

## MLS Area: Lake Bluff

**ART WILSON**

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com



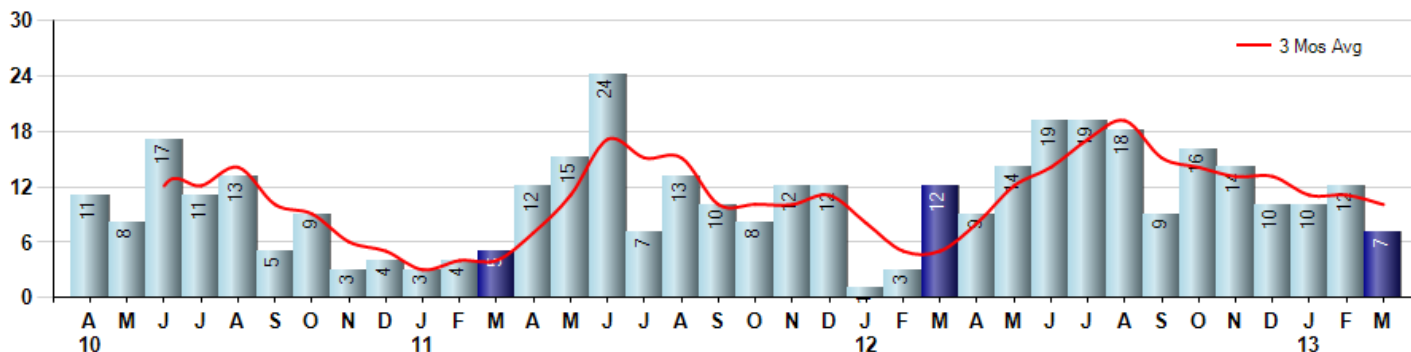
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$612,000	↑		↑				
Average List Price of all Current Listings	\$1,157,498	↑		↑				
March Median Sales Price	\$300,000	↓	↓	↑	↓	\$364,875	↑	↓
March Average Sales Price	\$366,500	↓	↓	↑	↓	\$428,320	↑	↓
Total Properties Currently for Sale (Inventory)	52	↓		↓				
March Number of Properties Sold	7	↓		↓		29	↑	
March Average Days on Market (Solds)	97	↑	↓	↓	↓	113	↑	↓
March Month's Supply of Inventory	7.4	↑	↑	↓	↓	6.2	↓	↓
March Sale Price vs List Price Ratio	97.1%	↑	↑	↓	↑	94.0%	↓	↑

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

### Property Sales

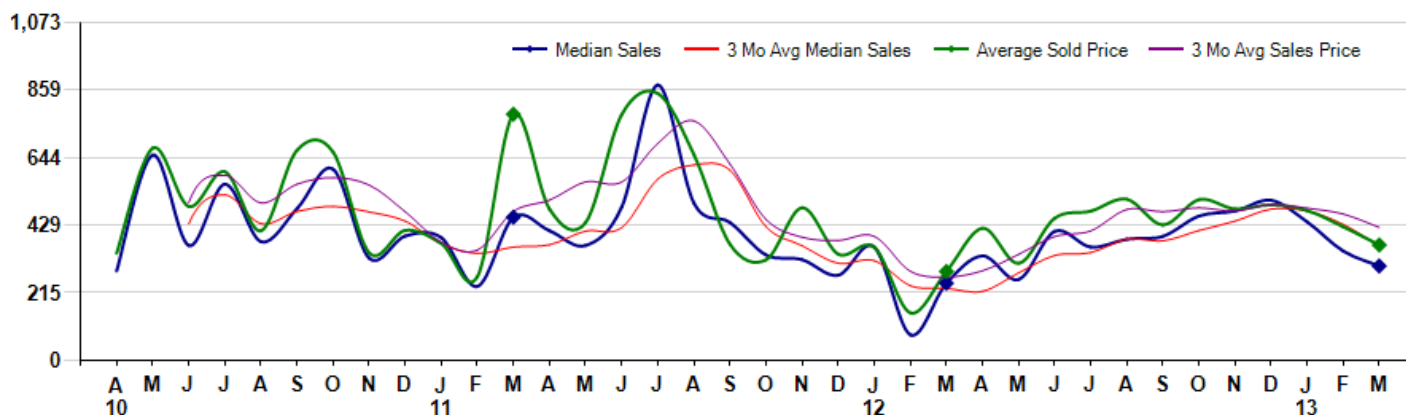
March Property sales were 7, down -41.7% from 12 in March of 2012 and -41.7% lower than the 12 sales last month. March 2013 sales were at a mid level compared to March of 2012 and 2011. March YTD sales of 29 are running 81.3% ahead of last year's year-to-date sales of 16.



