

City: Lake Bluff

Your Name

Title
Phone
Website
Other



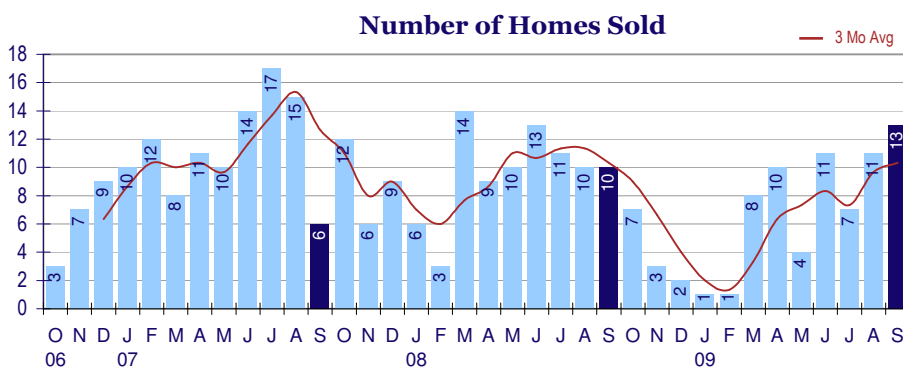
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$627,000	↓		↓				
Average List Price of all Current Listings	\$1,108,072	↑		↑				
September Median Sales Price	\$520,000	↑	↑	↑	\$546,950	↑	↑	
September Average Sales Price	\$603,308	↑	↑	↑	\$547,063	↓	↔	
Total Homes Currently for Sale (Inventory)	154	↓		↓				
September Number of Homes Sold	13	↑		↑	66	↓		
September Average Days on Market (Solds)	100	↓	↓	↓	159	↑	↑	
Asking Price per Square Foot (based on New Listings)	\$0	↓	↓	↓	\$204	↓	↓	
September Sold Price per Square Foot	\$198	↑	↑	↓	\$188	↓	↓	
September Month's Supply of Inventory	11.8	↓	↓	↓	46.2	↑	↑	
September Sale Price vs List Price Ratio	82.7%	↓	↑	↓	80.8%	↓	↓	

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

Home Sales

September home sales were 13, up 30.0% from 10 in September of 2008 and 18.2% higher than the 11 sales last month. September 2009 sales were at their highest level compared to September of 2008 and 2007. September YTD sales of 66 are running - 23.3% behind last year's year-to-date sales of 86.



Prices

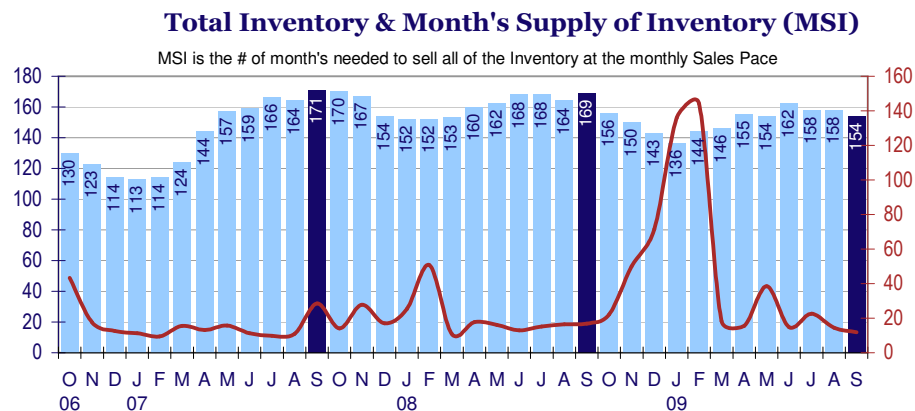
The Median Sales Price in September was \$520,000, up 15.6% from \$450,000 in September of 2008 and up 52.9% from \$340,000 last month. The Average Sales Price in September was \$603,308, up 26.9% from \$475,400 in September of 2008 and up 58.2% from \$381,436 last month. September 2009 ASP was at a mid range compared to September of 2008 and 2007.



