

MLS Area: Lake Forest



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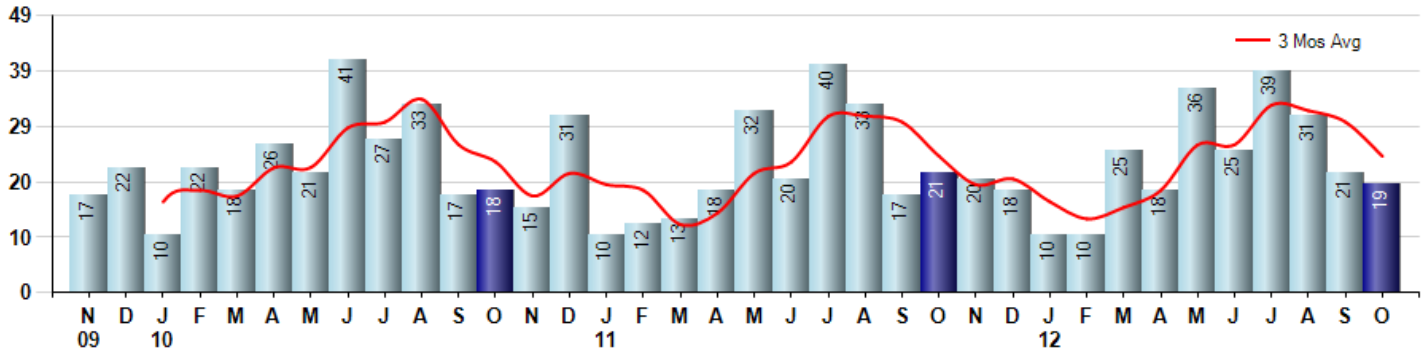
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$995,000	↓		↑				
Average List Price of all Current Listings	\$1,527,883	↓		↑				
October Median Sales Price	\$400,000	↓	↓	↓	↓	\$651,250	↓	↓
October Average Sales Price	\$541,329	↓	↓	↓	↓	\$817,761	↓	↓
Total Properties Currently for Sale (Inventory)	242	↓		↓				
October Number of Properties Sold	19	↓		↓		234	↑	
October Average Days on Market (Solds)	144	↑	↑	↓	↓	140	↓	↓
October Month's Supply of Inventory	12.7	↓	↑	↓	↓	14.7	↓	↓
October Sale Price vs List Price Ratio	91.7%	↓	↑	↑	↑	89.7%	↑	↑

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

Property Sales

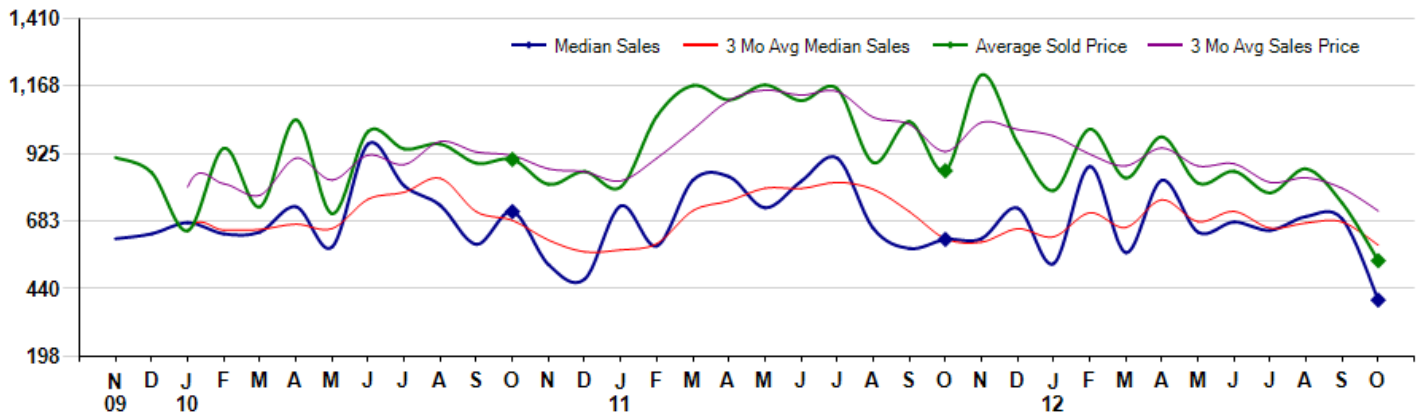
October Property sales were 19, down -9.5% from 21 in October of 2011 and -9.5% lower than the 21 sales last month. October 2012 sales were at a mid level compared to October of 2011 and 2010. October YTD sales of 234 are running 8.3% ahead of last year's year-to-date sales of 216.



