

MLS Area: Lake Forest



ART WILSON
 Broker, Realtor
 847-363-1599
 www.NorthShoreHomesOnline.com
 Art.Wilson@cbexchange.com



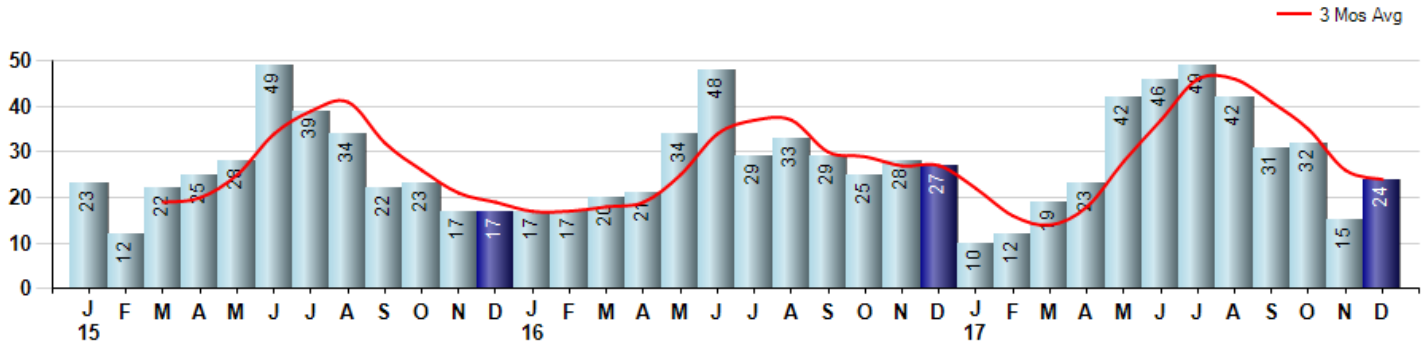
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,086,500	↓		↓				
Average List Price of all Current Listings	\$1,581,060	↔		↔				
December Median Sales Price	\$852,500	↑	↑	↑	↑	\$760,000	↑	↑
December Average Sales Price	\$1,026,875	↓	↑	↑	↑	\$943,399	↑	↑
Total Properties Currently for Sale (Inventory)	248	↓		↓				
December Number of Properties Sold	24	↑		↓		345	↑	
December Average Days on Market (Solds)	89	↓	↓	↓	↓	111	↑	↑
December Month's Supply of Inventory	10.3	↓	↓	↓	↓	14.5	↑	↑
December Sale Price vs List Price Ratio	89.9%	↑	↑	↑	↑	89.3%	↔	↓

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

Property Sales

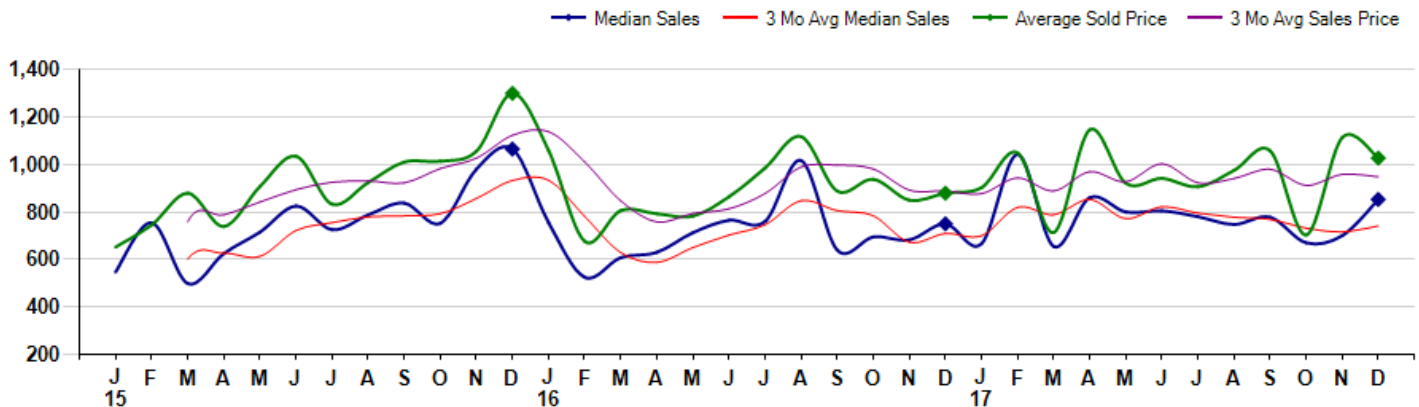
December Property sales were 24, down -11.1% from 27 in December of 2016 and 60.0% higher than the 15 sales last month. December 2017 sales were at a mid level compared to December of 2016 and 2015. December YTD sales of 345 are running 5.2% ahead of last year's year-to-date sales of 328.



