

MLS Area: Lake Forest

ART WILSON

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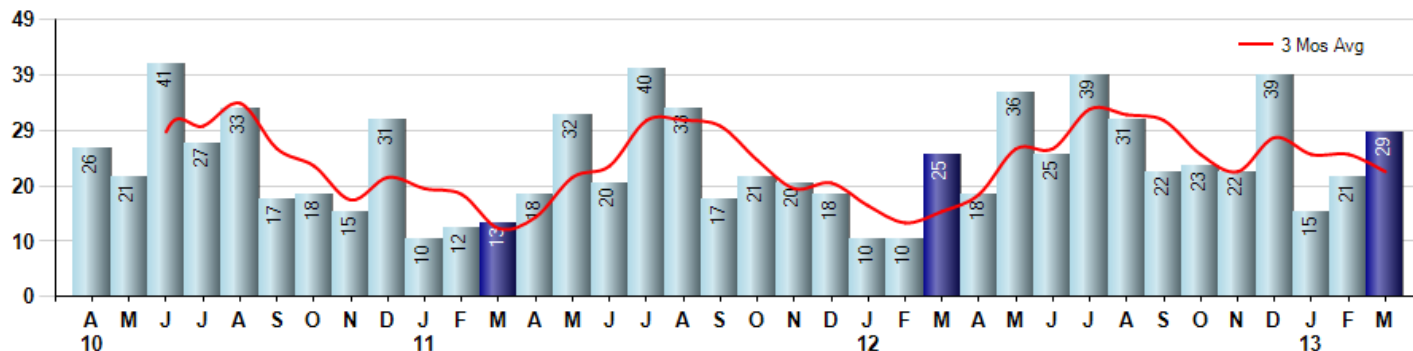
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,199,000	↑		↑				
Average List Price of all Current Listings	\$1,726,271	↑		↑				
March Median Sales Price	\$680,000	↓	↑	↑	↑	\$670,000	↑	↑
March Average Sales Price	\$939,103	↑	↑	↑	↑	\$799,608	↓	↓
Total Properties Currently for Sale (Inventory)	197	↓		↓				
March Number of Properties Sold	29	↑		↑		65	↑	
March Average Days on Market (Solds)	115	↓	↓	↓	↓	127	↓	↓
March Month's Supply of Inventory	6.8	↓	↓	↓	↓	10.0	↓	↓
March Sale Price vs List Price Ratio	92.0%	↓	↑	↑	↑	90.6%	↑	↑

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

Property Sales

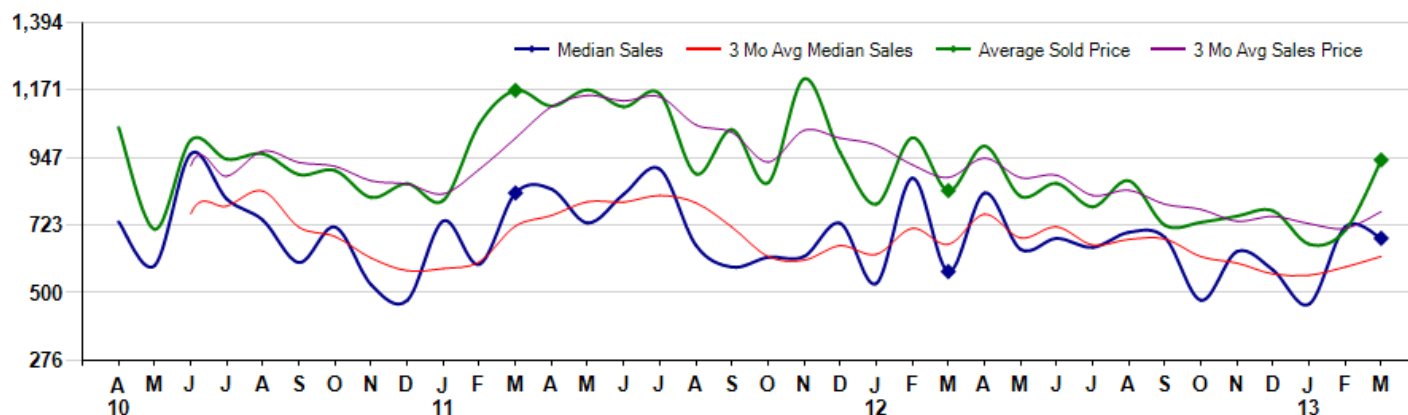
March Property sales were 29, up 16.0% from 25 in March of 2012 and 38.1% higher than the 21 sales last month. March 2013 sales were at their highest level compared to March of 2012 and 2011. March YTD sales of 65 are running 44.4% ahead of last year's year-to-date sales of 45.



Prices

The Median Sales Price in March was \$680,000, up 19.3% from \$570,000 in March of 2012 and down -5.3% from \$718,000 last month. The Average Sales Price in March was \$939,103, up 12.1% from \$837,870 in March of 2012 and up 33.0% from \$706,190 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.



