

## MLS Area: Lake Forest



**ART WILSON**

Broker, Realtor

847-363-1599

Art.Wilson@cbexchange.com



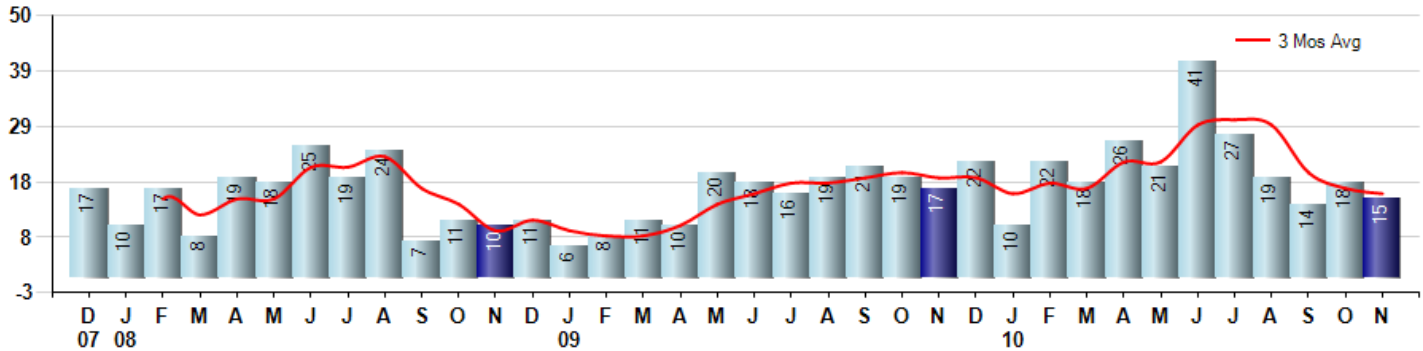
Single Family Home, Townhome, Condo | Price \$0 to \$99,999,000

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,149,500	↓		↑				
Average List Price of all Current Listings	\$1,870,337	↑		↑				
November Median Sales Price	\$527,000	↓	↓	↓	↓	\$750,000	↑	↑
November Average Sales Price	\$814,999	↓	↓	↓	↓	\$907,184	↓	↓
Total Properties Currently for Sale (Inventory)	328	↓		↓				
November Number of Properties Sold	15	↓		↓		231	↑	
November Average Days on Market (Solds)	171	↑	↑	↑	↑	146	↓	↓
November Month's Supply of Inventory	21.9	↑	↓	↓	↓	20.9	↓	↓
November Sale Price vs List Price Ratio	83.1%	↓	↑	↓	↑	81.1%	↑	↑

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

### Property Sales

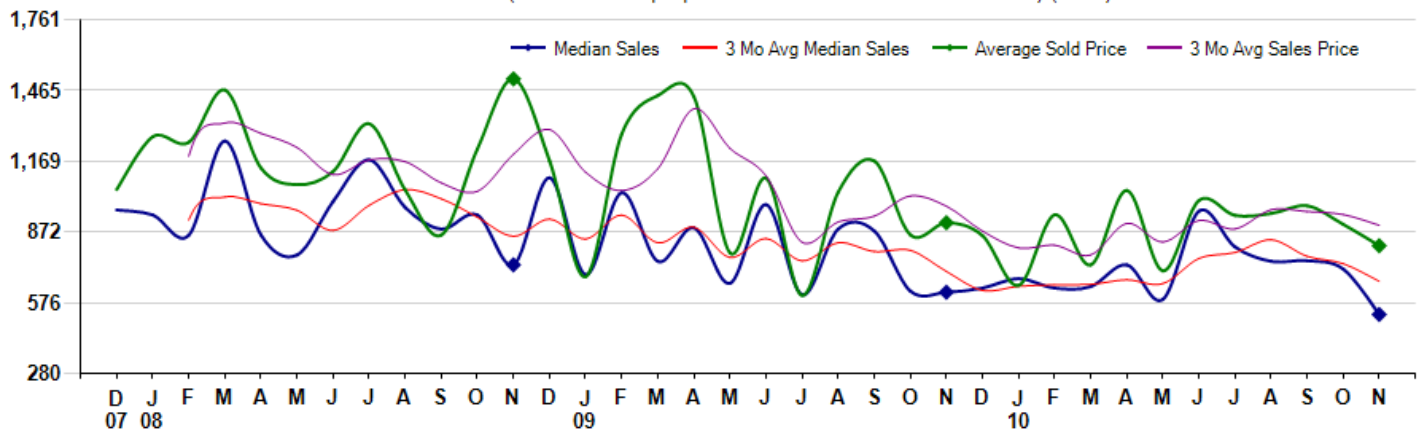
November Property sales were 15, down -11.8% from 17 in November of 2009 and -16.7% lower than the 18 sales last month. November 2010 sales were at a mid level compared to November of 2009 and 2008. November YTD sales of 231 are running 40.0% ahead of last year's year-to-date sales of 165.



