

MLS Area: Lake Forest



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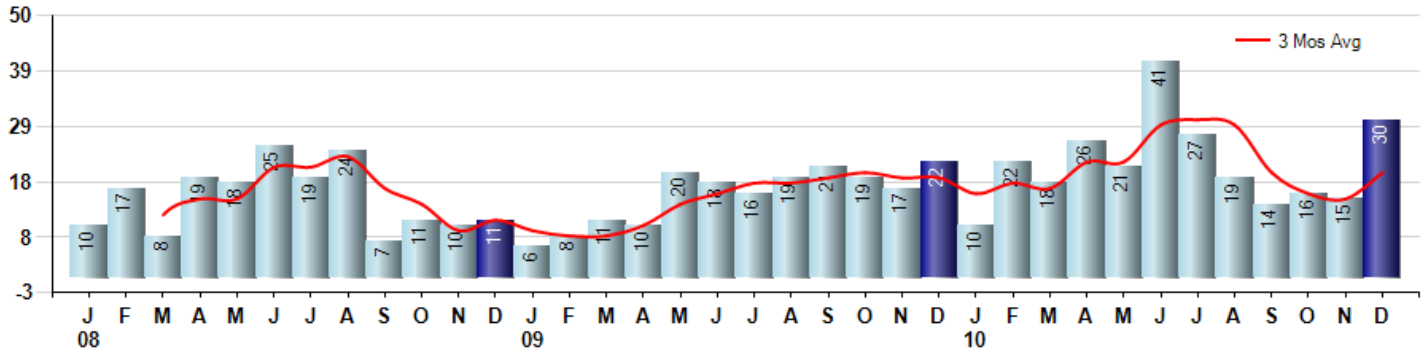
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,190,000	↑		↑				
Average List Price of all Current Listings	\$1,877,299	↑		↑				
December Median Sales Price	\$527,318	↔	↓	↓	↓	\$728,500	↑	↑
December Average Sales Price	\$876,071	↑	↔	↑	↓	\$899,272	↓	↓
Total Properties Currently for Sale (Inventory)	307	↓		↓				
December Number of Properties Sold	30	↑		↑		259	↑	
December Average Days on Market (Solds)	177	↑	↑	↑	↑	150	↔	↔
December Month's Supply of Inventory	10.2	↓	↓	↓	↓	20.3	↓	↓
December Sale Price vs List Price Ratio	85.1%	↑	↑	↑	↑	81.1%	↑	↑

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

Property Sales

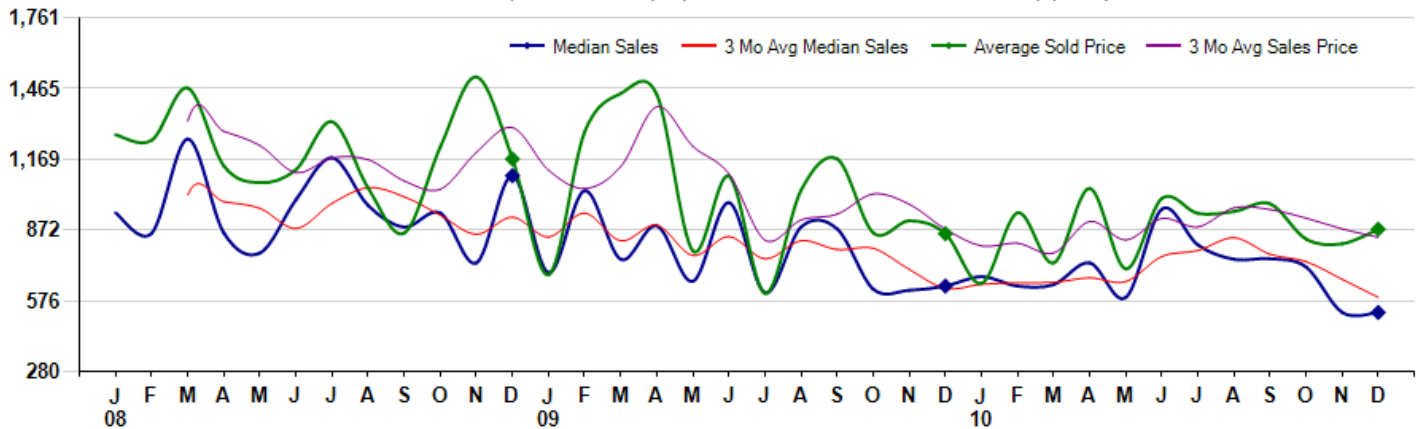
December Property sales were 30, up 36.4% from 22 in December of 2009 and 100.0% higher than the 15 sales last month. December 2010 sales were at their highest level compared to December of 2009 and 2008. December YTD sales of 259 are running 38.5% ahead of last year's year-to-date sales of 187.



