

## MLS Area: Lake Forest



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



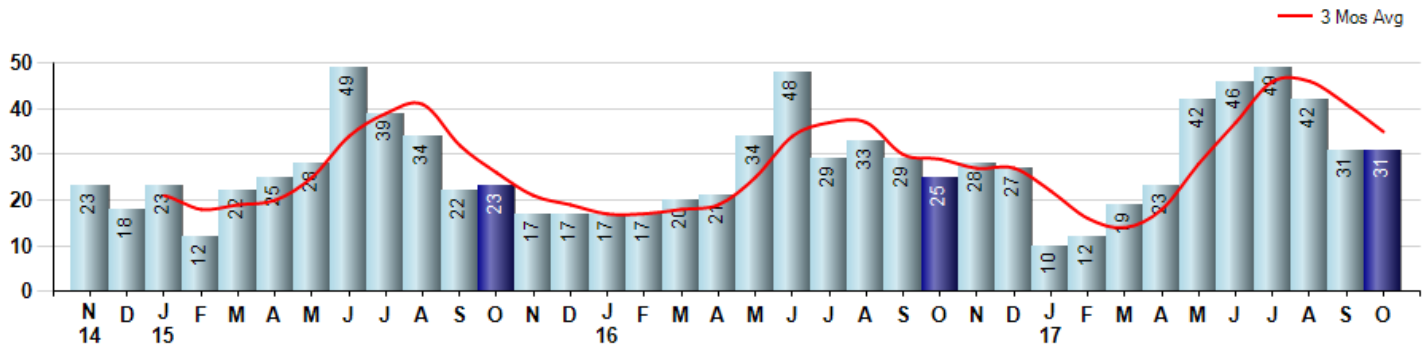
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,098,500	↓		↓				
Average List Price of all Current Listings	\$1,517,440	↔		↓				
October Median Sales Price	\$655,000	↓	↓	↓	↓	\$760,000	↑	↑
October Average Sales Price	\$697,910	↓	↓	↓	↓	\$928,756	↑	↑
Total Properties Currently for Sale (Inventory)	328	↓		↓				
October Number of Properties Sold	31	↔		↑		305	↑	
October Average Days on Market (Solds)	90	↓	↓	↑	↓	113	↑	↑
October Month's Supply of Inventory	10.6	↓	↑	↓	↓	14.5	↑	↑
October Sale Price vs List Price Ratio	90.3%	↑	↑	↓	↑	89.3%	↓	↔

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

### Property Sales

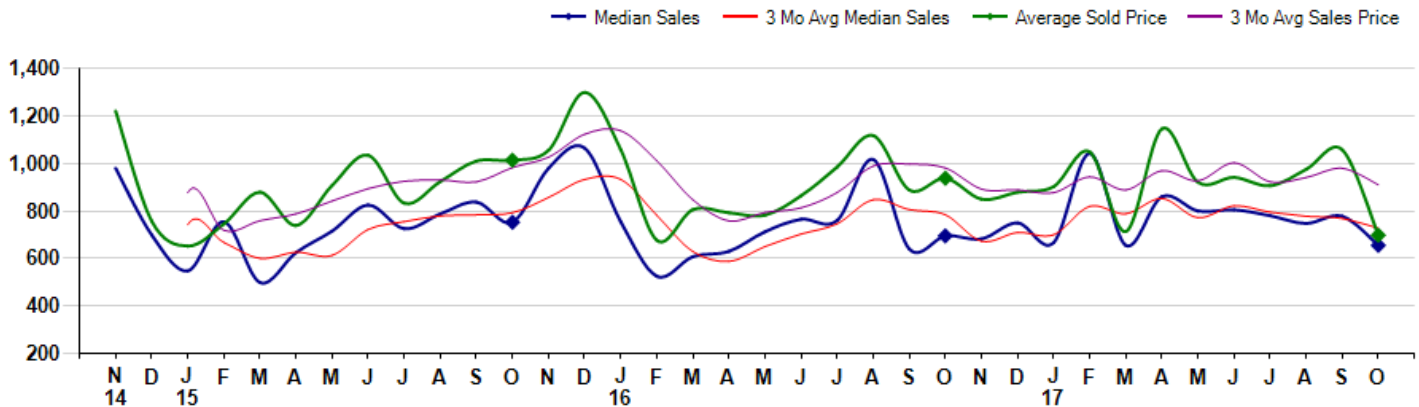
October Property sales were 31, up 24.0% from 25 in October of 2016 and equal to 0.0% 31 sales last month. October 2017 sales were at their highest level compared to October of 2016 and 2015. October YTD sales of 305 are running 11.7% ahead of last year's year-to-date sales of 273.



