

City: Lake Bluff



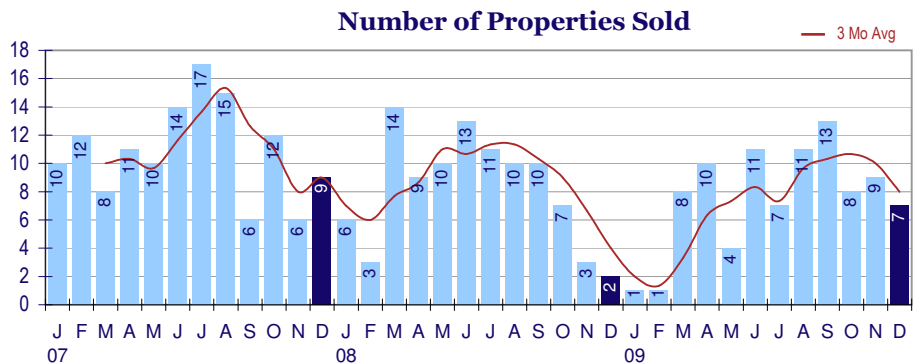
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$549,000	↓		↓				
Average List Price of all Current Listings	\$857,548	↔		↓				
December Median Sales Price	\$726,000	↑	↑	↓	\$510,000	↑	↑	
December Average Sales Price	\$804,601	↑	↑	↑	\$530,105	↓	↓	
Total Properties Currently for Sale (Inventory)	133	↓		↓				
December Number of Properties Sold	7	↓		↑	90	↓		
December Average Days on Market (Solds)	119	↓	↓	↓	163	↑	↑	
Asking Price per Square Foot (based on New Listings)	\$186		↓	↓	\$226	↓	↓	
December Sold Price per Square Foot	\$256	↑	↑	↑	\$192	↓	↓	
December Month's Supply of Inventory	19.0	↑	↑	↓	39.5	↑	↑	
December Sale Price vs List Price Ratio	82.0%	↑	↑	↑	80.7%	↓	↓	

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

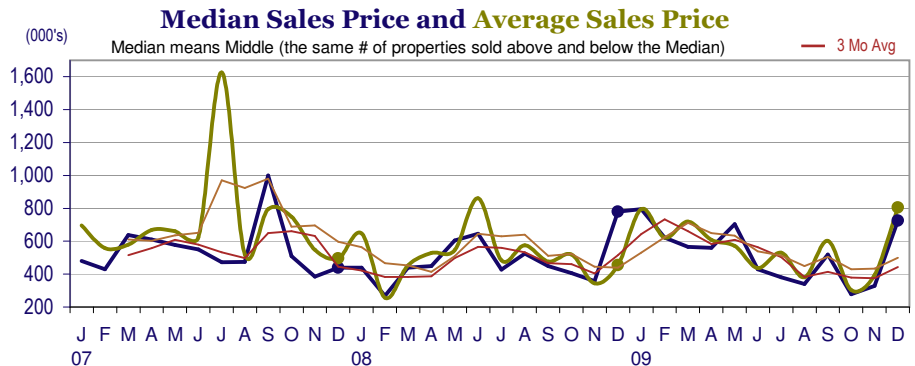
## Property Sales

December Property sales were 7, up 250.0% from 2 in December of 2008 and -22.2% lower than the 9 sales last month. December 2009 sales were at a mid level compared to December of 2008 and 2007. December YTD sales of 90 are running -8.2% behind last year's year-to-date sales of 98.



## Prices

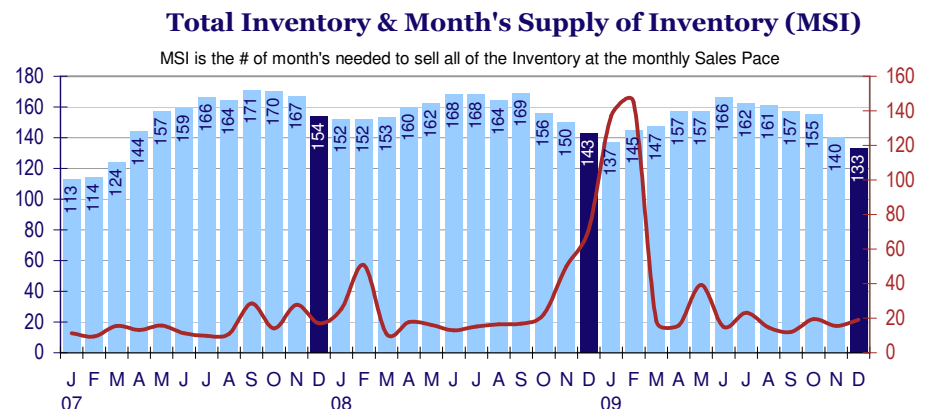
The Median Sales Price in December was \$726,000, down -6.9% from \$780,000 in December of 2008 and up 121.7% from \$327,500 last month. The Average Sales Price in December was \$804,601, up 76.8% from \$455,000 in December of 2008 and up 104.2% from \$393,944 last month. December 2009 ASP was at the highest level compared to December of 2008 and 2007.



## Inventory & MSI

The Total Inventory of Properties available for sale as of December was 133, down -5.0% from 140 last month and down -7.0% from 143 in December of last year. December 2009 Inventory was at its lowest level compared with December of 2008 and 2007.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2009 MSI of 19.0 months was at a mid level compared with December of 2008 and 2007.



