

## MLS Area: Lake Bluff



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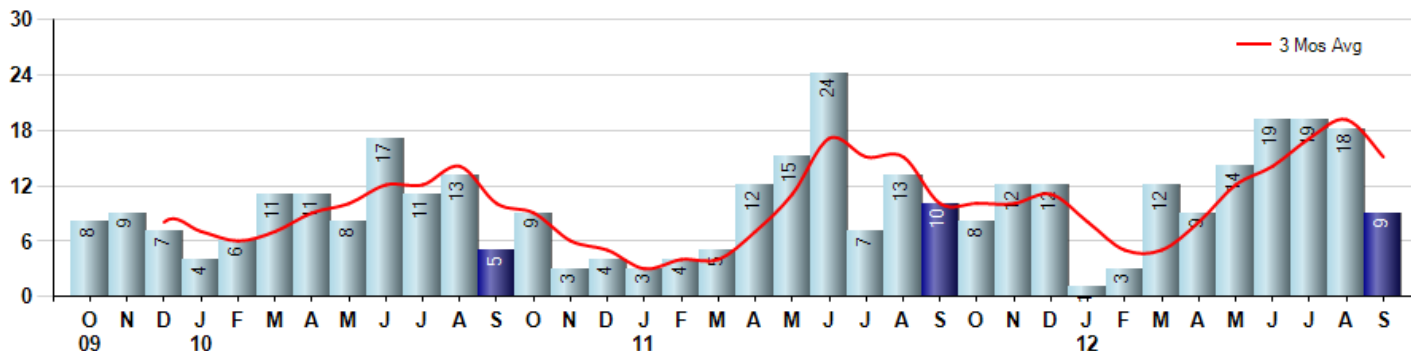
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$499,450	↓		↑				
Average List Price of all Current Listings	\$1,000,342	↑		↑				
September Median Sales Price	\$394,000	↑	↔	↓	↔	\$355,000	↓	↓
September Average Sales Price	\$430,444	↓	↓	↑	↓	\$413,271	↓	↓
Total Properties Currently for Sale (Inventory)	88	↓		↓				
September Number of Properties Sold	9	↓		↓		104	↑	
September Average Days on Market (Solds)	257	↑	↑	↑	↑	140	↑	↑
September Month's Supply of Inventory	9.8	↑	↑	↓	↓	23.4	↑	↑
September Sale Price vs List Price Ratio	94.1%	↔	↑	↑	↑	92.5%	↑	↑

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

### Property Sales

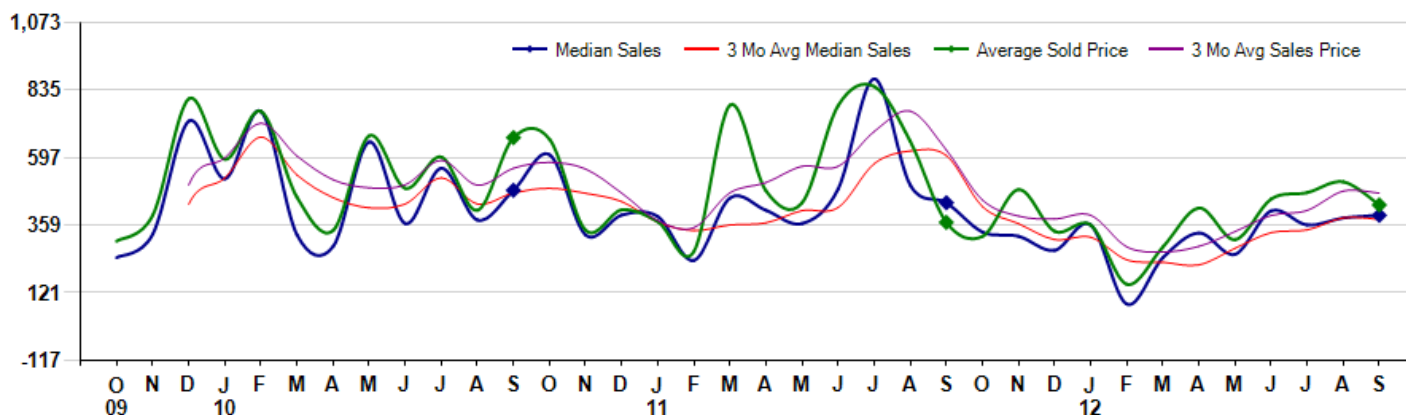
September Property sales were 9, down -10.0% from 10 in September of 2011 and -50.0% lower than the 18 sales last month. September 2012 sales were at a mid level compared to September of 2011 and 2010. September YTD sales of 104 are running 11.8% ahead of last year's year-to-date sales of 93.



