

MLS Area: Lake Forest



ART WILSON

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com



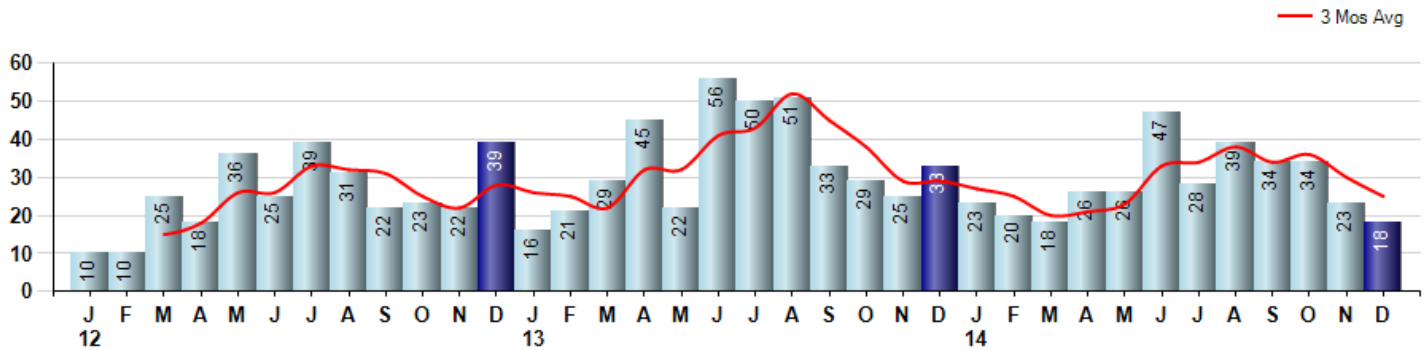
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,295,000	↑		↑				
Average List Price of all Current Listings	\$1,801,424	↑		↓				
December Median Sales Price	\$699,000	↓	↓	↑	↑	\$736,250	↑	↑
December Average Sales Price	\$757,431	↓	↓	↓	↓	\$925,743	↑	↑
Total Properties Currently for Sale (Inventory)	189	↓		↑				
December Number of Properties Sold	18	↓		↓		336	↓	
December Average Days on Market (Solds)	137	↑	↑	↑	↑	90	↓	↓
December Month's Supply of Inventory	10.5	↑	↑	↑	↑	8.7	↑	↑
December Sale Price vs List Price Ratio	93.6%	↑	↑	→	↑	92.9%	↑	↑

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

Property Sales

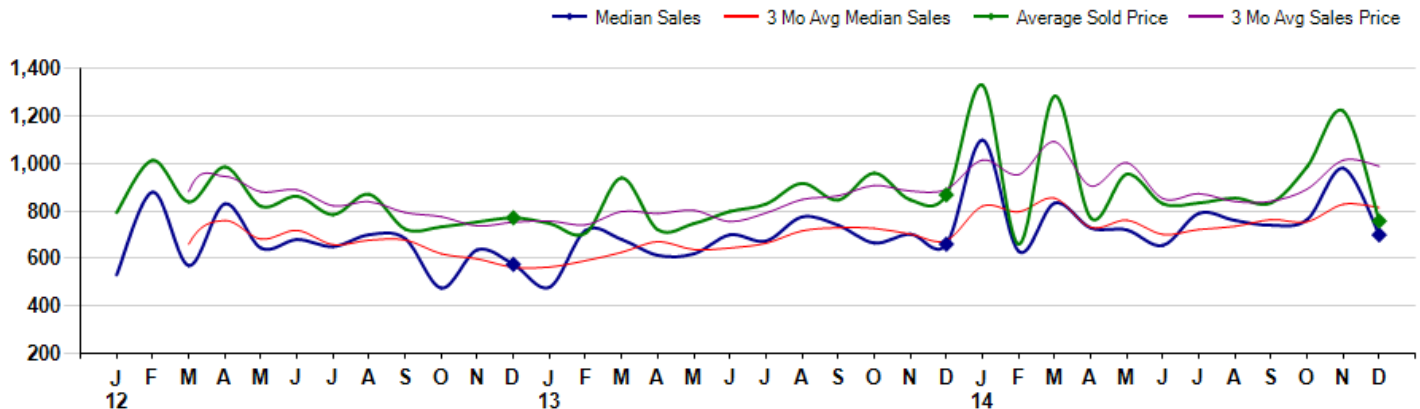
December Property sales were 18, down -45.5% from 33 in December of 2013 and -21.7% lower than the 23 sales last month. December 2014 sales were at their lowest level compared to December of 2013 and 2012. December YTD sales of 336 are running -18.0% behind last year's year-to-date sales of 410.