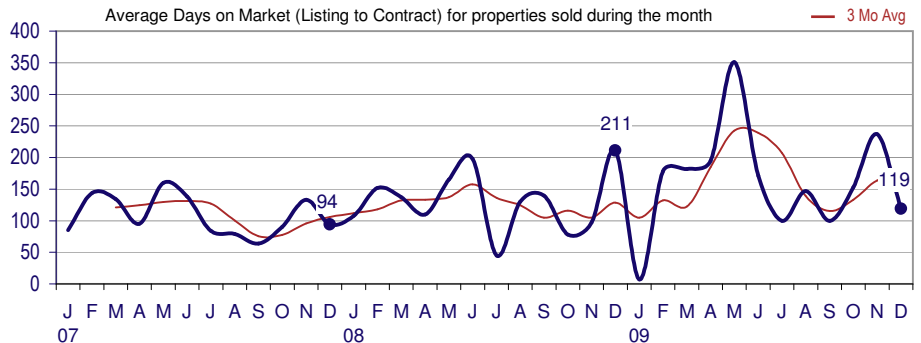
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## Market Time

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 December was 119, down -49.8% from 237 days last month and down -43.6% from 211 days in December of last year. The December 2009 DOM was at a mid level compared with December of 2008 and 2007.

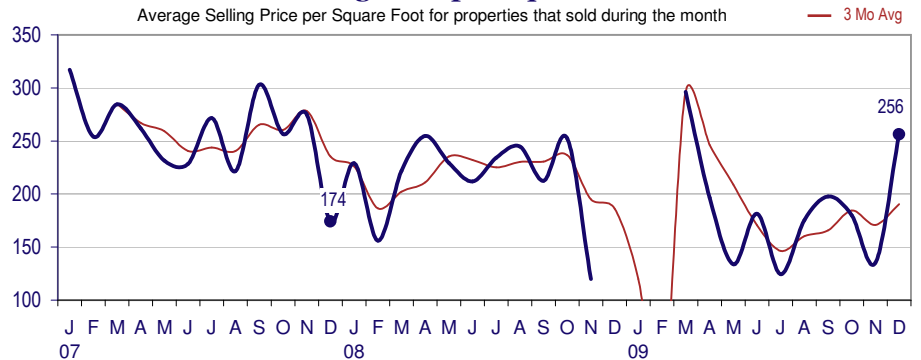
## Days On Market for Sold Properties



## Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of 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 December 2009 Selling Price per Square Foot of \$256 was up 89.6% from \$135 last month and up from 0 in December of last year.

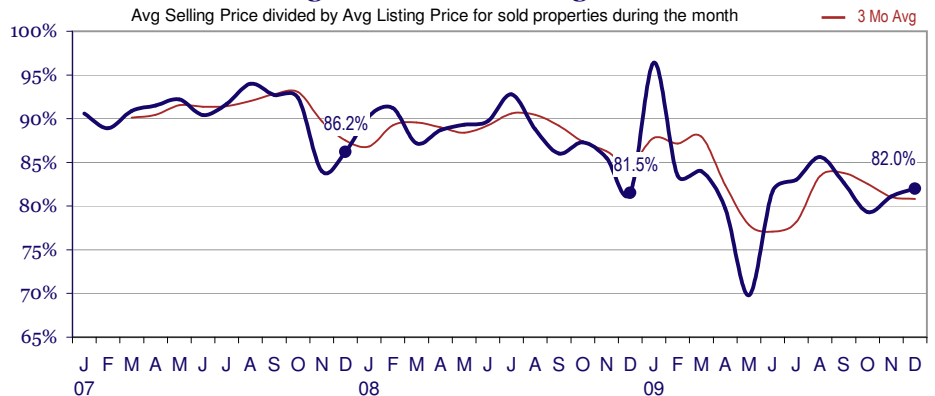
## Selling Price per Square Foot



## 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 December 2009 Selling Price vs Original List Price of 82.0% was up from 81.1% last month and up from 81.5% in December of last year.

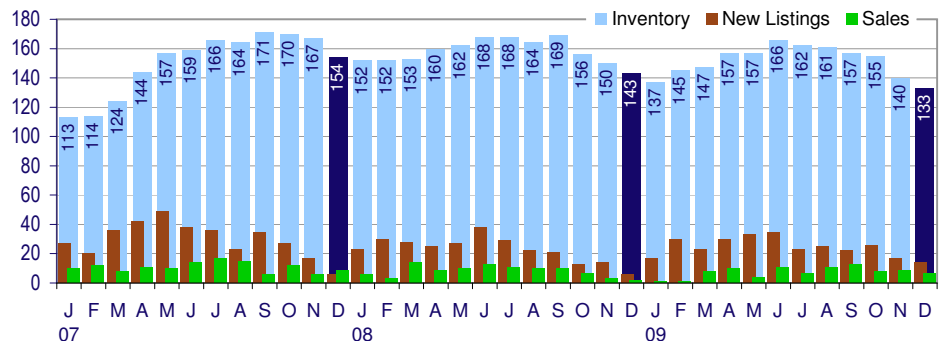
## Selling Price versus Listing Price Ratio



## 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 December 2009 was 14, down -17.6% from 17 last month and up 133.3% from 6 in December of last year.

## Inventory / New Listings / Sales



	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	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	8	9	7
3 Mo. Roll Avg			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	11	10	8

(000's)	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	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	278	328	726
3 Mo. Roll Avg			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	379	375	444

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Inventory	113	114	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	155	140	133
MSI	11	10	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	19	16	19

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Days on Market	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	153	237	119
3 Mo. Roll Avg			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	133	163	170

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	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	180	135	256
3 Mo. Roll Avg			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	184	171	190

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	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	0.793	0.811	0.820
3 Mo. Roll Avg			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	0.825	0.810	0.808

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
New Listings	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	26	17	14
Inventory	113	114	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	155	140	133
Sales	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	8	9	7

(000's)	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	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	303	394	805
3 Mo. Roll Avg			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	429	433	501