

MLS Area: Lake Bluff

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Price Range: All | Properties: Single Family

## 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	\$669,000	↓		↓				
Average List Price of all Current Listings	\$1,407,629	↓		↑				
August Median Sales Price	\$451,250	↓	↓	↑	↓	\$513,750	↓	↓
August Average Sales Price	\$484,871	↓	↓	↑	↓	\$592,616	↓	↓
Total Properties Currently for Sale (Inventory)	106	↔		↓				
August Number of Properties Sold	10	↓		↑		62	↑	
August Average Days on Market (Solds)	68	↓	↓	↓	↓	139	↓	↓
August Month's Supply of Inventory	10.6	↑	↑	↓	↓	15.6	↓	↓
August Sale Price vs List Price Ratio	94.5%	↑	↑	↑	↑	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)

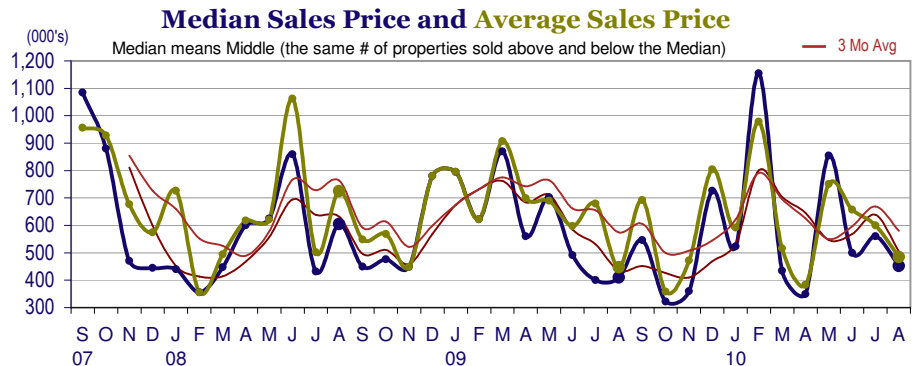
## Property Sales

August Property sales were 10, up 42.9% from 7 in August of 2009 and 9.1% lower than the 11 sales last month. August 2010 sales were at their highest level compared to August of 2009 and 2008. August YTD sales of 62 are running 72.2% ahead of last year's year-to-date sales of 36.



## Prices

The Median Sales Price in August was \$451,250, up 10.1% from \$410,000 in August of 2009 and down 19.4% from \$560,000 last month. The Average Sales Price in August was \$484,871, up 8.4% from \$447,143 in August of 2009 and down 19.1% from \$599,545 last month. August 2010 ASP was at a mid range compared to August of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of August was 106, up 1.0% from 105 last month and down 13.1% from 122 in August of last year. August 2010 Inventory was at its lowest level compared with August of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2010 MSI of 10.6 months was at its lowest level compared with August of 2009 and 2008.



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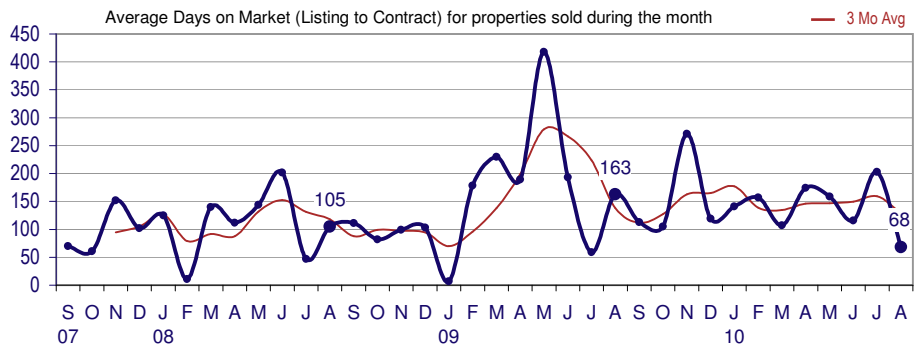


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## Market Time

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 August was 68, down 66.5% from 203 days last month and down 58.3% from 163 days in August of last year. The August 2010 DOM was at its lowest level compared with August of 2009 and 2008.

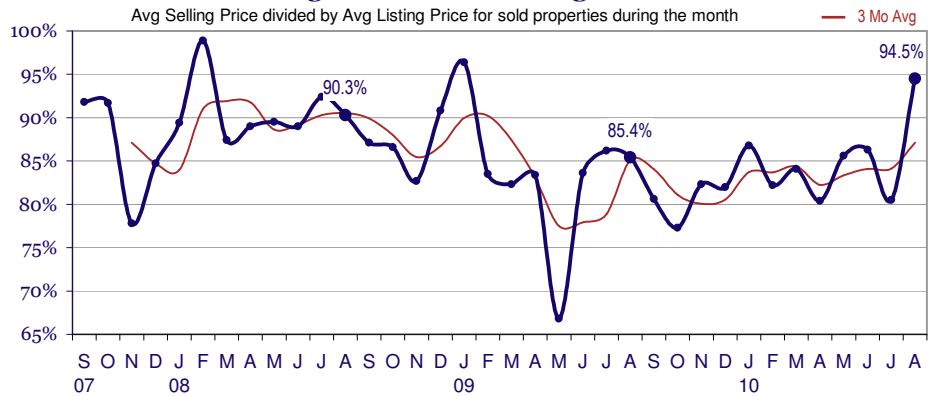
## Days On Market for Sold Properties



## 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 August 2010 Selling Price vs Original List Price of 94.5% was up from 80.5% last month and up from 85.4% in August of last year.

