

## MLS Area: Lake Bluff



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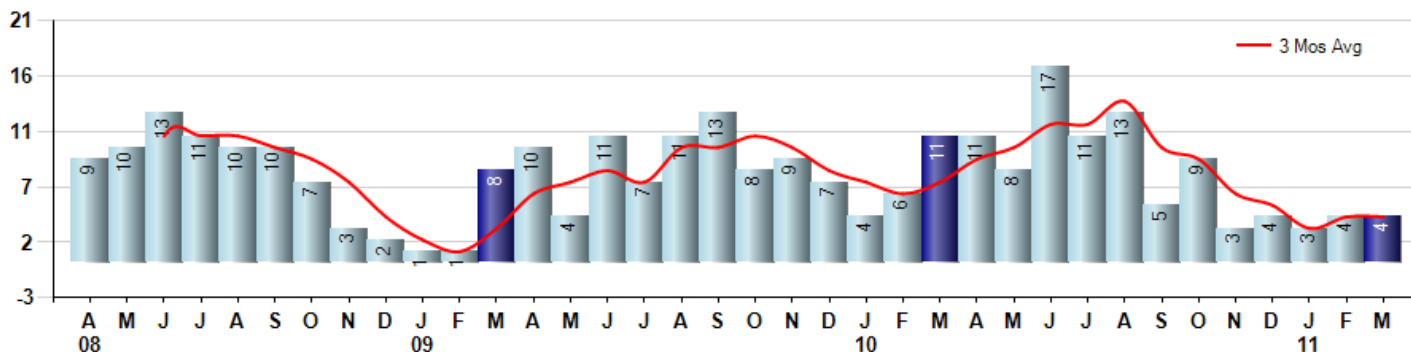
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$515,000	↓		↑				
Average List Price of all Current Listings	\$1,227,519	↑		↑				
March Median Sales Price	\$765,000	↑	↑	↑	↑	\$390,000	↓	↓
March Average Sales Price	\$877,500	↑	↑	↑	↑	\$517,273	↓	↔
Total Properties Currently for Sale (Inventory)	119	↑		↓				
March Number of Properties Sold	4	↔		↓		11	↓	
March Average Days on Market (Solds)	160	↑	↑	↑	↑	101	↓	↓
March Month's Supply of Inventory	29.8	↑	↓	↑	↑	32.4	↑	↑
March Sale Price vs List Price Ratio	80.3%	↓	↓	↓	↓	81.4%	↓	↓

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

### Property Sales

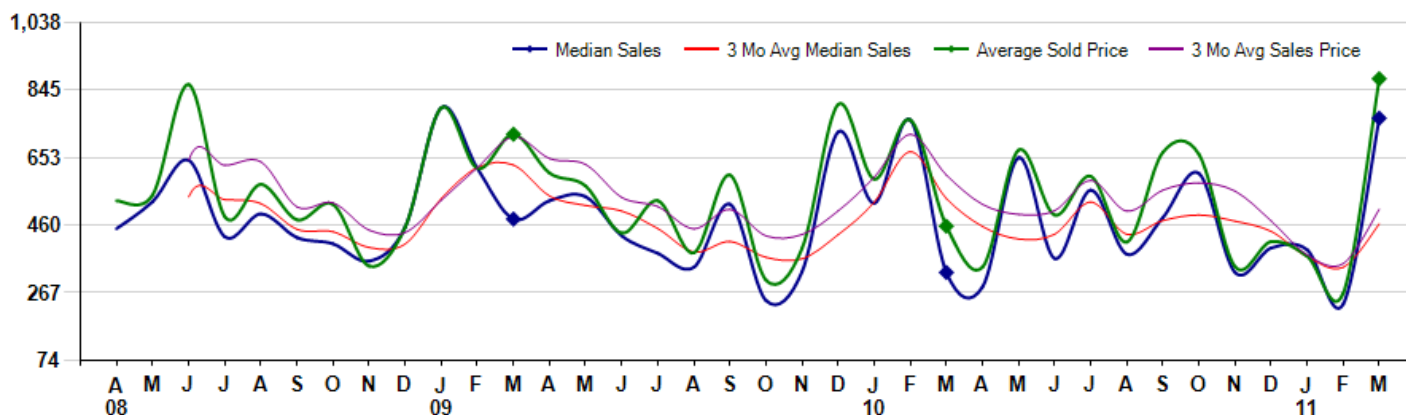
March Property sales were 4, down -63.6% from 11 in March of 2010 and equal to 0.0% 4 sales last month. March 2011 sales were at their lowest level compared to March of 2010 and 2009. March YTD sales of 11 are running -47.6% behind last year's year-to-date sales of 21.