### Prices

The Median Sales Price in September was \$394,000, down -10.1% from \$438,250 in September of 2011 and up 2.3% from \$385,000 last month. The Average Sales Price in September was \$430,444, up 16.6% from \$369,050 in September of 2011 and down -16.0% from \$512,189 last month. September 2012 ASP was at a mid range compared to September of 2011 and 2010.

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



Based on information from Midwest Real Estate Data LLC for the period 10/1/2009 through 9/30/2012. 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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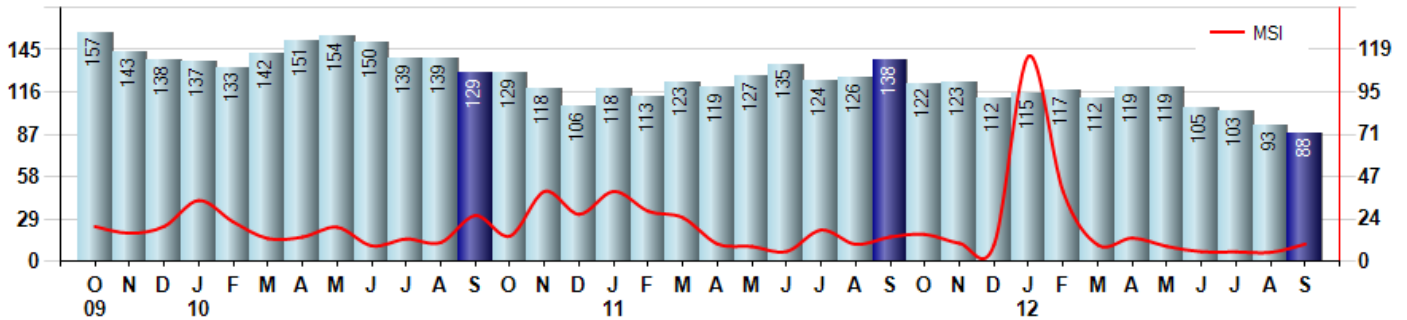
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### Inventory & MSI

The Total Inventory of Properties available for sale as of September was 88, down -5.4% from 93 last month and down -36.2% from 138 in September of last year. September 2012 Inventory was at the lowest level compared to September of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2012 MSI of 9.8 months was at its lowest level compared with September of 2011 and 2010.

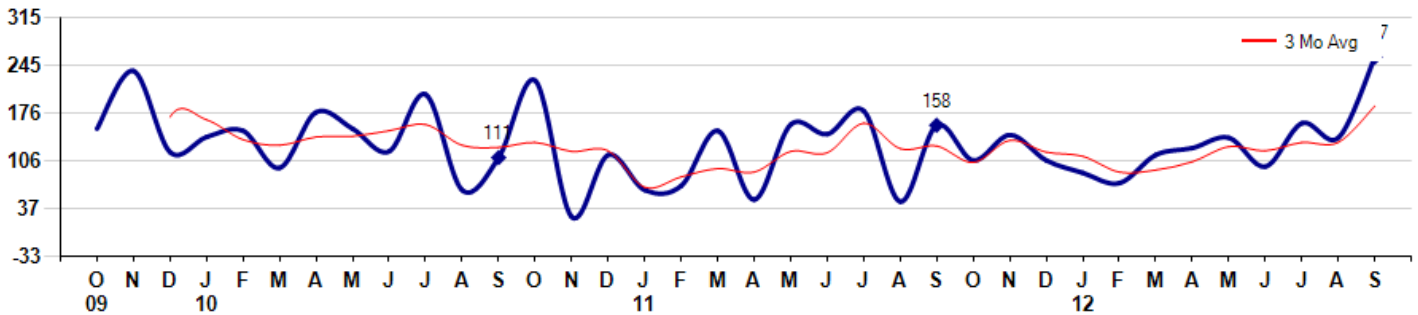
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 September was 257, up 83.6% from 140 days last month and up 62.7% from 158 days in September of last year. The September 2012 DOM was at its highest level compared with September of 2011 and 2010.

