

## MLS Area: Lake Bluff



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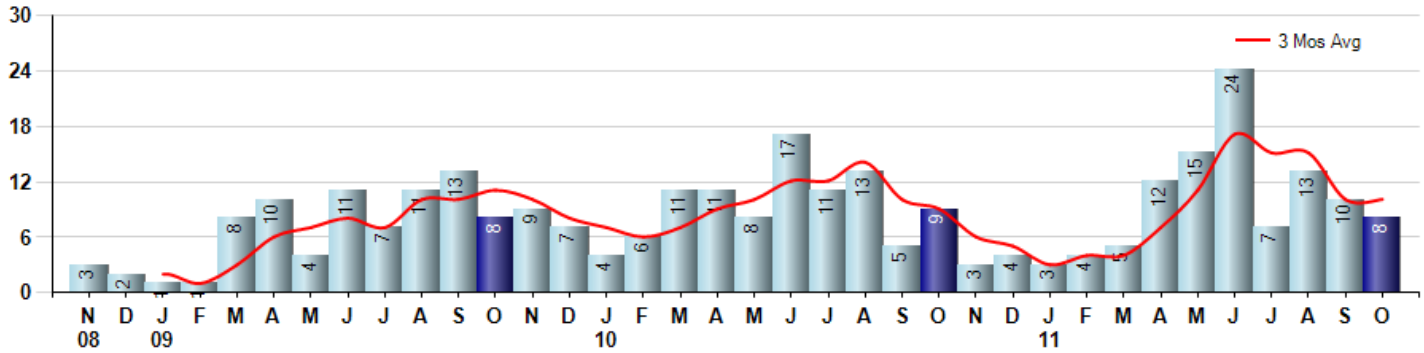
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$499,990	↓		↔				
Average List Price of all Current Listings	\$894,627	↑		↓				
October Median Sales Price	\$335,000	↓	↓	↓	↓	\$415,000	↓	↓
October Average Sales Price	\$319,863	↓	↓	↓	↓	\$572,803	↑	↑
Total Properties Currently for Sale (Inventory)	117	↓		↓				
October Number of Properties Sold	8	↓		↓		101	↑	
October Average Days on Market (Solds)	107	↓	↓	↓	↓	119	↓	↓
October Month's Supply of Inventory	14.6	↑	↑	↑	↓	17.1	↓	↓
October Sale Price vs List Price Ratio	84.6%	↑	↓	↑	↑	84.3%	↑	↑

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

### Property Sales

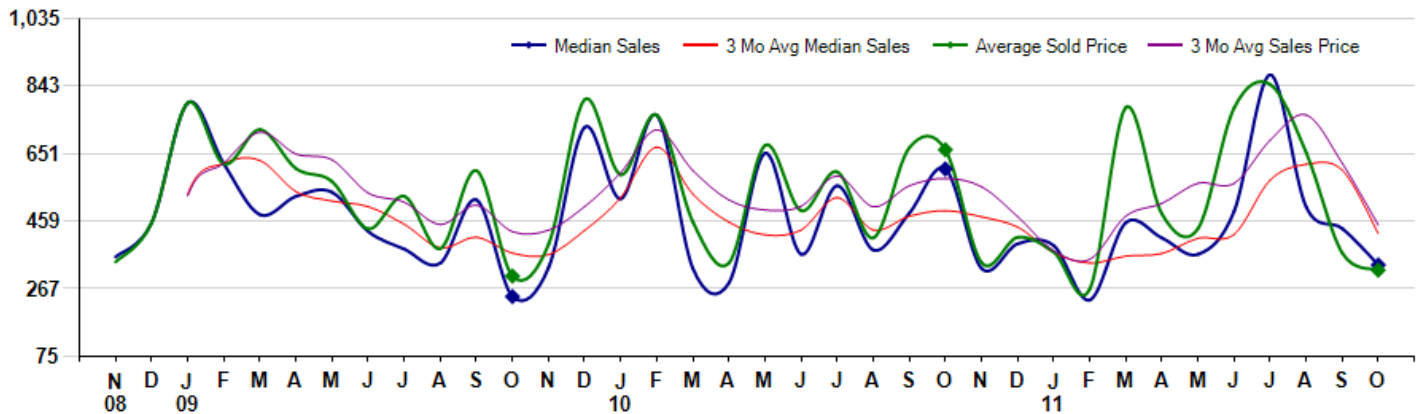
October Property sales were 8, down -11.1% from 9 in October of 2010 and -20.0% lower than the 10 sales last month. October 2011 sales were at their lowest level compared to October of 2010 and 2009. October YTD sales of 101 are running 6.3% ahead of last year's year-to-date sales of 95.



