

MLS Area: Lake Bluff

No Photo Available

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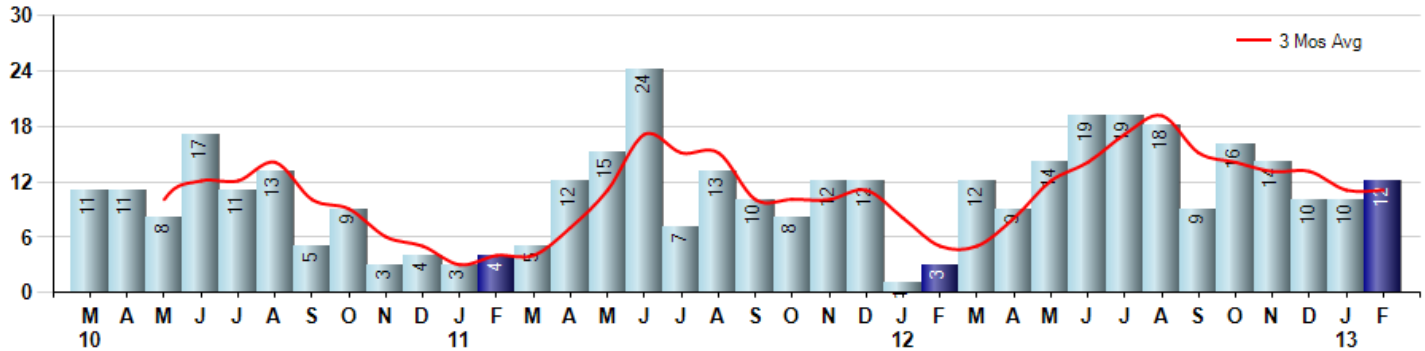
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

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	\$1,076,366	↑		↑				
February Median Sales Price	\$347,388	↓	↓	↑	↓	\$409,000	↑	↑
February Average Sales Price	\$424,606	↓	↓	↑	↓	\$447,990	↑	↑
Total Properties Currently for Sale (Inventory)	54	↓		↓				
February Number of Properties Sold	12	↑		↑		22	↑	
February Average Days on Market (Solds)	89	↓	↓	↑	↓	118	↑	↓
February Month's Supply of Inventory	4.5	↓	↓	↓	↓	5.5	↓	↓
February Sale Price vs List Price Ratio	96.8%	↑	↑	↓	↑	93.5%	↓	↑

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

Property Sales

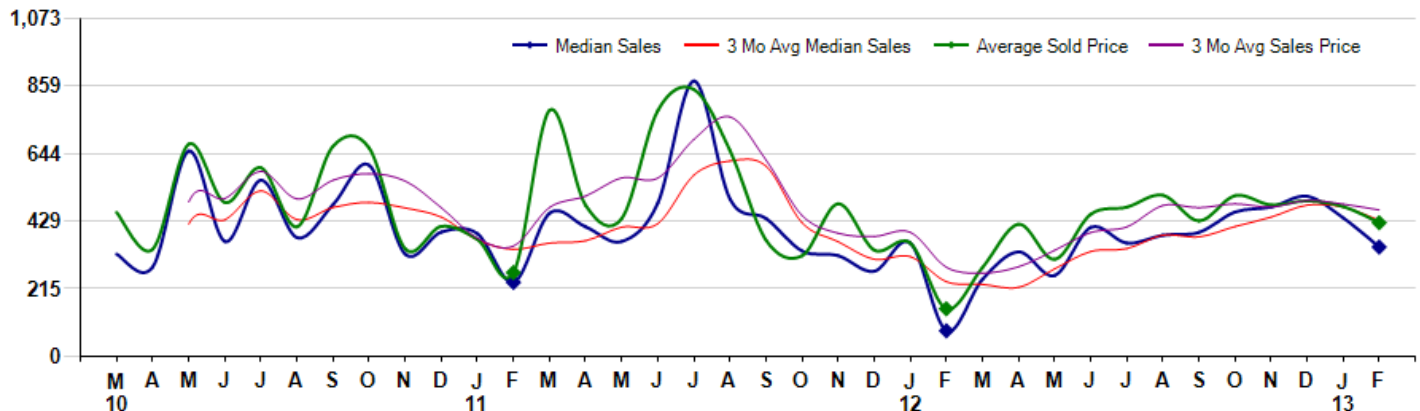
February Property sales were 12, up 300.0% from 3 in February of 2012 and 20.0% higher than the 10 sales last month. February 2013 sales were at their highest level compared to February of 2012 and 2011. February YTD sales of 22 are running 450.0% ahead of last year's year-to-date sales of 4.



Prices

The Median Sales Price in February was \$347,388, up 327.3% from \$81,300 in February of 2012 and down -21.0% from \$440,000 last month. The Average Sales Price in February was \$424,606, up 181.0% from \$151,100 in February of 2012 and down -10.8% from \$476,050 last month. February 2013 ASP was at highest level compared to February of 2012 and 2011.

