

City: Lake Bluff



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

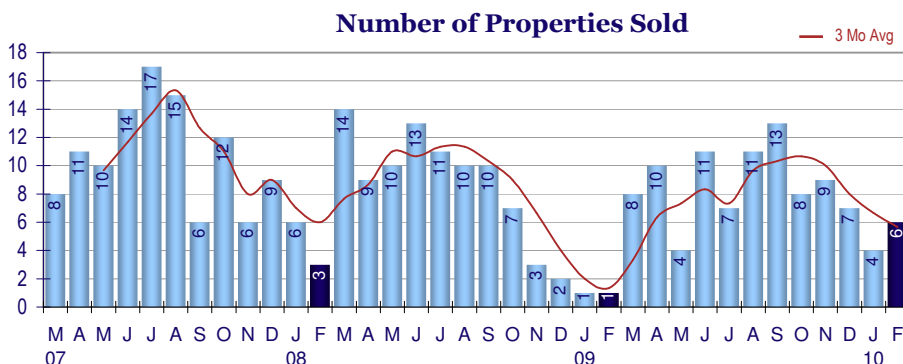
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$539,000	3%		-17%				
Average List Price of all Current Listings	\$1,000,085	4%		-5%				
February Median Sales Price	\$760,000	45%	73%	22%	85%	\$560,000	-21%	37%
February Average Sales Price	\$760,417	29%	23%	22%	43%	\$692,750	-2%	30%
Total Properties Currently for Sale (Inventory)	128	-4%		-12%				
February Number of Properties Sold	6	50%		500%		10	400%	
February Average Days on Market (Solds)	150	6%	-12%	-16%	-7%	147	60%	-9%
Asking Price per Square Foot (based on New Listings)	\$262	63%	27%	22%	16%	\$186	-27%	-18%
February Sold Price per Square Foot	\$256	15%	17%		32%	\$237		22%
February Month's Supply of Inventory	21.3	-36%	-14%	-85%	-46%	27.3	-81%	-31%
February Sale Price vs List Price Ratio	82.7%	-4.7%	3.3%	-1.0%	2.4%	79.1%	-12.4%	-2.1%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date

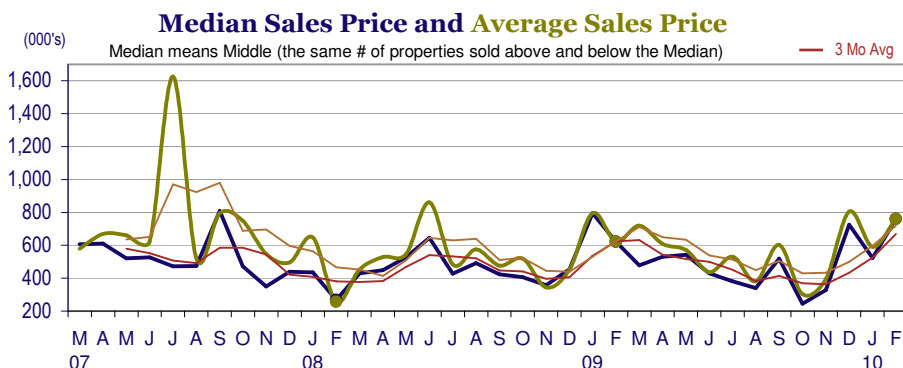
## Property Sales

February Property sales were 6, up 500.0% from 1 in February of 2009 and 50.0% higher than the 4 sales last month. February 2010 sales were at their highest level compared to February of 2009 and 2008. February YTD sales of 10 are running 400.0% ahead of last year's year-to-date sales of 2.