Prices

The Median Sales Price in December was \$699,000, up 5.9% from \$660,000 in December of 2013 and down -28.7% from \$980,000 last month. The Average Sales Price in December was \$757,431, down -12.7% from \$867,932 in December of 2013 and down -38.0% from \$1,220,915 last month. December 2014 ASP was at the lowest level compared to December of 2013 and 2012.

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



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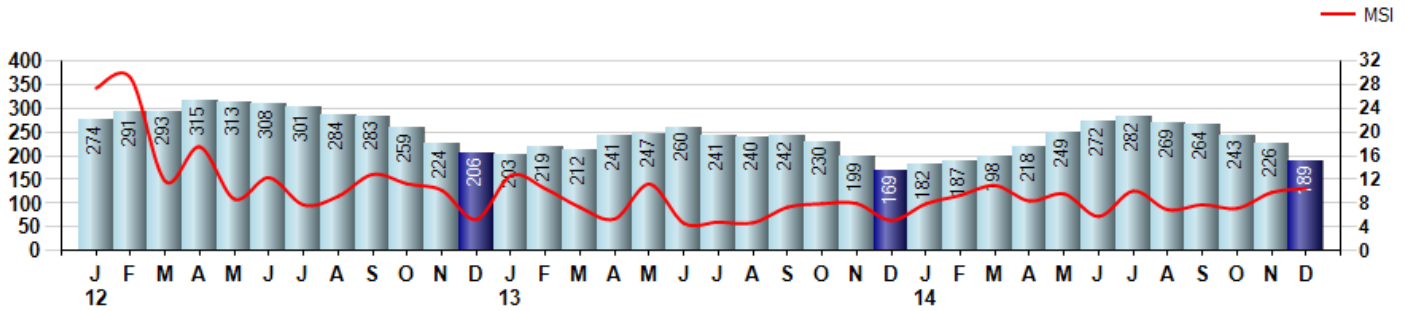
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 189, down -16.4% from 226 last month and up 11.8% from 169 in December of last year. December 2014 Inventory was at a mid range compared to December of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2014 MSI of 10.5 months was at its highest level compared with December of 2013 and 2012.

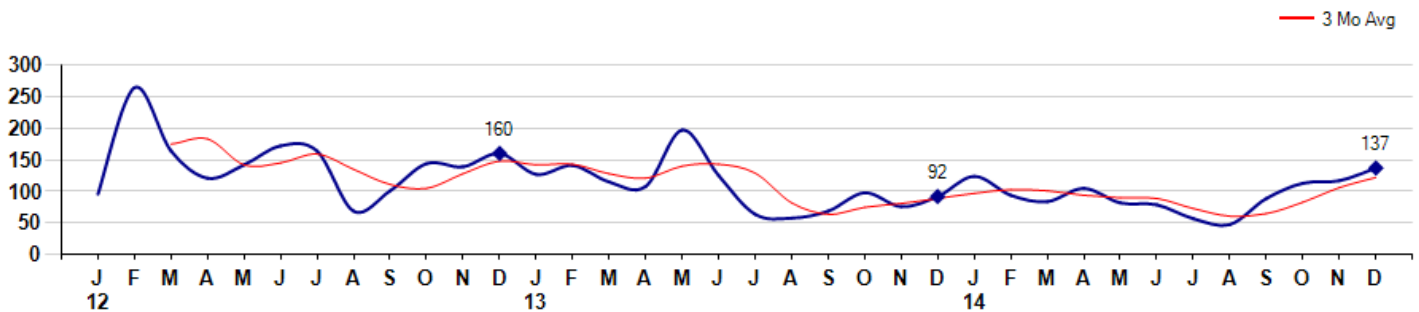
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 137, up 17.1% from 117 days last month and up 48.9% from 92 days in December of last year. The December 2014 DOM was at a mid range compared with December of 2013 and 2012.

