

MLS Area: Lake Bluff

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

Market Profile & Trends Overview

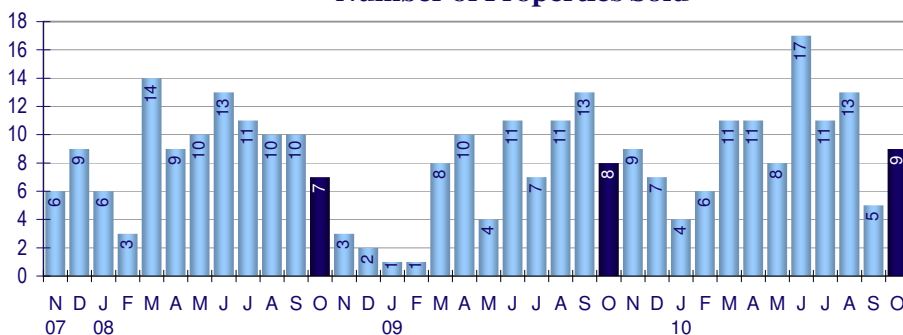
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$500,000	↓		↓				
Average List Price of all Current Listings	\$1,288,162	↑		↑				
October Median Sales Price	\$607,500	↑	↑	↑	↑	\$445,000	↑	
October Average Sales Price	\$661,944	↔	↑	↑	↑	\$533,223	↑	↔
Total Properties Currently for Sale (Inventory)	123	↓		↓				
October Number of Properties Sold	9	↑		↑		95	↑	
October Average Days on Market (Solds)	223	↑	↑	↑	↑	141	↓	↓
Asking Price per Square Foot (based on New Listings)	\$229	↓	↑	↓	↓	\$241	↓	↓
October Sold Price per Square Foot	\$226	↑	↑	↑	↑	\$200	↑	↑
October Month's Supply of Inventory	13.7	↓	↓	↓	↓	17.3	↓	↓
October Sale Price vs List Price Ratio	82.7%	↓	↑	↑	↑	82.0%	↑	↑

* 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

October Property sales were 9, up 12.5% from 8 in October of 2009 and 80.0% higher than the 5 sales last month. October 2010 sales were at their highest level compared to October of 2009 and 2008. October YTD sales of 95 are running 28.4% ahead of last year's year-to-date sales of 74.

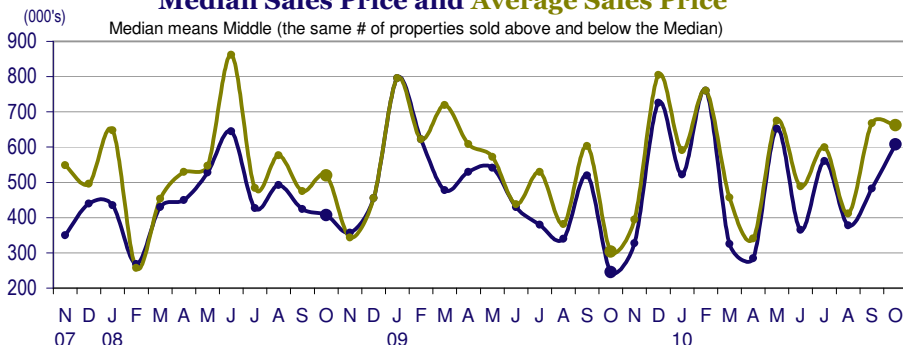
Number of Properties Sold



Prices

The Median Sales Price in October was \$607,500, up 148.0% from \$245,000 in October of 2009 and up 26.0% from \$482,000 last month. The Average Sales Price in October was \$661,944, up 118.3% from \$303,200 in October of 2009 and down 0.9% from \$667,900 last month. October 2010 ASP was at the highest level compared to October of 2009 and 2008.

Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of October was 123, down 2.4% from 126 last month and down 21.7% from 157 in October of last year. October 2010 Inventory was at its lowest level compared with October of 2009 and 2008.

