

MARKET ACTION REPORT

May 2010

MLS Area: Lake Forest

ART WILSON
 BROKER ASSOCIATE
 847-363-1599
 WWW.NorthShoreHomesOnline.com
 ART.WILSON@CBEXCHANGE.COM



Price Range: All | Properties: Single Family - Condo - TwnHm

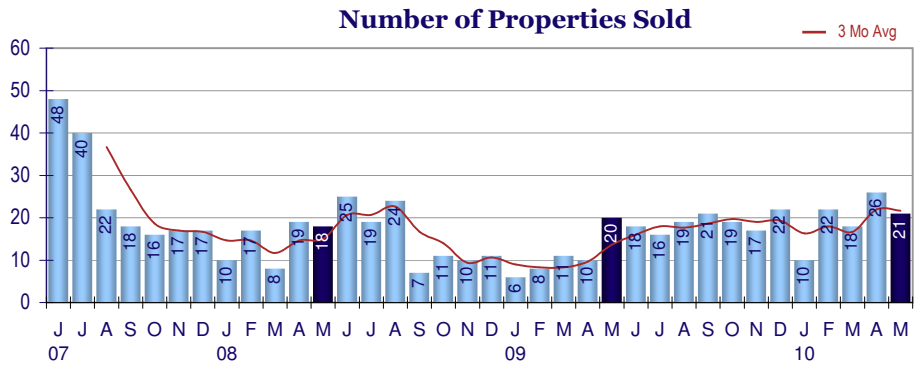
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,175,000	↑		↑				
Average List Price of all Current Listings	\$1,804,211	↑		↑				
May Median Sales Price	\$590,000	↓	↓	↓	↓	\$630,000	↓	↓
May Average Sales Price	\$709,709	↓	↓	↓	↓	\$851,705	↓	↓
Total Properties Currently for Sale (Inventory)	401	↓		↓				
May Number of Properties Sold	21	↓		↑		97	↑	
May Average Days on Market (Solds)	130	↓	↓	↓	↓	168	↓	↑
May Month's Supply of Inventory	19.1	↑	↔	↓	↓	22.3	↓	↓
May Sale Price vs List Price Ratio	83.8%	↓	↑	↑	↑	79.1%	↑	↓

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

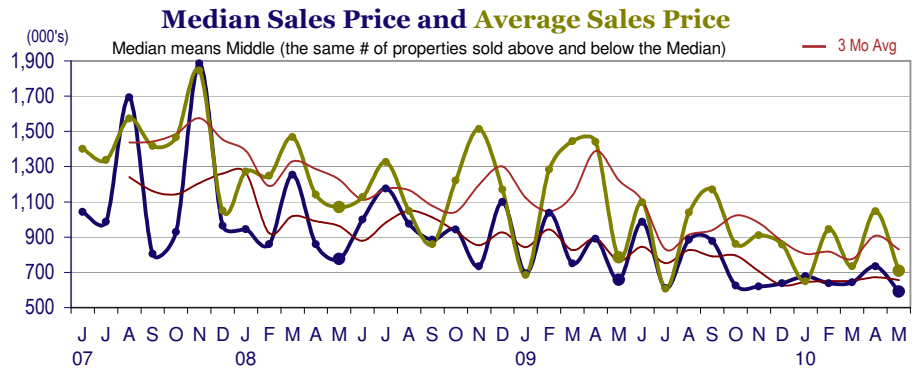
Property Sales

May Property sales were 21, up 5.0% from 20 in May of 2009 and -19.2% lower than the 26 sales last month. May 2010 sales were at their highest level compared to May of 2009 and 2008. May YTD sales of 97 are running 76.4% ahead of last year's year-to-date sales of 55.