### Prices

The Median Sales Price in October was \$655,000, down -5.8% from \$695,000 in October of 2016 and down -15.8% from \$778,000 last month. The Average Sales Price in October was \$697,910, down -25.6% from \$937,828 in October of 2016 and down -34.0% from \$1,057,927 last month. October 2017 ASP was at the lowest level compared to October 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



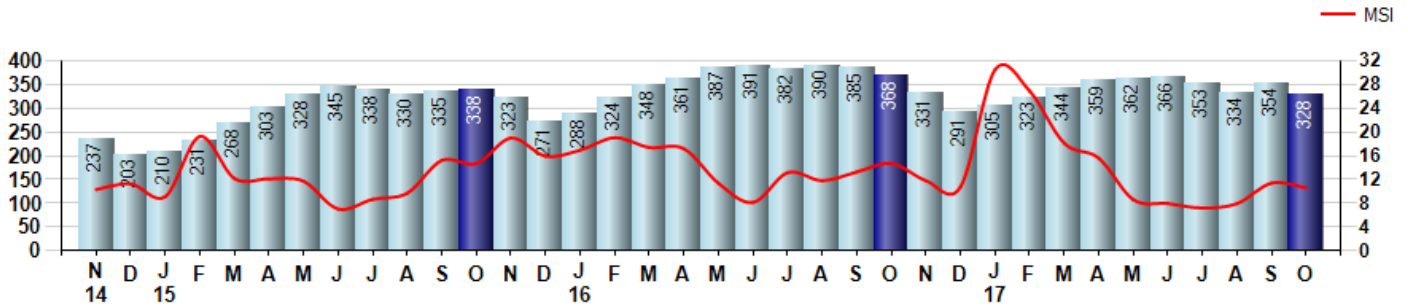
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

### Inventory & MSI

The Total Inventory of Properties available for sale as of October was 328, down -7.3% from 354 last month and down -10.9% from 368 in October of last year. October 2017 Inventory was at the lowest level compared to October of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2017 MSI of 10.6 months was at its lowest level compared with October of 2016 and 2015.

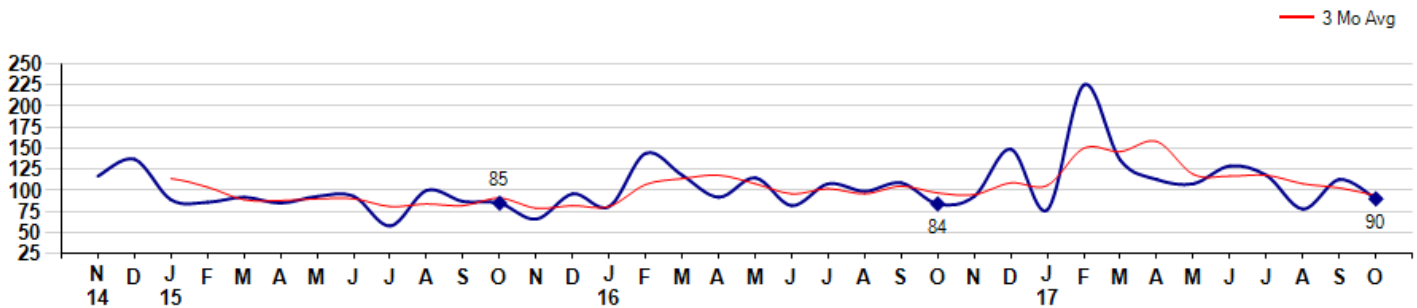
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 October was 90, down -20.4% from 113 days last month and up 7.1% from 84 days in October of last year. The October 2017 DOM was at its highest level compared with October 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](http://www.NorthShoreHomesOnline.com)  
[Art.Wilson@cbexchange.com](mailto:Art.Wilson@cbexchange.com)

