

MLS Area: Lake Forest



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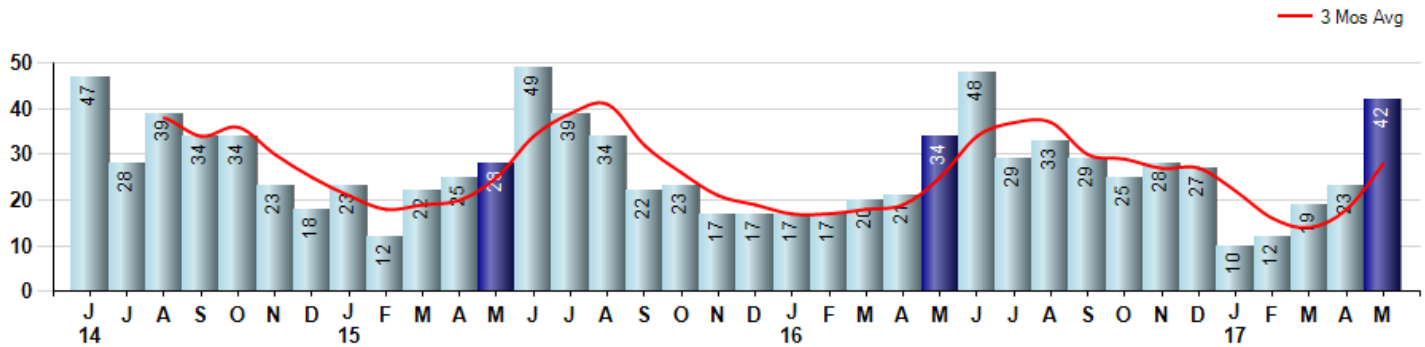
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|---|-------------|-------------------|-----|-----|----|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$1,132,000 | ↓ | | | | | | |
| Average List Price of all Current Listings | \$1,532,057 | ↔ | | | | | | |
| May Median Sales Price | \$799,750 | ↓ | ↓ | ↑ | ↑ | \$797,250 | ↑ | ↑ |
| May Average Sales Price | \$920,963 | ↓ | ↓ | ↑ | ↑ | \$945,311 | ↑ | ↑ |
| Total Properties Currently for Sale (Inventory) | 356 | ↔ | | ↓ | | | | |
| May Number of Properties Sold | 42 | ↑ | | ↑ | | 106 | ↓ | |
| May Average Days on Market (Solds) | 108 | ↓ | ↓ | ↓ | ↑ | 125 | ↑ | ↑ |
| May Month's Supply of Inventory | 8.5 | ↓ | ↓ | ↓ | ↓ | 19.8 | ↑ | ↑ |
| May Sale Price vs List Price Ratio | 89.8% | ↓ | ↑ | ↑ | ↑ | 89.4% | ↑ | ↔ |

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

Property Sales

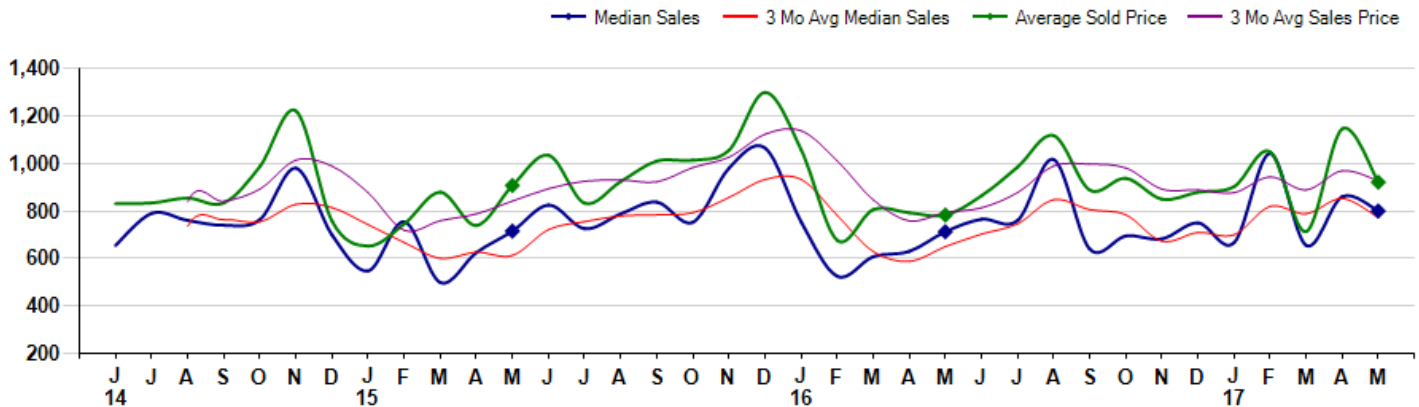
May Property sales were 42, up 23.5% from 34 in May of 2016 and 82.6% higher than the 23 sales last month. May 2017 sales were at their highest level compared to May of 2016 and 2015. May YTD sales of 106 are running -2.8% behind last year's year-to-date sales of 109.