Prices

The Median Sales Price in December was \$852,500, up 13.7% from \$750,000 in December of 2016 and up 21.8% from \$700,000 last month. The Average Sales Price in December was \$1,026,875, up 16.8% from \$878,903 in December of 2016 and down -7.8% from \$1,113,387 last month. December 2017 ASP was at a mid range compared to December of 2016 and 2015.

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



MLS Area: Lake Forest



ART WILSON
 Broker, Realtor
 847-363-1599
 www.NorthShoreHomesOnline.com
 Art.Wilson@cbexchange.com



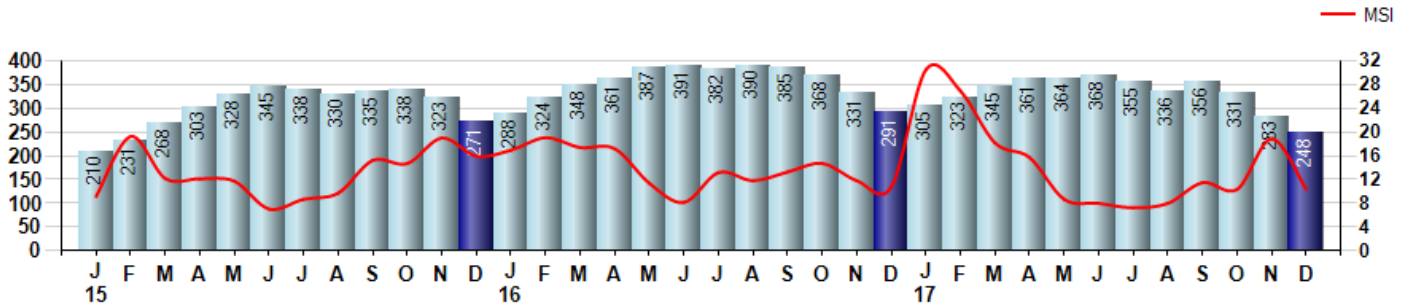
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of December was 248, down -12.4% from 283 last month and down -14.8% from 291 in December of last year. December 2017 Inventory was at the lowest level compared to December of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2017 MSI of 10.3 months was at its lowest level compared with December of 2016 and 2015.

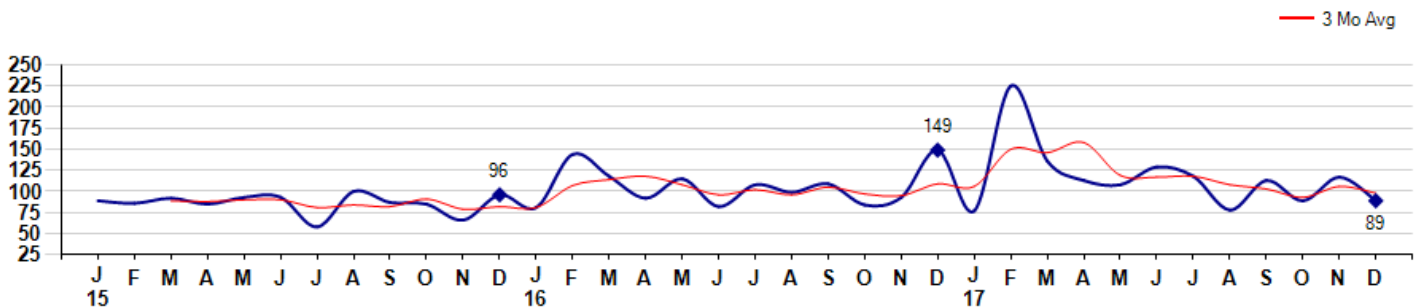
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 89, down -23.9% from 117 days last month and down -40.3% from 149 days in December of last year. The December 2017 DOM was at its lowest level compared with December of 2016 and 2015.

