

## MLS Area: Lake Forest



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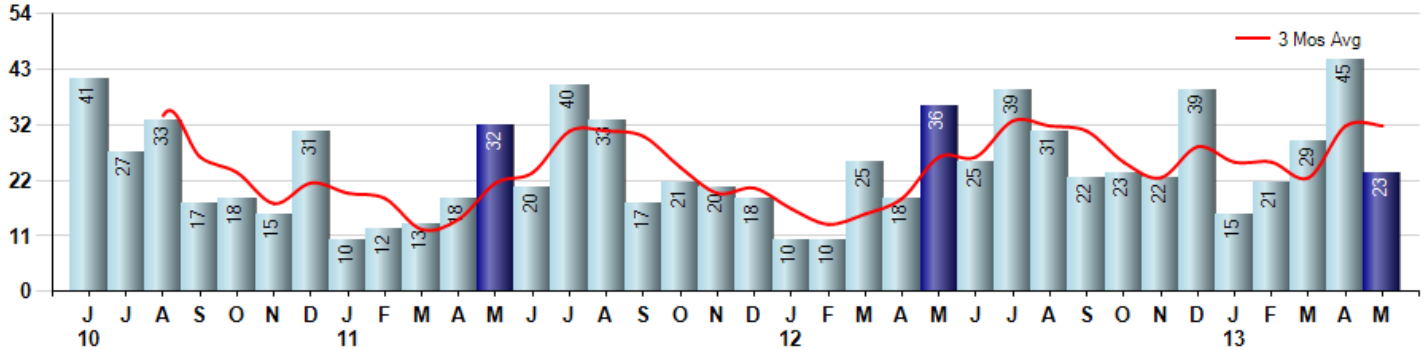
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview                | Month       | Trending Versus*: |     |     |    | YTD       | Trending Versus*: |           |
|---|-------------|-------------------|-----|-----|----|-----------|-------------------|-----------|
|   |             | LM                | L3M | PYM | LY |           | PriorYTD          | PriorYear |
| Median List Price of all Current Listings       | \$1,362,000 | ↑                 |     | ↑   |    |           |                   |           |
| Average List Price of all Current Listings      | \$1,864,480 | ↑                 |     | ↑   |    |           |                   |           |
| May Median Sales Price                          | \$638,900   | ↑                 | ↓   | ↔   | ↓  | \$640,000 | ↔                 | ↓         |
| May Average Sales Price                         | \$803,492   | ↑                 | ↑   | ↓   | ↔  | \$773,668 | ↓                 | ↓         |
| Total Properties Currently for Sale (Inventory) | 236         | ↔                 |     | ↓   |    |           |                   |           |
| May Number of Properties Sold                   | 23          | ↓                 |     | ↓   |    | 133       | ↑                 |           |
| May Average Days on Market (Solds)              | 199         | ↑                 | ↑   | ↑   | ↑  | 133       | ↓                 | ↓         |
| May Month's Supply of Inventory                 | 10.3        | ↑                 | ↑   | ↑   | ↓  | 9.3       | ↓                 | ↓         |
| May Sale Price vs List Price Ratio              | 91.4%       | ↓                 | ↔   | ↔   | ↑  | 91.4%     | ↑                 | ↑         |

