

MLS Area: Lake Bluff



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



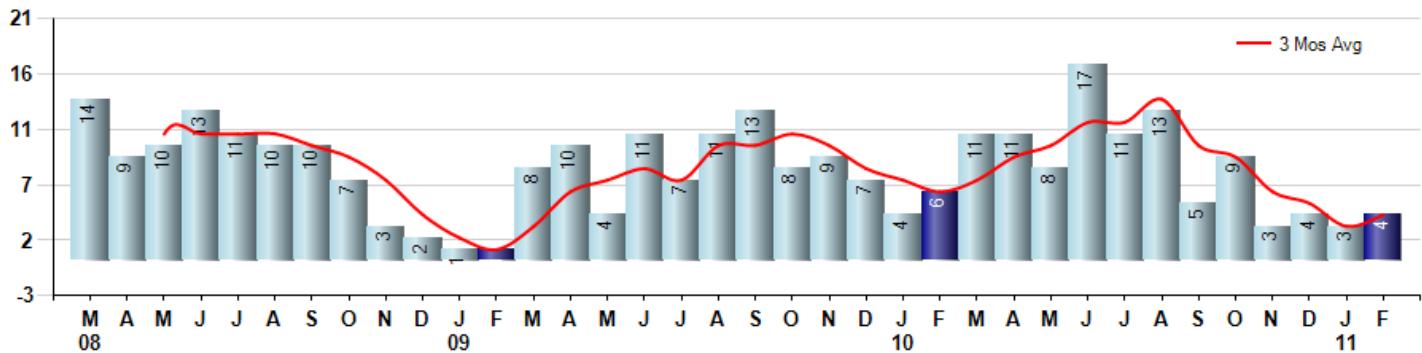
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|--|-------------|-------------------|-----|-----|----|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$569,000 | ↑ | | ↑ | | | | |
| Average List Price of all Current Listings | \$1,171,756 | ↑ | | ↑ | | | | |
| February Median Sales Price | \$235,000 | ↓ | ↓ | ↓ | ↓ | \$350,000 | ↓ | ↓ |
| February Average Sales Price | \$266,250 | ↓ | ↓ | ↓ | ↓ | \$311,429 | ↓ | ↓ |
| Total Properties Currently for Sale (Inventory) | 105 | ↓ | | ↓ | | | | |
| February Number of Properties Sold | 4 | ↑ | | ↓ | | 7 | ↓ | |
| February Average Days on Market (Solds) | 70 | ↑ | ↓ | ↓ | ↓ | 68 | ↓ | ↓ |
| Asking Price per Square Foot (based on New Listings) | \$241 | ↓ | ↑ | ↑ | ↑ | \$243 | ↓ | ↑ |
| February Sold Price per Square Foot | \$153 | ↑ | ↓ | ↓ | ↓ | \$151 | ↓ | ↓ |
| February Month's Supply of Inventory | 26.3 | ↓ | ↓ | ↑ | ↑ | 32.5 | ↑ | ↑ |
| February Sale Price vs List Price Ratio | 82.5% | ↓ | ↓ | ↓ | ↔ | 87.6% | ↑ | ↑ |