### Prices

The Median Sales Price in March was \$300,000, up 22.4% from \$245,000 in March of 2012 and down -13.6% from \$347,388 last month. The Average Sales Price in March was \$366,500, up 29.7% from \$282,500 in March of 2012 and down -13.7% from \$424,606 last month. March 2013 ASP was at a mid range compared to March of 2012 and 2011.

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 4/1/2010 through 3/31/2013. 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.



## MLS Area: Lake Bluff

**ART WILSON**

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com



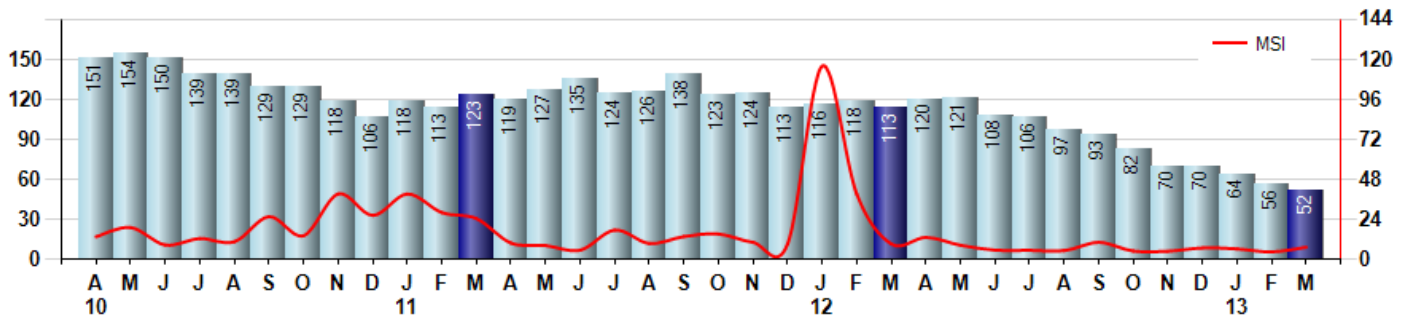
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 52, down -7.1% from 56 last month and down -54.0% from 113 in March of last year. March 2013 Inventory was at the lowest level compared to March of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2013 MSI of 7.4 months was at its lowest level compared with March of 2012 and 2011.

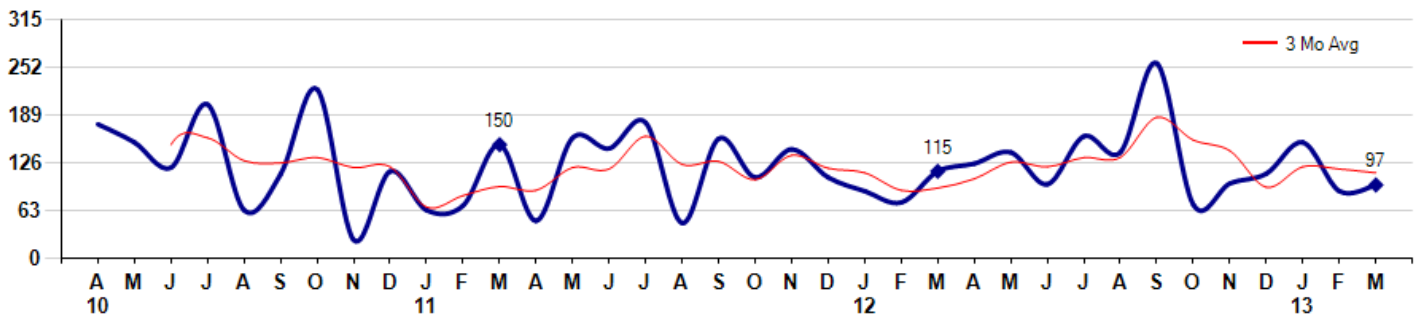
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 97, up 9.0% from 89 days last month and down -15.7% from 115 days in March of last year. The March 2013 DOM was at its lowest level compared with March of 2012 and 2011.