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

### Property Sales

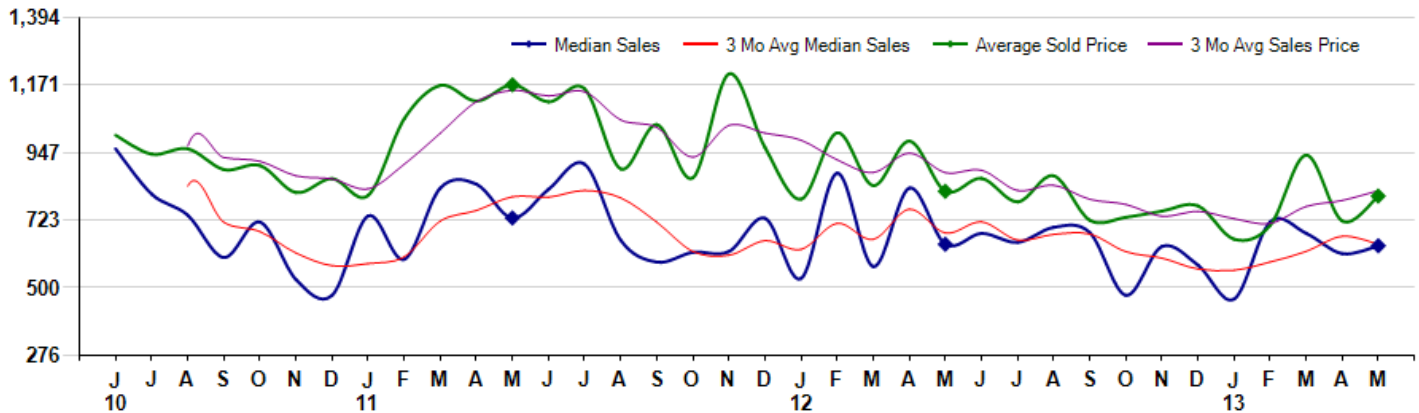
May Property sales were 23, down -36.1% from 36 in May of 2012 and -48.9% lower than the 45 sales last month. May 2013 sales were at their lowest level compared to May of 2012 and 2011. May YTD sales of 133 are running 34.3% ahead of last year's year-to-date sales of 99.



### Prices

The Median Sales Price in May was \$638,900, down -0.8% from \$643,750 in May of 2012 and up 4.2% from \$613,000 last month. The Average Sales Price in May was \$803,492, down -1.9% from \$819,361 in May of 2012 and up 11.4% from \$720,955 last month. May 2013 ASP was at the lowest level compared to May of 2012 and 2011.

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



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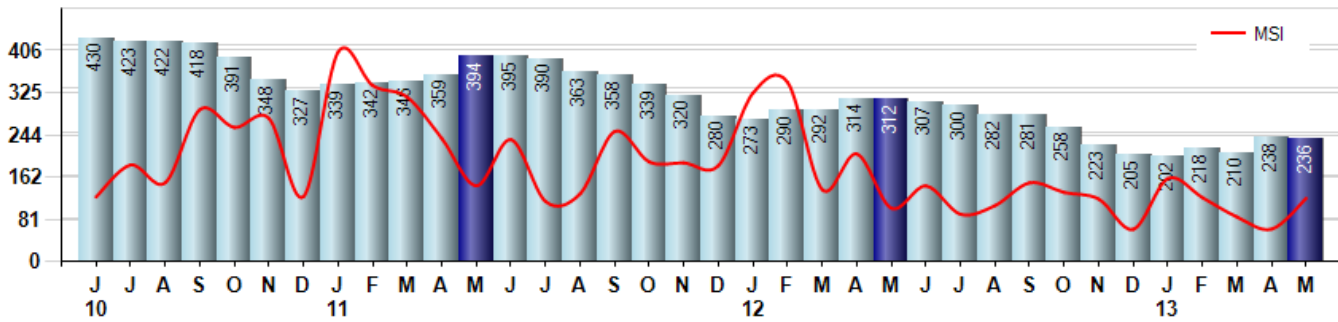
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

### Inventory & MSI

The Total Inventory of Properties available for sale as of May was 236, down -0.8% from 238 last month and down -24.4% from 312 in May of last year. May 2013 Inventory was at the lowest level compared to May of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2013 MSI of 10.3 months was at a mid range compared with May of 2012 and 2011.