### Prices

The Median Sales Price in November was \$527,000, down -15.0% from \$620,000 in November of 2009 and down -26.6% from \$717,500 last month. The Average Sales Price in November was \$814,999, down -10.6% from \$911,176 in November of 2009 and down -9.9% from \$904,472 last month. November 2010 ASP was at the lowest level compared to November of 2009 and 2008.

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



Based on information from Midwest Real Estate Data LLC for the period 12/1/2007 through 11/30/2010. 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  
 Art.Wilson@cbexchange.com



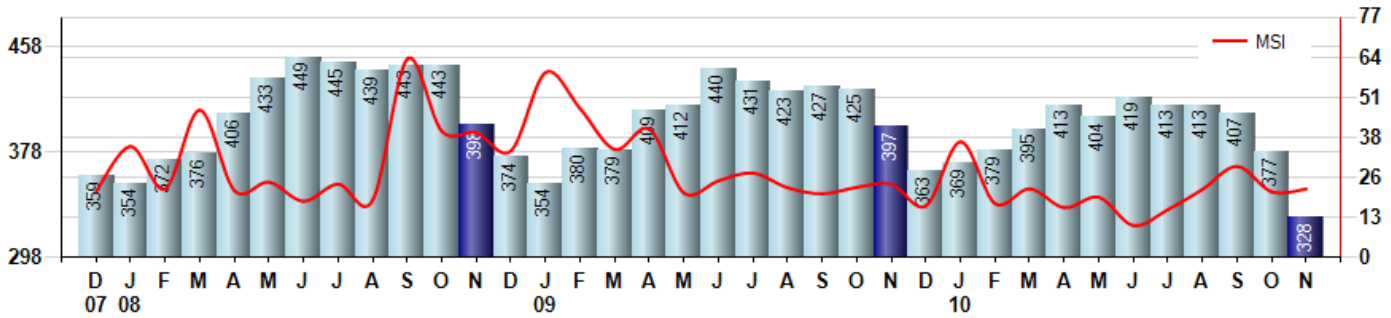
Single Family Home, Townhome, Condo | Price \$0 to \$99,999,000

### Inventory & MSI

The Total Inventory of Properties available for sale as of November was 328, down -13.0% from 377 last month and down -17.4% from 397 in November of last year. November 2010 Inventory was at the lowest level compared to November of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2010 MSI of 21.9 months was at its lowest level compared with November of 2009 and 2008.

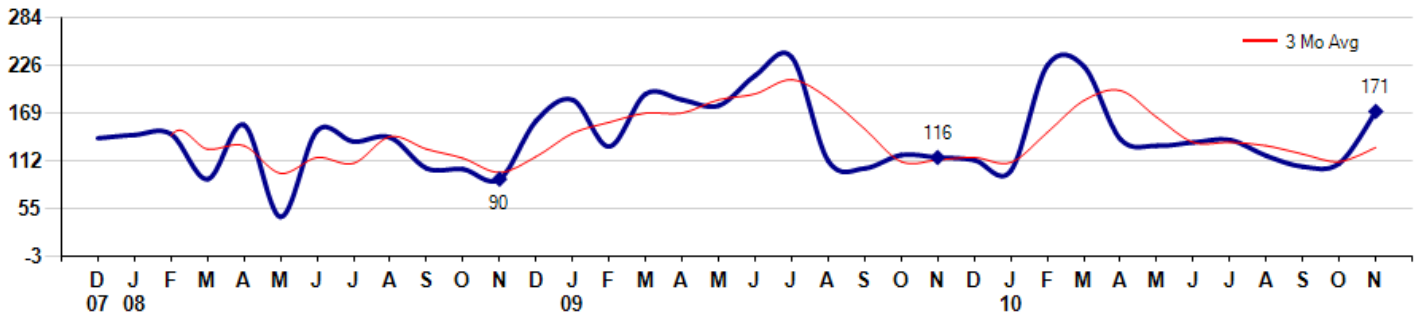
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 November was 171, up 56.9% from 109 days last month and up 47.4% from 116 days in November of last year. The November 2010 DOM was at its highest level compared with November of 2009 and 2008.

