

City: Lake Forest

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Price Range: All | Properties: Single Family

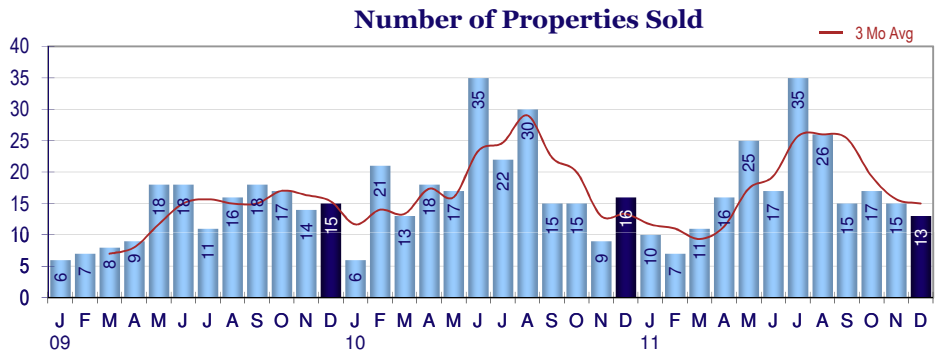
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,450,000	7%		-3%				
Average List Price of all Current Listings	\$1,895,372	2%		-10%				
December Median Sales Price	\$955,000	33%	23%	-1%	18%	\$840,000	4%	4%
December Average Sales Price	\$1,216,885	-17%	2%	-7%	21%	\$1,202,063	19%	20%
Total Properties Currently for Sale (Inventory)	198	-18%		-24%				
December Number of Properties Sold	13	-13%		-19%		207	-5%	
December Average Days on Market (Solds)	186	-5%	5%	9%	26%	167	18%	13%
Asking Price per Square Foot (based on New Listings)	\$308	10%	-6%	0%	-13%	\$331	-7%	-7%
December Sold Price per Square Foot	\$257	2%	-1%	-14%	-3%	\$266	0%	1%
December Month's Supply of Inventory	15.2	-5%	-2%	-7%	-28%	18.9	-11%	-11%
December Sale Price vs List Price Ratio	78.1%	-4.9%	6.0%	-5.3%	-3.1%	79.2%	-2.1%	-1.8%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2010) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

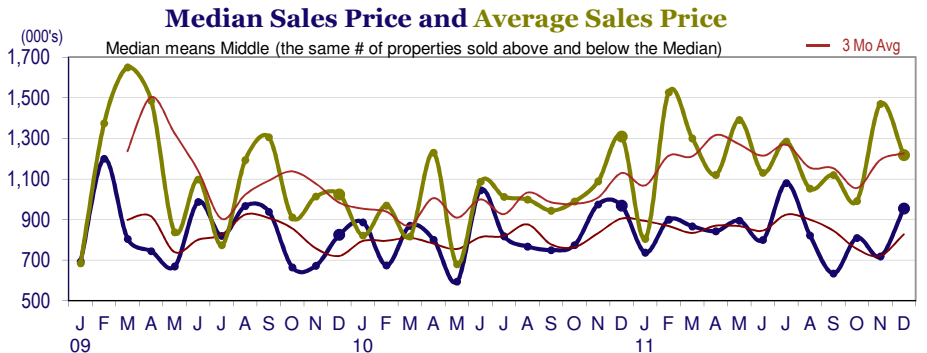
Property Sales

December Property sales were 13, down 18.8% from 16 in December of 2010 and 13.3% lower than the 15 sales last month. December 2011 sales were at their lowest level compared to December of 2010 and 2009. December YTD sales of 207 are running 4.6% behind last year's year-to-date sales of 217.