## Prices

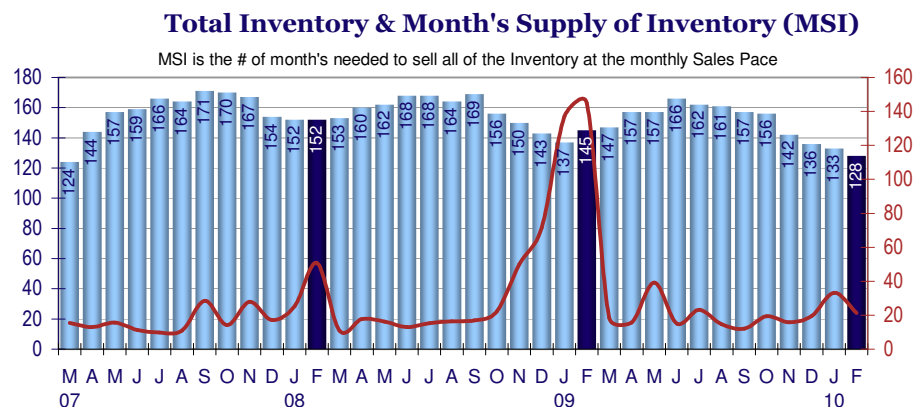
The Median Sales Price in February was \$760,000, up 22.2% from \$622,000 in February of 2009 and up 45.5% from \$522,500 last month. The Average Sales Price in February was \$760,417, up 22.3% from \$622,000 in February of 2009 and up 28.6% from \$591,250 last month. February 2010 ASP was at the highest level compared to February of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of February was 128, down -3.8% from 133 last month and down -11.7% from 145 in February of last year. February 2010 Inventory was at its lowest level compared with February of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2010 MSI of 21.3 months was at its lowest level compared with February of 2009 and 2008.



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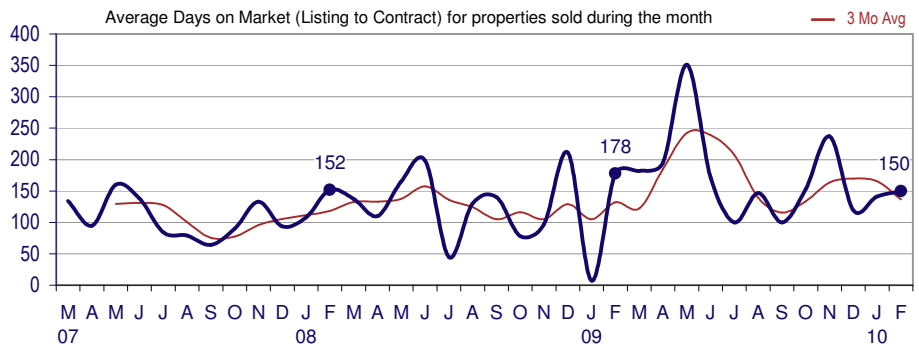


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## Market Time

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 February was 150, up 6.4% from 141 days last month and down -15.7% from 178 days in February of last year. The February 2010 DOM was at its lowest level compared with February of 2009 and 2008.

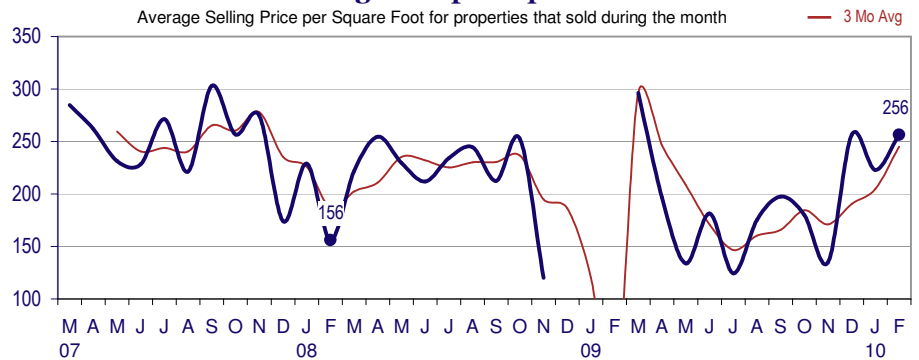
## Days On Market for Sold Properties



## Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of 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 2010 Selling Price per Square Foot of \$256 was up 15.1% from \$223 last month and up from 0 in February of last year.