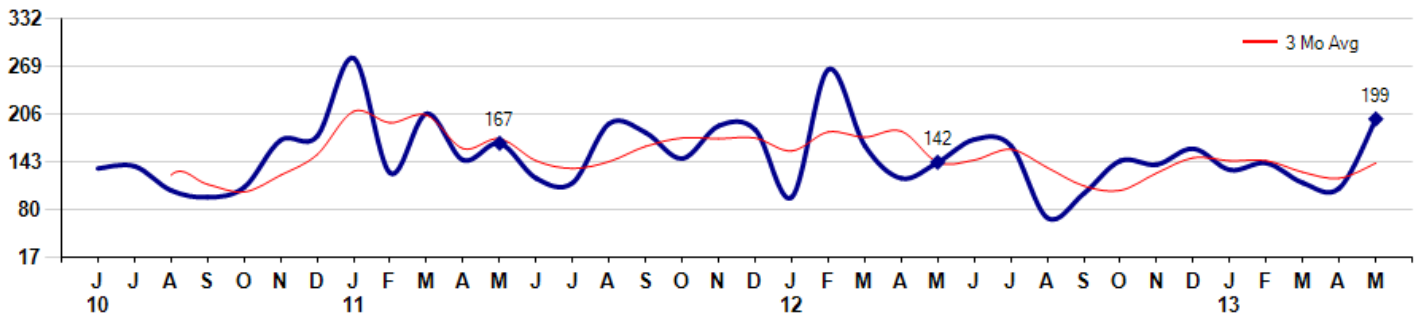
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 May was 199, up 84.3% from 108 days last month and up 40.1% from 142 days in May of last year. The May 2013 DOM was at its highest level compared with May of 2012 and 2011.

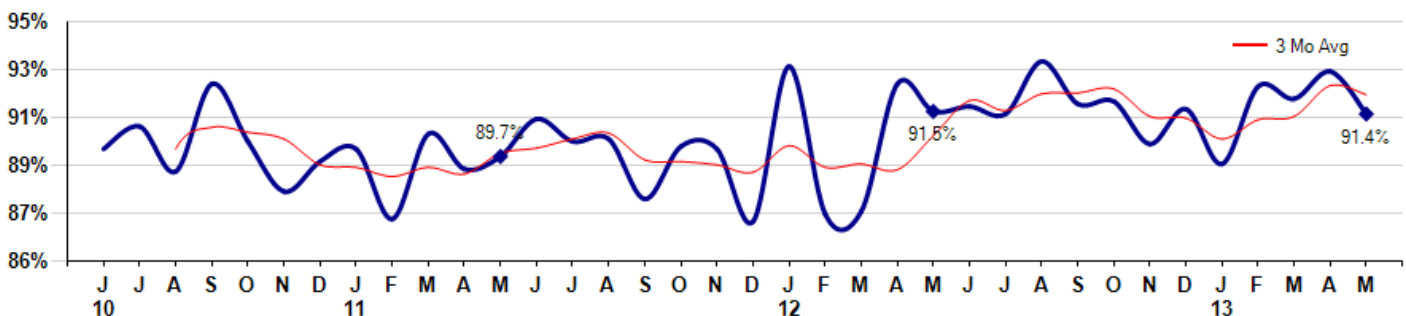
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 May 2013 Selling Price vs List Price of 91.4% was down from 93.1% last month and down from 91.5% in May of last year.

