MARKET ACTION REPORT

MLS Area; Lake Bluff

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

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October 2010

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

^{*} 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)

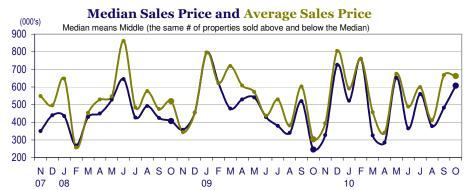
Property Sales

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.



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.



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.

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.

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



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Market Time

October of 2009 and 2008.

Selling Price per Square Foot

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The average Days On Market (DOM) shows how many

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 223, up 100.9% from 111 days last month

October 2010 DOM was at a mid level compared with

and up 45.8% from 153 days in October of last year. The

days the average Property is on the market before it

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Days On Market for Sold Properties

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

223
200
150
N D J F M A M J J A S O N D J F M A M J J A S O N D J F M A M J J A S O 07 08

Selling Price per Square Foot

Selling Price per Squa

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 October 2010 Selling Price per Square Foot of \$226 was up 13.9% from \$199 last month and up 25.9% from 180 in October of last year.

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 2010 Selling Price vs Original List Price of 82.7% was down from 83.5% last month and up from 79.3% in October of last year.

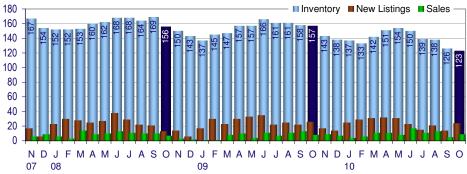
Selling Price versus Listing Price Ratio



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

Inventory / New Listings / Sales



Inventory / Listings / Sales MLS Area: Lake Bluff

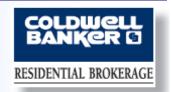
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