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



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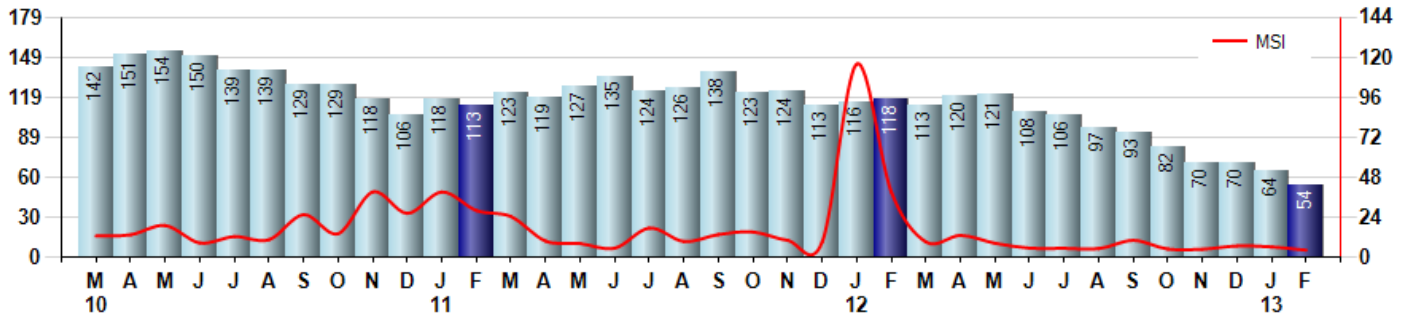
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 54, down -15.6% from 64 last month and down -54.2% from 118 in February of last year. February 2013 Inventory was at the lowest level compared to February of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2013 MSI of 4.5 months was at its lowest level compared with February of 2012 and 2011.

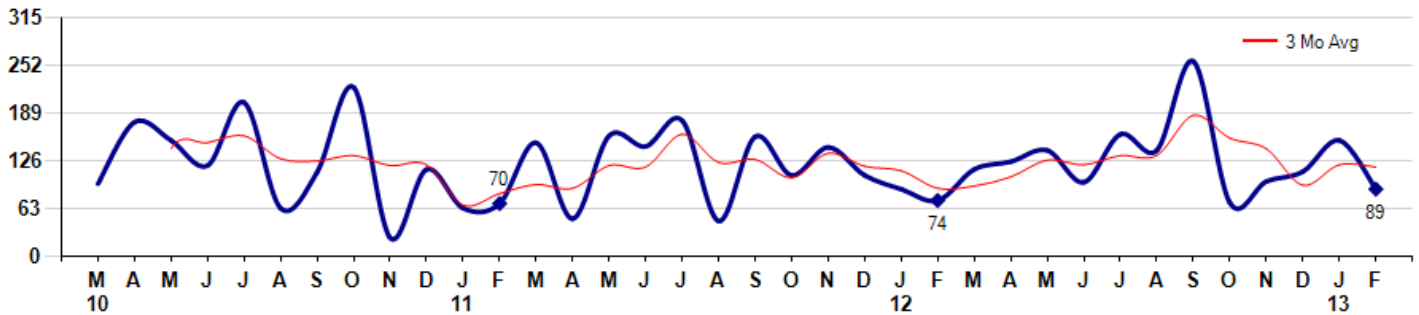
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 February was 89, down -41.8% from 153 days last month and up 20.3% from 74 days in February of last year. The February 2013 DOM was at its highest level compared with February of 2012 and 2011.

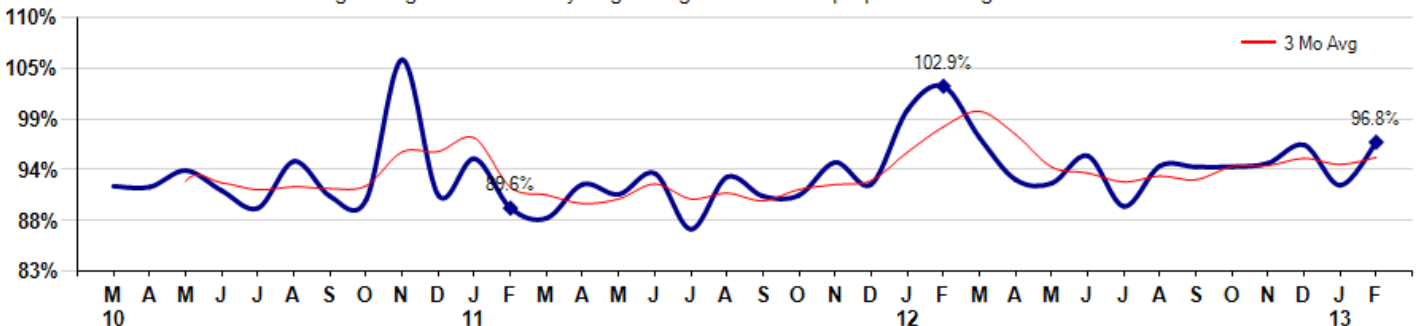
Average Days on Market (Listing to Contract) for properties sold during the month