### Prices

The Median Sales Price in October was \$335,000, down -44.9% from \$607,500 in October of 2010 and down -23.6% from \$438,250 last month. The Average Sales Price in October was \$319,863, down -51.7% from \$661,944 in October of 2010 and down -13.3% from \$369,050 last month. October 2011 ASP was at a mid range compared to October of 2010 and 2009.

Median means Middle (the same # of properties sold above and below Median) (000's)



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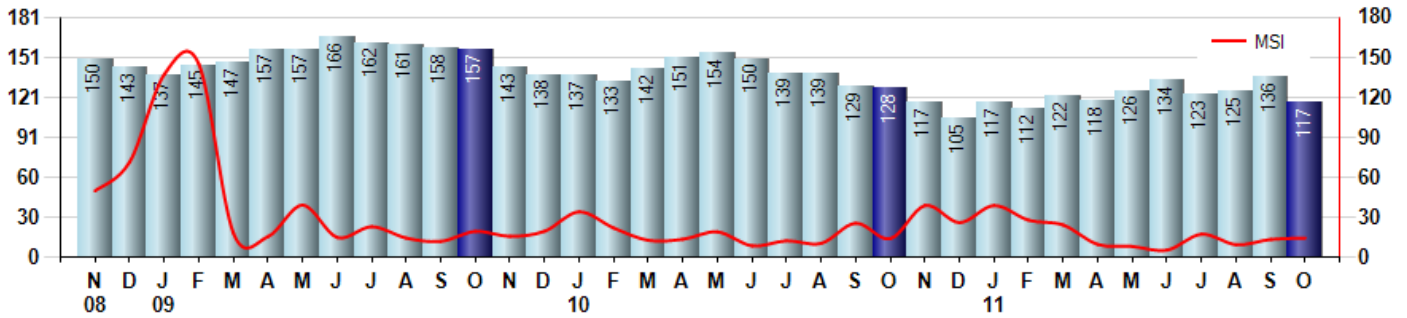
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### Inventory & MSI

The Total Inventory of Properties available for sale as of October was 117, down -14.0% from 136 last month and down -8.6% from 128 in October of last year. October 2011 Inventory was at the lowest level compared to October of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2011 MSI of 14.6 months was at a mid range compared with October of 2010 and 2009.

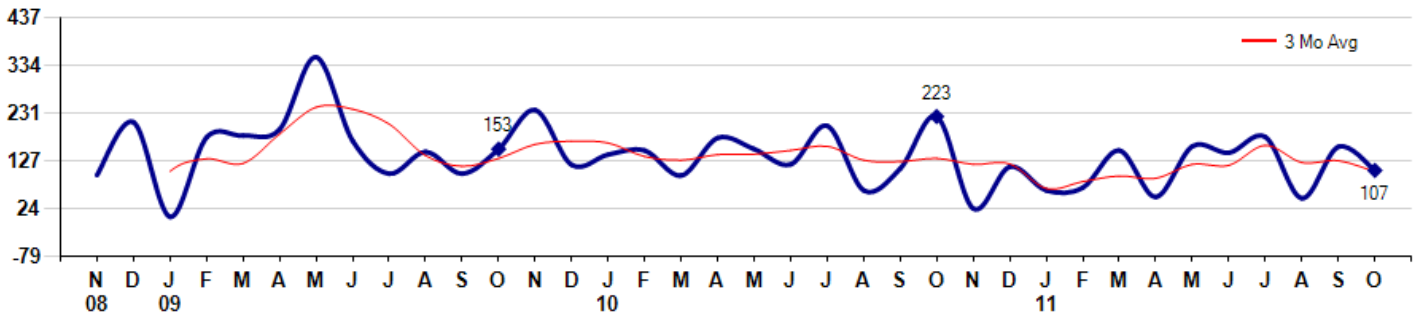
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 October was 107, down -32.3% from 158 days last month and down -52.0% from 223 days in October of last year. The October 2011 DOM was at its lowest level compared with October of 2010 and 2009.