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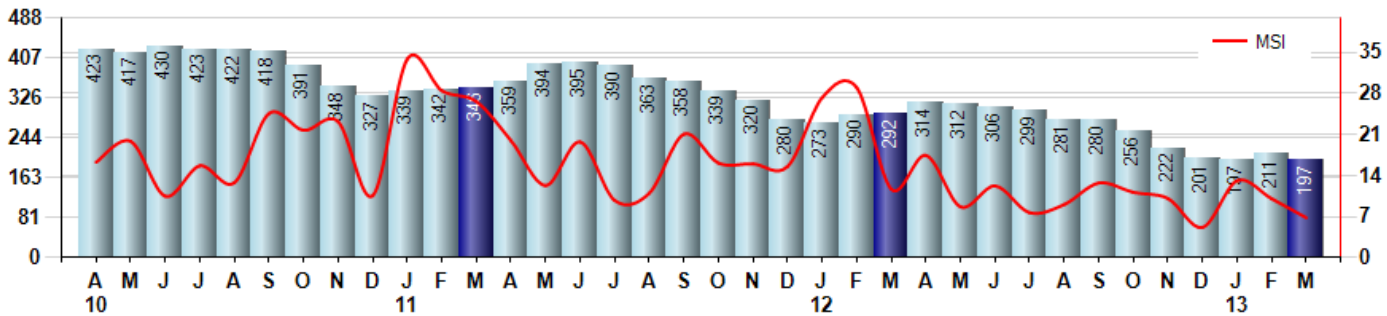
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Inventory & MSI

The Total Inventory of Properties available for sale as of March was 197, down -6.6% from 211 last month and down -32.5% from 292 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 6.8 months was at its lowest level compared with March of 2012 and 2011.

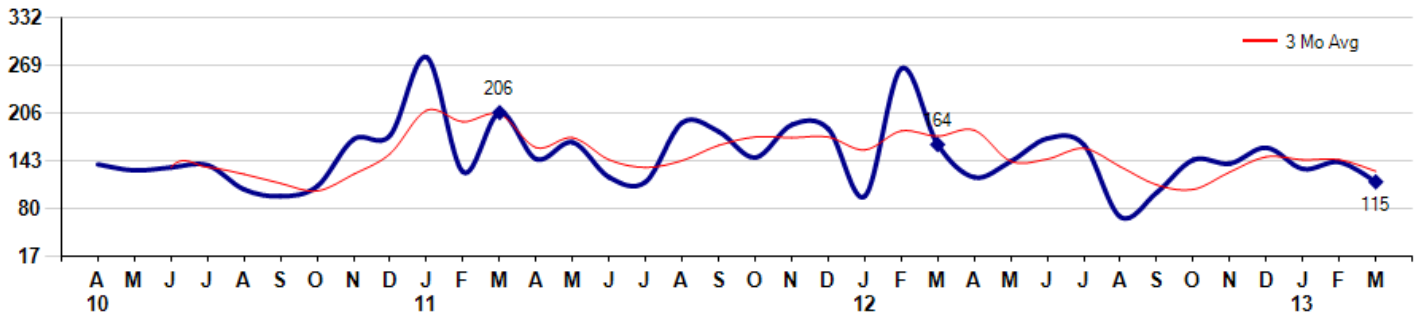
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 115, down -18.4% from 141 days last month and down -29.9% from 164 days in March of last year. The March 2013 DOM was at its lowest level compared with March of 2012 and 2011.

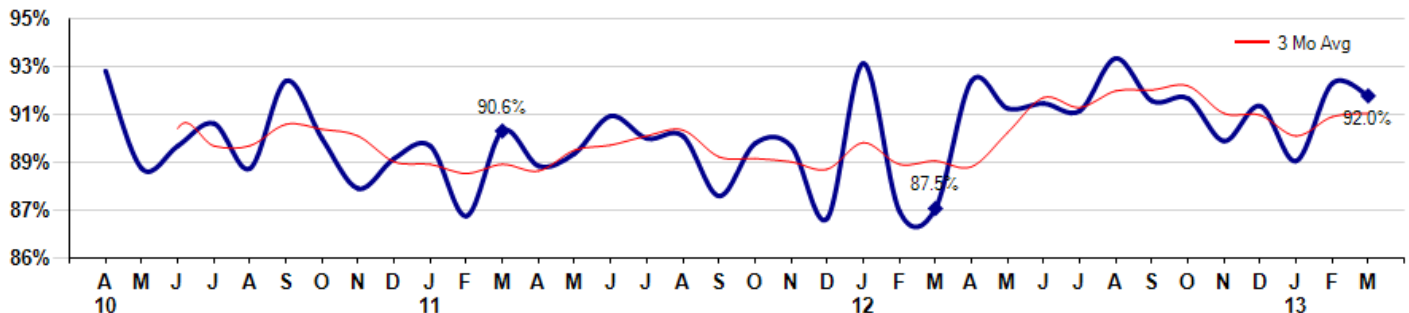
Average Days on Market(Listing to Contract) for properties sold during the month



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 92.0% was down from 92.5% last month and up from 87.5% in March of last year.

