

MLS Area: Lake Bluff

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Price Range: All | Properties: Single Family - Condo - TwnHm

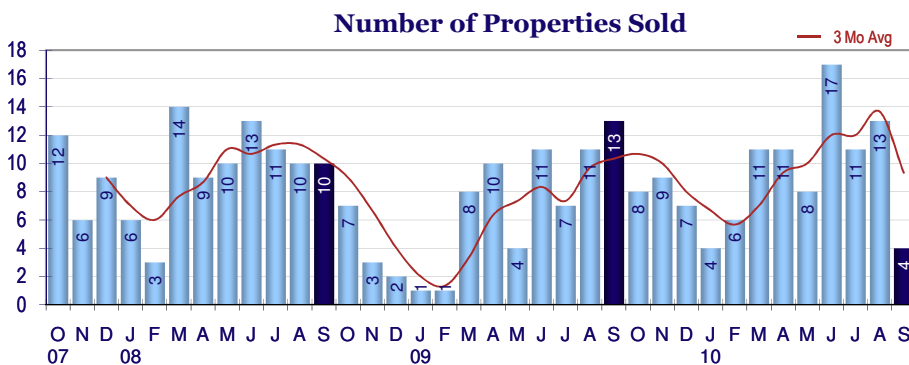
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$569,500	↑		↓				
Average List Price of all Current Listings	\$1,219,671	↑		↑				
September Median Sales Price	\$741,000	↑	↑	↑	↑	\$420,000	↓	↑
September Average Sales Price	\$723,625	↑	↑	↑	↑	\$520,632	↓	↓
Total Properties Currently for Sale (Inventory)	124	↓		↓				
September Number of Properties Sold	4	↓		↓		85	↑	
September Average Days on Market (Solds)	105	↑	↓	↑	↓	132	↓	↓
September Month's Supply of Inventory	31.0	↑	↑	↑	↓	18.4	↓	↓
September Sale Price vs List Price Ratio	82.1%	↓	↔	↓	↑	82.3%	↑	↑

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

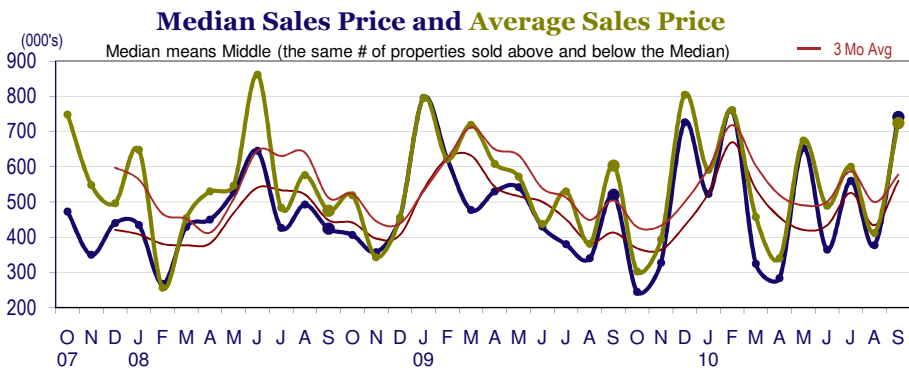
## Property Sales

September Property sales were 4, down 69.2% from 13 in September of 2009 and 69.2% lower than the 13 sales last month. September 2010 sales were at their lowest level compared to September of 2009 and 2008. September YTD sales of 85 are running 28.8% ahead of last year's year-to-date sales of 66.



