

MLS Area: Lake Bluff



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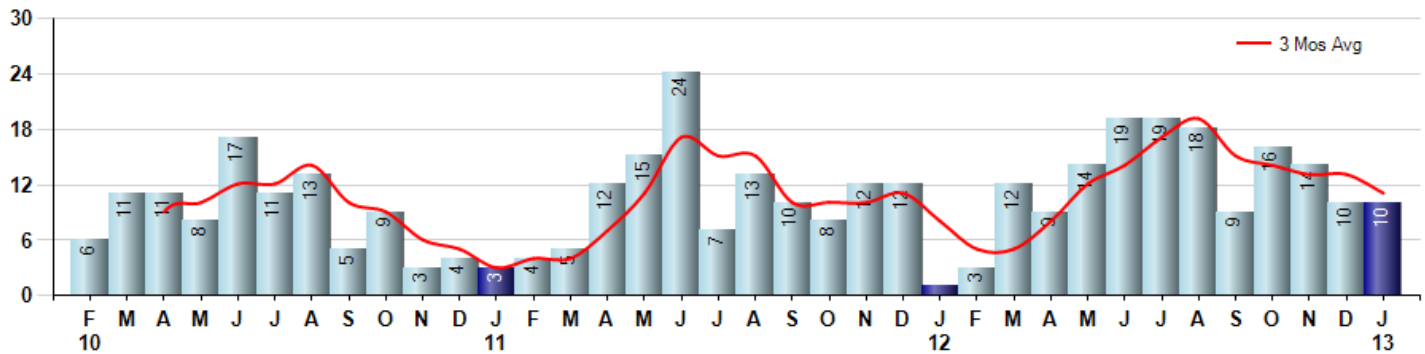
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$514,500	↑		↑				
Average List Price of all Current Listings	\$1,069,282	↓		↑				
January Median Sales Price	\$440,000	↓	↓	↑	↑	\$440,000	↑	↑
January Average Sales Price	\$476,050	↓	↓	↑	↑	\$476,050	↑	↑
Total Properties Currently for Sale (Inventory)	58	↓		↓				
January Number of Properties Sold	10	↔		↑		10	↔	
January Average Days on Market (Solds)	153	↑	↑	↑	↑	153	↑	↑
January Month's Supply of Inventory	5.8	↓	↔	↓	↓	5.8	↓	↓
January Sale Price vs List Price Ratio	92.1%	↓	↓	↓	↓	92.6%	↓	↓

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

Property Sales

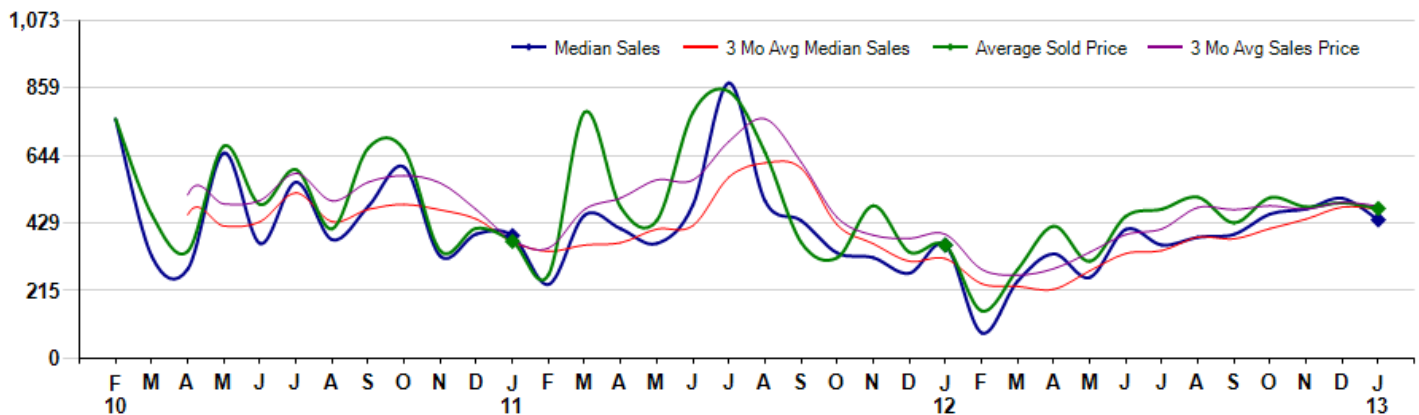
January Property sales were 10, up 900.0% from 1 in January of 2012 and equal to 0.0% 10 sales last month. January 2013 sales were at their highest level compared to January of 2012 and 2011. January YTD sales of 10 are running 900.0% ahead of last year's year-to-date sales of 1.



Prices

The Median Sales Price in January was \$440,000, up 22.2% from \$360,000 in January of 2012 and down -13.5% from \$508,500 last month. The Average Sales Price in January was \$476,050, up 32.2% from \$360,000 in January of 2012 and down -3.7% from \$494,190 last month. January 2013 ASP was at highest level compared to January of 2012 and 2011.

