

MLS Area: Lake Bluff



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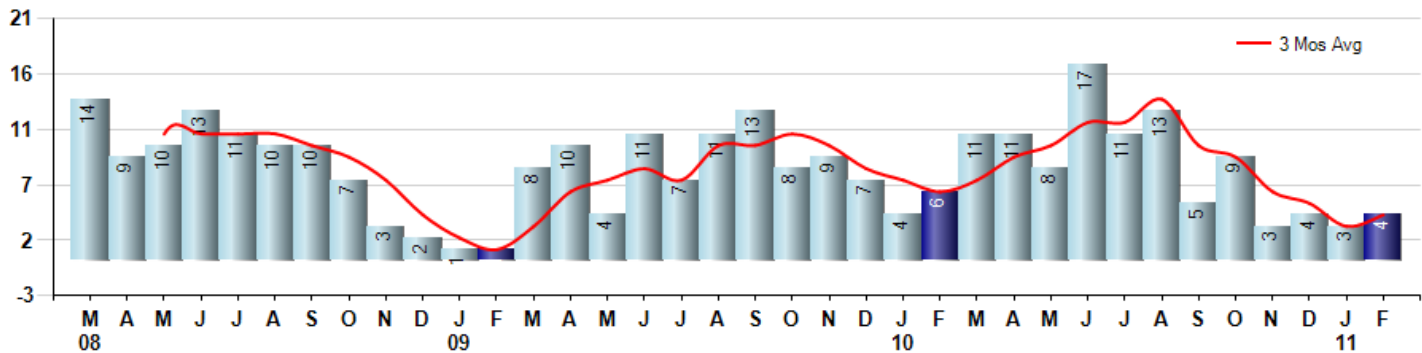
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$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

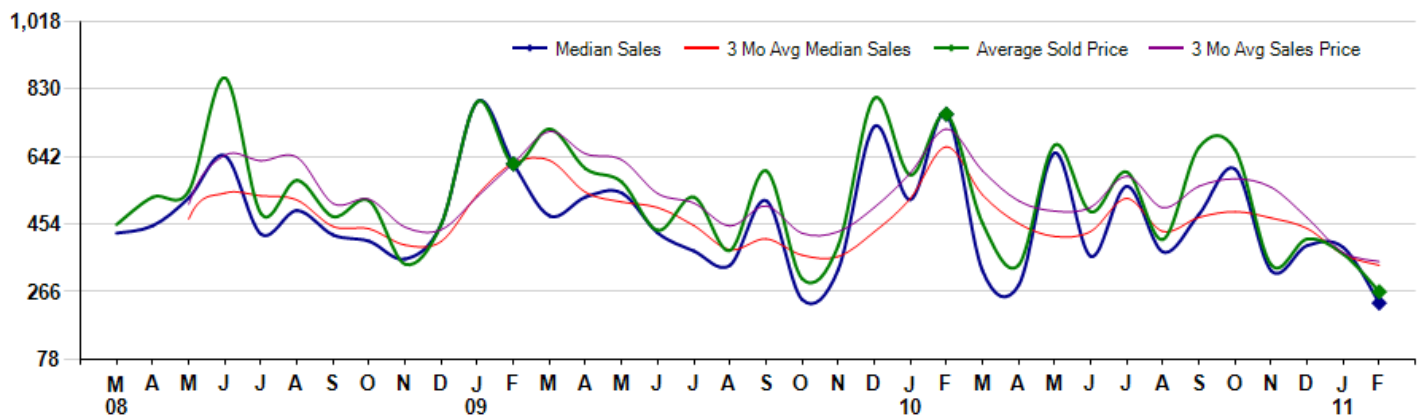
February Property sales were 4, down -33.3% from 6 in February of 2010 and 33.3% higher than the 3 sales last month. February 2011 sales were at a mid level compared to February of 2010 and 2009. February YTD sales of 7 are running -30.0% behind last year's year-to-date sales of 10.