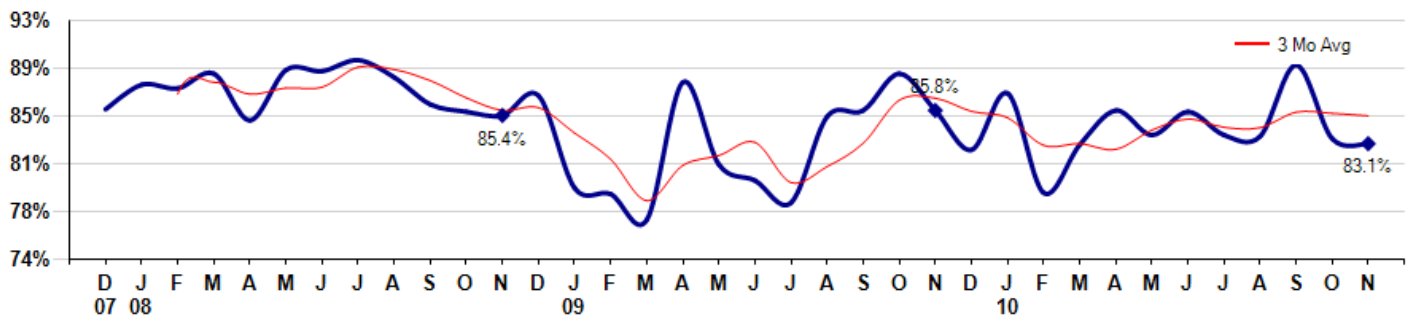
Average Days on Market (Listing to Contract) for properties sold during the month



### Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original 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 November 2010 Selling Price vs Original List Price of 83.1% was down from 83.5% last month and down from 85.8% in November of last year.

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



Based on information from Midwest Real Estate Data LLC for the period 12/1/2007 through 11/30/2010. 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



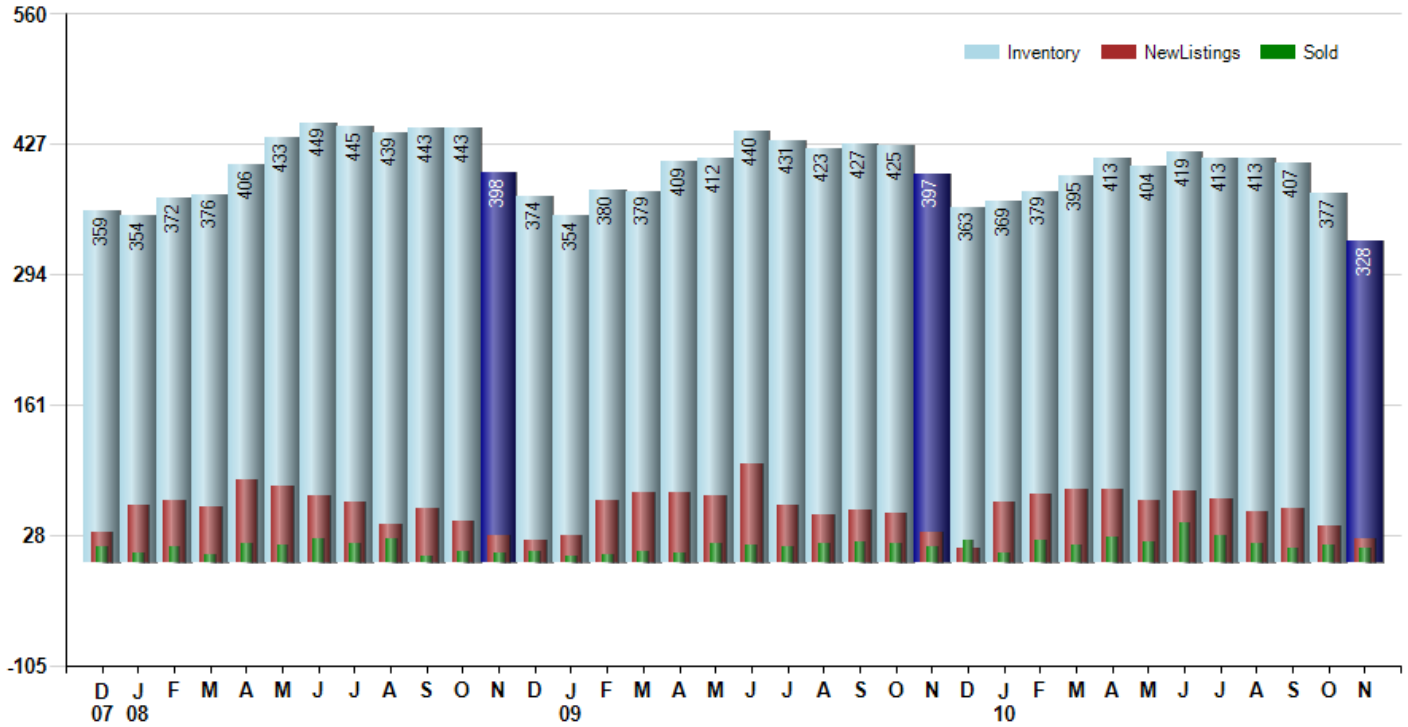
**ART WILSON**  
 Broker, Realtor  
 847-363-1599  
 Art.Wilson@cbexchange.com



Single Family Home, Townhome, Condo | Price \$0 to \$99,999,000

### 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 November 2010 was 24, down -35.1% from 37 last month and down -22.6% from 31 in November of last year.