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



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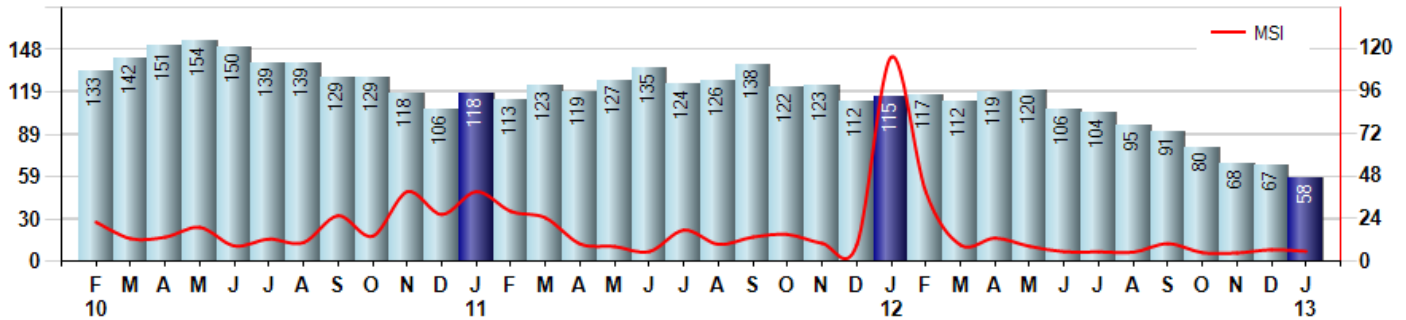
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 58, down -13.4% from 67 last month and down -49.6% from 115 in January of last year. January 2013 Inventory was at the lowest level compared to January of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2013 MSI of 5.8 months was at its lowest level compared with January of 2012 and 2011.

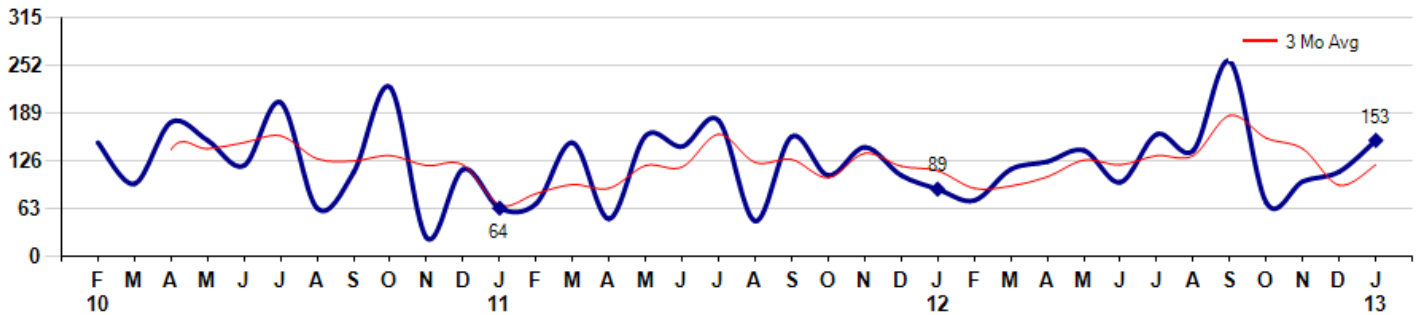
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 153, up 36.6% from 112 days last month and up 71.9% from 89 days in January of last year. The January 2013 DOM was at its highest level compared with January of 2012 and 2011.

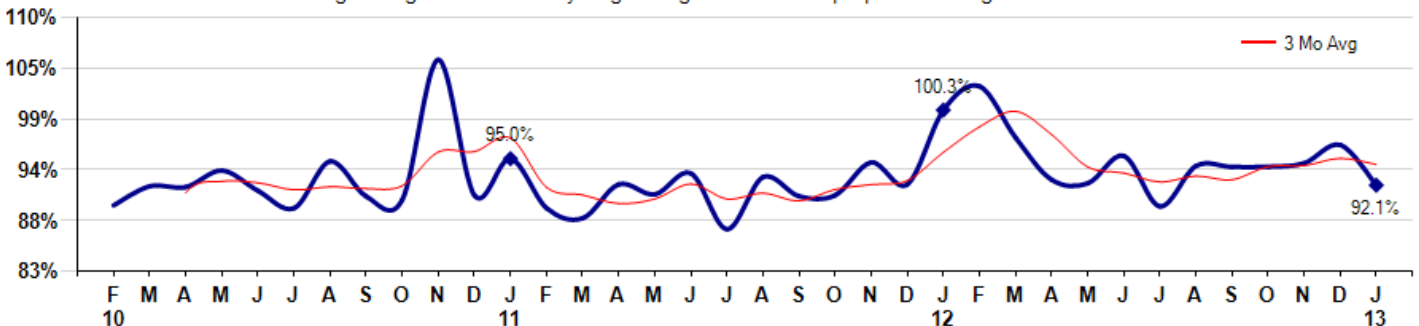
Average Days on Market (Listing to Contract) for properties sold during the month



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 January 2013 Selling Price vs List Price of 92.1% was down from 96.5% last month and down from 100.3% in January 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 2/1/2010 through 1/31/2013. 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.