Prices

The Median Sales Price in October was \$400,000, down -35.2% from \$617,500 in October of 2011 and down -42.1% from \$691,000 last month. The Average Sales Price in October was \$541,329, down -37.3% from \$863,667 in October of 2011 and down -27.6% from \$747,619 last month. October 2012 ASP was at the lowest level compared to October of 2011 and 2010.

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 11/1/2009 through 10/31/2012. 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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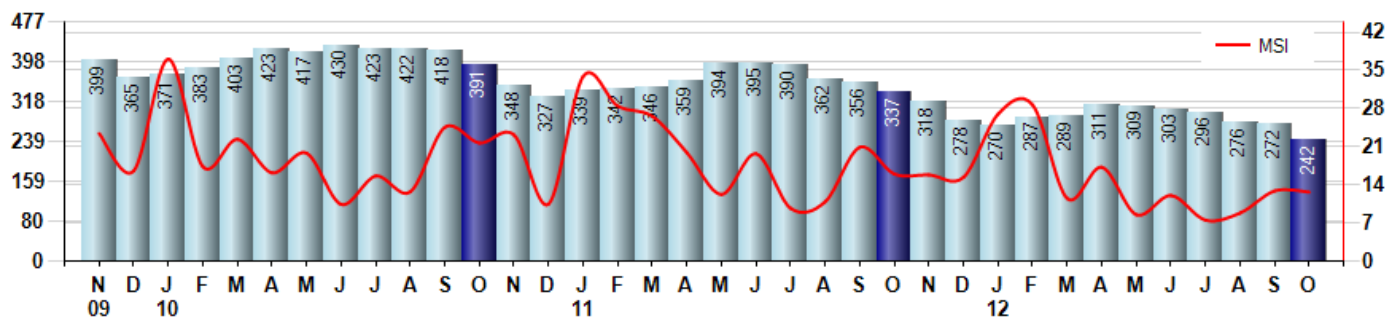
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Inventory & MSI

The Total Inventory of Properties available for sale as of October was 242, down -11.0% from 272 last month and down -28.2% from 337 in October of last year. October 2012 Inventory was at the lowest level compared to October of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2012 MSI of 12.7 months was at its lowest level compared with October of 2011 and 2010.

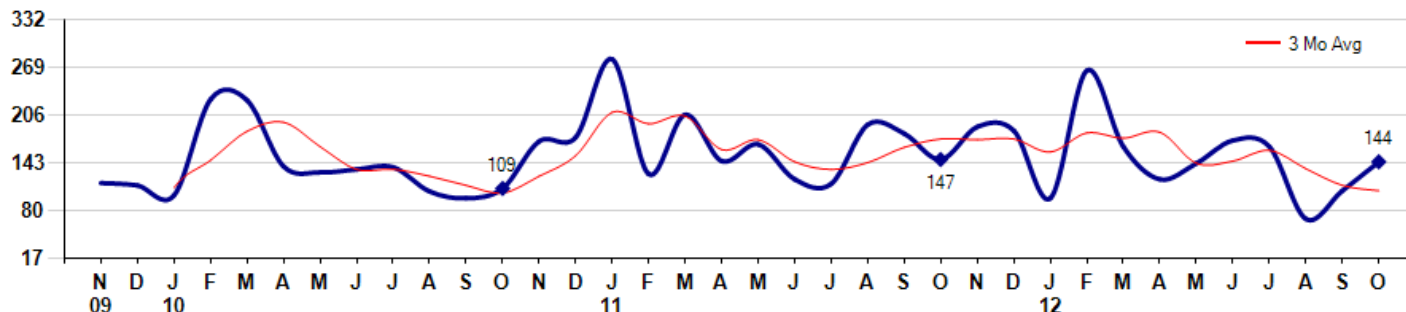
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 October was 144, up 35.8% from 106 days last month and down -2.0% from 147 days in October of last year. The October 2012 DOM was at a mid range compared with October of 2011 and 2010.