Inventory & MSI

The Total Inventory of homes available for sale as of September was 154, down -2.5% from 158 last month and down -8.9% from 169 in September of last year. September 2009 Inventory was at its lowest level compared with September of 2008 and 2007.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2009 MSI of 11.8 months was at its lowest level compared with September of 2008 and 2007.



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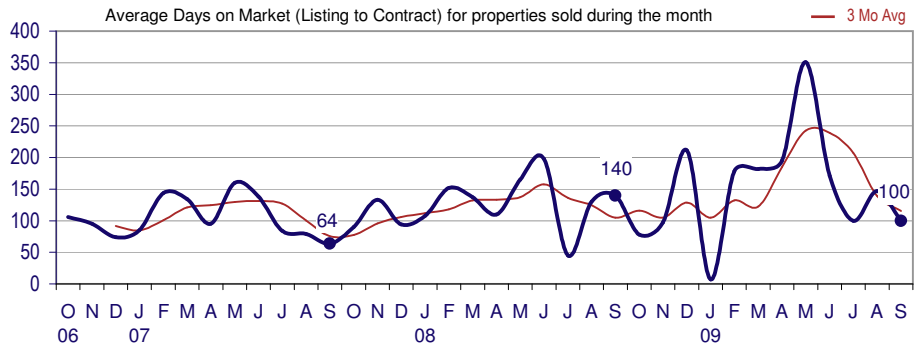
Other



Market Time

The average Days On Market (DOM) shows how many days the average home 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 September was 100, down -32.0% from 147 days last month and down -28.6% from 140 days in September of last year. The September 2009 DOM was at a mid level compared with September of 2008 and 2007.

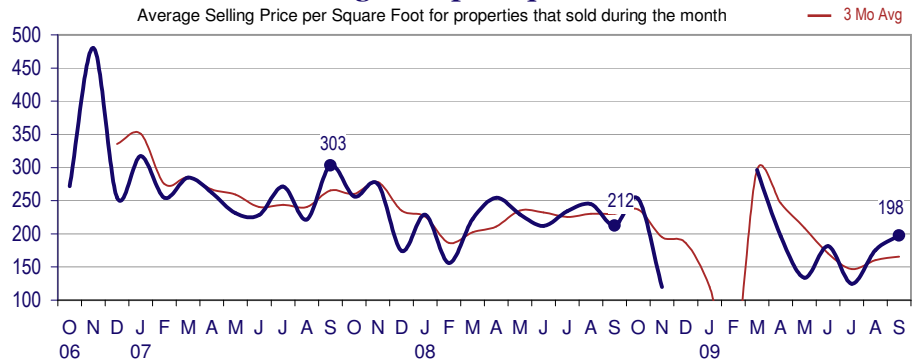
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of home values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end homes in the market, the selling price per square foot is a more normalized indicator on the direction of home values. The September 2009 Selling Price per Square Foot of \$198 was up 12.7% from \$175 last month and down -7.0% from 212 in September of last year.

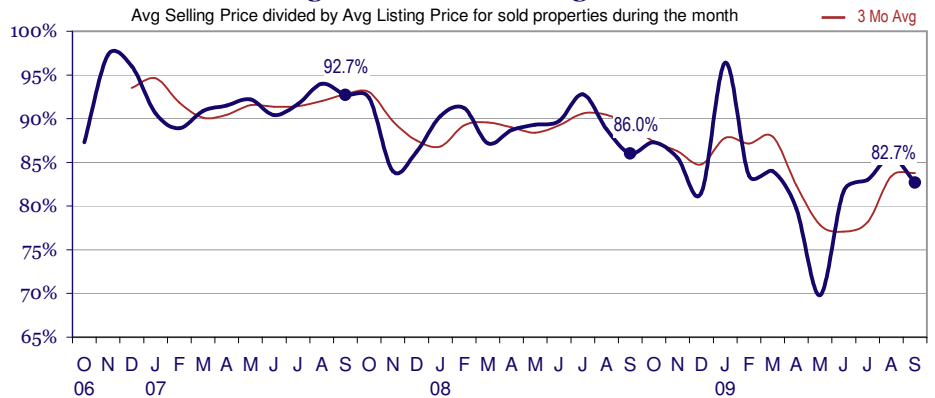
Selling Price per Square Foot



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 September 2009 Selling Price vs Original List Price of 82.7% was down from 85.6% last month and down from 86.0% in September of last year.