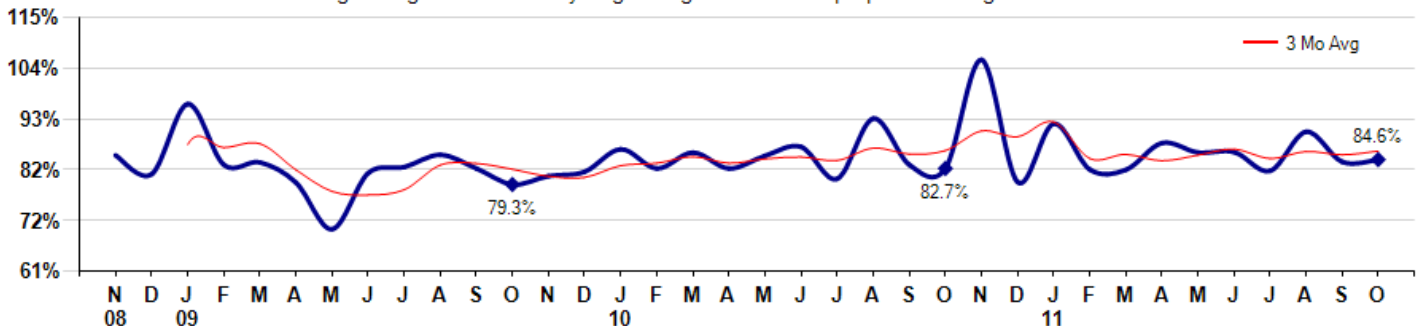
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 October 2011 Selling Price vs Original List Price of 84.6% was up from 84.1% last month and up from 82.7% in October of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



Based on information from Midwest Real Estate Data LLC for the period 11/1/2008 through 10/31/2011. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



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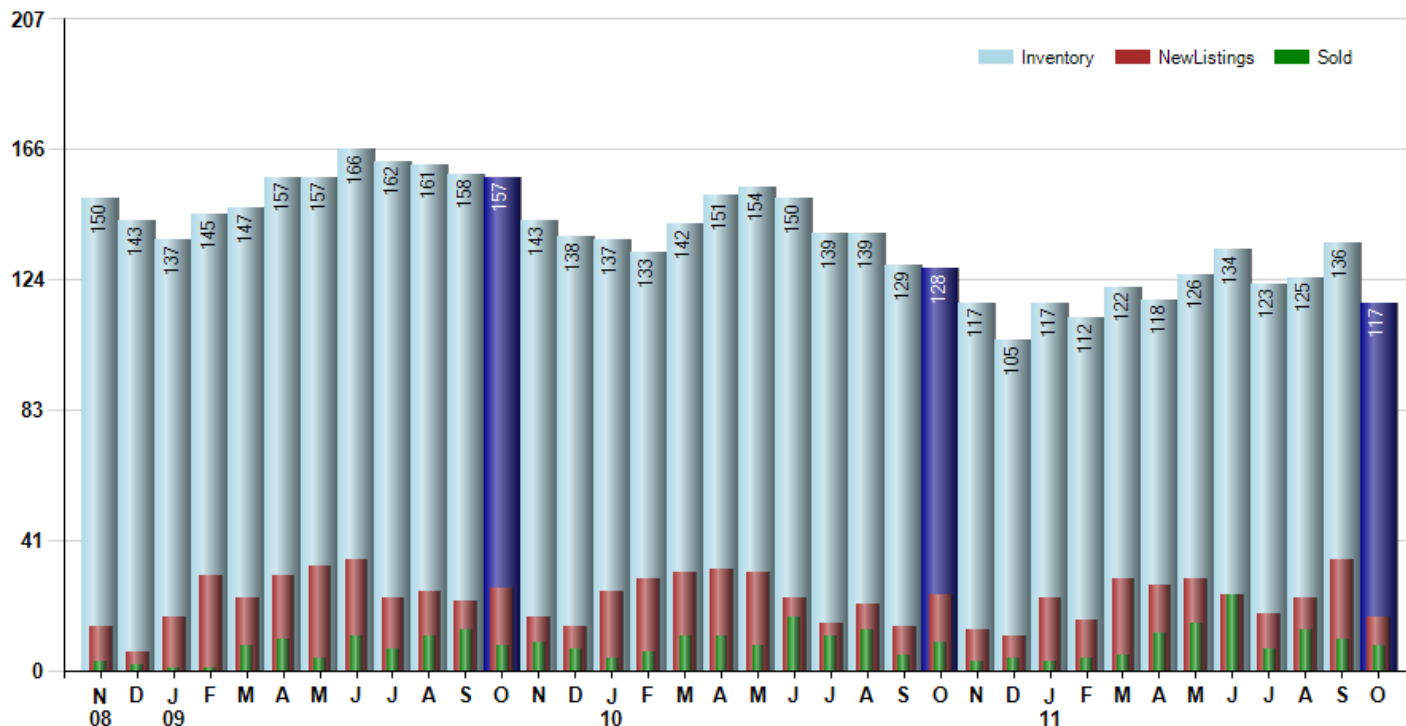
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### Inventory / New Listings / Sales