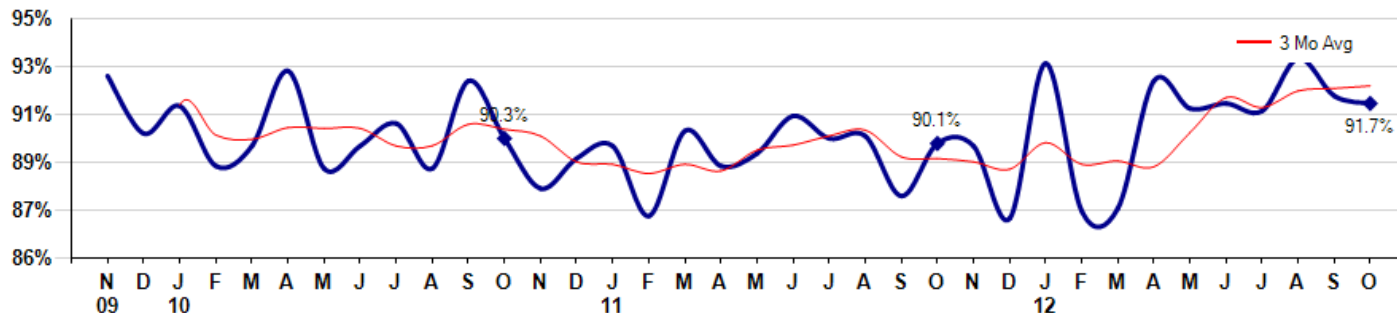
Average Days on Market (Listing to Contract) for properties sold during the month



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 October 2012 Selling Price vs List Price of 91.7% was down from 92.0% last month and up from 90.1% in October of last year.

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



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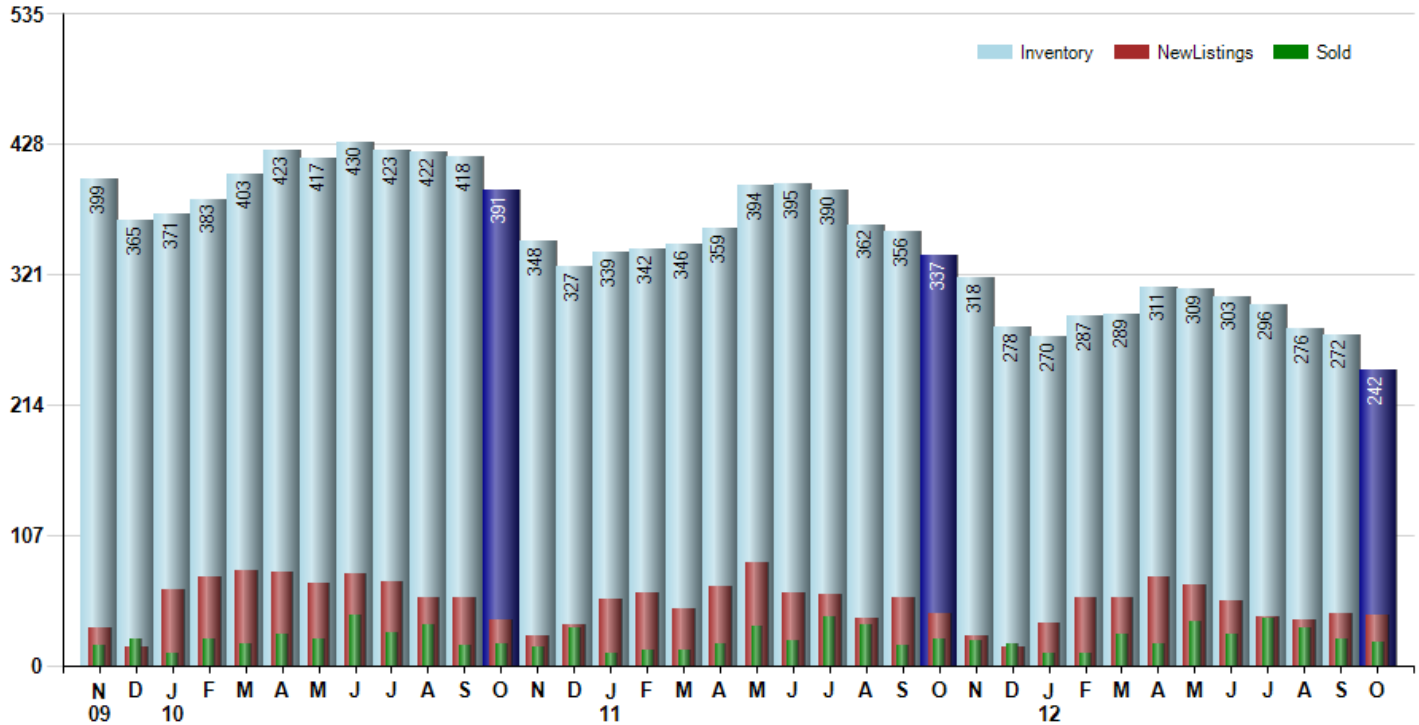
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Inventory / New Listings / Sales

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 October 2012 was 41, down -4.7% from 43 last month and down -2.4% from 42 in October of last year.