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



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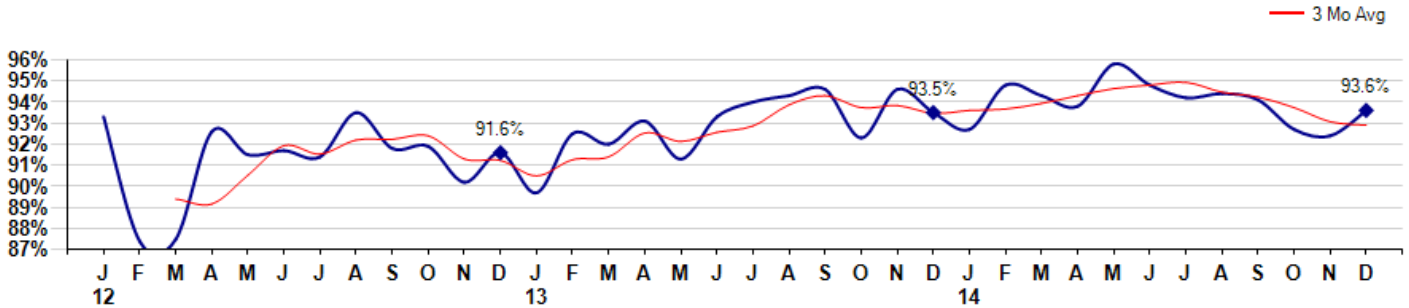


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Selling Price vs Listing Price

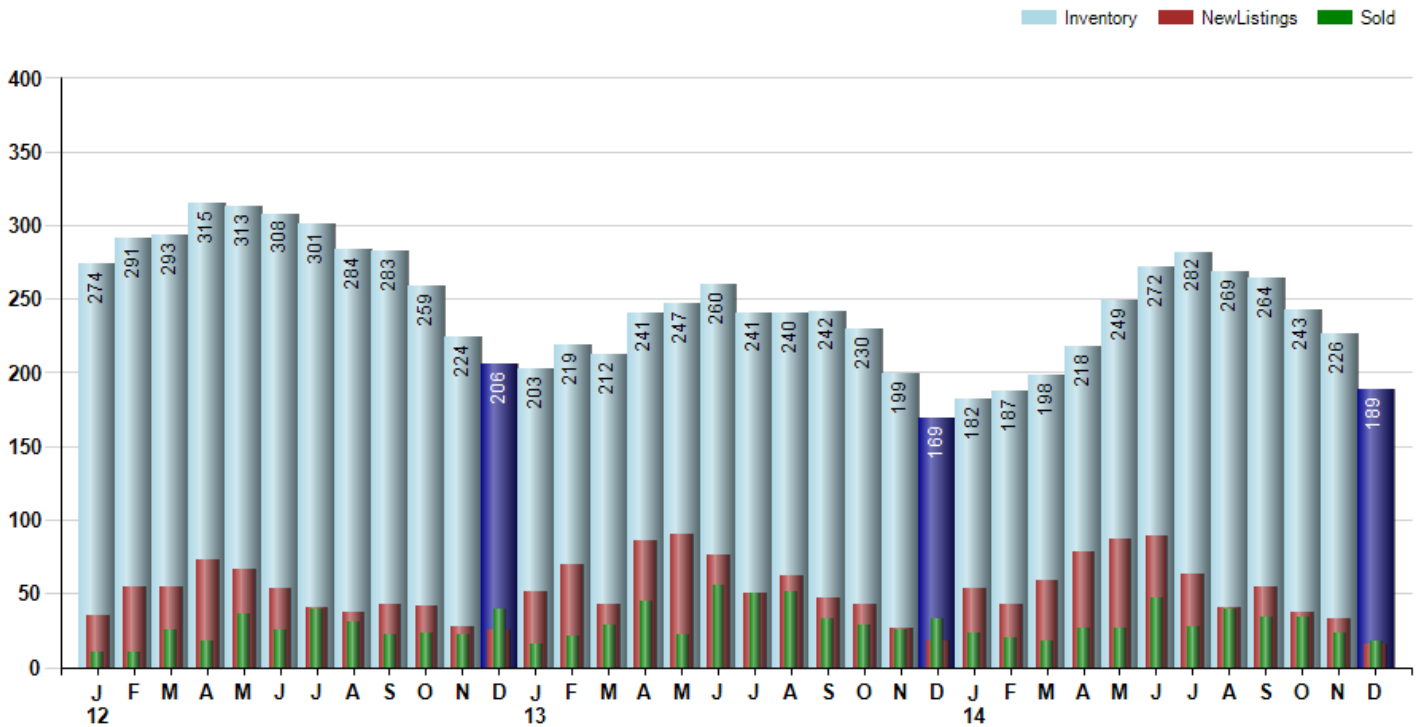
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2014 Selling Price vs List Price of 93.6% was up from 92.4% last month and up from 93.5% in December of last year.