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

Property Sales

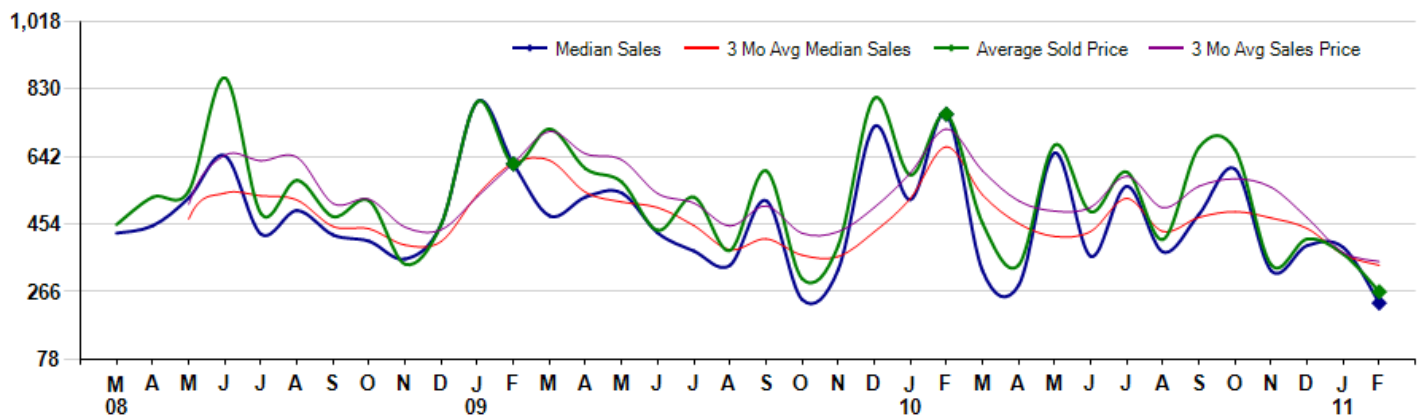
February Property sales were 4, down -33.3% from 6 in February of 2010 and 33.3% higher than the 3 sales last month. February 2011 sales were at a mid level compared to February of 2010 and 2009. February YTD sales of 7 are running -30.0% behind last year's year-to-date sales of 10.



Prices

The Median Sales Price in February was \$235,000, down -69.1% from \$760,000 in February of 2010 and down -39.7% from \$390,000 last month. The Average Sales Price in February was \$266,250, down -65.0% from \$760,417 in February of 2010 and down -28.4% from \$371,667 last month. February 2011 ASP was at the lowest level compared to February of 2010 and 2009.

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 3/1/2008 through 2/28/2011. 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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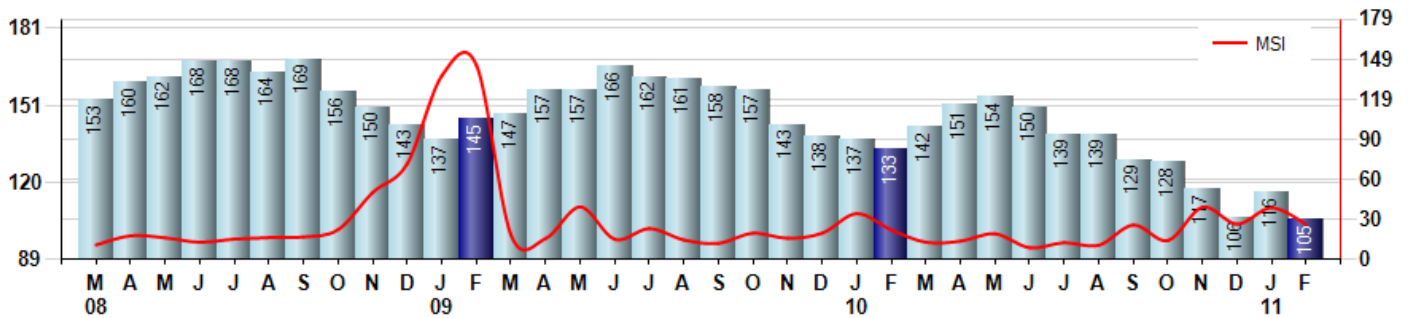
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 105, down -9.5% from 116 last month and down -21.1% from 133 in February of last year. February 2011 Inventory was at the lowest level compared to February of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2011 MSI of 26.3 months was at a mid range compared with February of 2010 and 2009.