Based on information from Midwest Real Estate Data LLC for the period 12/1/2007 through 11/30/2010. 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  
 Art.Wilson@cbexchange.com



Single Family Home, Townhome, Condo | Price \$0 to \$99,999,000

	D 07	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N
Homes Sold	17	10	17	8	19	18	25	19	24	7	11	10	11	6	8	11	10	20	18	16	19	21	19	17	22	10	22	18	26	21	41	27	19	14	18	15
3 Mo. Roll Avg			15	12	15	15	21	21	23	17	14	9	11	9	8	8	10	14	16	18	18	19	20	19	19	16	18	17	22	22	29	30	29	20	17	16

(000's)	D 07	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N
Median Sale Price	965	944	859	1,254	860	776	1,000	1,175	975	885	944	735	1,100	694	1,038	750	890	658	988	610	885	877	625	620	638	678	638	644	735	590	960	810	750	753	718	527
3 Mo. Roll Avg			923	1,019	991	963	879	984	1,050	1,012	935	855	926	843	944	827	893	766	845	752	828	791	796	707	628	645	651	653	672	656	762	787	840	771	740	666

	D 07	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N
Inventory	359	354	372	376	406	433	449	445	439	443	443	398	374	354	380	379	409	412	440	431	423	427	425	397	363	369	379	395	413	404	419	413	413	407	377	328
MSI	21	35	22	47	21	24	18	23	18	63	40	40	34	59	48	34	41	21	24	27	22	20	22	23	17	37	17	22	16	19	10	15	22	29	21	22

	D 07	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N
Days On Market	139	143	144	90	155	45	148	135	140	103	102	90	160	185	129	192	185	178	214	236	112	103	119	116	113	100	226	225	138	130	134	137	118	105	109	171
3 Mo. Roll Avg			142	126	130	97	116	109	141	126	115	98	117	145	158	169	169	185	192	209	187	150	111	113	116	110	146	184	196	164	134	134	130	120	111	128

	D 07	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N
Price per Sq Ft	265	310	345	429	308	328	333	318	274	304	322	286	317	195	295	309	390	216	238	203	284	266	301	239	228	218	255	220	257	240	277	256	259	283	221	225
3 Mo. Roll Avg			307	361	361	355	323	326	308	299	300	304	308	266	269	266	331	305	281	219	242	251	284	269	256	228	234	231	244	239	258	258	264	266	254	243

	D 07	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N
Sale to List Price	0.859	0.879	0.876	0.888	0.850	0.891	0.890	0.899	0.885	0.863	0.857	0.854	0.870	0.795	0.790	0.769	0.881	0.814	0.801	0.783	0.853	0.858	0.888	0.858	0.826	0.872	0.791	0.830	0.858	0.838	0.857	0.838	0.837	0.895	0.835	0.831
3 Mo. Roll Avg			0.871	0.881	0.871	0.876	0.877	0.893	0.891	0.882	0.868	0.858	0.860	0.840	0.818	0.785	0.813	0.821	0.832	0.799	0.812	0.831	0.866	0.868	0.857	0.852	0.830	0.831	0.826	0.842	0.851	0.844	0.844	0.857	0.856	0.854

	D 07	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N
New Listings	31	59	63	57	85	78	68	61	39	55	43	27	22	27	63	71	72	68	101	59	48	54	50	31	15	62	70	74	74	64	73	65	52	56	37	24
Inventory	359	354	372	376	406	433	449	445	439	443	443	398	374	354	380	379	409	412	440	431	423	427	425	397	363	369	379	395	413	404	419	413	413	407	377	328
Sales	17	10	17	8	19	18	25	19	24	7	11	10	11	6	8	11	10	20	18	16	19	21	19	17	22	10	22	18	26	21	41	27	19	14	18	15

(000's)	D 07	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N
Avg Sale Price	1,050	1,271	1,248	1,467	1,141	1,071	1,126	1,326	1,048	860	1,220	1,514	1,170	685	1,283	1,444	1,440	786	1,098	607	1,039	1,170	861	911	857	649	945	734	1,047	710	1,005	942	950	982	904	815
3 Mo. Roll Avg			1,190	1,329	1,286	1,226	1,113	1,174	1,167	1,078	1,043	1,198	1,301	1,123	1,046	1,137	1,389	1,223	1,108	830	915	939	1,023	981	876	806	817	776	909	830	920	886	966	958	946	901

Based on information from Midwest Real Estate Data LLC for the period 12/1/2007 through 11/30/2010. 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.