## Prices

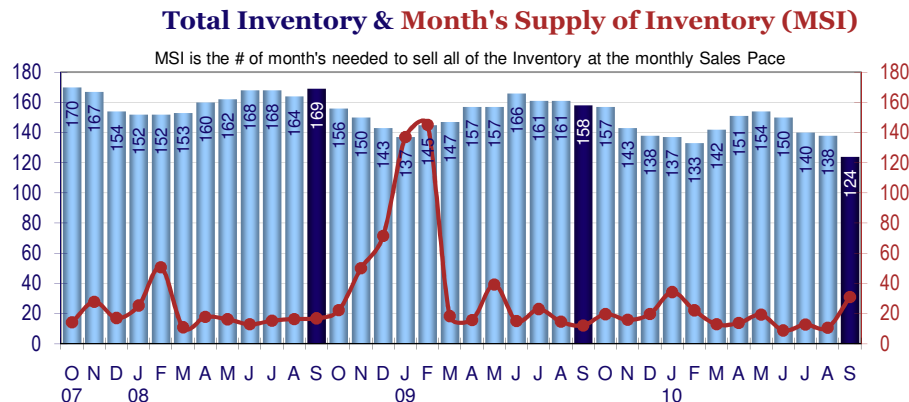
The Median Sales Price in September was \$741,000, up 42.5% from \$520,000 in September of 2009 and up 96.3% from \$377,500 last month. The Average Sales Price in September was \$723,625, up 19.9% from \$603,308 in September of 2009 and up 75.8% from \$411,670 last month. September 2010 ASP was at the highest level compared to September of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of September was 124, down 10.1% from 138 last month and down 21.5% from 158 in September of last year. September 2010 Inventory was at its lowest level compared with September of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2010 MSI of 31.0 months was at its highest level compared with September of 2009 and 2008.



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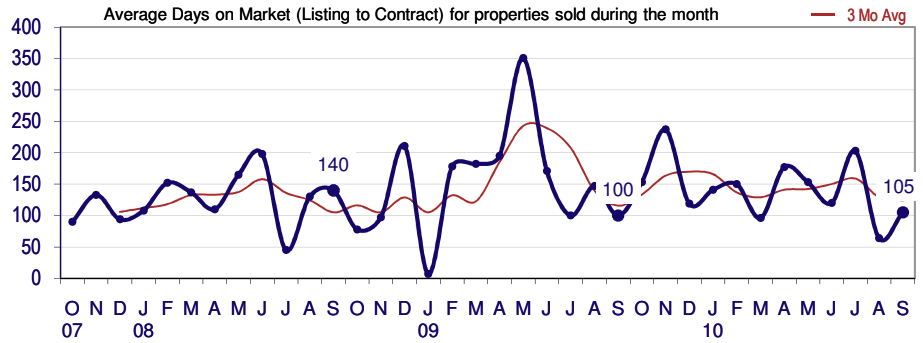


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## Market Time

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 September was 105, up 64.1% from 64 days last month and up 5.0% from 100 days in September of last year. The September 2010 DOM was at a mid level compared with September of 2009 and 2008.

## Days On Market for Sold Properties



## 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 2010 Selling Price vs Original List Price of 82.1% was down from 93.3% last month and down from 82.7% in September of last year.

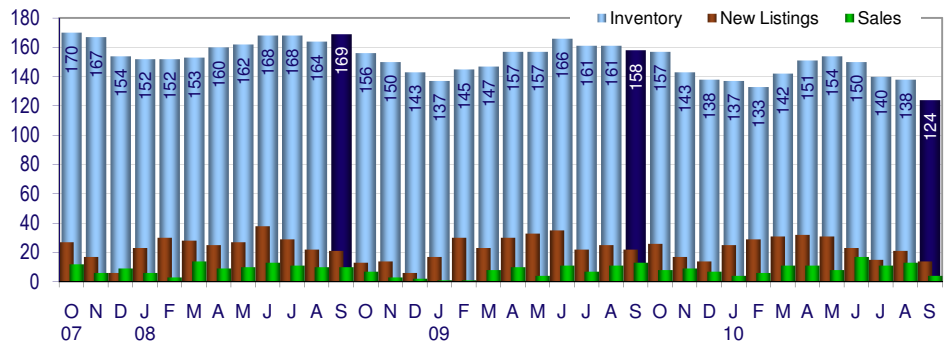
## Selling Price versus Listing Price Ratio



## Inventory / New Listings / Sales

This last view of the market combines monthly inventory of 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 September 2010 was 14, down 33.3% from 21 last month and down 36.4% from 22 in September of last year.