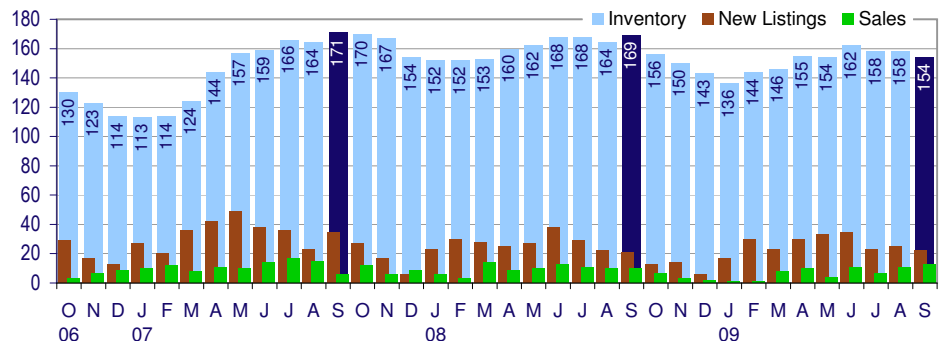
Selling Price versus Listing Price Ratio



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of homes 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 September 2009 was 22, down -12.0% from 25 last month and up 4.8% from 21 in September of last year.

Inventory / New Listings / Sales



City: Lake Bluff

Price Range: All | Property Types: Single Family - Condo - TwnHm

	O 06	N	D	J 07	F	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
Homes Sold	3	7	9	10	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
3 Mo. Roll Avg			6	9	10	10	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

(000's)	O 06	N	D	J 07	F	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
Median Sale Price	715	660	525	480	430	637	610	577	550	472	474	1000	510	385	440	440	268	440	450	605	645	427	525	450	407	358	780	795	622	565	560	703	430	380	340	520
3 Mo. Roll Avg			633	555	478	516	559	608	579	533	499	649	661	632	445	422	383	383	386	498	567	559	532	467	461	405	515	644	732	661	582	609	564	504	383	413

	O 06	N	D	J 07	F	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
Inventory	130	123	114	113	114	124	144	157	159	166	164	171	170	167	154	152	152	153	160	162	168	168	164	169	156	150	143	136	144	146	155	154	162	158	158	154
MSI	43	18	13	11	10	16	13	16	11	10	11	29	14	28	17	25	51	11	18	16	13	15	16	17	22	50	72	136	144	18	16	39	15	23	14	12

	O 06	N	D	J 07	F	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
Days on Market	106	95	74	85	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
3 Mo. Roll Avg			92	85	101	121	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

	O 06	N	D	J 07	F	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
Price per Sq Ft	272	480	255	317	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
3 Mo. Roll Avg			336	351	275	285	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

	O 06	N	D	J 07	F	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
Sale to List Price	0.873	0.973	0.960	0.906	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
3 Mo. Roll Avg			0.935	0.946	0.918	0.901	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

	O 06	N	D	J 07	F	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
New Listings	29	17	13	27	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
Inventory	130	123	114	113	114	124	144	157	159	166	164	171	170	167	154	152	152	153	160	162	168	168	164	169	156	150	143	136	144	146	155	154	162	158	158	154
Sales	3	7	9	10	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

(000's)	O 06	N	D	J 07	F	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
Avg Sale Price	765	1170	588	696	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
3 Mo. Roll Avg			841	818	614	611	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