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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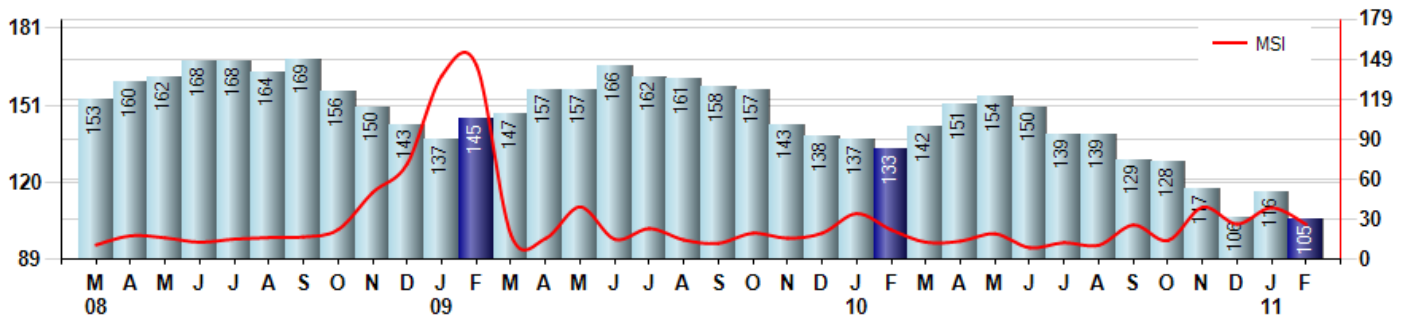
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Inventory & MSI

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.

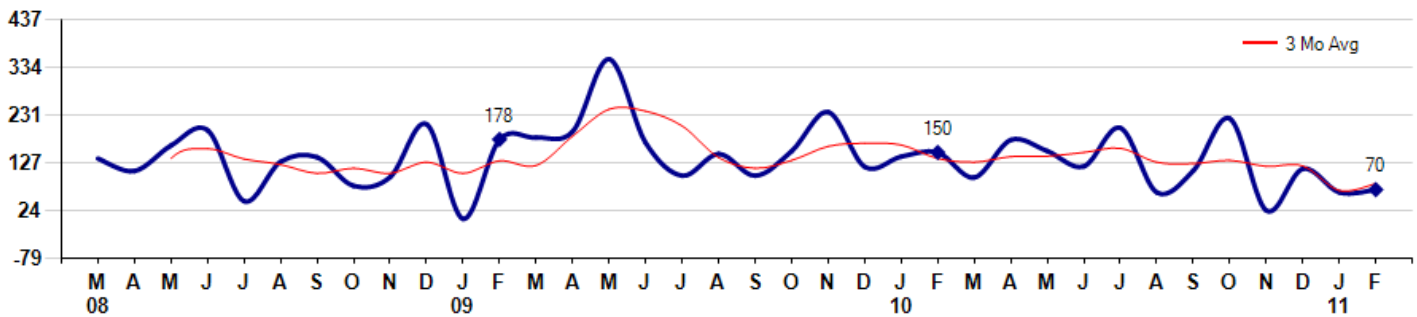
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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.

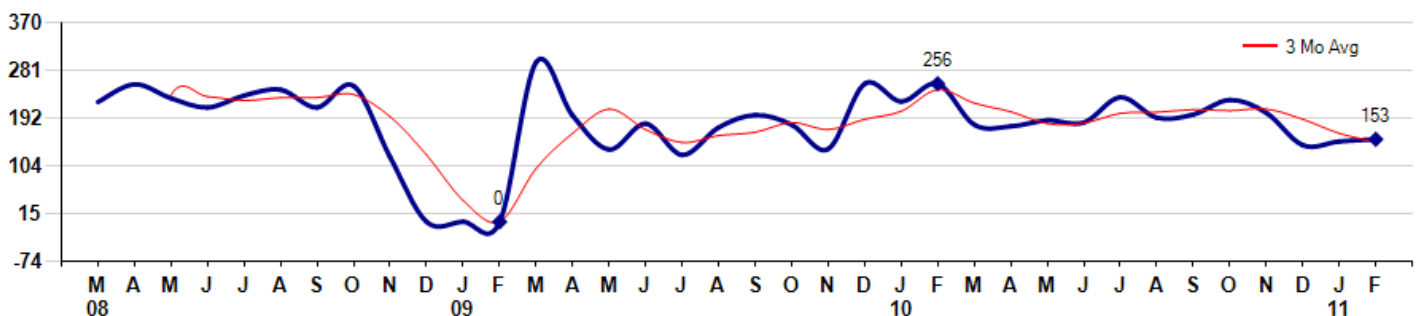
Average Days on Market (Listing to Contract) for properties sold during the month