## Inventory / New Listings / Sales



# Inventory / Listings / Sales

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September 2010

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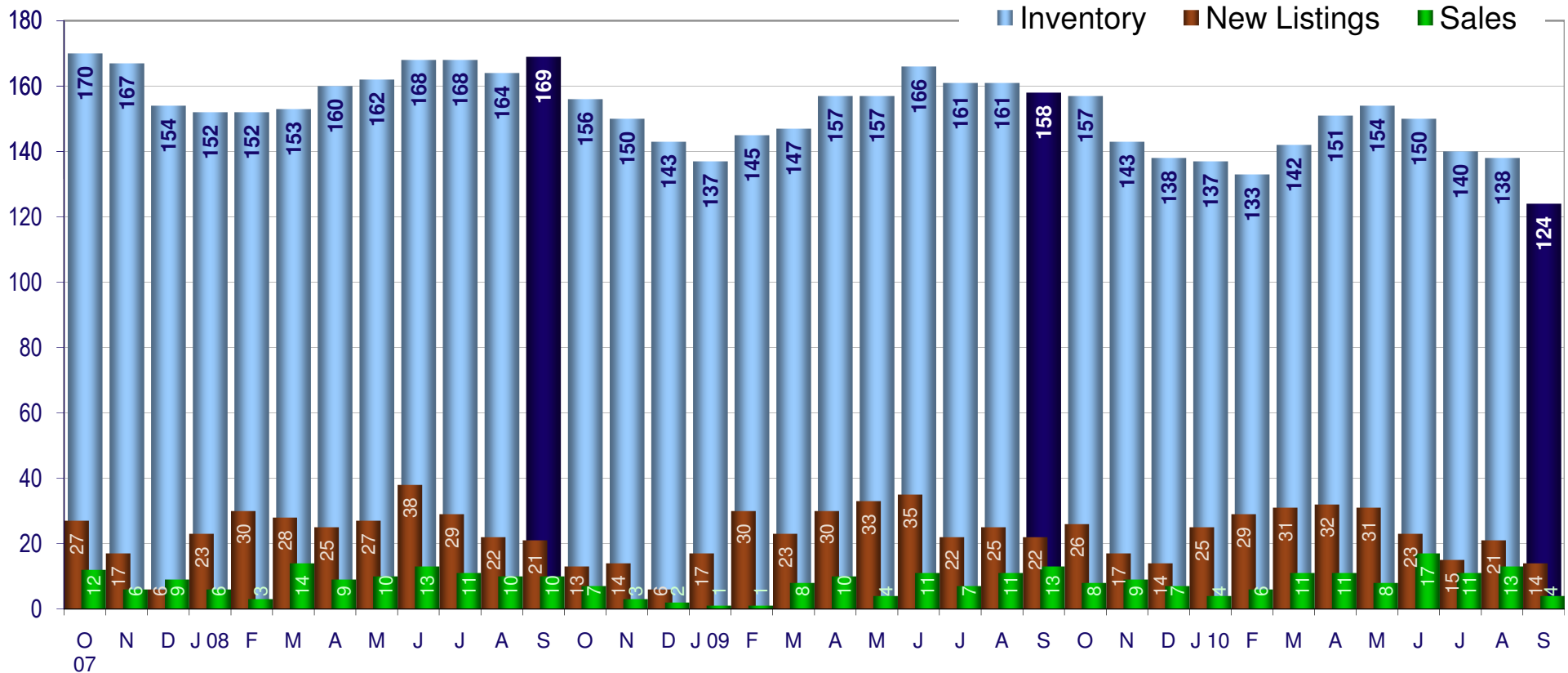
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