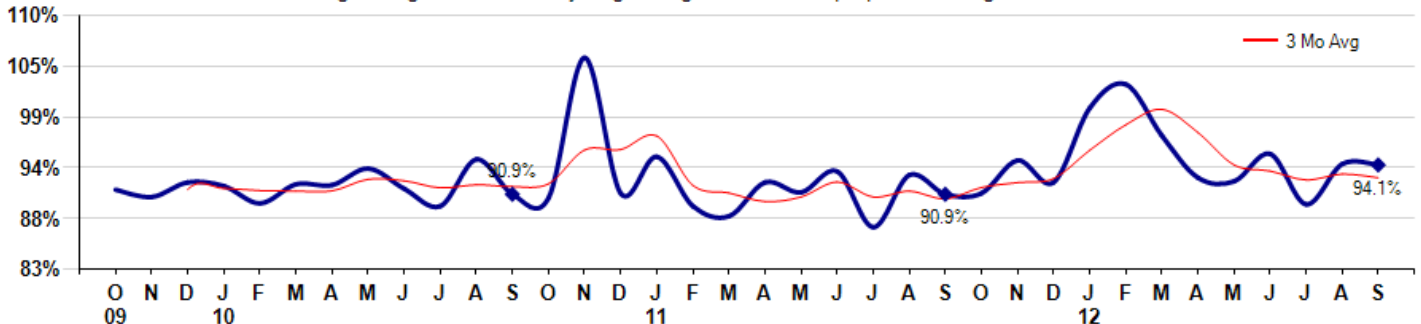
Average Days on Market (Listing to Contract) for properties sold during the month



### Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their 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 September 2012 Selling Price vs List Price of 94.1% was down from 94.2% last month and up from 90.9% in September of last year.

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



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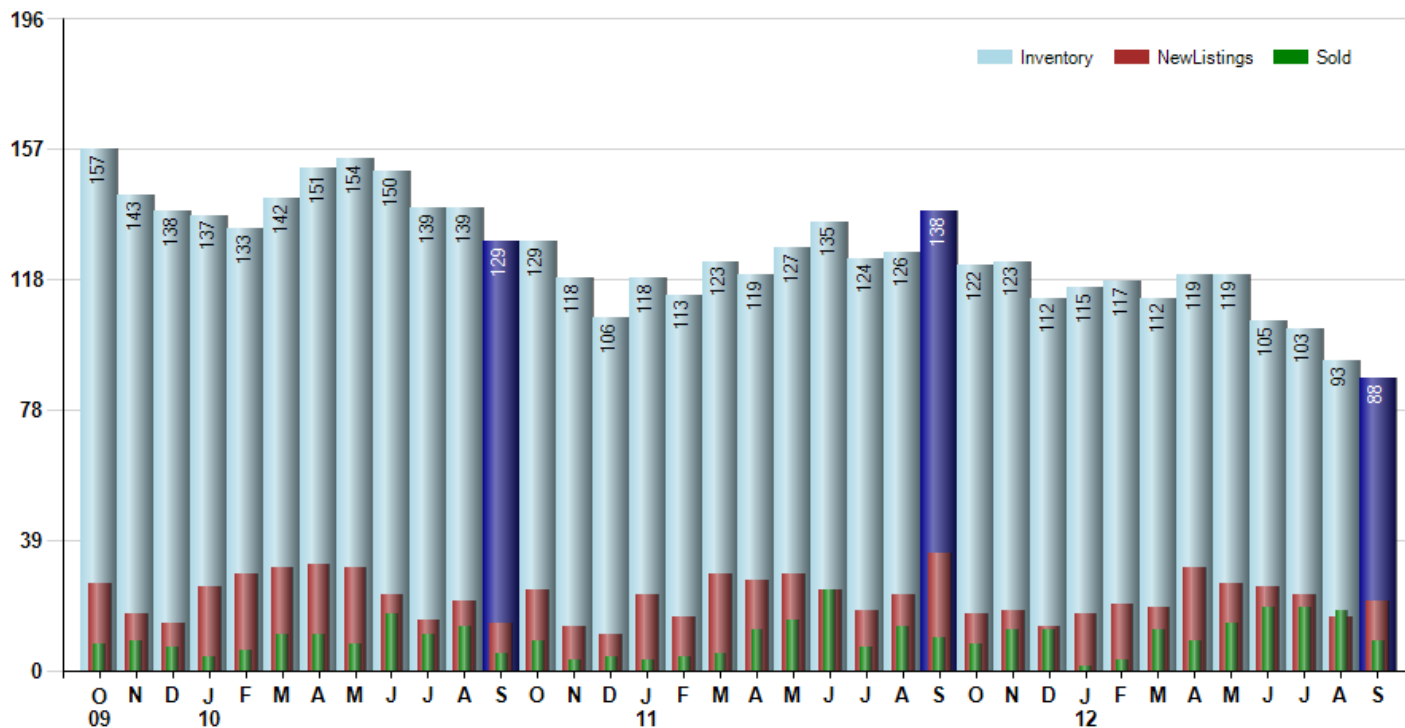
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### Inventory / New Listings / Sales