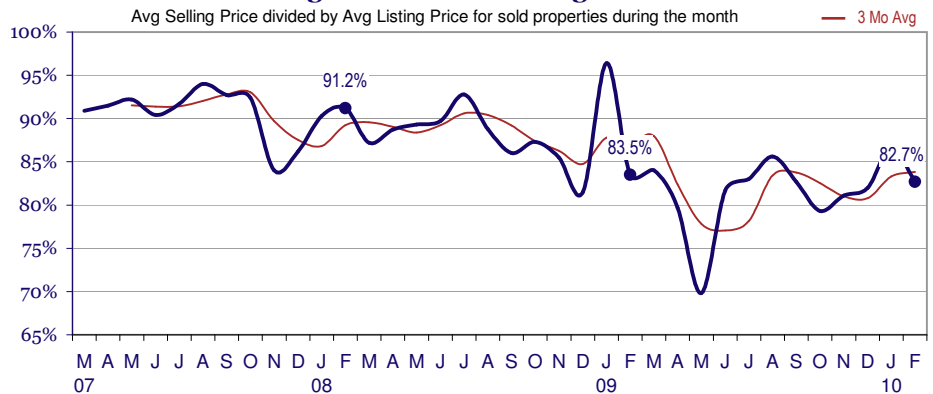
## Selling Price per Square Foot



## 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 February 2010 Selling Price vs Original List Price of 82.7% was down from 86.8% last month and down from 83.5% in February of last year.

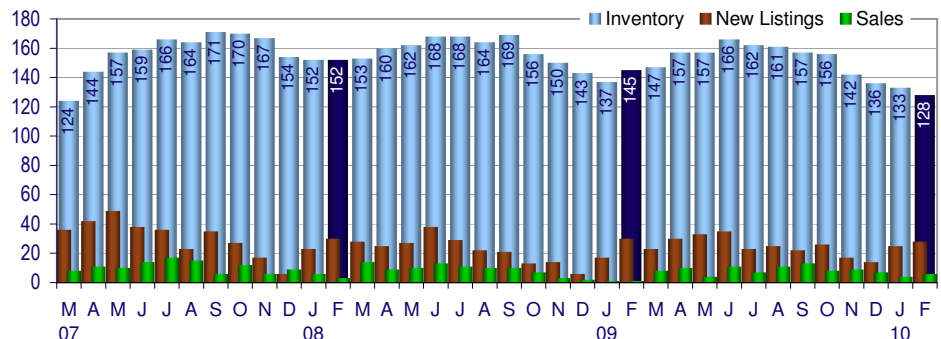
## Selling Price versus Listing Price Ratio



## 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 February 2010 was 28, up 12.0% from 25 last month and down -6.7% from 30 in February of last year.

## Inventory / New Listings / Sales



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	M 07	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	O	N	D	J 10	F
Homes Sold	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	8	9	7	4	6
3 Mo. Roll Avg			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	11	10	8	7	6

(000's)	M 07	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	O	N	D	J 10	F
Median Sale Price	606	610	521	528	472	474	809	473	350	440	435	268	429	450	528	645	427	493	425	407	358	455	795	622	478	530	542	430	380	340	520	245	328	726	523	760
3 Mo. Roll Avg			579	553	507	491	585	585	544	421	408	381	377	382	469	541	533	522	448	441	396	407	536	624	632	543	516	501	451	383	413	368	364	433	525	670

	M 07	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	O	N	D	J 10	F
Inventory	124	144	157	159	166	164	171	170	167	154	152	152	153	160	162	168	168	164	169	156	150	143	137	145	147	157	157	166	162	161	157	156	142	136	133	128
MSI	16	13	16	11	10	11	29	14	28	17	25	51	11	18	16	13	15	16	17	22	50	72	137	145	18	16	39	15	23	15	12	20	16	19	33	21

	M 07	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	O	N	D	J 10	F
Days on Market	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	153	237	119	141	150
3 Mo. Roll Avg			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	133	163	170	166	137

	M 07	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	O	N	D	J 10	F
Price per Sq Ft	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	180	135	256	223	256
3 Mo. Roll Avg			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	184	171	190	205	245

	M 07	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	O	N	D	J 10	F
Sale to List Price	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	0.793	0.811	0.820	0.868	0.827
3 Mo. Roll Avg			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	0.825	0.810	0.808	0.833	0.838

	M 07	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	O	N	D	J 10	F
New Listings	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	26	17	14	25	28
Inventory	124	144	157	159	166	164	171	170	167	154	152	152	153	160	162	168	168	164	169	156	150	143	137	145	147	157	157	166	162	161	157	156	142	136	133	128
Sales	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	8	9	7	4	6

(000's)	M 07	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	O	N	D	J 10	F
Avg Sale Price	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	303	394	805	591	760
3 Mo. Roll Avg			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	429	433	501	597	719