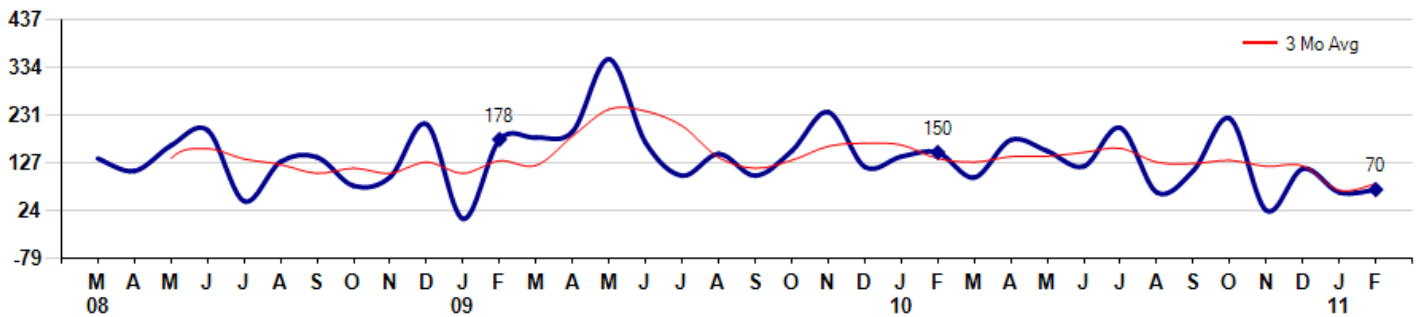
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 70, up 9.4% from 64 days last month and down -53.3% from 150 days in February of last year. The February 2011 DOM was at its lowest level compared with February of 2010 and 2009.

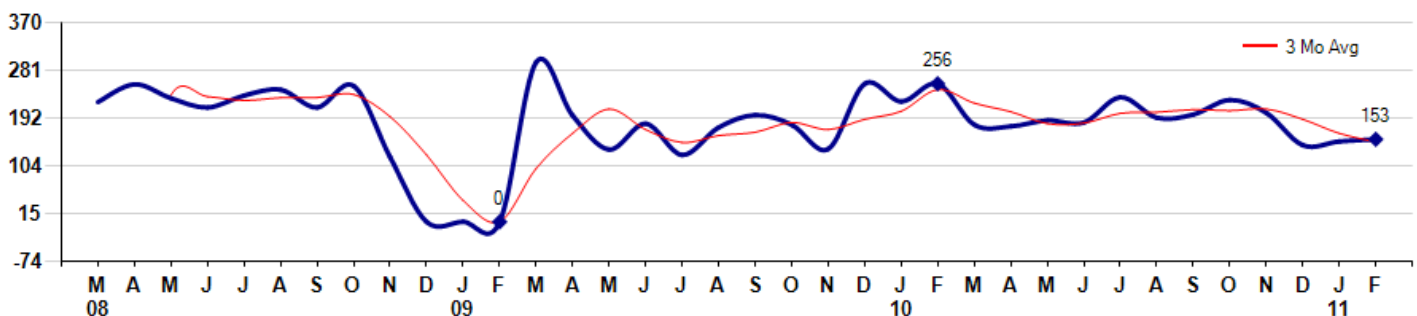
Average Days on Market (Listing to Contract) for properties sold during the month



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 February 2011 Selling Price per Square Foot of \$153 was up 2.7% from \$149 last month and down -40.2% from \$256 in February of last year.

Average Selling Price per Square Foot for properties that sold during the month



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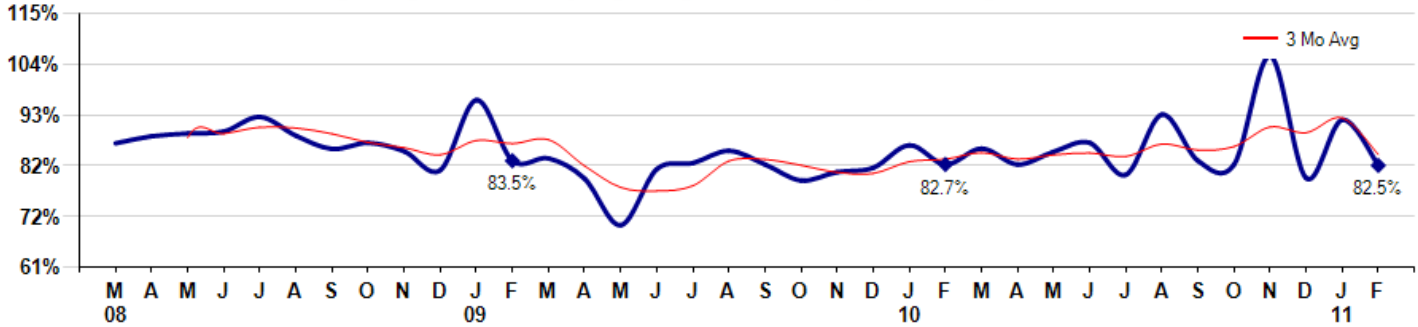