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



MLS Area: Lake Forest



ART WILSON
 Broker, Realtor
 847-363-1599
www.NorthShoreHomesOnline.com
Art.Wilson@cbexchange.com

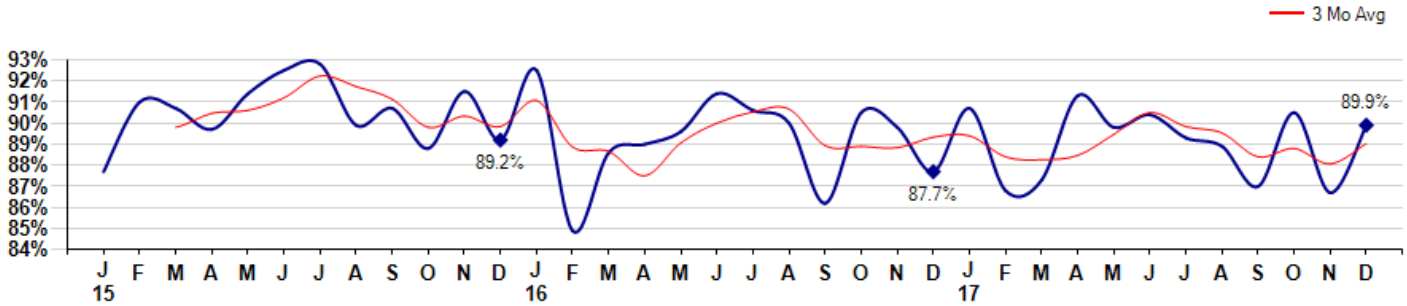


Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Selling Price vs Listing Price

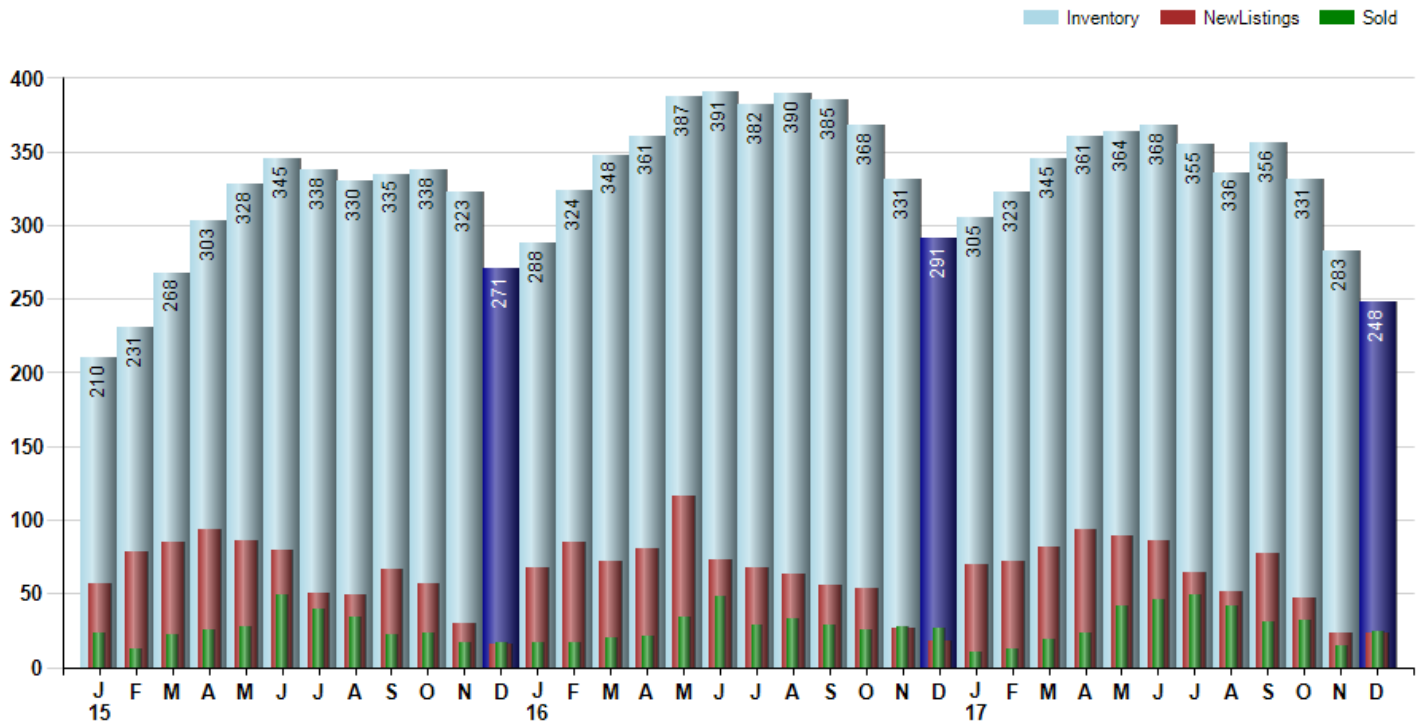
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2017 Selling Price vs List Price of 89.9% was up from 86.7% last month and up from 87.7% 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 2017 was 23, equal to 23 last month and up 27.8% from 18 in December of last year.