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 September 2012 was 21, up 31.3% from 16 last month and down -40.0% from 35 in September of last year.



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# MARKET ACTION REPORT

September 2012

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	O 09	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	N	D	J 12	F	M	A	M	J	J	A	S
Homes Sold	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	12	12	1	3	12	9	14	19	19	18	9
3 Mo. Roll Avg			8	7	6	7	9	10	12	12	14	10	9	6	5	3	4	4	7	11	17	15	15	10	10	10	11	8	5	5	8	12	14	17	19	15

	(000's) O 09	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	N	D	J 12	F	M	A	M	J	J	A	S
Median Sale Price	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	320	271	360	81	245	332	257	410	360	385	394
3 Mo. Roll Avg			433	525	670	536	456	421	434	526	434	473	489	472	443	370	340	360	367	411	421	576	621	604	424	365	309	317	237	229	219	278	333	342	385	380

	O 09	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	N	D	J 12	F	M	A	M	J	J	A	S
Inventory	157	143	138	137	133	142	151	154	150	139	139	129	129	118	106	118	113	123	119	127	135	124	126	138	122	123	112	115	117	112	119	119	105	103	93	88
MSI	20	16	20	34	22	13	14	19	9	13	11	26	14	39	27	39	28	25	10	8	6	18	10	14	15	10	9	115	39	9	13	9	6	5	5	10

	O 09	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	N	D	J 12	F	M	A	M	J	J	A	S
Days On Market	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	144	107	89	74	115	125	140	98	161	140	257
3 Mo. Roll Avg			170	166	137	129	141	142	150	159	129	126	133	120	121	68	83	95	90	120	118	161	124	128	104	136	119	113	90	93	105	127	121	133	133	186

	O 09	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	N	D	J 12	F	M	A	M	J	J	A	S
Price per Sq Ft	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	183	159	134	85	145	161	151	178	196	207	183
3 Mo. Roll Avg			190	205	245	220	204	182	183	201	203	208	206	209	190	164	148	184	196	205	187	209	228	225	197	179	170	159	126	121	130	152	163	175	194	195

	O 09	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	N	D	J 12	F	M	A	M	J	J	A	S
Sale to List Price	0.914	0.906	0.922	0.918	0.899	0.920	0.919	0.937	0.915	0.896	0.947	0.909	0.905	1.058	0.910	0.950	0.896	0.885	0.922	0.911	0.934	0.873	0.930	0.909	0.910	0.946	0.922	1.003	1.029	0.973	0.927	0.923	0.953	0.898	0.942	0.941
3 Mo. Roll Avg			0.914	0.915	0.913	0.912	0.913	0.925	0.924	0.916	0.919	0.917	0.920	0.957	0.958	0.973	0.919	0.910	0.901	0.906	0.922	0.906	0.912	0.904	0.916	0.922	0.926	0.957	0.985	1.002	0.976	0.941	0.934	0.925	0.931	0.927

	O 09	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	N	D	J 12	F	M	A	M	J	J	A	S
New Listings	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	18	13	17	20	19	31	26	25	23	16	21
Inventory	157	143	138	137	133	142	151	154	150	139	139	129	129	118	106	118	113	123	119	127	135	124	126	138	122	123	112	115	117	112	119	119	105	103	93	88
Sales	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	12	12	1	3	12	9	14	19	19	18	9

	(000's) O 09	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	N	D	J 12	F	M	A	M	J	J	A	S
Avg Sale Price	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	485	338	360	151	283	420	308	451	474	512	430
3 Mo. Roll Avg			501	597	719	603	519	491	501	588	500	560	581	557	472	376	350	473	509	567	566	689	761	624	448	391	381	394	283	265	285	337	393	411	479	472

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