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 October 2011 was 17, down -51.4% from 35 last month and down -29.2% from 24 in October of last year.



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# MARKET ACTION REPORT

October 2011

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	N 08	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O
Homes Sold	3	2	1	1	8	10	4	11	7	11	13	8	9	7	4	6	11	11	8	17	11	13	5	9	3	4	3	4	5	12	15	24	7	13	10	8
3 Mo. Roll Avg			2	1	3	6	7	8	7	10	10	11	10	8	7	6	7	9	10	12	12	14	10	9	6	5	3	4	4	7	11	17	15	15	10	10

(000's)	N 08	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O
Median Sale Price	358	455	795	622	478	530	542	430	380	340	520	245	328	726	523	760	325	284	653	365	560	378	482	608	325	395	390	235	455	412	365	487	875	500	438	335
3 Mo. Roll Avg			536	624	632	543	516	501	451	383	413	368	364	433	525	670	536	456	421	434	526	434	473	489	472	443	370	340	360	367	411	421	576	621	604	424

	N 08	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O
Inventory	150	143	137	145	147	157	157	166	162	161	158	157	143	138	137	133	142	151	154	150	139	139	129	128	117	105	117	112	122	118	126	134	123	125	136	117
MSI	50	72	137	145	18	16	39	15	23	15	12	20	16	20	34	22	13	14	19	9	13	11	26	14	39	26	39	28	24	10	8	6	18	10	14	15

	N 08	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O
Days On Market	97	211	7	178	182	195	351	171	100	147	100	153	237	119	141	150	96	177	153	120	203	64	111	223	25	115	64	70	150	50	159	145	179	47	158	107
3 Mo. Roll Avg			105	132	122	185	243	239	207	139	116	133	163	170	166	137	129	141	142	150	159	129	126	133	120	121	68	83	95	90	120	118	161	124	128	104

	N 08	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O
Price per Sq Ft	120	0	0	0	296	197	134	182	124	175	198	180	135	256	223	256	180	177	188	184	231	193	199	226	202	142	149	153	250	184	180	197	250	238	186	167
3 Mo. Roll Avg			40	0	99	164	209	171	147	160	166	184	171	190	205	245	220	204	182	183	201	203	208	206	209	190	164	148	184	196	205	187	209	228	225	197

	N 08	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O
Sale to List Price	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	0.861	0.827	0.854	0.873	0.805	0.933	0.835	0.827	1.058	0.798	0.922	0.825	0.824	0.881	0.861	0.862	0.822	0.905	0.841	0.846
3 Mo. Roll Avg			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	0.852	0.838	0.847	0.851	0.844	0.870	0.858	0.865	0.907	0.894	0.926	0.848	0.857	0.843	0.855	0.868	0.848	0.863	0.856	0.864

	N 08	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O
New Listings	14	6	17	30	23	30	33	35	23	25	22	26	17	14	25	29	31	32	31	23	15	21	14	24	13	11	23	16	29	27	29	24	18	23	35	17
Inventory	150	143	137	145	147	157	157	166	162	161	158	157	143	138	137	133	142	151	154	150	139	139	129	128	117	105	117	112	122	118	126	134	123	125	136	117
Sales	3	2	1	1	8	10	4	11	7	11	13	8	9	7	4	6	11	11	8	17	11	13	5	9	3	4	3	4	5	12	15	24	7	13	10	8

(000's)	N 08	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O
Avg Sale Price	343	455	795	622	719	609	572	438	530	381	603	303	394	805	591	760	457	341	675	489	600	412	668	662	342	413	372	266	782	480	438	781	848	654	369	320
3 Mo. Roll Avg			531	624	712	650	633	539	513	450	505	429	433	501	597	719	603	519	491	501	588	500	560	581	557	472	376	350	473	509	567	566	689	761	624	448

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