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



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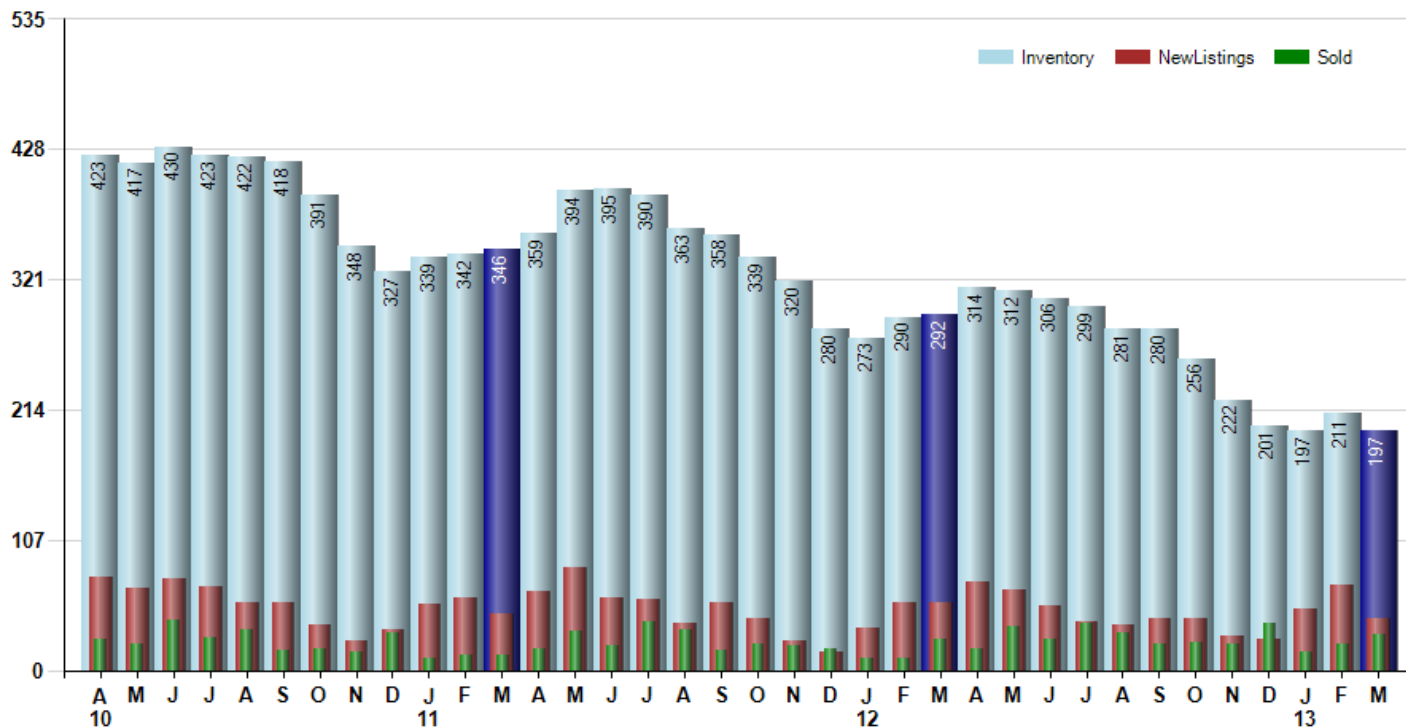
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Inventory / New Listings / Sales

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 March 2013 was 43, down -38.6% from 70 last month and down -21.8% from 55 in March of last year.



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MARKET ACTION REPORT

March 2013

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	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	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	22	23	22	39	15	21	29
3 Mo. Roll Avg			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	31	25	22	28	25	25	22

(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	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	683	475	637	575	463	718	680
3 Mo. Roll Avg			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	678	619	598	562	558	585	620

	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	423	417	430	423	422	418	391	348	327	339	342	346	359	394	395	390	363	358	339	320	280	273	290	292	314	312	306	299	281	280	256	222	201	197	211	197
MSI	16	20	10	16	13	25	22	23	11	34	29	27	20	12	20	10	11	21	16	16	16	27	29	12	17	9	12	8	9	13	11	10	5	13	10	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	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	101	144	139	160	132	141	115
3 Mo. Roll Avg			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	111	105	128	148	144	144	129

	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	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	234	216	206	212	193	208	248
3 Mo. Roll Avg			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	236	234	219	211	204	204	216

	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	0.930	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	0.918	0.919	0.902	0.916	0.894	0.925	0.920
3 Mo. Roll Avg			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	0.922	0.924	0.913	0.912	0.904	0.912	0.913

	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	76	68	75	69	55	55	37	24	33	54	59	47	65	85	60	58	39	56	42	24	15	35	55	55	73	66	53	40	37	43	42	28	25	51	70	43
Inventory	423	417	430	423	422	418	391	348	327	339	342	346	359	394	395	390	363	358	339	320	280	273	290	292	314	312	306	299	281	280	256	222	201	197	211	197
Sales	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	22	23	22	39	15	21	29

(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	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	724	733	754	771	661	706	939
3 Mo. Roll Avg			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	793	776	737	753	729	713	769