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Selling Price vs Original Listing Price

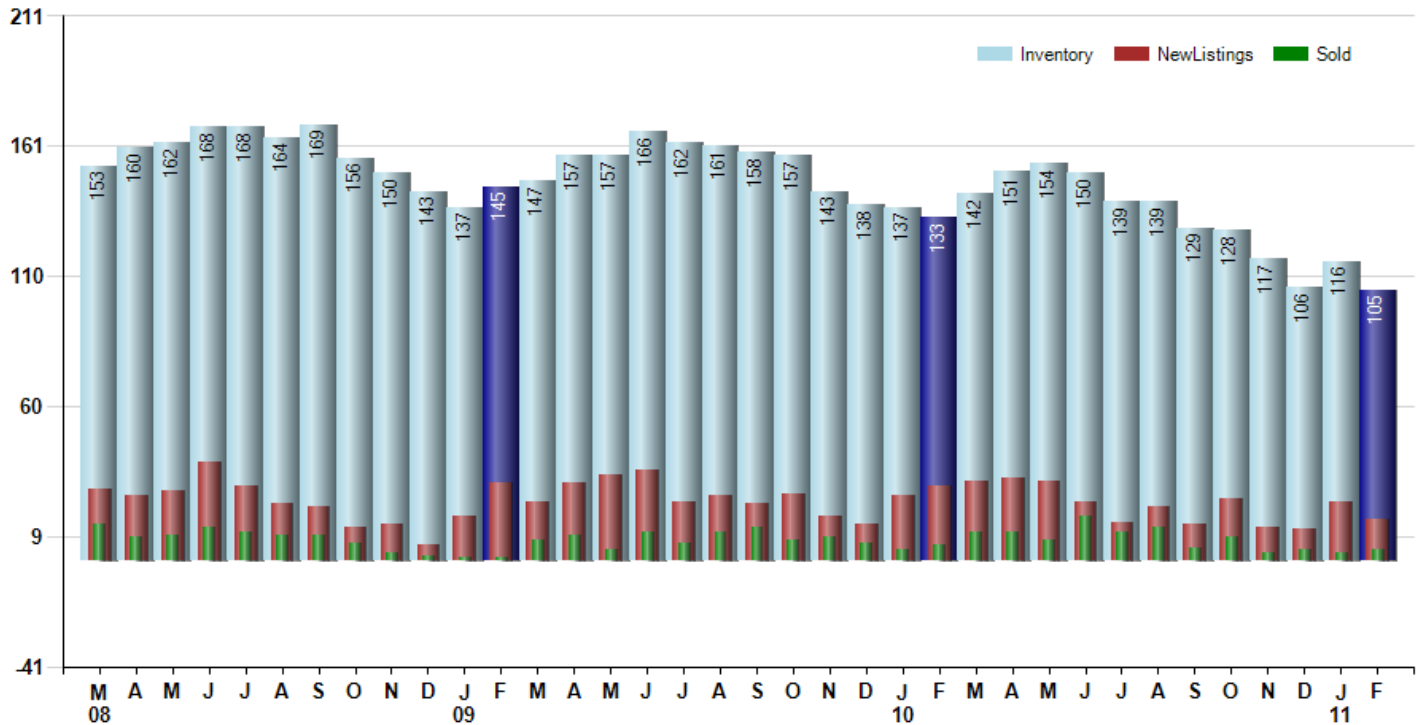
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The February 2011 Selling Price vs Original List Price of 82.5% was down from 92.2% last month and down from 82.7% in February of last year.

