

City: Lake Forest



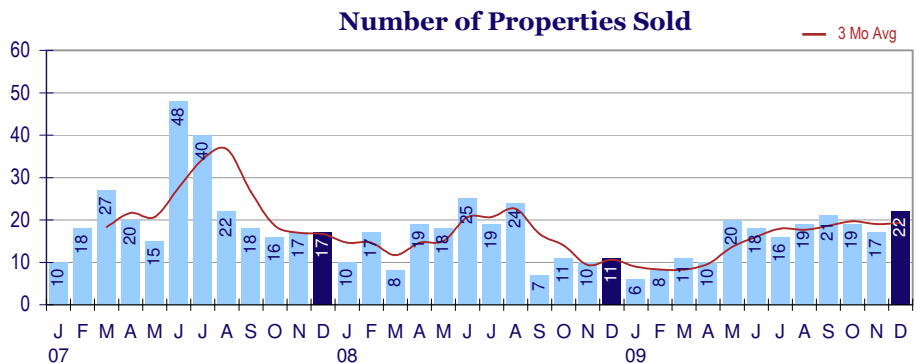
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,100,000	↑		↓				
Average List Price of all Current Listings	\$1,788,193	↑		↓				
December Median Sales Price	\$645,000	↑	↓	↓	↓	\$849,000	↓	↓
December Average Sales Price	\$857,166	↓	↓	↓	↓	\$988,557	↓	↓
Total Properties Currently for Sale (Inventory)	347	↓		↓				
December Number of Properties Sold	22	↑		↑		187	↑	
December Average Days on Market (Solds)	113	↓	↔	↓	↓	151	↑	↑
Asking Price per Square Foot (based on New Listings)	\$281	↑	↑	↓	↓	\$290	↓	↓
December Sold Price per Square Foot	\$228	↓	↓	↓	↓	\$259	↓	↓
December Month's Supply of Inventory	15.8	↓	↓	↓	↓	30.1	↓	↓
December Sale Price vs List Price Ratio	82.6%	↓	↓	↓	↓	79.0%	↓	↓

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

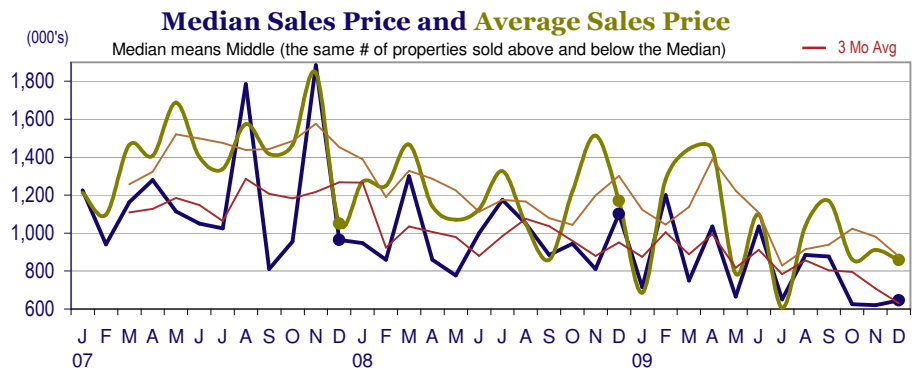
## Property Sales

December Property sales were 22, up 100.0% from 11 in December of 2008 and 29.4% higher than the 17 sales last month. December 2009 sales were at their highest level compared to December of 2008 and 2007. December YTD sales of 187 are running 4.5% ahead of last year's year-to-date sales of 179.



## Prices

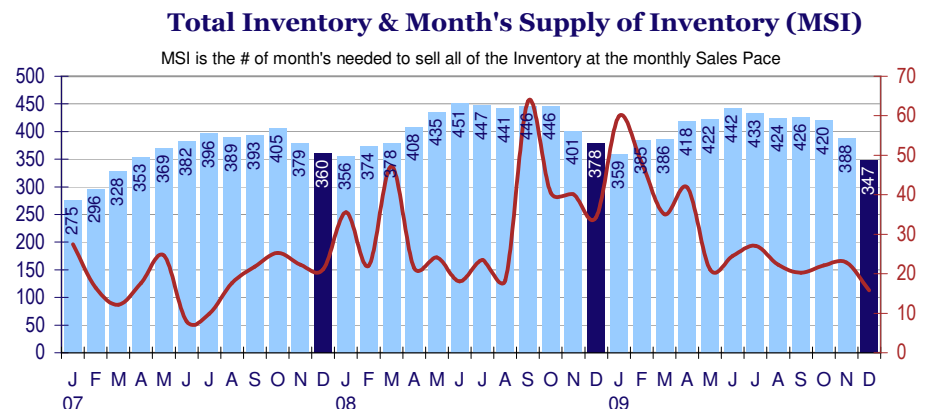
The Median Sales Price in December was \$645,000, down -41.4% from \$1,100,000 in December of 2008 and up 4.0% from \$620,000 last month. The Average Sales Price in December was \$857,166, down -26.7% from \$1,169,839 in December of 2008 and down -5.9% from \$911,176 last month. December 2009 ASP was at the lowest level compared to December of 2008 and 2007.



