

## MLS Area: Lake Bluff



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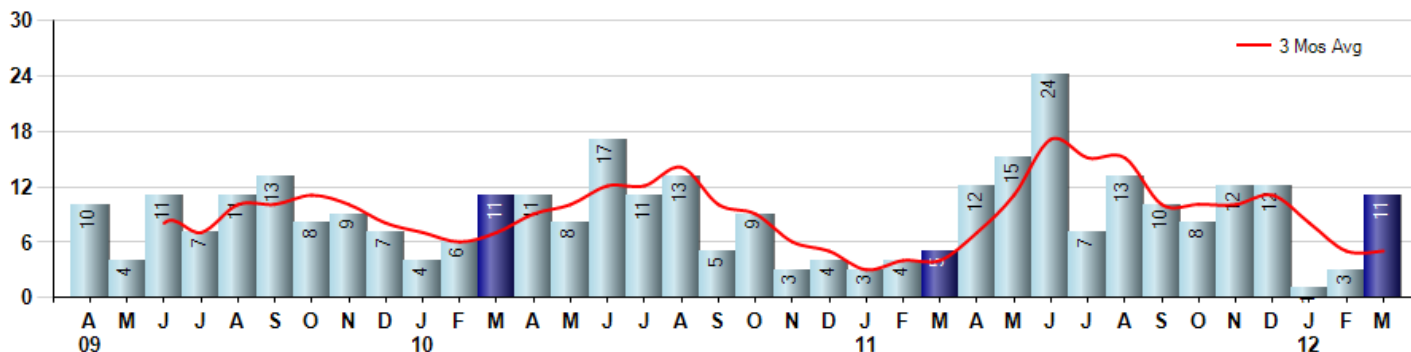
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$519,000	↓		↓				
Average List Price of all Current Listings	\$915,544	↓		↓				
March Median Sales Price	\$215,000	↑	↓	↓	↓	\$215,000	↓	↓
March Average Sales Price	\$283,182	↑	↓	↓	↓	\$261,887	↓	↓
Total Properties Currently for Sale (Inventory)	107	↓		↓				
March Number of Properties Sold	11	↑		↑		15	↑	
March Average Days on Market (Solds)	123	↑	↑	↓	↑	111	↑	↓
March Month's Supply of Inventory	9.7	↓	↓	↓	↓	53.7	↑	↑
March Sale Price vs List Price Ratio	88.9%	↑	↑	↑	↑	88.0%	↑	↑

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

### Property Sales

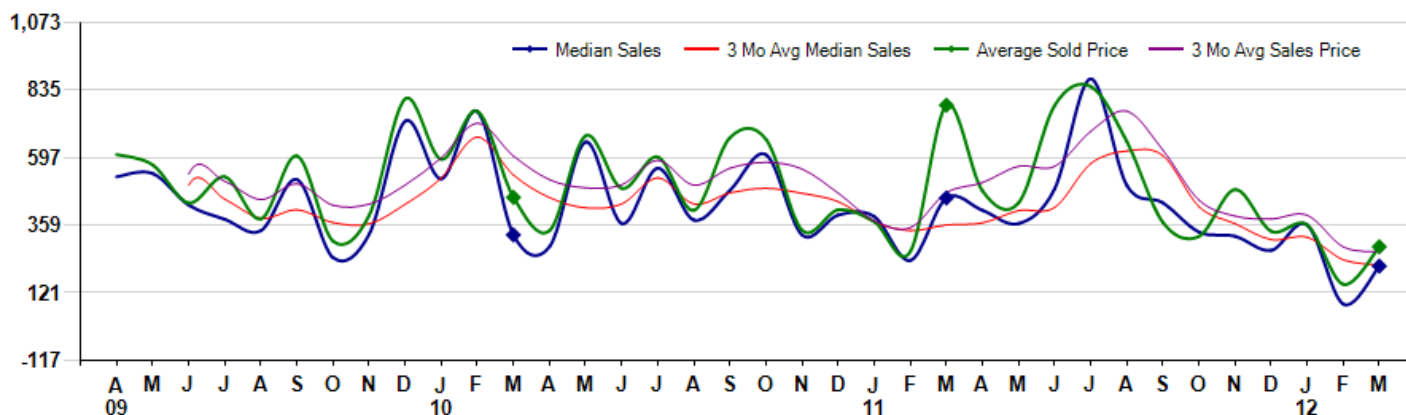
March Property sales were 11, up 120.0% from 5 in March of 2011 and 266.7% higher than the 3 sales last month. March 2012 sales were at a mid level compared to March of 2011 and 2010. March YTD sales of 15 are running 25.0% ahead of last year's year-to-date sales of 12.



### Prices

The Median Sales Price in March was \$215,000, down -52.7% from \$455,000 in March of 2011 and up 164.5% from \$81,300 last month. The Average Sales Price in March was \$283,182, down -63.8% from \$782,000 in March of 2011 and up 87.4% from \$151,100 last month. March 2012 ASP was at the lowest level compared to March of 2011 and 2010.