Prices

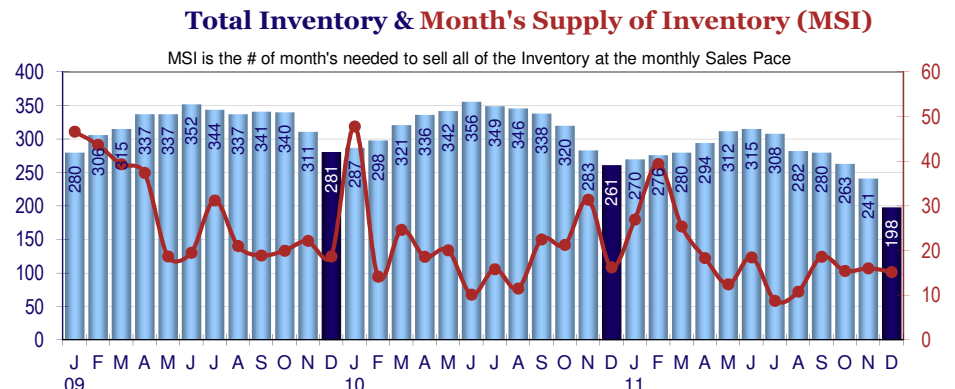
The Median Sales Price in December was \$955,000, down 1.3% from \$968,000 in December of 2010 and up 32.8% from \$719,000 last month. The Average Sales Price in December was \$1,216,885, down 7.0% from \$1,308,313 in December of 2010 and down 17.2% from \$1,469,867 last month. December 2011 ASP was at a mid range compared to December of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of December was 198, down 17.8% from 241 last month and down 24.1% from 261 in December of last year. December 2011 Inventory was at its lowest level compared with December of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2011 MSI of 15.2 months was at its lowest level compared with December of 2010 and 2009.



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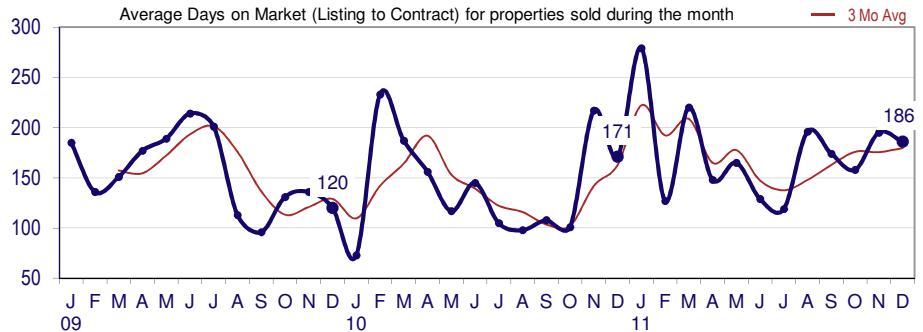


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Market Time

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 December was 186, down 4.6% from 195 days last month and up 8.8% from 171 days in December of last year. The December 2011 DOM was at a mid level compared with December of 2010 and 2009.

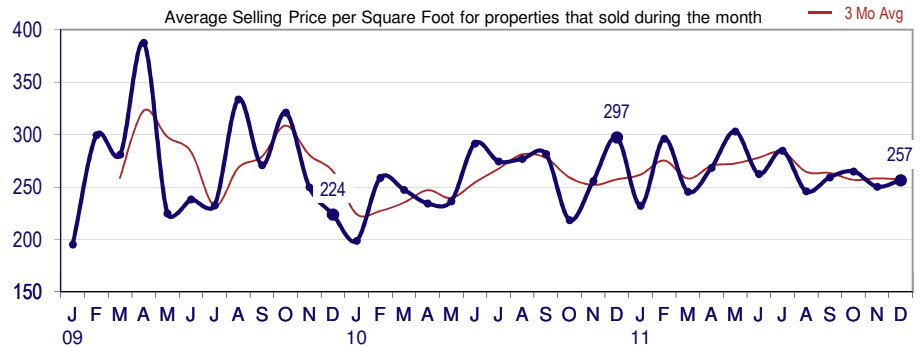
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The December 2011 Selling Price per Square Foot of \$257 was up 2.4% from \$250 last month and down 13.7% from 297 in December of last year.

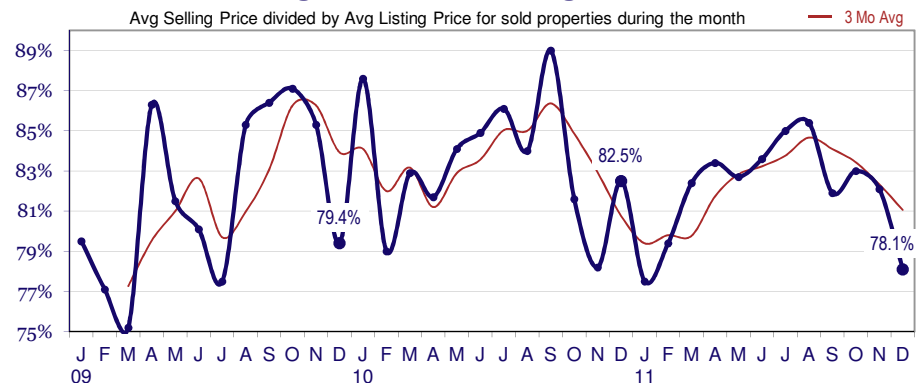
Selling Price per Square Foot



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 December 2011 Selling Price vs Original List Price of 78.1% was down from 82.1% last month and down from 82.5% in December of last year.

