

## MLS Area: Lake Forest



**ART WILSON**

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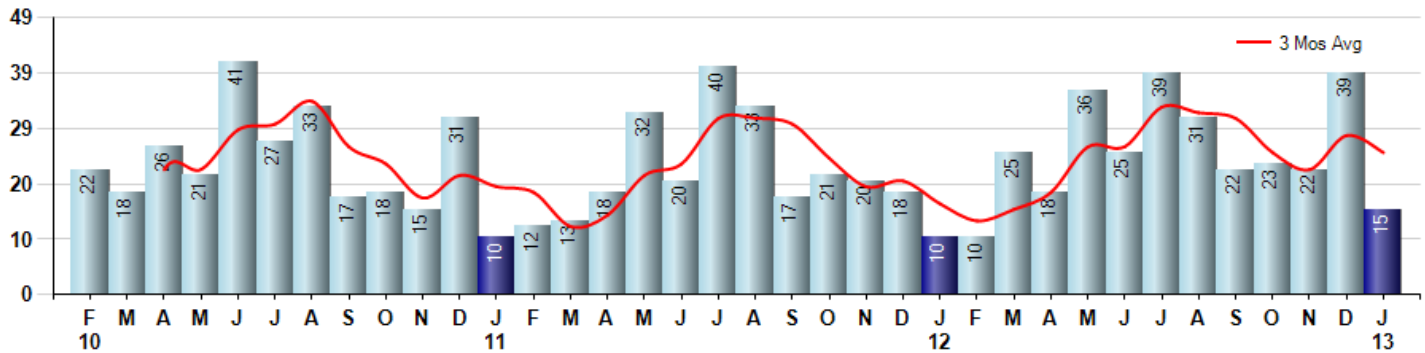
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,095,000	↑		↑				
Average List Price of all Current Listings	\$1,587,061	↑		↑				
January Median Sales Price	\$462,500	↓	↓	↓	↓	\$462,500	↓	↓
January Average Sales Price	\$660,700	↓	↓	↓	↓	\$660,700	↓	↓
Total Properties Currently for Sale (Inventory)	189	↓		↓				
January Number of Properties Sold	15	↓		↑		15	↔	
January Average Days on Market (Solds)	132	↓	↓	↑	↓	132	↑	↓
January Month's Supply of Inventory	12.6	↑	↑	↓	↓	12.6	↓	↓
January Sale Price vs List Price Ratio	89.4%	↓	↓	↓	↓	90.9%	↓	↑

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

### Property Sales

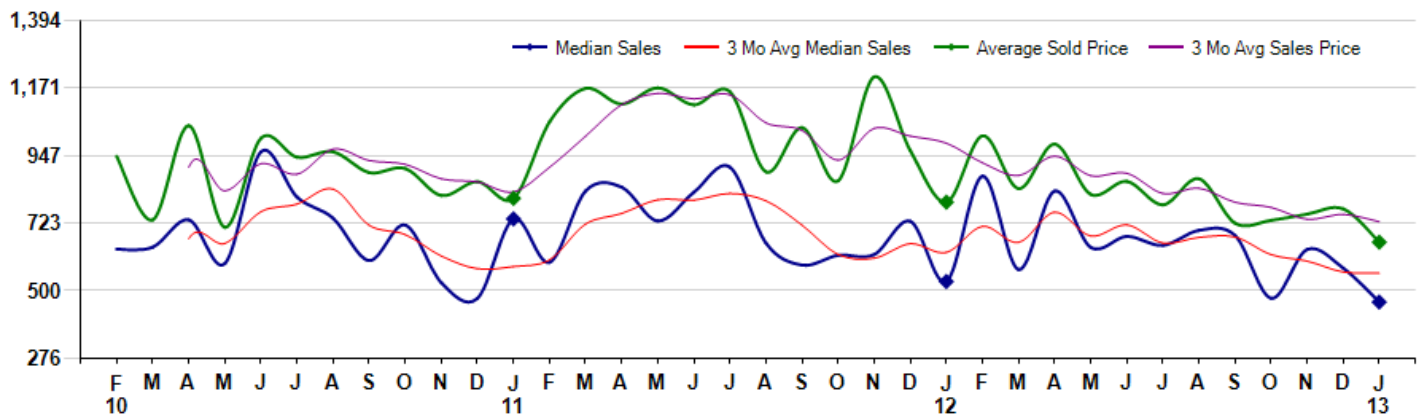
January Property sales were 15, up 50.0% from 10 in January of 2012 and -61.5% lower than the 39 sales last month. January 2013 sales were at their highest level compared to January of 2012 and 2011. January YTD sales of 15 are running 50.0% ahead of last year's year-to-date sales of 10.