Prices

The Median Sales Price in December was \$527,318, down -17.3% from \$637,500 in December of 2009 and up 0.1% from \$527,000 last month. The Average Sales Price in December was \$876,071, up 2.2% from \$857,166 in December of 2009 and up 7.5% from \$814,999 last month. December 2010 ASP was at a mid range compared to December of 2009 and 2008.

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 1/1/2008 through 12/31/2010. 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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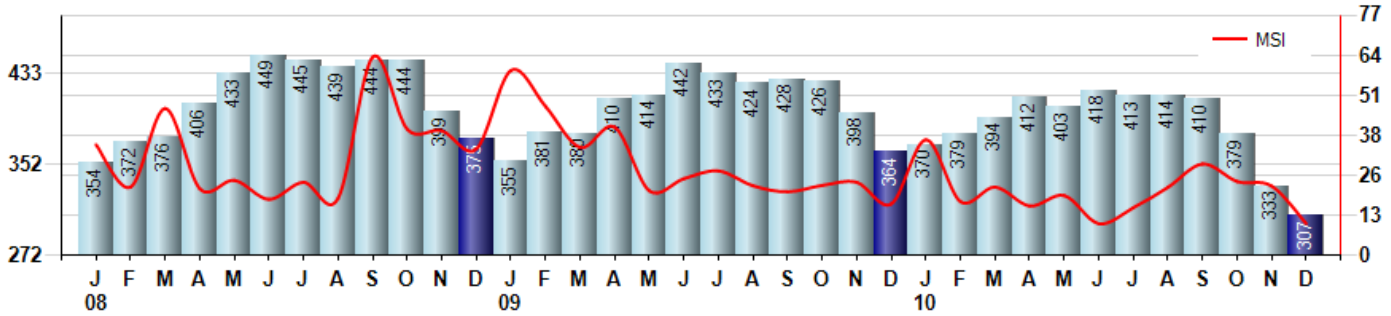
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 307, down -7.8% from 333 last month and down -15.7% from 364 in December of last year. December 2010 Inventory was at the lowest level compared to December of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2010 MSI of 10.2 months was at its lowest level compared with December of 2009 and 2008.

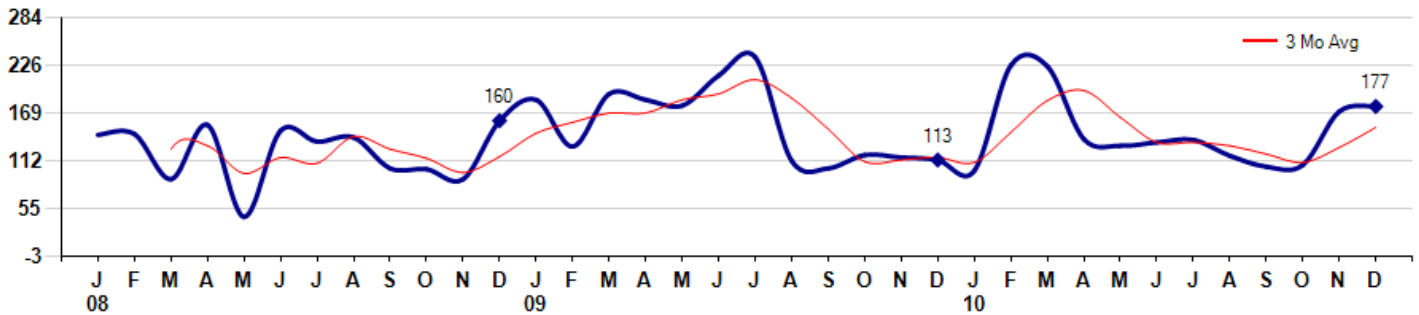
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 177, up 3.5% from 171 days last month and up 56.6% from 113 days in December of last year. The December 2010 DOM was at its highest level compared with December of 2009 and 2008.

