | 120 | 118 | 161 | 124 | 128 | 104 | 136 | 119 | 101 | 88 |

| | M 09 | A | M | J | J | A | S | O | N | D | J 10 | F | M | A | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F |
|-----------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|
| Price per Sq Ft | 296 | 197 | 134 | 182 | 124 | 175 | 198 | 180 | 135 | 256 | 223 | 256 | 180 | 177 | 188 | 184 | 231 | 193 | 199 | 226 | 202 | 142 | 149 | 153 | 250 | 184 | 180 | 197 | 250 | 238 | 186 | 167 | 183 | 159 | 129 | 65 |
| 3 Mo. Roll Avg | | | 209 | 171 | 147 | 160 | 166 | 184 | 171 | 190 | 205 | 245 | 220 | 204 | 182 | 183 | 201 | 203 | 208 | 206 | 209 | 190 | 164 | 148 | 184 | 196 | 205 | 187 | 209 | 228 | 225 | 197 | 179 | 170 | 157 | 118 |

| | M 09 | A | M | J | J | A | S | O | N | D | J 10 | F | M | A | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.933 | 0.835 | 0.827 | 1.058 | 0.798 | 0.922 | 0.825 | 0.824 | 0.881 | 0.861 | 0.862 | 0.822 | 0.905 | 0.841 | 0.846 | 0.866 | 0.839 | 0.917 | 0.682 |
| 3 Mo. Roll Avg | | | 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 | 0.870 | 0.858 | 0.865 | 0.907 | 0.894 | 0.926 | 0.848 | 0.857 | 0.843 | 0.855 | 0.868 | 0.848 | 0.863 | 0.856 | 0.864 | 0.851 | 0.850 | 0.874 | 0.813 |

| | M 09 | A | M | J | J | A | S | O | N | D | J 10 | F | M | A | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F |
|--------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|
| New Listings | 23 | 30 | 33 | 35 | 23 | 25 | 22 | 26 | 17 | 14 | 25 | 29 | 31 | 32 | 31 | 23 | 15 | 21 | 14 | 24 | 13 | 11 | 23 | 16 | 29 | 27 | 29 | 24 | 18 | 23 | 35 | 17 | 18 | 13 | 17 | 20 |
| Inventory | 147 | 157 | 157 | 166 | 162 | 161 | 158 | 157 | 143 | 138 | 137 | 133 | 142 | 151 | 154 | 150 | 139 | 139 | 129 | 129 | 118 | 106 | 118 | 113 | 123 | 119 | 127 | 135 | 124 | 126 | 138 | 122 | 123 | 110 | 112 | 115 |
| Sales | 8 | 10 | 4 | 11 | 7 | 11 | 13 | 8 | 9 | 7 | 4 | 6 | 11 | 11 | 8 | 17 | 11 | 13 | 5 | 9 | 3 | 4 | 3 | 4 | 5 | 12 | 15 | 24 | 7 | 13 | 10 | 8 | 12 | 12 | 2 | 2 |

| | (000's) M 09 | A | M | J | J | A | S | O | N | D | J 10 | F | M | A | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F |
|----------------|--------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|
| Avg Sale Price | 719 | 609 | 572 | 438 | 530 | 381 | 603 | 303 | 394 | 805 | 591 | 760 | 457 | 341 | 675 | 489 | 600 | 412 | 668 | 662 | 342 | 413 | 372 | 266 | 782 | 480 | 438 | 781 | 848 | 654 | 369 | 320 | 485 | 338 | 335 | 72 |
| 3 Mo. Roll Avg | | | 633 | 539 | 513 | 450 | 505 | 429 | 433 | 501 | 597 | 719 | 603 | 519 | 491 | 501 | 588 | 500 | 560 | 581 | 557 | 472 | 376 | 350 | 473 | 509 | 567 | 566 | 689 | 761 | 624 | 448 | 391 | 381 | 386 | 248 |