### Prices

The Median Sales Price in January was \$462,500, down -12.8% from \$530,500 in January of 2012 and down -19.6% from \$575,000 last month. The Average Sales Price in January was \$660,700, down -16.7% from \$793,100 in January of 2012 and down -14.3% from \$771,269 last month. January 2013 ASP was at the lowest level compared to January 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 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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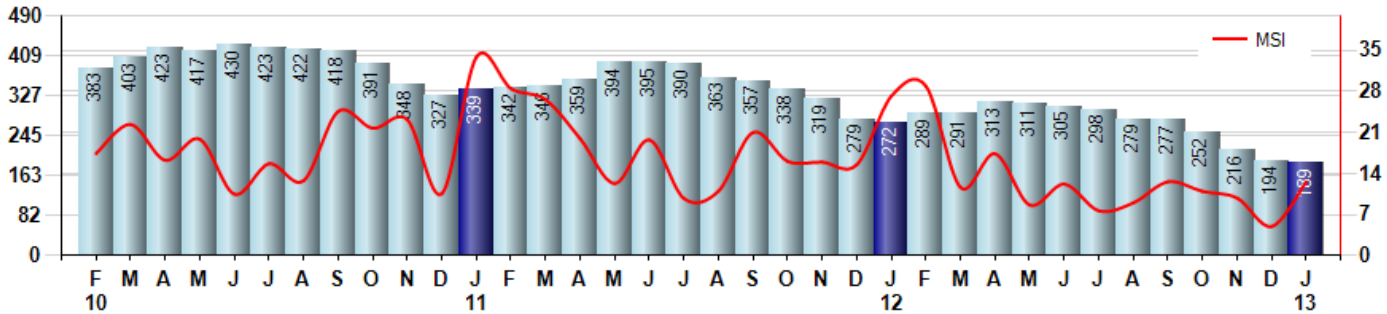
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

### Inventory & MSI

The Total Inventory of Properties available for sale as of January was 189, down -2.6% from 194 last month and down -30.5% from 272 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 12.6 months was at its lowest level compared with January of 2012 and 2011.

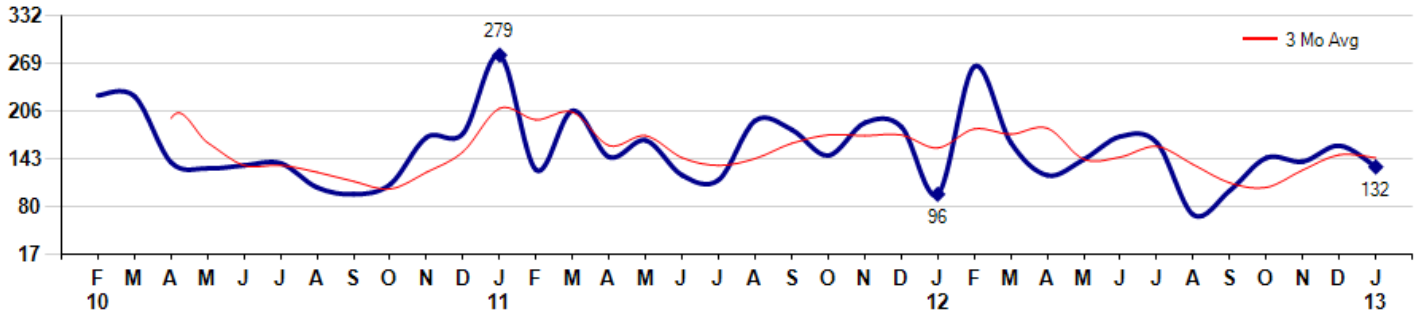
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 132, down -17.5% from 160 days last month and up 37.5% from 96 days in January of last year. The January 2013 DOM was at a mid range compared with January of 2012 and 2011.

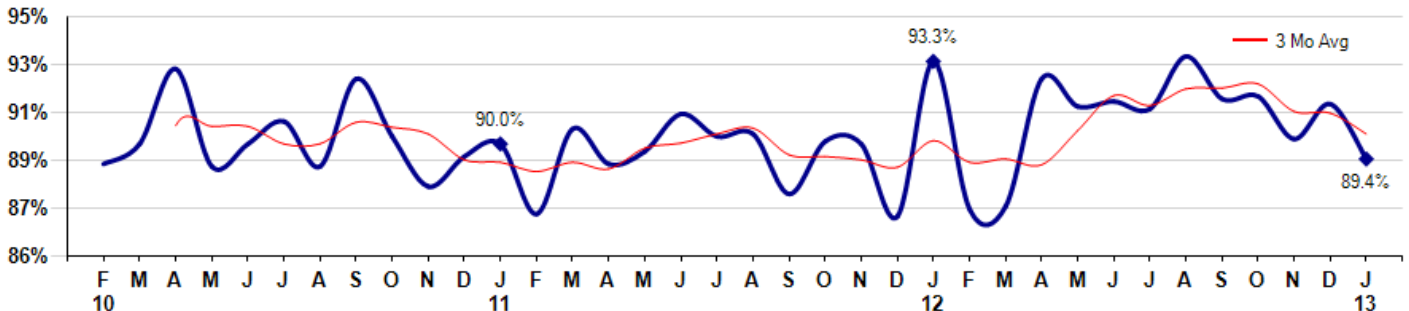
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 89.4% was down from 91.6% last month and down from 93.3% in January of last year.