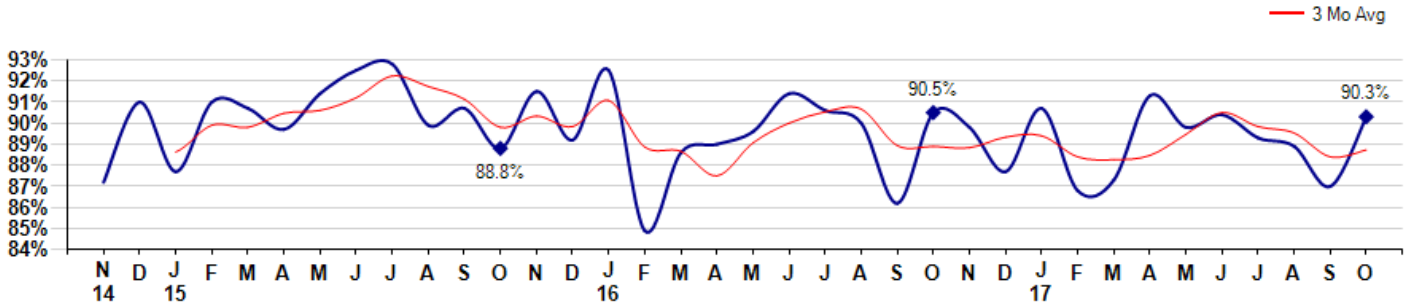


Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

### Selling Price vs Listing Price

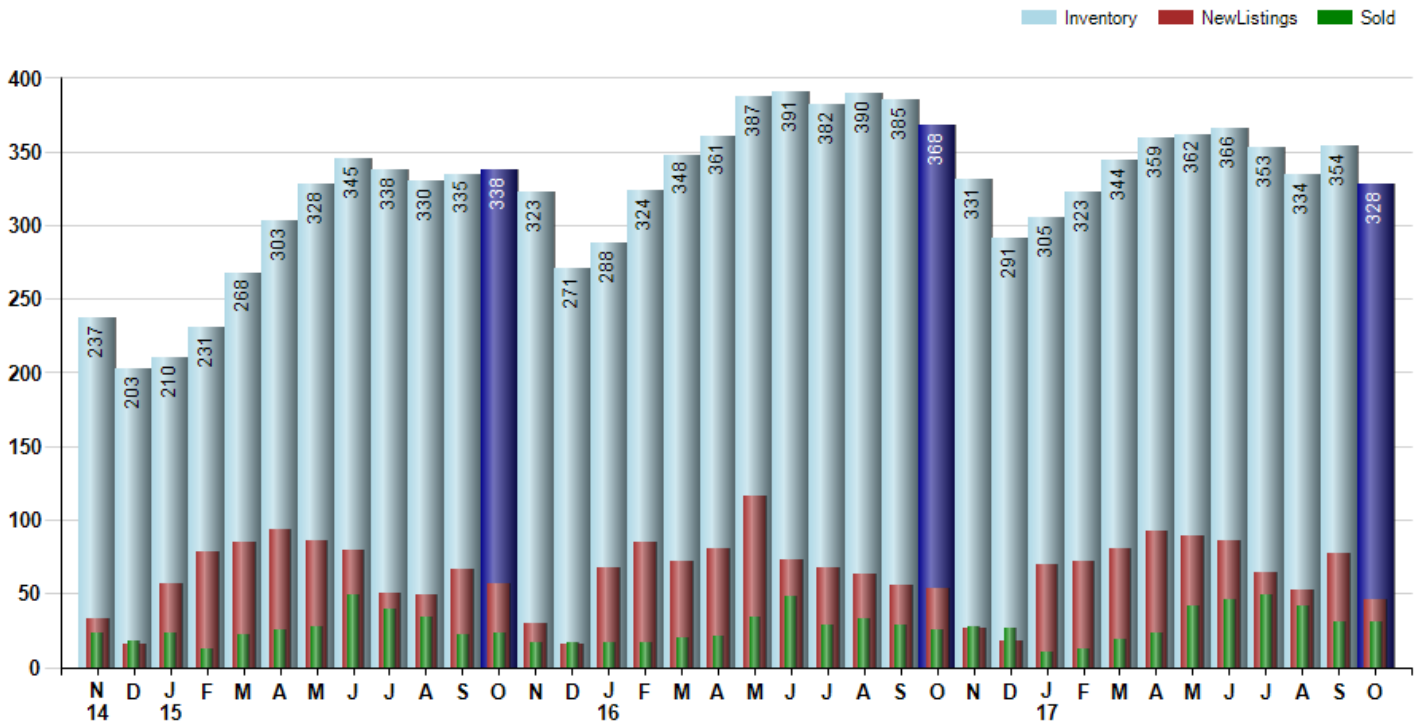
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The October 2017 Selling Price vs List Price of 90.3% was up from 87.0% last month and down from 90.5% in October 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 October 2017 was 46, down -40.3% from 77 last month and down -14.8% from 54 in October of last year.



© 2017 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 11/1/2014 through 10/31/2017. 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.



# MARKET ACTION REPORT

October 2017

## 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

	N 14	D	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
Homes Sold	23	18	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	31
3 Mo. Roll Avg			21	18	19	20	25	34	39	41	32	26	21	19	17	17	18	19	25	34	37	37	30	29	27	27	22	16	14	18	28	37	46	46	41	35

	(000's) N 14	D	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
Median Sale Price	980	699	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	655
3 Mo. Roll Avg			742	667	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	727

	N 14	D	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
Inventory	237	203	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	344	359	362	366	353	334	354	328
MSI	10	11	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	11

	N 14	D	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
Days On Market	117	137	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	90
3 Mo. Roll Avg			114	104	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	94

	N 14	D	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
Price per Sq Ft	275	266	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	237
3 Mo. Roll Avg			255	239	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	251

	N 14	D	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
Sale to List Price	0.872	0.910	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	0.903
3 Mo. Roll Avg			0.886	0.899	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	0.887

	N 14	D	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
New Listings	33	16	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	81	92	89	86	64	52	77	46
Inventory	237	203	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	344	359	362	366	353	334	354	328
Sales	23	18	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	31

	(000's) N 14	D	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
Avg Sale Price	1,221	757	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	698
3 Mo. Roll Avg			877	718	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	910

© 2017 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 11/1/2014 through 10/31/2017. 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.