Total Inventory & Month's Supply of Inventory (MSI)



A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2010 MSI of 13.7 months was at its lowest level compared with October of 2009 and 2008.

Inventory / Listings / Sales

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October 2010

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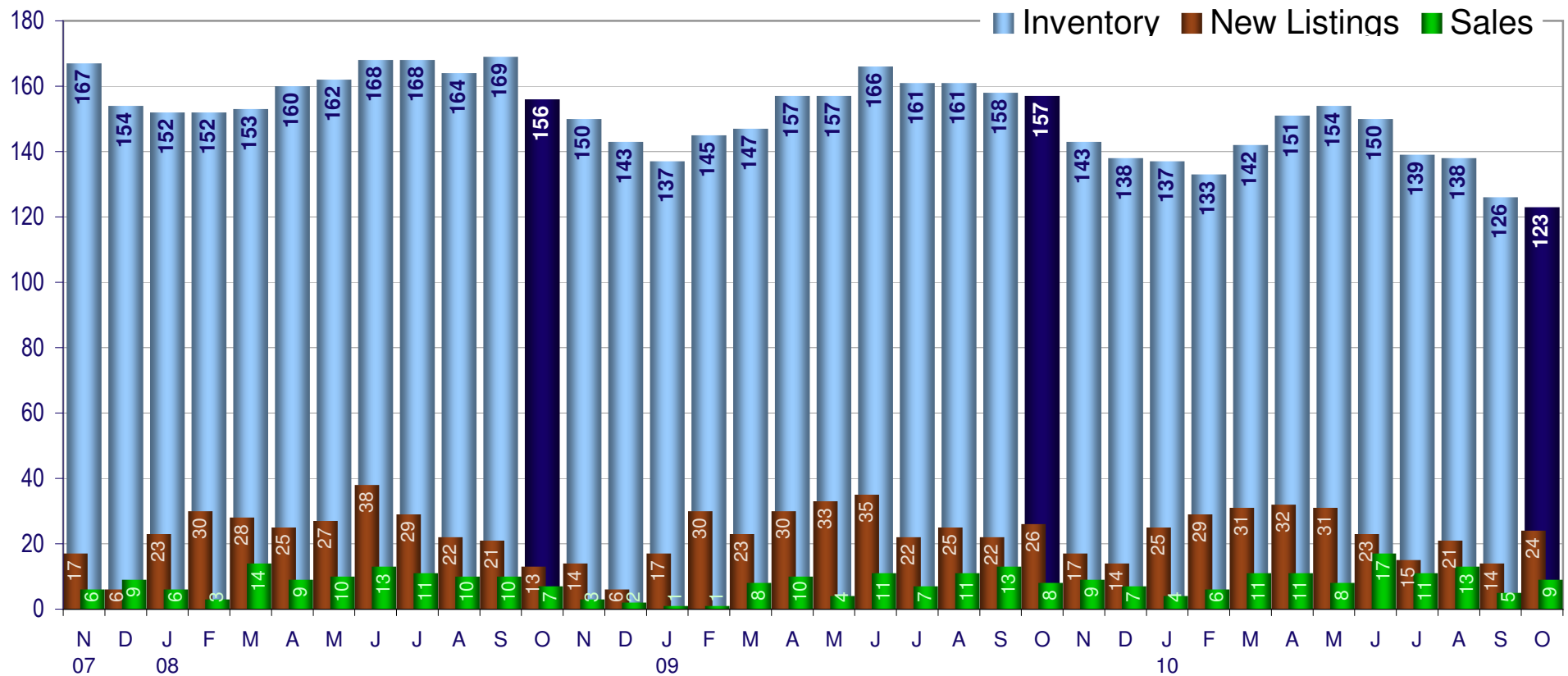
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Inventory / New Listings / Sales

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 2010 was 24, up 71.4% from 14 last month and down 7.7% from 26 in October of last year.



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