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	N 09	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	A	M	J	J	A	S	O
Homes Sold	17	22	10	22	18	26	21	41	27	33	17	18	15	31	10	12	13	18	32	20	40	33	17	21	20	18	10	10	25	18	36	25	39	31	21	19
3 Mo. Roll Avg			16	18	17	22	22	29	30	34	26	23	17	21	19	18	12	14	21	23	31	31	30	24	19	20	16	13	15	18	26	26	33	32	30	24

	(000's) N 09	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	A	M	J	J	A	S	O
Median Sale Price	620	638	678	638	644	735	590	960	810	740	600	718	527	475	738	594	830	843	731	826	909	658	585	618	620	730	531	880	570	830	644	680	650	700	691	400
3 Mo. Roll Avg			645	651	653	672	656	762	787	837	717	686	615	573	580	602	721	756	801	800	822	798	717	620	608	656	627	713	660	760	681	718	658	677	680	597

	N 09	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	A	M	J	J	A	S	O
Inventory	399	365	371	383	403	423	417	430	423	422	418	391	348	327	339	342	346	359	394	395	390	362	356	337	318	278	270	287	289	311	309	303	296	276	272	242
MSI	23	17	37	17	22	16	20	10	16	13	25	22	23	11	34	29	27	20	12	20	10	11	21	16	16	15	27	29	12	17	9	12	8	9	13	13

	N 09	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	A	M	J	J	A	S	O
Days On Market	116	113	100	226	225	138	130	134	137	105	96	109	171	176	279	128	206	145	167	121	115	193	181	147	190	185	96	264	164	121	142	172	164	69	106	144
3 Mo. Roll Avg			110	146	184	196	164	134	134	125	113	103	125	152	209	194	204	160	173	144	134	143	163	174	173	174	157	182	175	183	142	145	159	135	113	106

	N 09	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	A	M	J	J	A	S	O
Price per Sq Ft	239	228	218	255	220	257	240	277	256	270	261	221	225	266	232	262	241	277	274	267	271	229	251	244	237	224	233	236	219	247	219	242	220	253	239	189
3 Mo. Roll Avg			228	234	231	244	239	258	258	268	262	251	236	237	241	253	245	260	264	273	271	256	250	241	244	235	231	231	229	234	228	236	227	238	237	227

	N 09	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	A	M	J	J	A	S	O
Sale to List Price	0.928	0.905	0.916	0.892	0.900	0.930	0.891	0.900	0.909	0.891	0.926	0.903	0.883	0.895	0.900	0.872	0.906	0.892	0.897	0.912	0.903	0.904	0.880	0.901	0.900	0.871	0.933	0.874	0.875	0.926	0.915	0.917	0.914	0.935	0.920	0.917
3 Mo. Roll Avg			0.916	0.904	0.903	0.907	0.907	0.907	0.900	0.900	0.909	0.907	0.904	0.894	0.893	0.889	0.893	0.890	0.898	0.900	0.904	0.906	0.896	0.895	0.894	0.891	0.901	0.893	0.894	0.892	0.905	0.919	0.915	0.922	0.923	0.924

	N 09	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	A	M	J	J	A	S	O
New Listings	31	15	62	72	78	76	68	75	69	55	56	37	24	33	54	59	47	65	85	60	58	39	56	42	24	15	35	55	55	73	66	53	40	37	43	41
Inventory	399	365	371	383	403	423	417	430	423	422	418	391	348	327	339	342	346	359	394	395	390	362	356	337	318	278	270	287	289	311	309	303	296	276	272	242
Sales	17	22	10	22	18	26	21	41	27	33	17	18	15	31	10	12	13	18	32	20	40	33	17	21	20	18	10	10	25	18	36	25	39	31	21	19

	(000's) N 09	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	A	M	J	J	A	S	O
Avg Sale Price	911	857	649	945	734	1,047	710	1,005	942	960	891	904	815	861	806	1,059	1,170	1,118	1,172	1,115	1,158	893	1,040	864	1,208	964	793	1,013	838	985	819	862	784	871	748	541
3 Mo. Roll Avg			806	817	776	909	830	920	886	969	931	919	870	860	827	909	1,011	1,116	1,153	1,135	1,148	1,056	1,031	932	1,037	1,012	988	923	881	945	881	889	822	839	801	720