Prices

The Median Sales Price in May was \$799,750, up 12.2% from \$712,625 in May of 2016 and down -7.0% from \$860,000 last month. The Average Sales Price in May was \$920,963, up 17.7% from \$782,522 in May of 2016 and down -19.7% from \$1,146,223 last month. May 2017 ASP was at highest level compared to May of 2016 and 2015.

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



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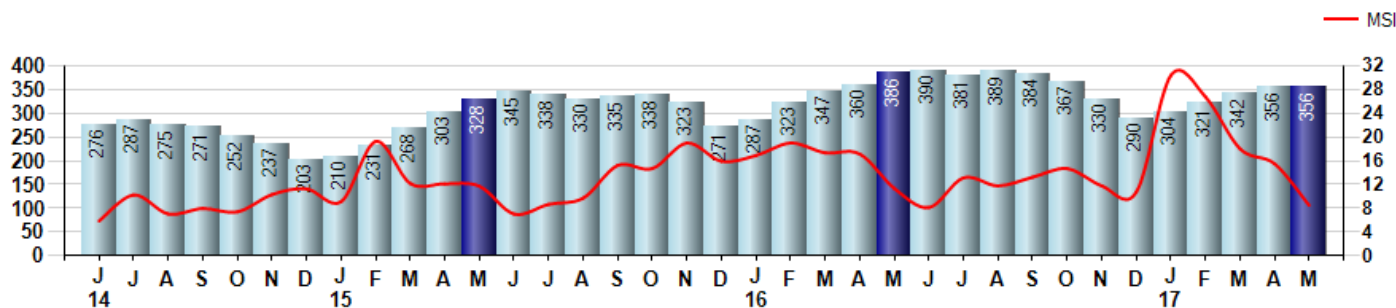
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Inventory & MSI

The Total Inventory of Properties available for sale as of May was 356, equal to 356 last month and down -7.8% from 386 in May of last year. May 2017 Inventory was at a mid range compared to May of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2017 MSI of 8.5 months was at its lowest level compared with May of 2016 and 2015.

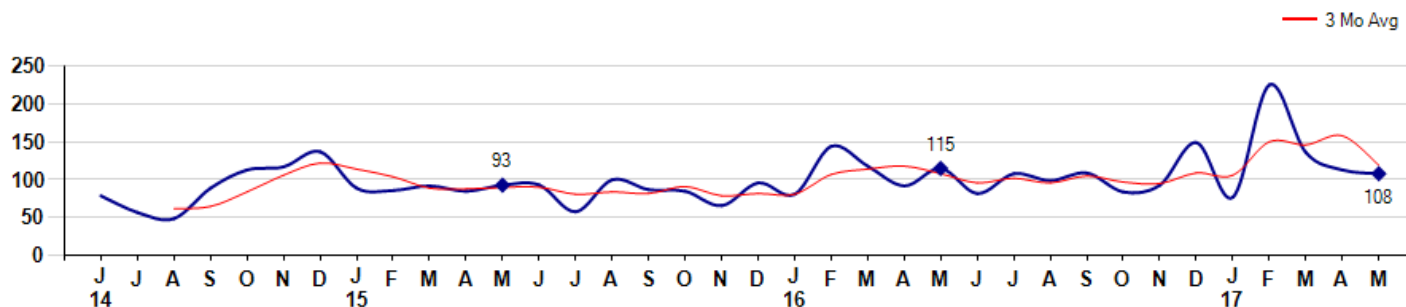
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 May was 108, down -4.4% from 113 days last month and down -6.1% from 115 days in May of last year. The May 2017 DOM was at a mid range compared with May of 2016 and 2015.