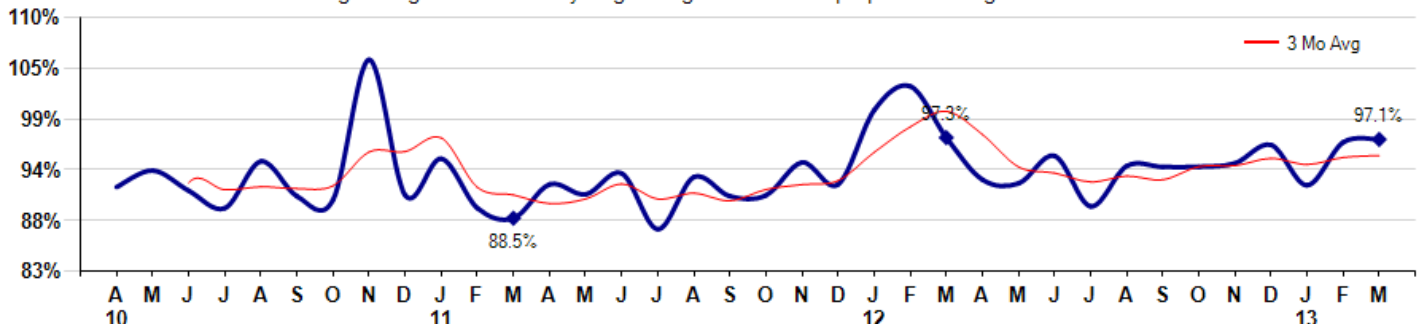
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 March 2013 Selling Price vs List Price of 97.1% was up from 96.8% last month and down from 97.3% in March of last year.