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 February 2013 Selling Price vs List Price of 96.8% was up from 92.1% last month and down from 102.9% in February 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 3/1/2010 through 2/28/2013. 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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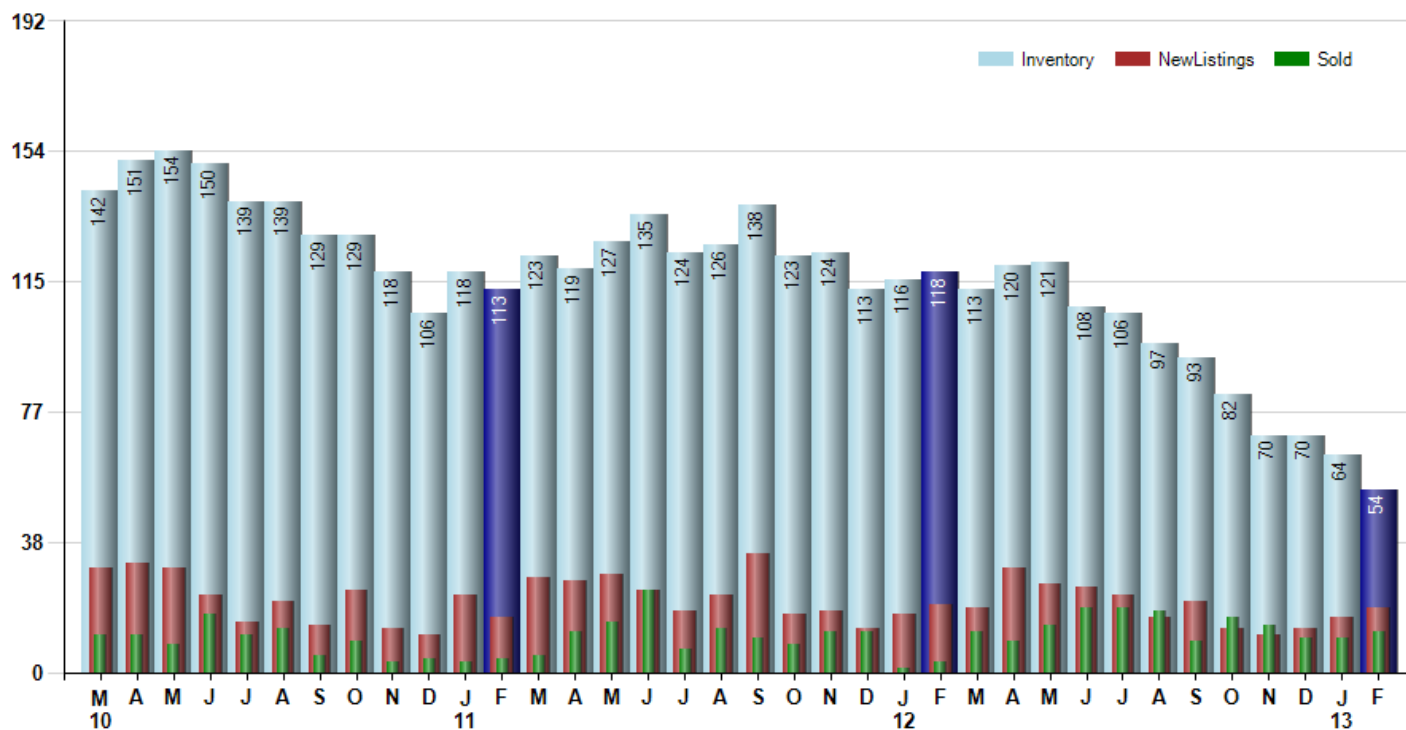
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Inventory / New Listings / Sales

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 February 2013 was 19, up 18.8% from 16 last month and down -5.0% from 20 in February of last year.



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MARKET ACTION REPORT

February 2013

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	M 10	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	F
Homes Sold	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	12
3 Mo. Roll Avg			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	11

	(000's) M 10	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	F
Median Sale Price	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	347
3 Mo. Roll Avg			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	432

	M 10	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	F
Inventory	142	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	54
MSI	13	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

	M 10	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	F
Days On Market	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	89
3 Mo. Roll Avg			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	118

	M 10	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	F
Price per Sq Ft	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	173
3 Mo. Roll Avg			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	187

	M 10	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	F
Sale to List Price	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	0.968
3 Mo. Roll Avg			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	0.951

	M 10	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	F
New Listings	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	19
Inventory	142	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	54
Sales	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	12

	(000's) M 10	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	F
Avg Sale Price	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	425
3 Mo. Roll Avg			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	465