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



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Based on information from Midwest Real Estate Data LLC for the period 6/1/2014 through 5/31/2017. 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.



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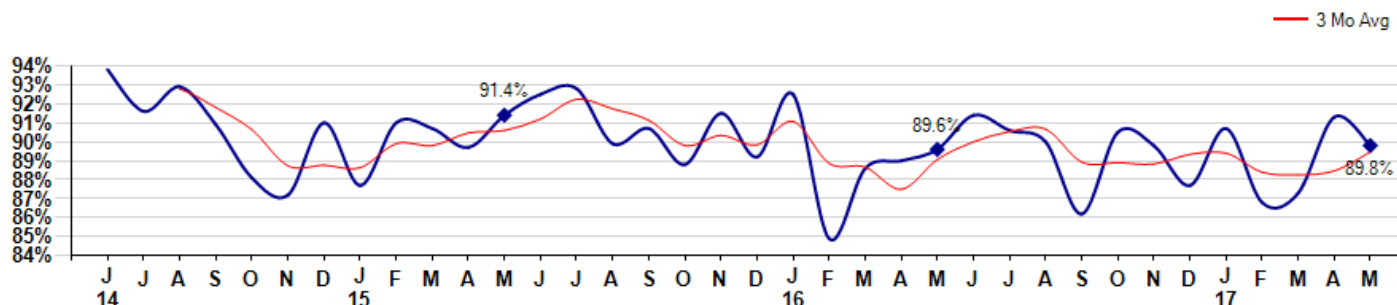


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Selling Price vs Listing Price

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 May 2017 Selling Price vs List Price of 89.8% was down from 91.3% last month and up from 89.6% in May of last year.

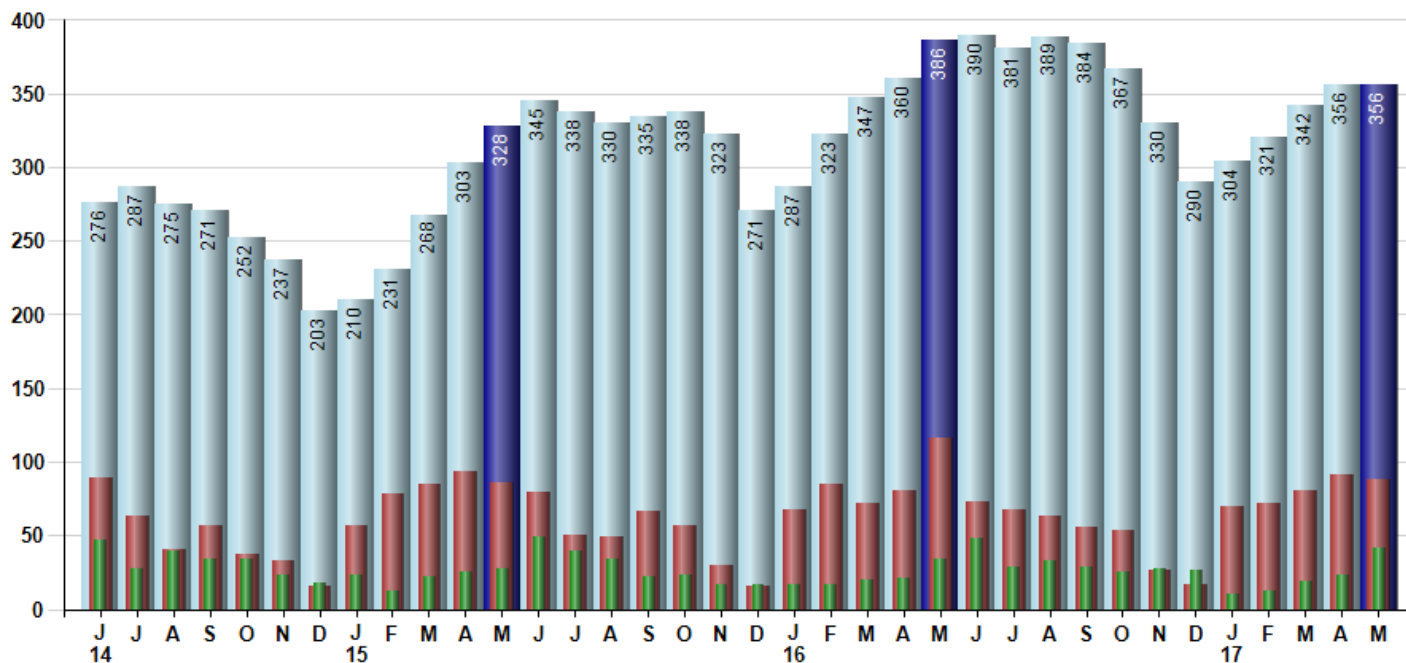
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 May 2017 was 88, down -3.3% from 91 last month and down -24.1% from 116 in May of last year.