Prices

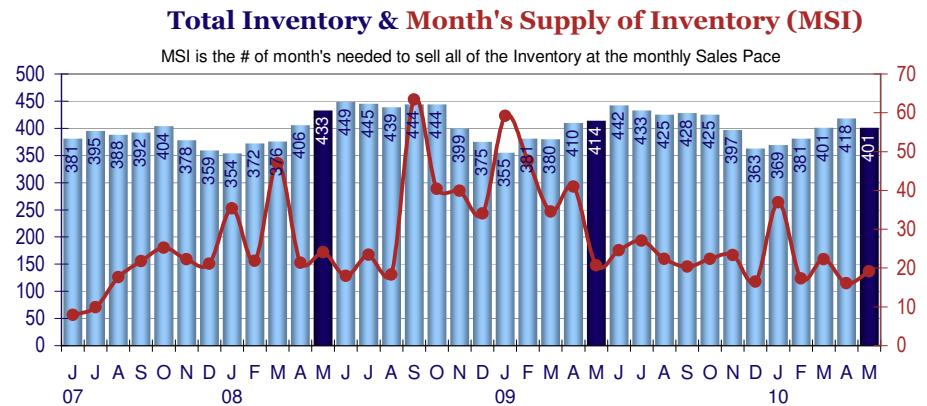
The Median Sales Price in May was \$590,000, down -10.3% from \$657,500 in May of 2009 and down -19.7% from \$735,000 last month. The Average Sales Price in May was \$709,709, down -9.6% from \$785,500 in May of 2009 and down -32.2% from \$1,046,750 last month. May 2010 ASP was at the lowest level compared to May of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of May was 401, down -4.1% from 418 last month and down -3.1% from 414 in May of last year. May 2010 Inventory was at its lowest level compared with May of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2010 MSI of 19.1 months was at its lowest level compared with May of 2009 and 2008.



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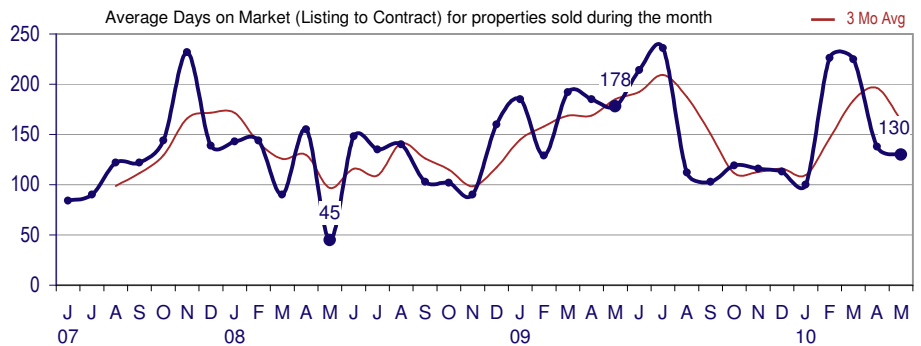


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Market Time

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 130, down -5.8% from 138 days last month and down -27.0% from 178 days in May of last year. The May 2010 DOM was at a mid level compared with May of 2009 and 2008.

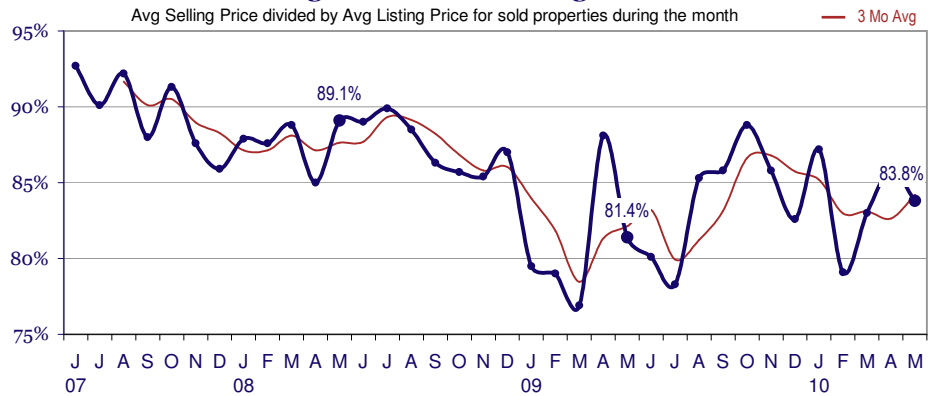
Days On Market for Sold Properties



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 May 2010 Selling Price vs Original List Price of 83.8% was down from 85.8% last month and up from 81.4% in May of last year.

