

County: Lake

## Agent Name

Title  
Phone  
Website  
Other



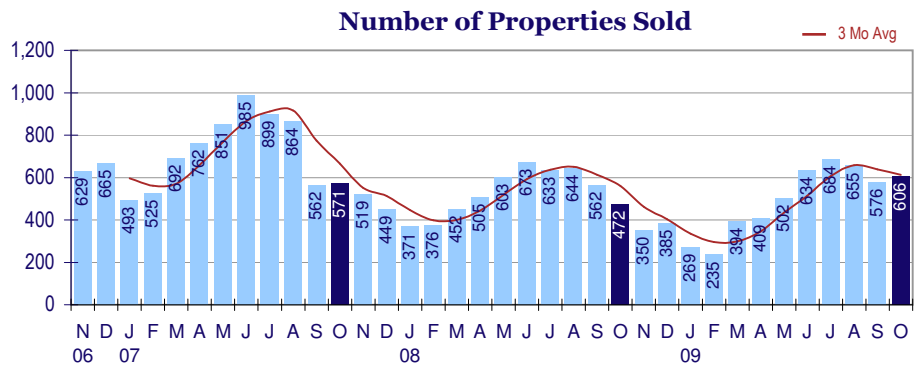
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$309,900	↔		↓				
Average List Price of all Current Listings	\$528,332	↔		↓				
October Median Sales Price	\$198,500	↔	↓	↓	\$229,000	↓	↓	
October Average Sales Price	\$282,024	↓	↓	↓	\$283,000	↓	↓	
Total Properties Currently for Sale (Inventory)	7,575	↓		↓				
October Number of Properties Sold	606	↑		↑	4,964	↓		
October Average Days on Market (Solds)	108	↑	↑	↓	103	↔	↔	
Asking Price per Square Foot (based on New Listings)	\$116	↑	↓	↓	\$131	↓	↓	
October Sold Price per Square Foot	\$120	↔	↔	↓	\$120	↓	↓	
October Month's Supply of Inventory	12.5	↓		↓	18.4	↑	↑	
October Sale Price vs List Price Ratio	87.3%	↓	↑	↑	84.8%	↓	↓	

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

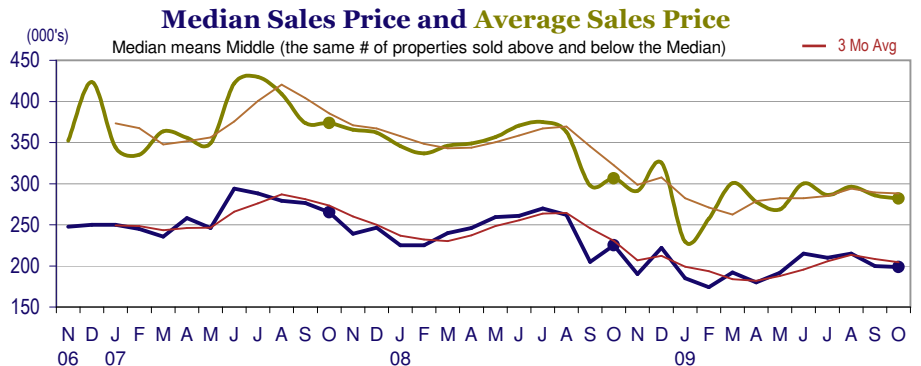
## Property Sales

October Property sales were 606, up 28.4% from 472 in October of 2008 and 5.2% higher than the 576 sales last month. October 2009 sales were at their highest level compared to October of 2008 and 2007. October YTD sales of 4,964 are running -6.2% behind last year's year-to-date sales of 5,291.



## Prices

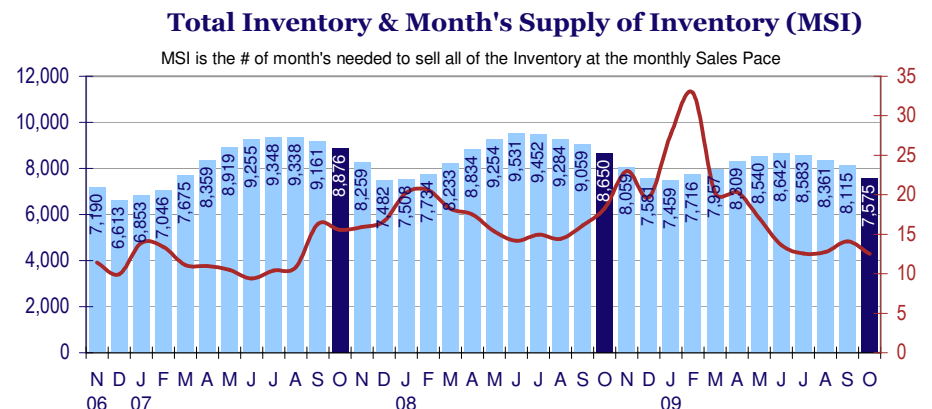
The Median Sales Price in October was \$198,500, down -11.8% from \$225,000 in October of 2008 and down -0.7% from \$200,000 last month. The Average Sales Price in October was \$282,024, down -7.9% from \$306,297 in October of 2008 and down -1.4% from \$285,958 last month. October 2009 ASP was at the lowest level compared to October of 2008 and 2007.