Inventory (light blue), New Listings (red), Sold (green)



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|----------------|------|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|
| Homes Sold | 47 | 28 | 39 | 34 | 34 | 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 |
| 3 Mo. Roll Avg | | | 38 | 34 | 36 | 30 | 25 | 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 |

| | (000's) J 14 | J | A | S | O | N | 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 |
|-------------------|--------------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-------|------|-----|-----|-----|-----|-----|-----|-------|-----|-----|-----|-----|------|-------|-----|-----|-----|
| Median Sale Price | 655 | 790 | 760 | 740 | 764 | 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 |
| 3 Mo. Roll Avg | | | 735 | 763 | 755 | 828 | 814 | 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 |

| | J 14 | J | A | S | O | N | 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 |
|-----------|------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|
| Inventory | 276 | 287 | 275 | 271 | 252 | 237 | 203 | 210 | 231 | 268 | 303 | 328 | 345 | 338 | 330 | 335 | 338 | 323 | 271 | 287 | 323 | 347 | 360 | 386 | 390 | 381 | 389 | 384 | 367 | 330 | 290 | 304 | 321 | 342 | 356 | 356 |
| MSI | 6 | 10 | 7 | 8 | 7 | 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 | 30 | 27 | 18 | 15 | 8 |

| | J 14 | J | A | S | O | N | 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 |
|----------------|------|----|----|----|-----|-----|-----|------|-----|----|----|----|----|----|-----|----|----|----|----|------|-----|-----|-----|-----|----|-----|----|-----|----|----|-----|------|-----|-----|-----|-----|
| Days On Market | 79 | 57 | 49 | 89 | 113 | 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 |
| 3 Mo. Roll Avg | | | 62 | 65 | 84 | 106 | 122 | 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 |

| | J 14 | J | A | S | O | N | 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 |
|-----------------|------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|
| Price per Sq Ft | 256 | 258 | 262 | 275 | 272 | 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 |
| 3 Mo. Roll Avg | | | 259 | 265 | 270 | 274 | 271 | 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 |

| | J 14 | J | A | S | O | N | 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 |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 0.938 | 0.916 | 0.929 | 0.909 | 0.881 | 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 |
| 3 Mo. Roll Avg | | | 0.928 | 0.918 | 0.906 | 0.887 | 0.888 | 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 |

| | J 14 | J | A | S | O | N | 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 |
|--------------|------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|
| New Listings | 89 | 63 | 40 | 57 | 37 | 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 | 17 | 70 | 72 | 81 | 91 | 88 |
| Inventory | 276 | 287 | 275 | 271 | 252 | 237 | 203 | 210 | 231 | 268 | 303 | 328 | 345 | 338 | 330 | 335 | 338 | 323 | 271 | 287 | 323 | 347 | 360 | 386 | 390 | 381 | 389 | 384 | 367 | 330 | 290 | 304 | 321 | 342 | 356 | 356 |
| Sales | 47 | 28 | 39 | 34 | 34 | 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 |

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|----------------|--------------|-----|-----|-----|-----|-------|-----|------|-----|-----|-----|-----|-------|-----|-----|-------|-------|-------|-------|-------|-------|-----|-----|-----|-----|-----|-------|-----|-----|-----|-----|------|-------|-----|-------|-----|
| Avg Sale Price | 830 | 834 | 854 | 834 | 988 | 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 |
| 3 Mo. Roll Avg | | | 839 | 841 | 892 | 1,014 | 989 | 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 |

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