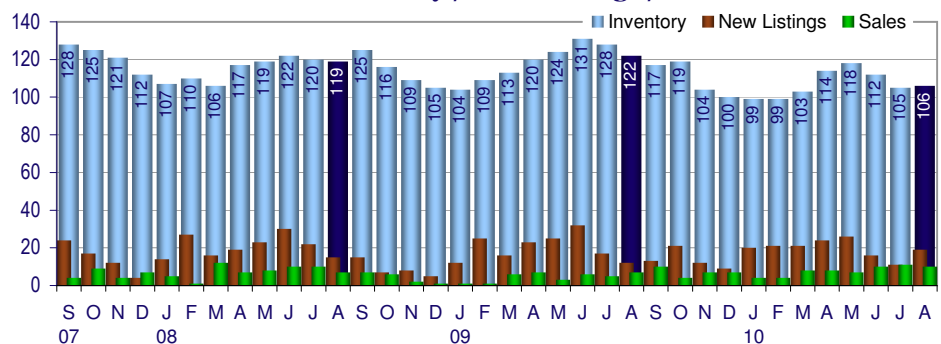
## Selling Price versus Listing Price Ratio



## 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 August 2010 was 19, up 72.7% from 11 last month and up 58.3% from 12 in August of last year.

## Inventory / New Listings / Sales



# Inventory / Listings / Sales

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August 2010

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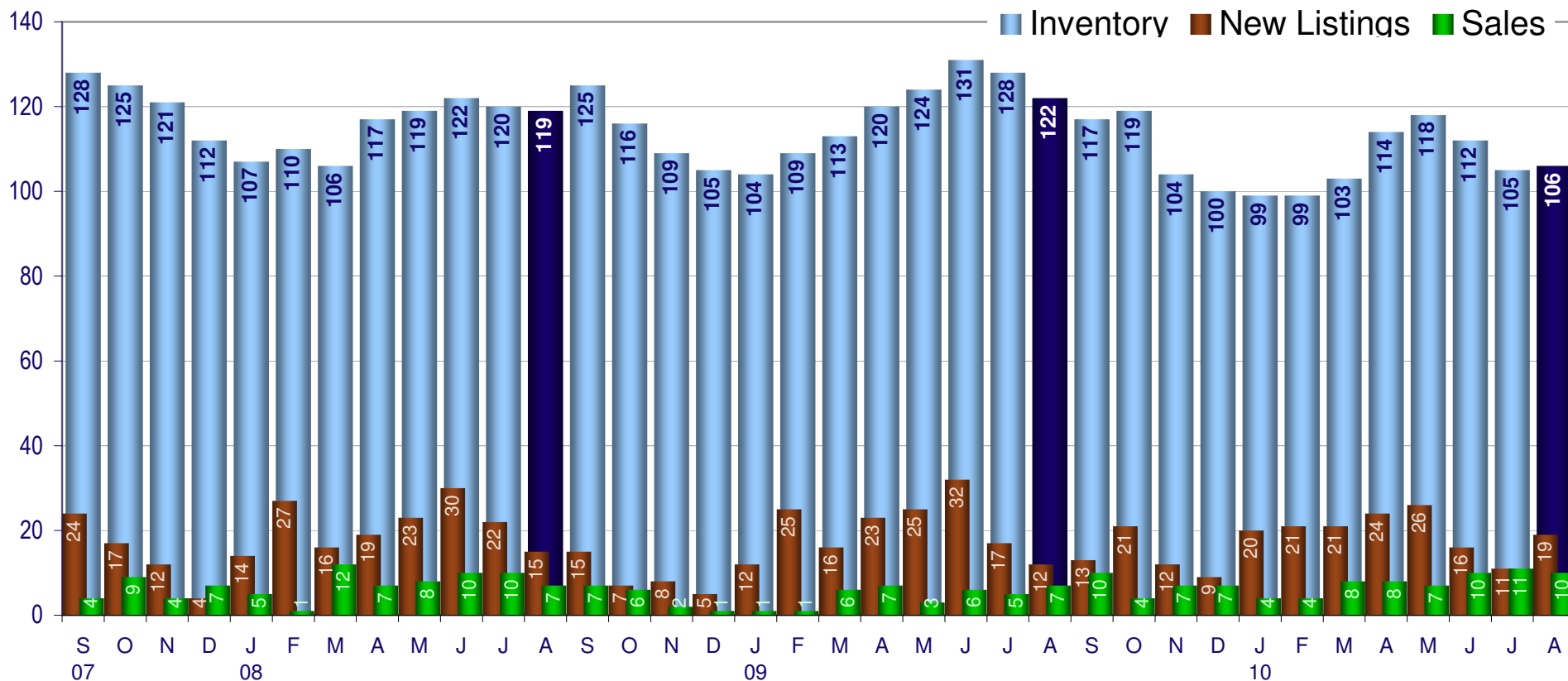


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