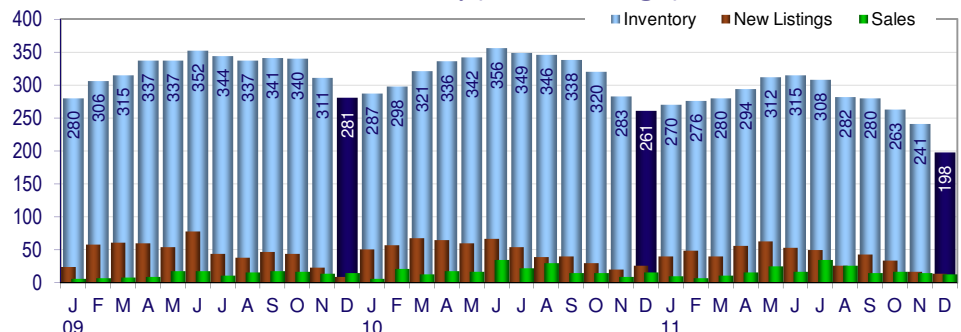
Selling Price versus Listing Price Ratio



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 December 2011 was 14, down 17.6% from 17 last month and down 46.2% from 26 in December of last year.

Inventory / New Listings / Sales



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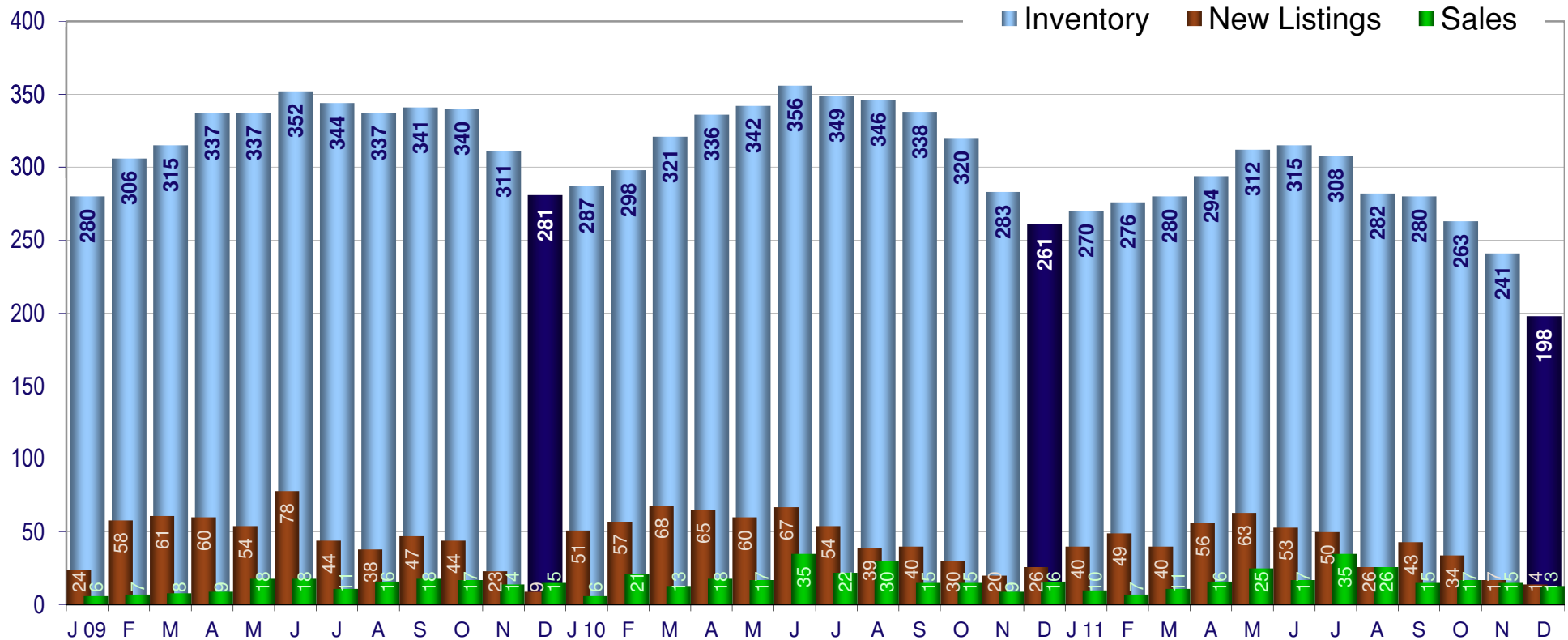
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