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



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 2014 was 16, down -51.5% from 33 last month and down -11.1% from 18 in December of last year.



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	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	10	10	25	18	36	25	39	31	22	23	22	39	16	21	29	45	22	56	50	51	33	29	25	33	23	20	18	26	26	47	28	39	34	34	23	18
3 Mo. Roll Avg			15	18	26	26	33	32	31	25	22	28	26	25	22	32	32	41	43	52	45	38	29	29	27	25	20	21	23	33	34	38	34	36	30	25

(000's)	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	531	880	570	830	644	680	650	700	683	475	637	575	479	718	680	613	619	700	674	775	740	665	703	660	1,099	630	833	729	720	655	790	760	740	764	980	699
3 Mo. Roll Avg			660	760	681	718	658	677	678	619	598	562	563	591	626	670	637	644	664	716	730	727	703	676	821	796	854	731	761	701	722	735	763	755	828	814

	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D
Inventory	274	291	293	315	313	308	301	284	283	259	224	206	203	219	212	241	247	260	241	240	242	230	199	169	182	187	198	218	249	272	282	269	264	243	226	189
MSI	27	29	12	18	9	12	8	9	13	11	10	5	13	10	7	5	11	5	5	5	7	8	8	5	8	9	11	8	10	6	10	7	8	7	10	11

	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D
Days On Market	96	264	164	121	142	172	164	69	101	144	139	160	127	141	115	108	197	125	64	58	69	98	76	92	124	94	84	105	82	79	57	48	89	113	117	137
3 Mo. Roll Avg			175	183	142	145	159	135	111	105	128	148	142	143	128	121	140	143	129	82	64	75	81	89	97	103	101	94	90	89	73	61	65	83	106	122

	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	233	236	219	247	219	242	220	253	234	216	206	212	202	208	248	211	226	241	247	258	247	267	241	262	288	229	285	241	288	256	258	262	275	271	275	266
3 Mo. Roll Avg			229	234	228	236	227	238	236	234	219	211	207	219	222	228	226	238	249	251	257	252	257	264	260	267	252	271	262	267	259	265	269	274	271	

	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	0.933	0.874	0.875	0.926	0.915	0.917	0.914	0.935	0.918	0.919	0.902	0.916	0.897	0.925	0.920	0.931	0.913	0.933	0.940	0.943	0.946	0.923	0.946	0.935	0.927	0.948	0.943	0.938	0.958	0.948	0.942	0.944	0.941	0.927	0.924	0.936
3 Mo. Roll Avg			0.894	0.892	0.905	0.919	0.915	0.922	0.922	0.924	0.913	0.912	0.905	0.913	0.914	0.925	0.921	0.926	0.929	0.939	0.943	0.937	0.938	0.935	0.936	0.937	0.939	0.943	0.946	0.948	0.949	0.945	0.942	0.937	0.931	0.929

	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D
New Listings	35	55	55	73	66	53	40	37	43	42	28	25	51	70	43	86	90	76	50	62	47	43	27	18	53	43	59	78	87	89	63	41	55	37	33	16
Inventory	274	291	293	315	313	308	301	284	283	259	224	206	203	219	212	241	247	260	241	240	242	230	199	169	182	187	198	218	249	272	282	269	264	243	226	189
Sales	10	10	25	18	36	25	39	31	22	23	22	39	16	21	29	45	22	56	50	51	33	29	25	33	23	20	18	26	26	47	28	39	34	34	23	18

(000's)	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	793	1,013	838	985	819	862	784	871	724	733	754	771	748	706	939	721	747	798	829	917	846	959	847	868	1,330	660	1,284	771	954	830	834	854	834	987	1,221	757
3 Mo. Roll Avg			881	945	881	889	822	839	793	776	737	753	757	742	798	789	802	755	791	848	864	907	884	891	1,015	953	1,091	905	1,003	852	873	839	841	892	1,014	988

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