### Prices

The Median Sales Price in March was \$765,000, up 135.4% from \$325,000 in March of 2010 and up 225.5% from \$235,000 last month. The Average Sales Price in March was \$877,500, up 91.9% from \$457,273 in March of 2010 and up 229.6% from \$266,250 last month. March 2011 ASP was at highest level compared to March 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 4/1/2008 through 3/31/2011. 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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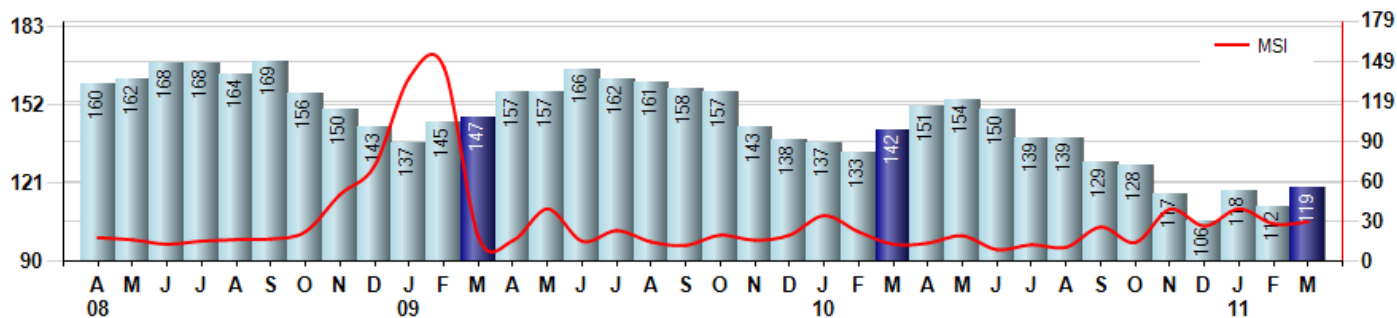
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### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 119, up 6.3% from 112 last month and down -16.2% from 142 in March of last year. March 2011 Inventory was at the lowest level compared to March of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2011 MSI of 29.8 months was at its highest level compared with March of 2010 and 2009.

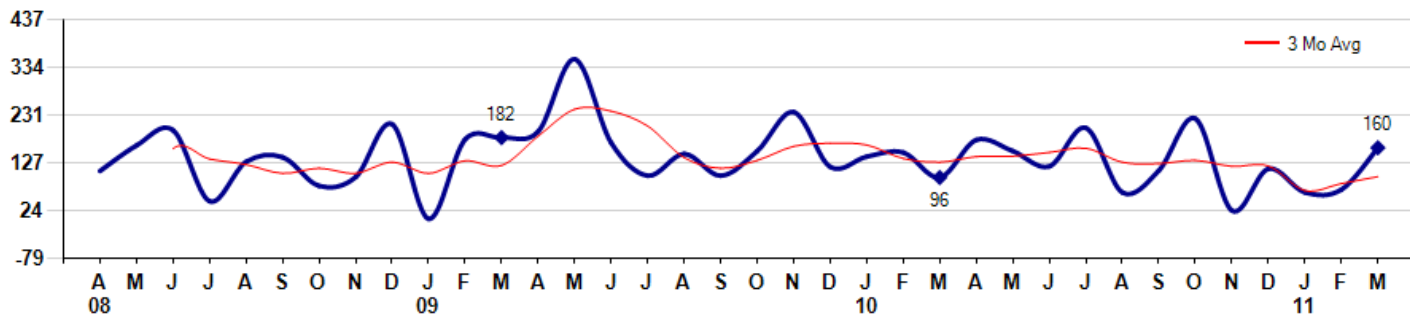
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 March was 160, up 128.6% from 70 days last month and up 66.7% from 96 days in March of last year. The March 2011 DOM was at a mid range compared with March of 2010 and 2009.

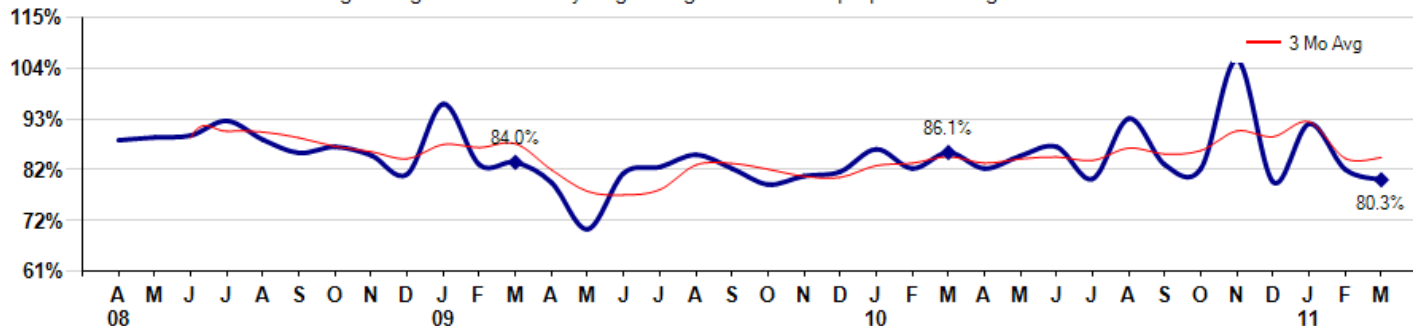
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 March 2011 Selling Price vs Original List Price of 80.3% was down from 82.5% last month and down from 86.1% in March of last year.