© 2018 Coldwell Banker Residential Brokerage. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 1/1/2015 through 12/31/2017. 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.



MLS Area: Lake Forest



ART WILSON
 Broker, Realtor
 847-363-1599
 www.NorthShoreHomesOnline.com
 Art.Wilson@cbexchange.com



Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	23	12	22	25	28	49	39	34	22	23	17	17	17	17	20	21	34	48	29	33	29	25	28	27	10	12	19	23	42	46	49	42	31	32	15	24
3 Mo. Roll Avg			19	20	25	34	39	41	32	26	21	19	17	18	19	25	34	37	37	30	29	27	27	22	16	14	18	28	37	46	46	41	35	26	24	

(000's)	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	548	755	499	625	715	825	725	788	838	753	980	1,065	755	525	608	630	713	765	760	1,017	640	695	683	750	666	1,043	655	860	800	805	780	748	778	670	700	853
3 Mo. Roll Avg			600	626	613	722	755	779	783	793	857	933	933	782	629	588	650	703	746	847	806	784	673	709	700	820	788	853	772	822	795	777	769	732	716	741

	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D
Inventory	210	231	268	303	328	345	338	330	335	338	323	271	288	324	348	361	387	391	382	390	385	368	331	291	305	323	345	361	364	368	355	336	356	331	283	248
MSI	9	19	12	12	12	7	9	10	15	15	19	16	17	19	17	17	11	8	13	12	13	15	12	11	31	27	18	16	9	8	7	8	11	10	19	10

	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D
Days On Market	89	86	92	85	93	93	58	100	87	85	66	96	81	144	118	92	115	82	108	99	109	84	93	149	77	225	136	113	108	129	118	78	113	89	117	89
3 Mo. Roll Avg			89	88	90	90	81	84	82	91	79	82	81	107	114	118	108	96	102	96	105	97	95	109	106	150	146	158	119	117	118	108	103	93	106	98

	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	223	228	242	242	273	278	265	251	246	272	275	292	287	236	270	240	241	255	277	276	241	238	241	240	270	260	233	264	248	258	252	260	257	238	269	247
3 Mo. Roll Avg			231	237	252	264	272	265	254	256	264	280	285	272	264	249	250	245	258	269	265	252	240	240	250	257	254	252	248	257	253	257	256	252	255	251

	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	0.877	0.910	0.907	0.897	0.914	0.925	0.928	0.899	0.907	0.888	0.915	0.892	0.925	0.849	0.886	0.890	0.896	0.914	0.906	0.900	0.862	0.905	0.898	0.877	0.907	0.868	0.873	0.913	0.898	0.904	0.893	0.889	0.870	0.905	0.867	0.899
3 Mo. Roll Avg			0.898	0.905	0.906	0.912	0.922	0.917	0.911	0.898	0.903	0.898	0.911	0.889	0.887	0.875	0.891	0.900	0.905	0.907	0.889	0.889	0.888	0.893	0.894	0.884	0.883	0.885	0.895	0.905	0.898	0.895	0.884	0.888	0.881	0.890

	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D
New Listings	57	78	85	93	86	79	50	49	67	57	30	16	68	85	72	81	116	73	68	63	56	54	26	18	70	72	82	93	89	86	64	51	77	47	23	23
Inventory	210	231	268	303	328	345	338	330	335	338	323	271	288	324	348	361	387	391	382	390	385	368	331	291	305	323	345	361	364	368	355	336	356	331	283	248
Sales	23	12	22	25	28	49	39	34	22	23	17	17	17	20	21	34	48	29	33	29	25	28	27	10	12	19	23	42	46	49	42	31	32	15	24	

(000's)	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	652	745	879	739	907	1,035	833	924	1,010	1,014	1,056	1,300	1,059	677	806	792	783	864	985	1,118	888	938	850	879	902	1,049	713	1,146	921	941	906	975	1,058	703	1,113	1,027
3 Mo. Roll Avg			759	788	842	894	925	931	922	983	1,026	1,123	1,138	1,012	847	758	793	813	877	989	997	981	892	889	877	943	888	969	927	1,003	923	941	980	912	958	948

© 2018 Coldwell Banker Residential Brokerage. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 1/1/2015 through 12/31/2017. 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.