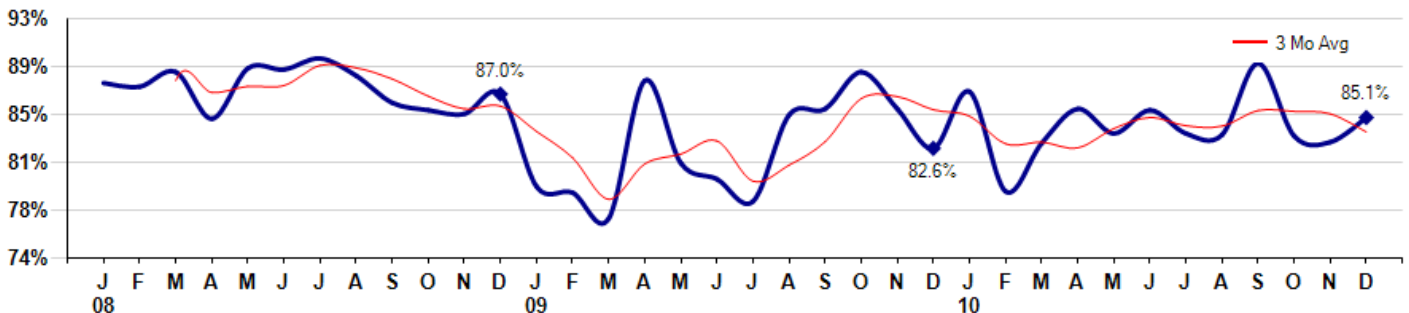
Average Days on Market (Listing to Contract) for properties sold during the month



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 December 2010 Selling Price vs Original List Price of 85.1% was up from 83.1% last month and up from 82.6% in December of last year.

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



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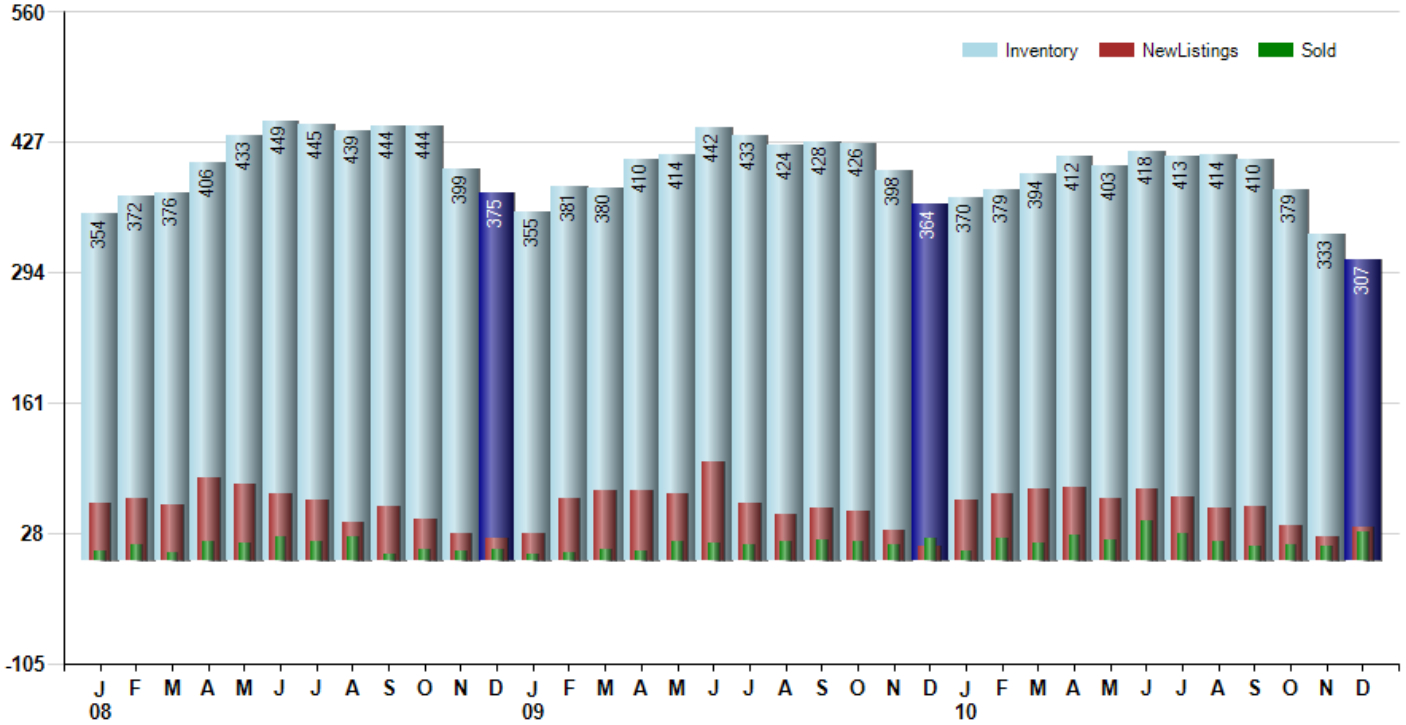
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Inventory / New Listings / Sales

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 December 2010 was 34, up 41.7% from 24 last month and up 126.7% from 15 in December of last year.