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



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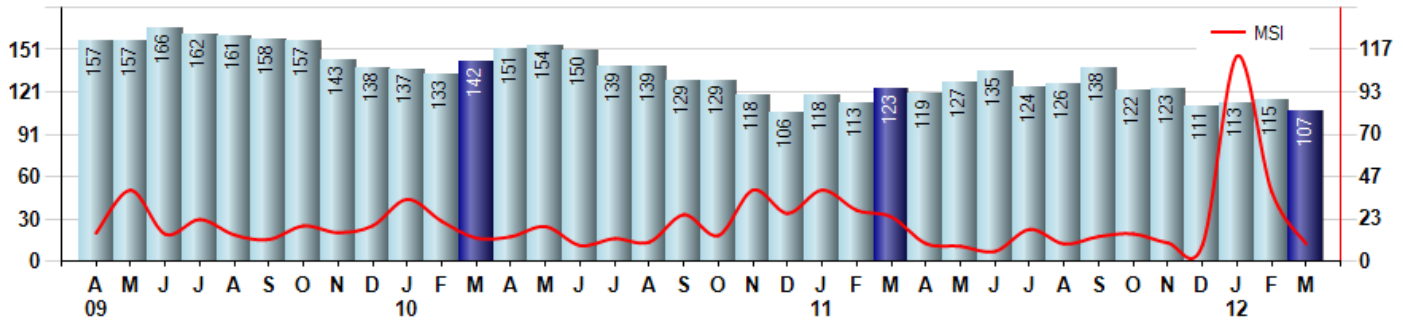
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### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 107, down -7.0% from 115 last month and down -13.0% from 123 in March of last year. March 2012 Inventory was at the lowest level compared to March of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2012 MSI of 9.7 months was at its lowest level compared with March of 2011 and 2010.

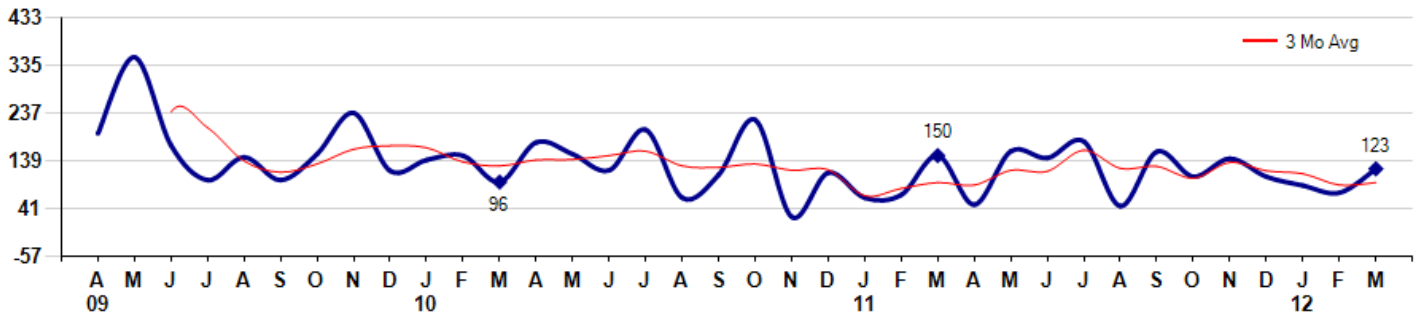
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 March was 123, up 66.2% from 74 days last month and down -18.0% from 150 days in March of last year. The March 2012 DOM was at a mid range compared with March of 2011 and 2010.