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



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 2011 was 16, down -30.4% from 23 last month and down -44.8% from 29 in February of last year.



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MARKET ACTION REPORT

February 2011

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| | M 08 | 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 | J 11 | F |
|----------------|------|---|----|----|----|----|----|---|---|---|------|---|---|----|---|----|---|----|----|----|----|---|------|---|----|----|----|----|----|----|----|---|---|---|------|---|
| Homes Sold | 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 | 13 | 5 | 9 | 3 | 4 | 3 | 4 |
| 3 Mo. Roll Avg | | | 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 | 14 | 10 | 9 | 6 | 5 | 3 | 4 |

| | (000's) M 08 | 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 | J 11 | F |
|-------------------|--------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|
| Median Sale Price | 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 | 378 | 482 | 608 | 325 | 395 | 390 | 235 |
| 3 Mo. Roll Avg | | | 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 | 434 | 473 | 489 | 472 | 443 | 370 | 340 |

| | M 08 | 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 | J 11 | F |
|-----------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|
| Inventory | 153 | 160 | 162 | 168 | 168 | 164 | 169 | 156 | 150 | 143 | 137 | 145 | 147 | 157 | 157 | 166 | 162 | 161 | 158 | 157 | 143 | 138 | 137 | 133 | 142 | 151 | 154 | 150 | 139 | 139 | 129 | 128 | 117 | 106 | 116 | 105 |
| MSI | 11 | 18 | 16 | 13 | 15 | 16 | 17 | 22 | 50 | 72 | 137 | 145 | 18 | 16 | 39 | 15 | 23 | 15 | 12 | 20 | 16 | 20 | 34 | 22 | 13 | 14 | 19 | 9 | 13 | 11 | 26 | 14 | 39 | 27 | 39 | 26 |

| | M 08 | 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 | J 11 | F |
|----------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|----|
| Days On Market | 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 | 64 | 111 | 223 | 25 | 115 | 64 | 70 |
| 3 Mo. Roll Avg | | | 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 | 129 | 126 | 133 | 120 | 121 | 68 | 83 |

| | M 08 | 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 | J 11 | F |
|-----------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|---|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|
| Price per Sq Ft | 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 | 177 | 188 | 184 | 231 | 193 | 199 | 226 | 202 | 142 | 149 | 153 |
| 3 Mo. Roll Avg | | | 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 | 203 | 208 | 206 | 209 | 190 | 164 | 148 |

| | M 08 | 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 | J 11 | F |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.933 | 0.835 | 0.827 | 1.058 | 0.798 | 0.922 | 0.825 |
| 3 Mo. Roll Avg | | | 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 | 0.870 | 0.858 | 0.865 | 0.907 | 0.894 | 0.926 | 0.848 |

| | M 08 | 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 | J 11 | F |
|--------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|
| New Listings | 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 | 32 | 31 | 23 | 15 | 21 | 14 | 24 | 13 | 12 | 23 | 16 |
| Inventory | 153 | 160 | 162 | 168 | 168 | 164 | 169 | 156 | 150 | 143 | 137 | 145 | 147 | 157 | 157 | 166 | 162 | 161 | 158 | 157 | 143 | 138 | 137 | 133 | 142 | 151 | 154 | 150 | 139 | 139 | 129 | 128 | 117 | 106 | 116 | 105 |
| Sales | 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 | 13 | 5 | 9 | 3 | 4 | 3 | 4 |

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|----------------|--------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|
| Avg Sale Price | 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 | 412 | 668 | 662 | 342 | 413 | 372 | 266 |
| 3 Mo. Roll Avg | | | 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 | 500 | 560 | 581 | 557 | 472 | 376 | 350 |