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	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	10	17	8	19	18	25	19	24	7	11	10	11	6	8	11	10	20	18	16	19	21	19	17	22	10	22	18	26	21	41	27	19	14	16	15	30
3 Mo. Roll Avg			12	15	15	21	21	23	17	14	9	11	9	8	8	10	14	16	18	18	19	20	19	19	16	18	17	22	22	29	30	29	20	16	15	20

(000's)	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	944	859	1,254	860	776	1,000	1,175	975	885	944	735	1,100	694	1,038	750	890	658	988	610	885	877	625	620	638	678	638	644	735	590	960	810	750	753	718	527	527
3 Mo. Roll Avg			1,019	991	963	879	984	1,050	1,012	935	855	926	843	944	827	893	766	845	752	828	791	796	707	628	645	651	653	672	656	762	787	840	771	740	666	591

	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
Inventory	354	372	376	406	433	449	445	439	444	444	399	375	355	381	380	410	414	442	433	424	428	426	398	364	370	379	394	412	403	418	413	414	410	379	333	307
MSI	35	22	47	21	24	18	23	18	63	40	40	34	59	48	35	41	21	25	27	22	20	22	23	17	37	17	22	16	19	10	15	22	29	24	22	10

	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
Days On Market	143	144	90	155	45	148	135	140	103	102	90	160	185	129	192	185	178	214	236	112	103	119	116	113	100	226	225	138	130	134	137	118	105	107	171	177
3 Mo. Roll Avg			126	130	97	116	109	141	126	115	98	117	145	158	169	169	185	192	209	187	150	111	113	116	110	146	184	196	164	134	134	130	120	110	128	152

	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	310	345	429	308	328	333	318	274	304	322	286	317	195	295	309	390	216	238	203	284	266	301	239	228	218	255	220	257	240	277	256	259	283	221	225	266
3 Mo. Roll Avg			361	361	355	323	326	308	299	300	304	308	266	269	266	331	305	281	219	242	251	284	269	256	228	234	231	244	239	258	258	264	266	254	243	237

	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	0.879	0.876	0.888	0.850	0.891	0.890	0.899	0.885	0.863	0.857	0.854	0.870	0.795	0.790	0.769	0.881	0.814	0.801	0.783	0.853	0.858	0.888	0.858	0.826	0.872	0.791	0.830	0.858	0.838	0.857	0.838	0.837	0.895	0.836	0.831	0.851
3 Mo. Roll Avg			0.881	0.871	0.876	0.877	0.893	0.891	0.882	0.868	0.858	0.860	0.840	0.818	0.785	0.813	0.821	0.832	0.799	0.812	0.831	0.866	0.868	0.857	0.852	0.830	0.831	0.826	0.842	0.851	0.844	0.844	0.857	0.856	0.854	0.839

	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
New Listings	59	63	57	85	78	68	61	39	56	43	27	22	27	63	71	72	69	101	59	47	54	50	31	15	62	69	73	74	64	73	65	53	56	36	24	34
Inventory	354	372	376	406	433	449	445	439	444	444	399	375	355	381	380	410	414	442	433	424	428	426	398	364	370	379	394	412	403	418	413	414	410	379	333	307
Sales	10	17	8	19	18	25	19	24	7	11	10	11	6	8	11	10	20	18	16	19	21	19	17	22	10	22	18	26	21	41	27	19	14	16	15	30

(000's)	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	1,271	1,248	1,467	1,141	1,071	1,126	1,326	1,048	860	1,220	1,514	1,170	685	1,283	1,444	1,440	786	1,098	607	1,039	1,170	861	911	857	649	945	734	1,047	710	1,005	942	950	982	834	815	876
3 Mo. Roll Avg			1,329	1,286	1,226	1,113	1,174	1,167	1,078	1,043	1,198	1,301	1,123	1,046	1,137	1,389	1,223	1,108	830	915	939	1,023	981	876	806	817	776	909	830	920	886	966	958	922	877	842