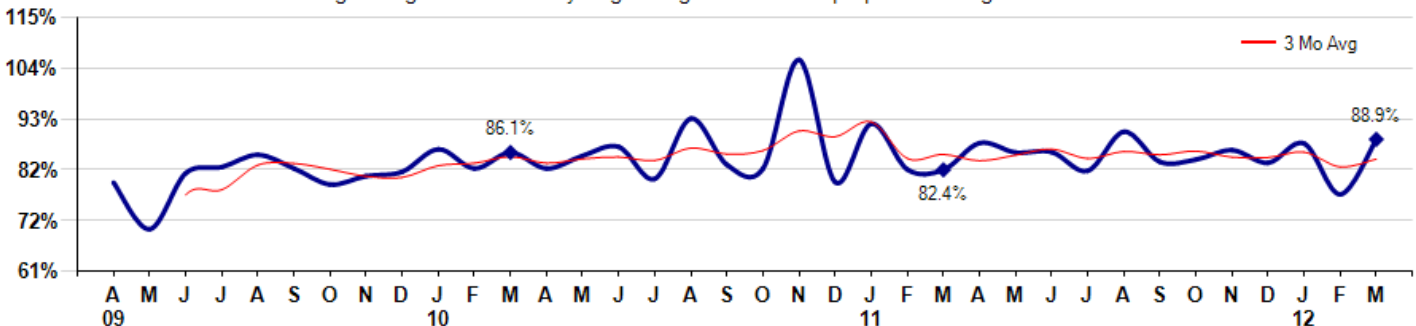
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 March 2012 Selling Price vs Original List Price of 88.9% was up from 77.2% last month and up from 82.4% in March 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 4/1/2009 through 3/31/2012. 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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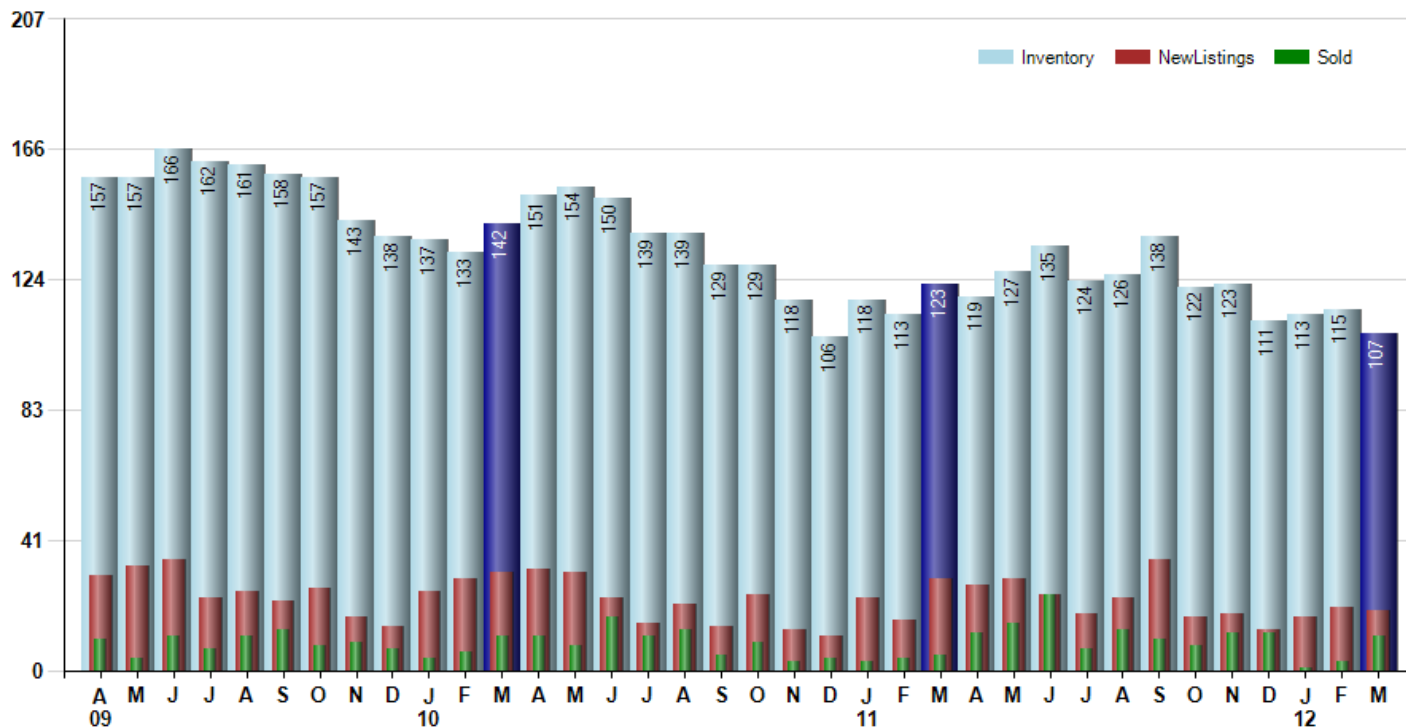
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### Inventory / New Listings / Sales

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 March 2012 was 19, down - 5.0% from 20 last month and down -34.5% from 29 in March of last year.



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# MARKET ACTION REPORT

March 2012

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	A 09	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	N	D	J 12	F	M
Homes Sold	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	12	12	1	3	11
3 Mo. Roll Avg			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	10	11	8	5	5

	(000's) A 09	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	N	D	J 12	F	M
Median Sale Price	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	320	271	360	81	215
3 Mo. Roll Avg			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	365	309	317	237	219

	A 09	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	N	D	J 12	F	M
Inventory	157	157	166	162	161	158	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	111	113	115	107
MSI	16	39	15	23	15	12	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	113	38	10

	A 09	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	N	D	J 12	F	M
Days On Market	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	144	107	89	74	123
3 Mo. Roll Avg			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	136	119	113	90	95

	A 09	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	N	D	J 12	F	M
Price per Sq Ft	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	183	159	134	85	144
3 Mo. Roll Avg			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	179	170	159	126	121

	A 09	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	N	D	J 12	F	M
Sale to List Price	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	0.866	0.839	0.880	0.772	0.889
3 Mo. Roll Avg			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	0.851	0.850	0.862	0.830	0.847

	A 09	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	N	D	J 12	F	M
New Listings	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	18	13	17	20	19
Inventory	157	157	166	162	161	158	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	111	113	115	107
Sales	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	12	12	1	3	11

	(000's) A 09	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	N	D	J 12	F	M
Avg Sale Price	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	485	338	360	151	283
3 Mo. Roll Avg			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	391	381	394	283	265

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