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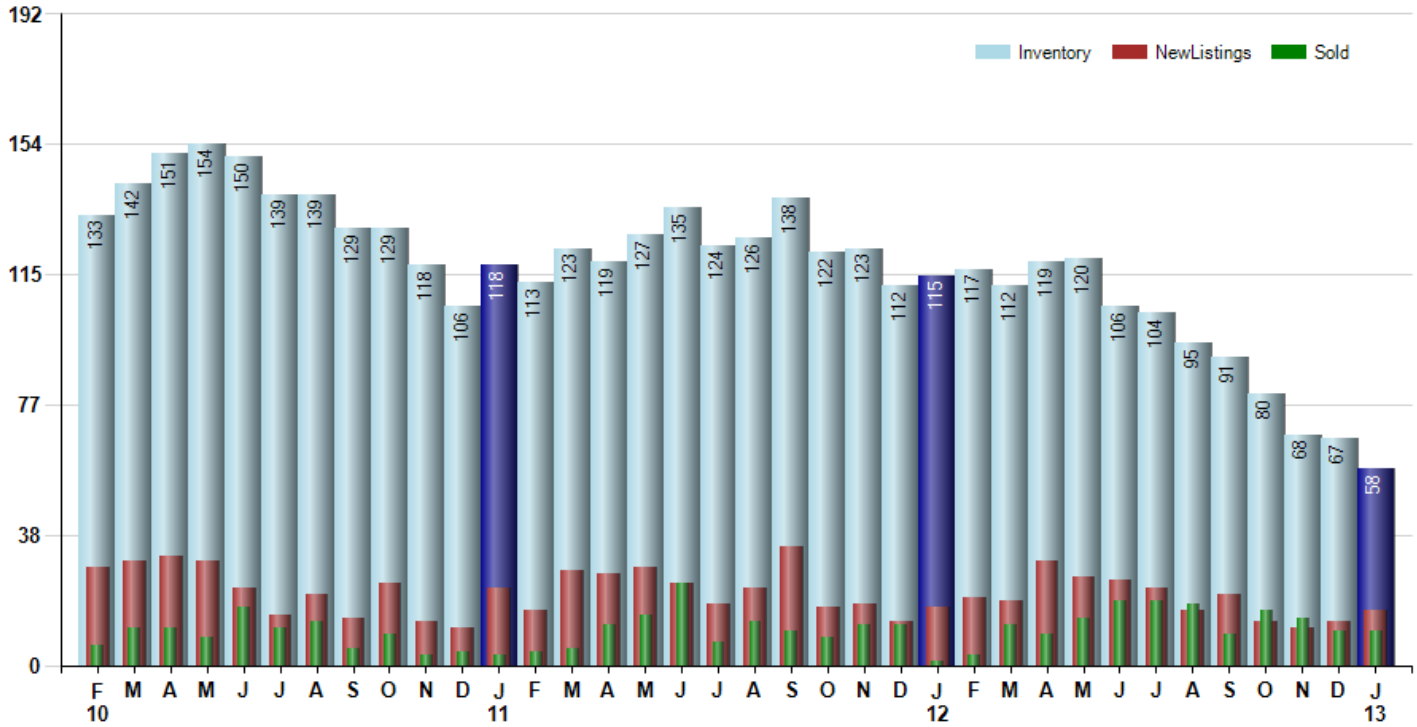
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Inventory / New Listings / Sales

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 January 2013 was 16, up 23.1% from 13 last month and down -5.9% from 17 in January of last year.



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MARKET ACTION REPORT

January 2013

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

(000's)	F 10	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	O	N	D	J 13
MedianSalePrice	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	459	475	509	440
3 Mo. Roll Avg			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	413	442	481	474

	F 10	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	O	N	D	J 13
Inventory	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	120	106	104	95	91	80	68	67	58
MSI	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	5	5	7	6

	F 10	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	O	N	D	J 13
Days On Market	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	71	99	112	153
3 Mo. Roll Avg			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	156	142	94	121

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

	F 10	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	O	N	D	J 13
Sale to List Price	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	0.941	0.945	0.965	0.921
3 Mo. Roll Avg			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	0.941	0.942	0.950	0.944

	F 10	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	O	N	D	J 13
New Listings	29	31	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
Inventory	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	120	106	104	95	91	80	68	67	58
Sales	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	16	14	10	10

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