## Inventory & MSI

The Total Inventory of Properties available for sale as of December was 347, down -10.6% from 388 last month and down -8.2% from 378 in December of last year. December 2009 Inventory was at its lowest level compared with December of 2008 and 2007.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2009 MSI of 15.8 months was at its lowest level compared with December of 2008 and 2007.



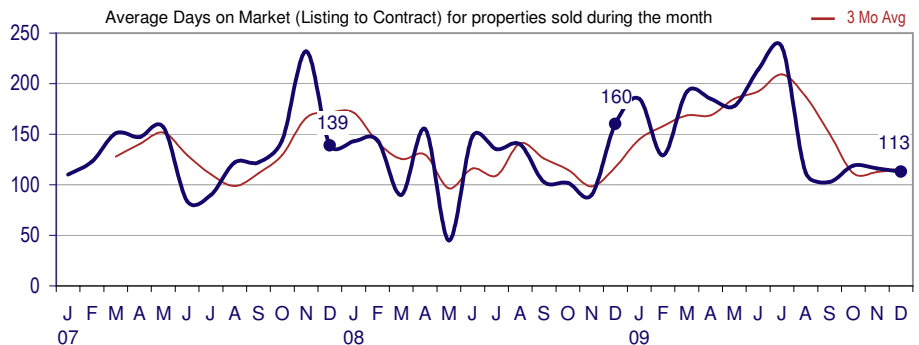
City: Lake Forest



## 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 113, down -2.6% from 116 days last month and down -29.4% from 160 days in December of last year. The December 2009 DOM was at its lowest level compared with December of 2008 and 2007.

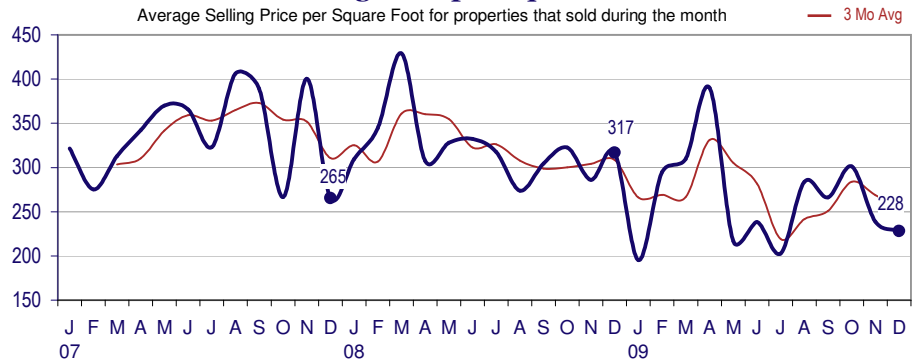
## Days On Market for Sold Properties



## 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 December 2009 Selling Price per Square Foot of \$228 was down -4.5% from \$239 last month and down -28.0% from 317 in December of last year.

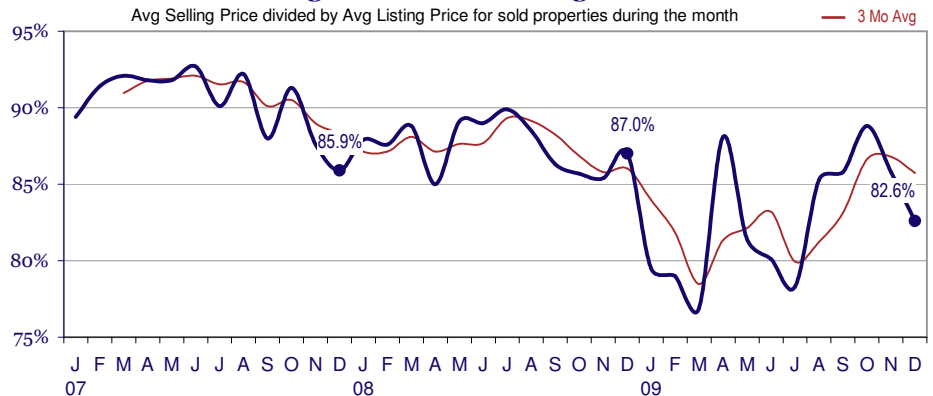
## Selling Price per Square Foot



## 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 2009 Selling Price vs Original List Price of 82.6% was down from 85.8% last month and down from 87.0% in December of last year.