## Inventory & MSI

The Total Inventory of Properties available for sale as of October was 7,575, down -6.7% from 8,115 last month and down -12.4% from 8,650 in October of last year. October 2009 Inventory was at its lowest level compared with October of 2008 and 2007.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2009 MSI of 12.5 months was at its lowest level compared with October of 2008 and 2007.



County: *Lake*

## Agent Name

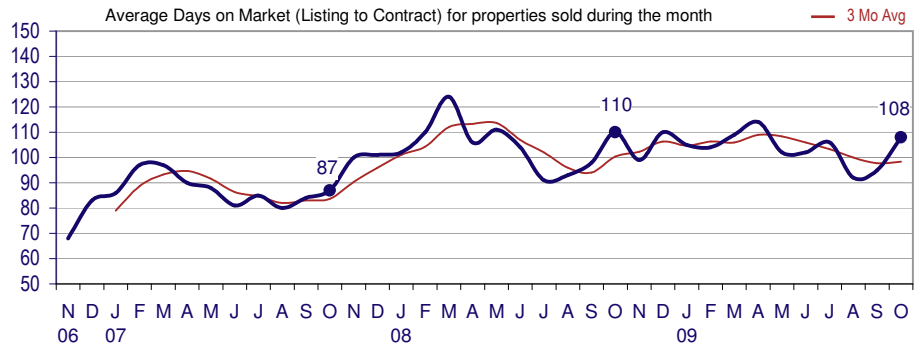
Title  
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Other



## 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 108, up 13.7% from 95 days last month and down -1.8% from 110 days in October of last year. The October 2009 DOM was at a mid level compared with October of 2008 and 2007.

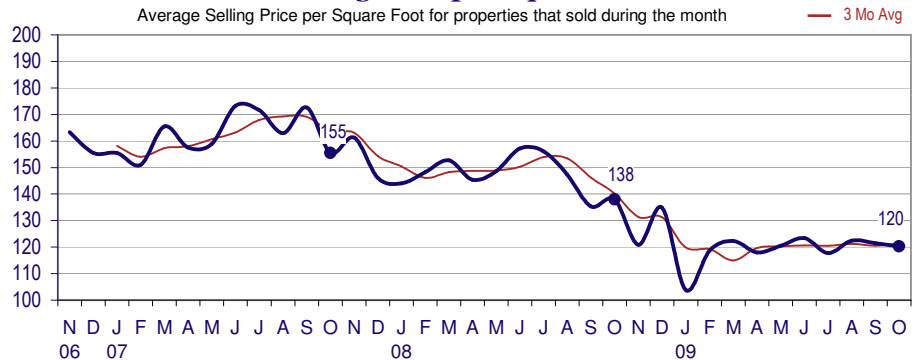
## Days On Market for Sold Properties



## 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 October 2009 Selling Price per Square Foot of \$120 was down -1.0% from \$121 last month and down -12.8% from 138 in October of last year.

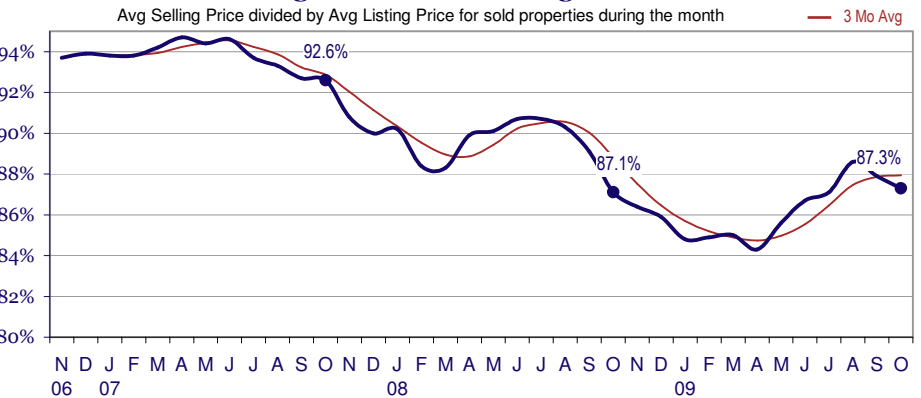
## Selling Price per Square Foot



## 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 October 2009 Selling Price vs Original List Price of 87.3% was down from 87.9% last month and up from 87.1% in October of last year.