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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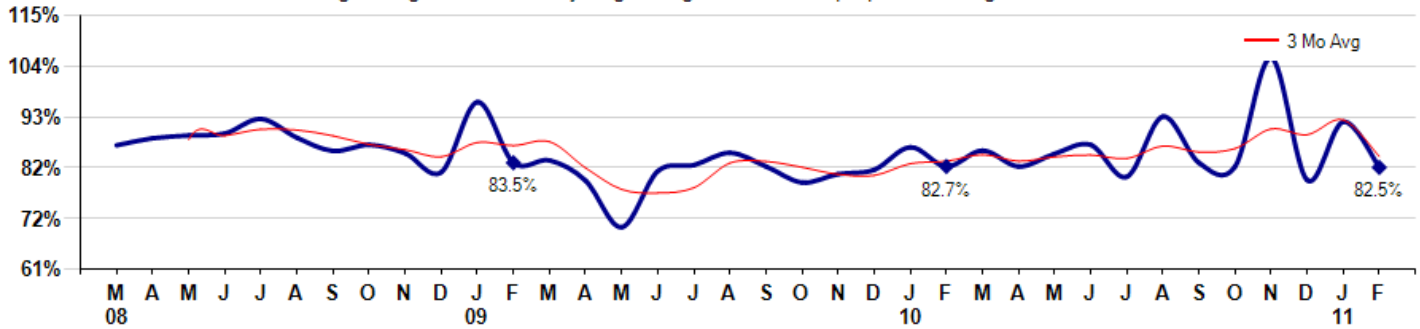


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Selling Price vs Original Listing Price

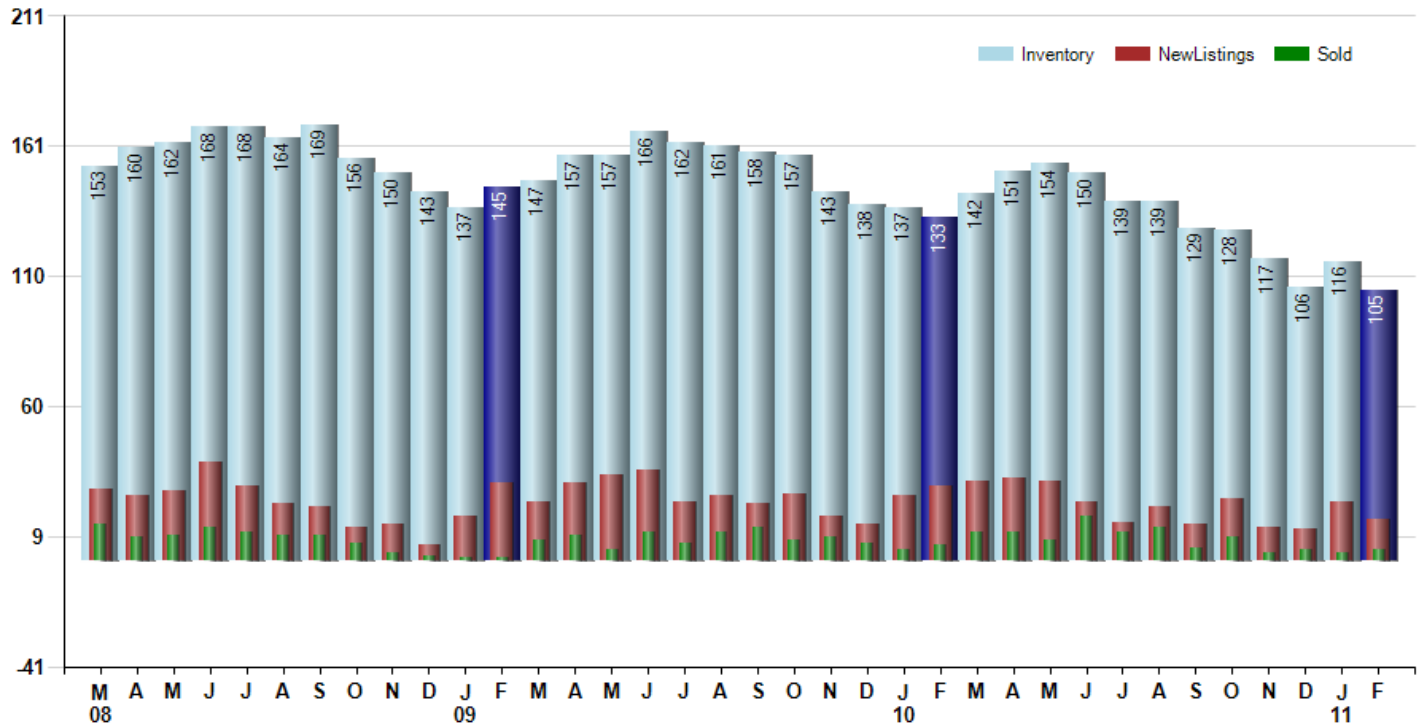
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The February 2011 Selling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

	(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
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