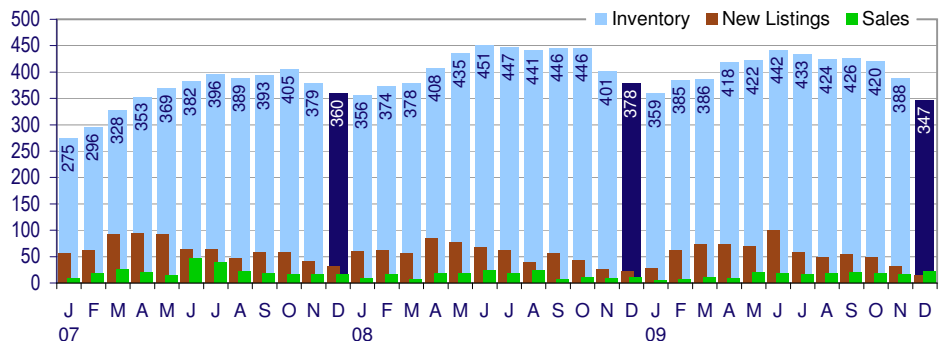
## Selling Price versus Listing Price Ratio



## 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 2009 was 15, down -51.6% from 31 last month and down -34.8% from 23 in December of last year.

## Inventory / New Listings / Sales



## City: Lake Forest

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

	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	N	D
Homes Sold	10	18	27	20	15	48	40	22	18	16	17	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
3 Mo. Roll Avg			18	22	21	28	34	37	27	19	17	17	15	15	12	15	15	21	21	23	17	14	9	11	9	8	8	10	14	16	18	18	19	20	19	19

(000's)	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	N	D
Median Sale Price	1225	940	1163	1280	1115	1050	1025	1785	810	955	1886	965	948	859	1300	860	778	1000	1175	1050	885	944	810	1100	715	1200	750	1035	665	1035	650	885	877	625	620	645
3 Mo. Roll Avg			1109	1128	1186	1148	1063	1287	1207	1183	1217	1269	924	1036	1006	979	879	984	1075	1037	960	880	951	875	1005	888	995	817	912	783	857	804	796	707	630	

	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	N	D
Inventory	275	296	328	353	369	382	396	389	393	405	379	360	356	374	378	408	435	451	447	441	446	446	401	378	359	385	386	418	422	442	433	424	426	420	388	347
MSI	28	16	12	18	25	8	10	18	22	25	22	21	36	22	47	21	24	18	24	18	64	41	40	34	60	48	35	42	21	25	27	22	20	22	23	16

	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	N	D
Days on Market	110	123	151	147	157	84	90	122	122	144	232	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
3 Mo. Roll Avg			128	140	152	129	110	99	111	129	166	172	171	142	126	130	97	116	109	141	126	115	98	117	145	158	169	169	185	192	209	187	150	111	113	116

	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	N	D
Price per Sq Ft	322	275	313	342	370	366	323	406	389	266	400	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
3 Mo. Roll Avg			303	310	342	359	353	365	373	354	352	311	325	307	361	360	355	323	326	308	299	300	304	308	266	269	266	331	305	282	219	242	251	284	269	256

	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	N	D
Sale to List Price	0.894	0.914	0.921	0.918	0.918	0.927	0.901	0.922	0.880	0.913	0.876	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
3 Mo. Roll Avg			0.910	0.918	0.919	0.921	0.915	0.917	0.901	0.905	0.890	0.883	0.871	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

	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	N	D
New Listings	57	63	92	95	92	64	64	47	59	58	41	31	60	63	57	85	78	68	61	39	56	43	27	23	28	63	73	74	69	101	59	49	54	50	31	15
Inventory	275	296	328	353	369	382	396	389	393	405	379	360	356	374	378	408	435	451	447	441	446	446	401	378	359	385	386	418	422	442	433	424	426	420	388	347
Sales	10	18	27	20	15	48	40	22	18	16	17	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

(000's)	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	N	D
Avg Sale Price	1212	1098	1465	1407	1687	1401	1338	1574	1417	1466	1845	1050	1271	1248	1467	1141	1071	1126	1326	1048	860	1220	1514	1170	685	1283	1444	1440	786	1098	607	1039	1170	861	911	857
3 Mo. Roll Avg			1258	1323	1520	1498	1475	1438	1443	1485	1576	1454	1389	1190	1329	1286	1226	1113	1174	1167	1078	1043	1198	1301	1123	1046	1137	1389	1223	1108	830	915	939	1023	981	876

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