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



## MLS Area: Lake Bluff

**ART WILSON**

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

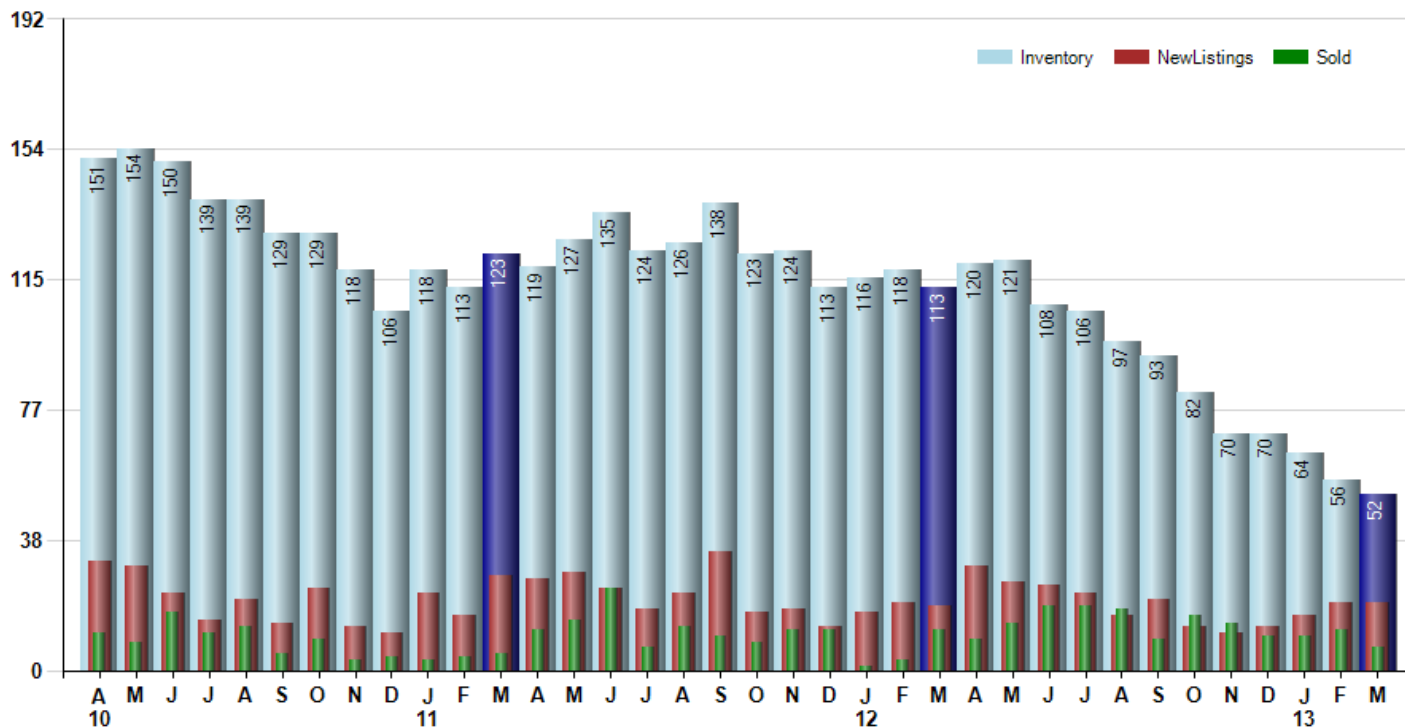
Art.Wilson@cbexchange.com



Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

### 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 2013 was 20, equal to 20 last month and up 5.3% from 19 in March of last year.



Based on information from Midwest Real Estate Data LLC for the period 4/1/2010 through 3/31/2013. 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.



# MARKET ACTION REPORT

March 2013

## MLS Area: Lake Bluff

**ART WILSON**

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com



Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

	A 10	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	O	N	D	J 13	F	M
Homes Sold	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	16	14	10	10	12	7
3 Mo. Roll Avg			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	14	13	13	11	11	10

	(000's) A 10	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	O	N	D	J 13	F	M
Median Sale Price	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	459	475	509	440	347	300
3 Mo. Roll Avg			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	413	442	481	474	432	362

	A 10	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	O	N	D	J 13	F	M
Inventory	151	154	150	139	139	129	129	118	106	118	113	123	119	127	135	124	126	138	123	124	113	116	118	113	120	121	108	106	97	93	82	70	70	64	56	52
MSI	14	19	9	13	11	26	14	39	27	39	28	25	10	8	6	18	10	14	15	10	9	116	39	9	13	9	6	6	5	10	5	5	7	6	5	7

	A 10	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	O	N	D	J 13	F	M
Days On Market	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	71	99	112	153	89	97
3 Mo. Roll Avg			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	156	142	94	121	118	113

	A 10	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	O	N	D	J 13	F	M
Price per Sq Ft	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	203	186	190	199	173	181
3 Mo. Roll Avg			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	198	191	193	192	187	184

	A 10	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	O	N	D	J 13	F	M
Sale to List Price	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	0.941	0.945	0.965	0.921	0.968	0.971
3 Mo. Roll Avg			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	0.941	0.942	0.950	0.944	0.951	0.953

	A 10	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	O	N	D	J 13	F	M
New Listings	32	31	23	15	21	14	24	13	11	23	16	28	27	29	24	18	23	35	17	18	13	17	20	19	31	26	25	23	16	21	13	11	13	16	20	20
Inventory	151	154	150	139	139	129	129	118	106	118	113	123	119	127	135	124	126	138	123	124	113	116	118	113	120	121	108	106	97	93	82	70	70	64	56	52
Sales	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	16	14	10	10	12	7

	(000's) A 10	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	O	N	D	J 13	F	M
Avg Sale Price	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	511	481	494	476	425	367
3 Mo. Roll Avg			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	485	474	495	484	465	422