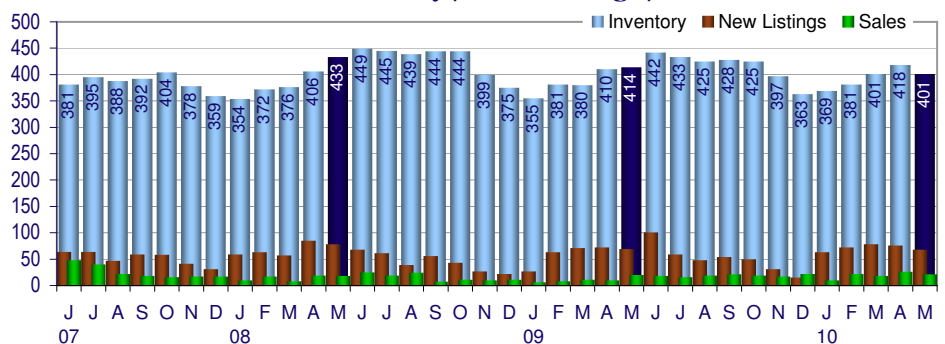
Selling Price versus Listing Price Ratio



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 2010 was 68, down -10.5% from 76 last month and down -1.4% from 69 in May of last year.

Inventory / New Listings / Sales



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Inventory / Listings / Sales

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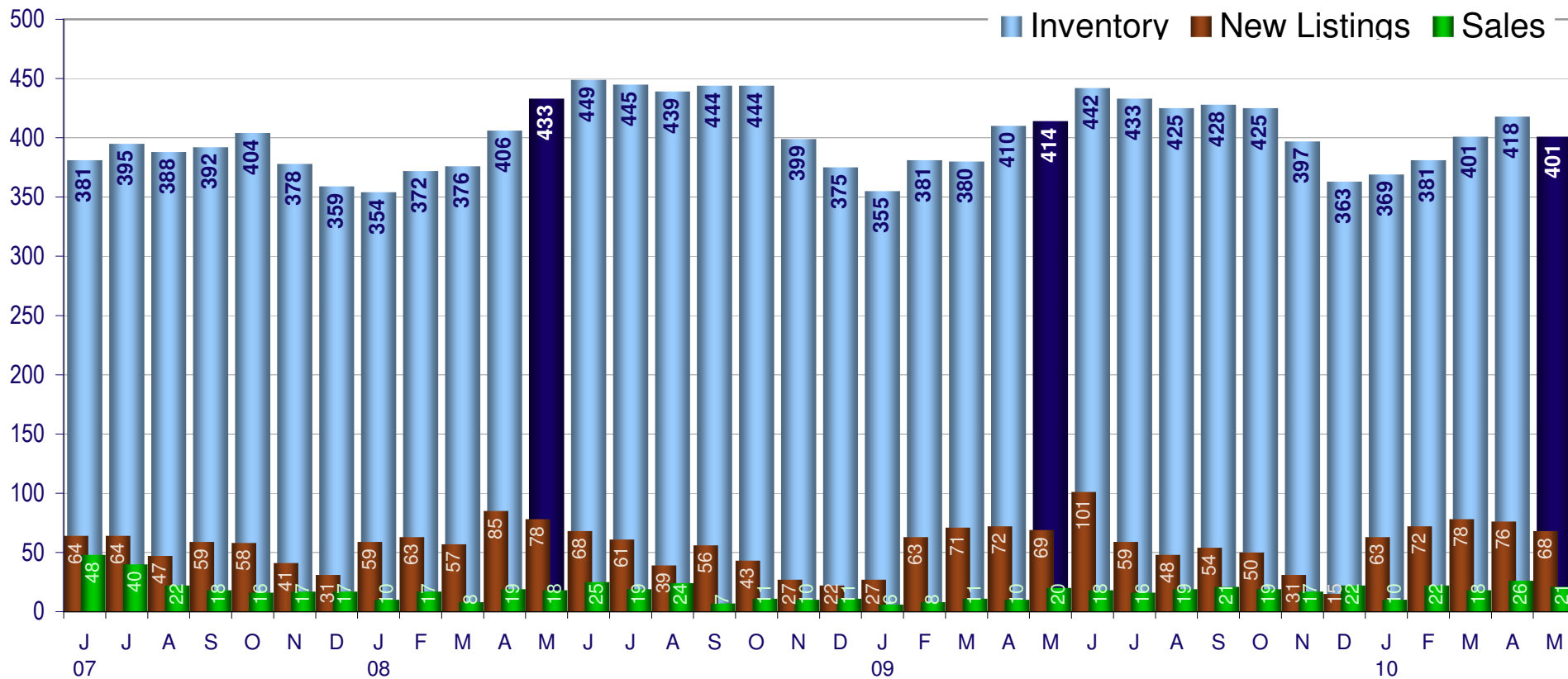
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