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



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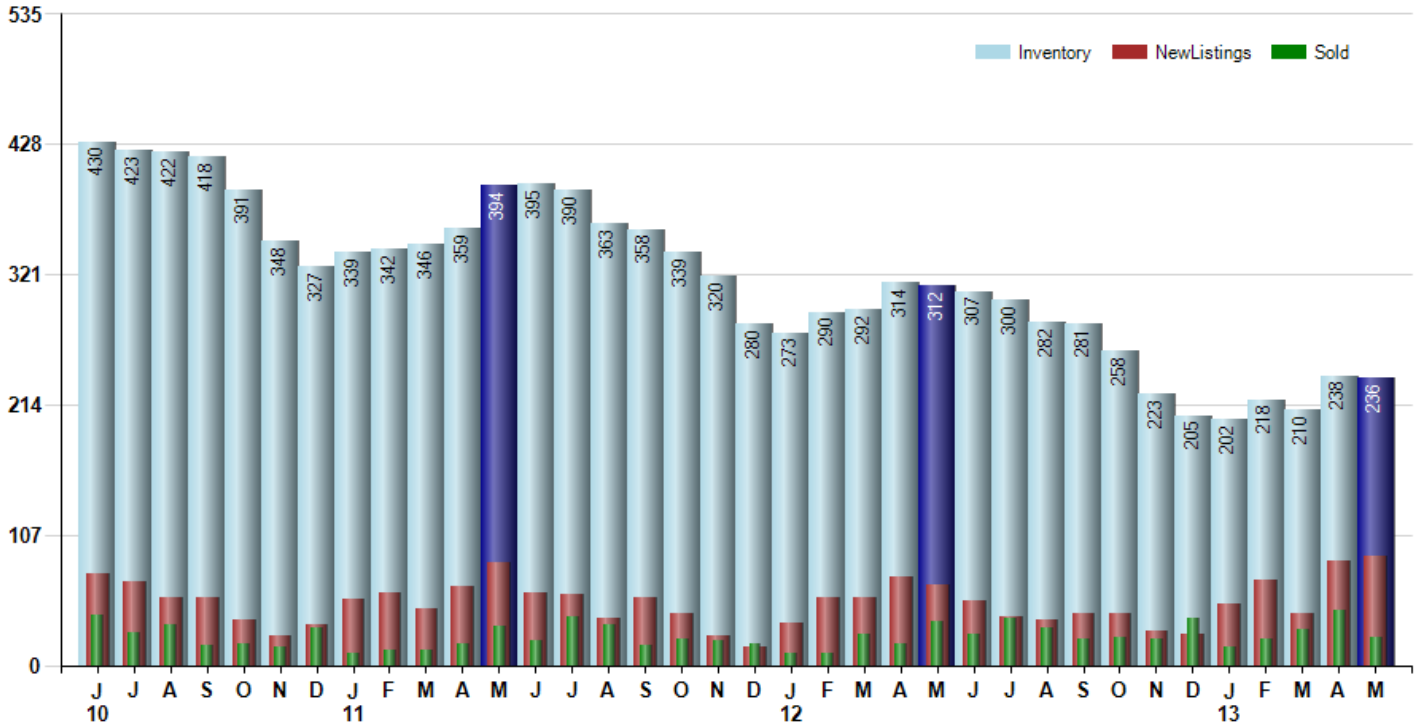
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### Inventory / New Listings / Sales

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 May 2013 was 89, up 3.5% from 86 last month and up 34.8% from 66 in May of last year.



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|                | J 10 | 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  | A  | M  |
|----------------|------|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|
| Homes Sold     | 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 | 45 | 23 |
| 3 Mo. Roll Avg |      |    | 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 | 32 | 32 |

| (000's)           | J 10 | 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   | A   | M   |
|-------------------|------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|
| Median Sale Price | 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 | 613 | 639 |
| 3 Mo. Roll Avg    |      |     | 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 | 670 | 644 |

|           | J 10 | 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   | A   | M   |
|-----------|------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|
| Inventory | 430  | 423 | 422 | 418 | 391 | 348 | 327 | 339  | 342 | 346 | 359 | 394 | 395 | 390 | 363 | 358 | 339 | 320 | 280 | 273  | 290 | 292 | 314 | 312 | 307 | 300 | 282 | 281 | 258 | 223 | 205 | 202  | 218 | 210 | 238 | 236 |
| MSI       | 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   | 5   | 10  |

|                | J 10 | 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   | A   | M   |
|----------------|------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|
| Days On Market | 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 | 108 | 199 |
| 3 Mo. Roll Avg |      |     | 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 | 121 | 141 |

|                 | J 10 | 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   | A   | M   |
|-----------------|------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|
| Price per Sq Ft | 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 | 211 | 232 |
| 3 Mo. Roll Avg  |      |     | 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 | 222 | 230 |

|                    | J 10  | 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     | A     | M     |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.931 | 0.914 |
| 3 Mo. Roll Avg     |       |       | 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 | 0.925 | 0.922 |

|              | J 10 | 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   | A   | M   |
|--------------|------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|
| New Listings | 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  | 86  | 89  |
| Inventory    | 430  | 423 | 422 | 418 | 391 | 348 | 327 | 339  | 342 | 346 | 359 | 394 | 395 | 390 | 363 | 358 | 339 | 320 | 280 | 273  | 290 | 292 | 314 | 312 | 307 | 300 | 282 | 281 | 258 | 223 | 205 | 202  | 218 | 210 | 238 | 236 |
| Sales        | 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  | 45  | 23  |

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|----------------|-------|-----|-----|-----|-----|-----|-----|------|-------|-------|-------|-------|-------|-------|-------|-------|-----|-------|-------|------|-------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|
| Avg Sale Price | 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 | 721 | 803 |
| 3 Mo. Roll Avg |       |     | 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 | 789 | 821 |

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