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



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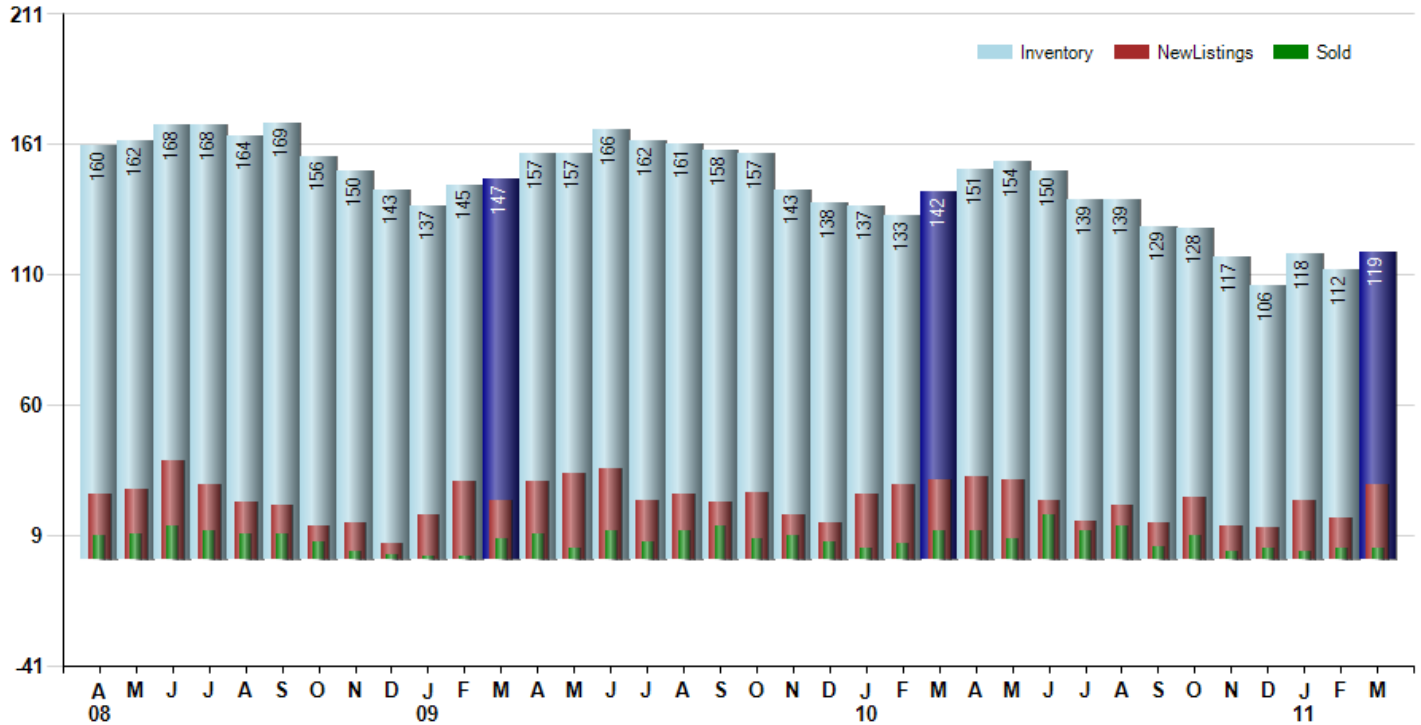
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### Inventory / New Listings / Sales

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 March 2011 was 29, up 81.3% from 16 last month and down -6.5% from 31 in March of last year.



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	A 08	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	M
Homes Sold	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	4
3 Mo. Roll Avg			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	4

	(000's) A 08	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	M
Median Sale Price	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	765
3 Mo. Roll Avg			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	463

	A 08	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	M
Inventory	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	118	112	119
MSI	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	28	30

	A 08	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	M
Days On Market	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	160
3 Mo. Roll Avg			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	98

	A 08	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	M
Price per Sq Ft	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	250
3 Mo. Roll Avg			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	184

	A 08	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	M
Sale to List Price	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	0.803
3 Mo. Roll Avg			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	0.850

	A 08	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	M
New Listings	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	29
Inventory	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	118	112	119
Sales	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	4

	(000's) A 08	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	M
Avg Sale Price	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	878
3 Mo. Roll Avg			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	505