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



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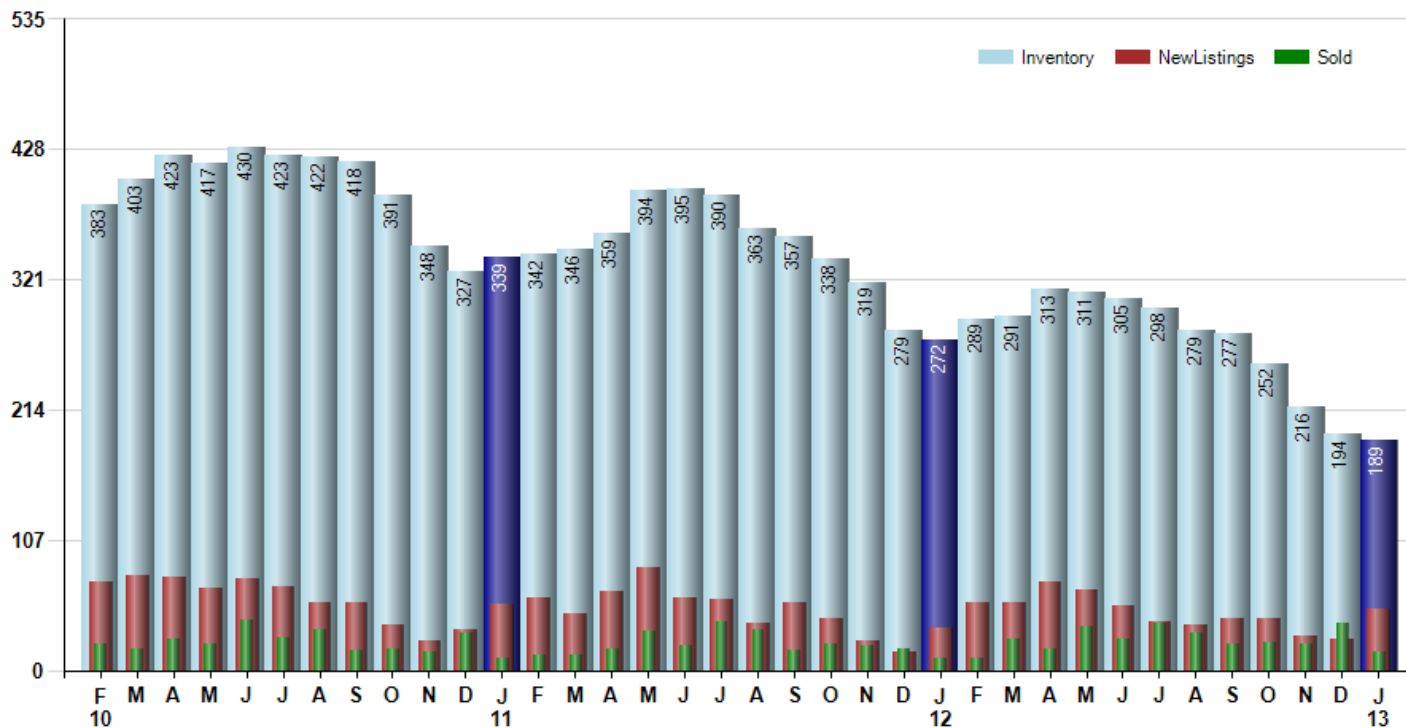
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### Inventory / New Listings / Sales

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 January 2013 was 51, up 104.0% from 25 last month and up 45.7% from 35 in January of last year.



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

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

	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	383	403	423	417	430	423	422	418	391	348	327	339	342	346	359	394	395	390	363	357	338	319	279	272	289	291	313	311	305	298	279	277	252	216	194	189
MSI	17	22	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

	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	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	101	144	139	160	132
3 Mo. Roll Avg			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	111	105	128	148	144

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

	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	0.892	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	0.918	0.919	0.902	0.916	0.894
3 Mo. Roll Avg			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	0.922	0.924	0.913	0.912	0.904

	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	72	78	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
Inventory	383	403	423	417	430	423	422	418	391	348	327	339	342	346	359	394	395	390	363	357	338	319	279	272	289	291	313	311	305	298	279	277	252	216	194	189
Sales	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	22	23	22	39	15

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