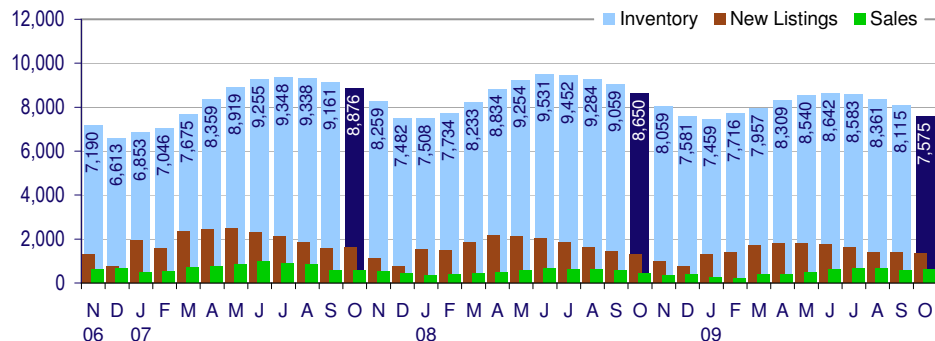
## Selling Price versus Listing Price Ratio



## 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 October 2009 was 1,338, down -3.9% from 1,392 last month and up 1.8% from 1,314 in October of last year.

## Inventory / New Listings / Sales



## County: Lake

Price Range: All | Property Types: Single Family - Condo - TwnHm

	N 06	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O
Homes Sold	629	665	493	525	692	762	851	985	899	864	562	571	519	449	371	376	452	505	603	673	633	644	562	472	350	385	269	235	394	409	502	634	684	655	576	606
3 Mo. Roll Avg			596	561	570	660	768	866	912	916	775	666	551	513	446	399	400	444	520	594	636	650	613	559	461	402	335	296	299	346	435	515	607	658	638	612

(000's)	N 06	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O
Median Sale Price	248	250	250	245	236	258	246	294	288	279	276	265	239	246	225	225	240	246	259	261	270	262	205	225	190	222	185	174	192	180	192	215	210	215	200	199
3 Mo. Roll Avg			249	248	244	246	247	266	276	287	281	274	260	250	237	232	230	237	248	255	263	264	246	231	207	212	199	194	184	182	188	196	206	213	208	205

	N 06	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O
Inventory	7190	6613	6853	7046	7675	8359	8919	9255	9348	9338	9161	8876	8259	7482	7508	7734	8233	8834	9254	9531	9452	9284	9059	8650	8059	7581	7459	7716	7957	8309	8540	8642	8583	8361	8115	7575
MSI	11	10	14	13	11	11	10	9	10	11	16	16	16	17	20	21	18	17	15	14	15	14	16	18	23	20	28	33	20	20	17	14	13	13	14	13

	N 06	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O
Days on Market	68	83	86	97	97	90	88	81	85	80	84	87	100	101	102	110	124	106	111	104	91	93	98	110	99	110	105	104	109	114	102	102	106	92	95	108
3 Mo. Roll Avg			79	89	93	95	92	86	85	82	83	84	90	96	101	104	112	113	114	107	102	96	94	100	102	106	105	106	106	109	108	106	103	100	98	98

	N 06	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O
Price per Sq Ft	163	156	155	151	166	158	159	173	172	163	173	155	161	146	144	148	153	145	149	157	156	147	135	138	121	135	104	119	122	118	120	123	118	122	121	120
3 Mo. Roll Avg			158	154	157	158	161	163	168	169	169	164	163	154	150	146	148	149	149	150	154	153	146	140	131	131	120	119	115	120	120	121	121	121	121	121

	N 06	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O
Sale to List Price	0.937	0.939	0.938	0.938	0.942	0.947	0.944	0.946	0.937	0.933	0.927	0.926	0.908	0.900	0.902	0.884	0.883	0.899	0.901	0.907	0.907	0.903	0.891	0.871	0.864	0.859	0.848	0.849	0.850	0.843	0.856	0.867	0.871	0.886	0.879	0.873
3 Mo. Roll Avg			0.938	0.938	0.939	0.942	0.944	0.946	0.942	0.939	0.932	0.929	0.920	0.911	0.903	0.895	0.890	0.889	0.894	0.902	0.905	0.906	0.900	0.888	0.875	0.865	0.857	0.852	0.849	0.847	0.850	0.855	0.865	0.875	0.879	0.879

	N 06	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O
New Listings	1289	790	1938	1601	2364	2445	2509	2319	2139	1869	1592	1638	1111	773	1557	1501	1873	2190	2117	2024	1845	1624	1431	1314	1005	772	1299	1414	1725	1791	1816	1772	1633	1395	1392	1338
Inventory	7190	6613	6853	7046	7675	8359	8919	9255	9348	9338	9161	8876	8259	7482	7508	7734	8233	8834	9254	9531	9452	9284	9059	8650	8059	7581	7459	7716	7957	8309	8540	8642	8583	8361	8115	7575
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(000's)	N 06	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O
Avg Sale Price	352	423	344	335	364	356	349	422	430	409	374	374	366	362	346	337	346	349	357	371	375	363	298	306	291	326	229	257	300	278	269	300	286	296	286	282
3 Mo. Roll Avg			373	368	348	352	356	376	400	420	404	385	371	367	358	348	343	344	350	359	367	369	345	322	299	308	282	271	262	279	282	282	285	294	289	288

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