

## MLS Area: Lake Forest



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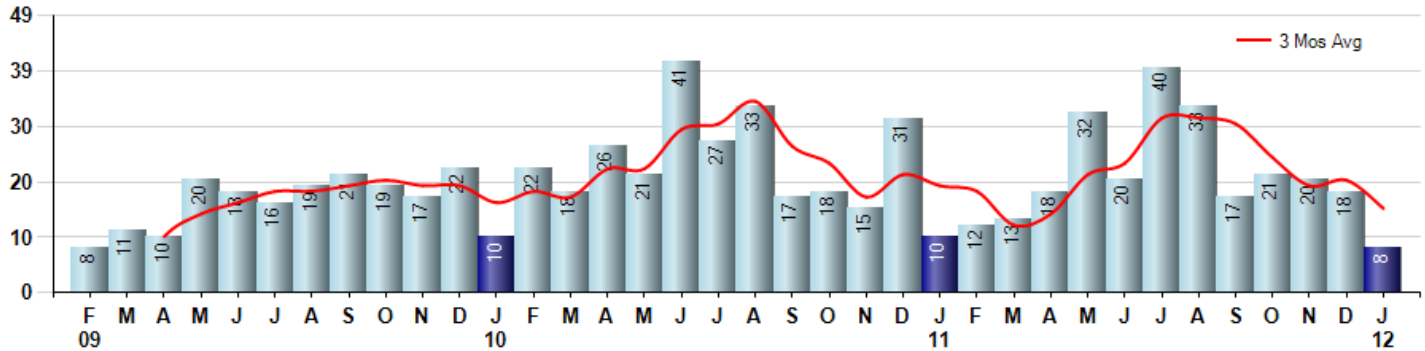
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$999,000	↔		↓				
Average List Price of all Current Listings	\$1,584,380	↑		↓				
January Median Sales Price	\$530,500	↓	↓	↓	↓	\$530,500	↓	↓
January Average Sales Price	\$862,000	↓	↓	↑	↓	\$862,000	↑	↓
Total Properties Currently for Sale (Inventory)	261	↓		↓				
January Number of Properties Sold	8	↓		↓		8	↔	
January Average Days on Market (Solds)	106	↓	↓	↓	↓	106	↓	↓
January Month's Supply of Inventory	32.6	↑	↑	↓	↑	32.6	↓	↑
January Sale Price vs List Price Ratio	87.8%	↑	↑	↑	↑	90.2%	↑	↑

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

### Property Sales

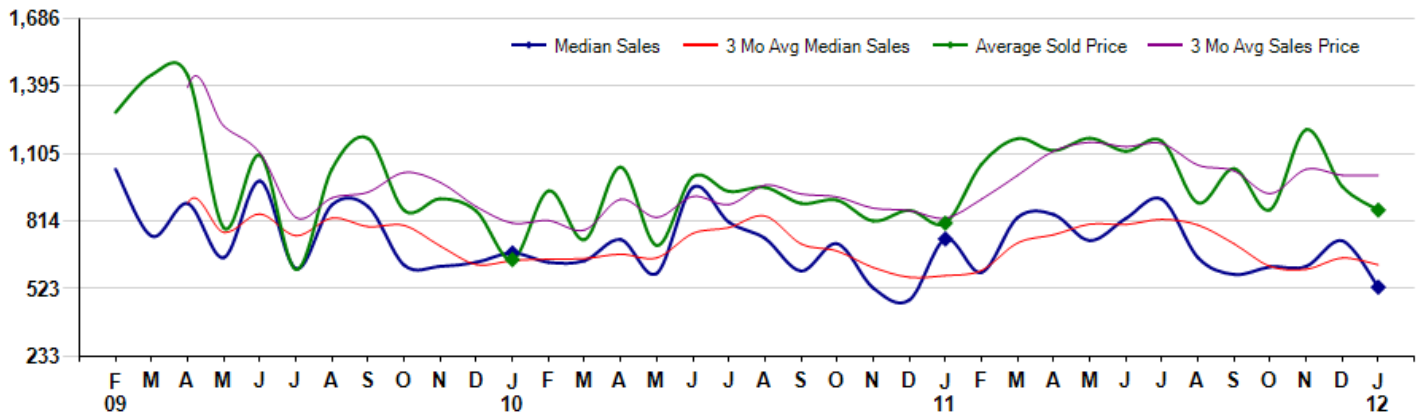
January Property sales were 8, down -20.0% from 10 in January of 2011 and -55.6% lower than the 18 sales last month. January 2012 sales were at their lowest level compared to January of 2011 and 2010. January YTD sales of 8 are running -20.0% behind last year's year-to-date sales of 10.



### Prices

The Median Sales Price in January was \$530,500, down -28.1% from \$737,813 in January of 2011 and down -27.3% from \$729,750 last month. The Average Sales Price in January was \$862,000, up 7.0% from \$805,563 in January of 2011 and down -10.6% from \$963,889 last month. January 2012 ASP was at highest level compared to January of 2011 and 2010.

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 2/1/2009 through 1/31/2012. 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.



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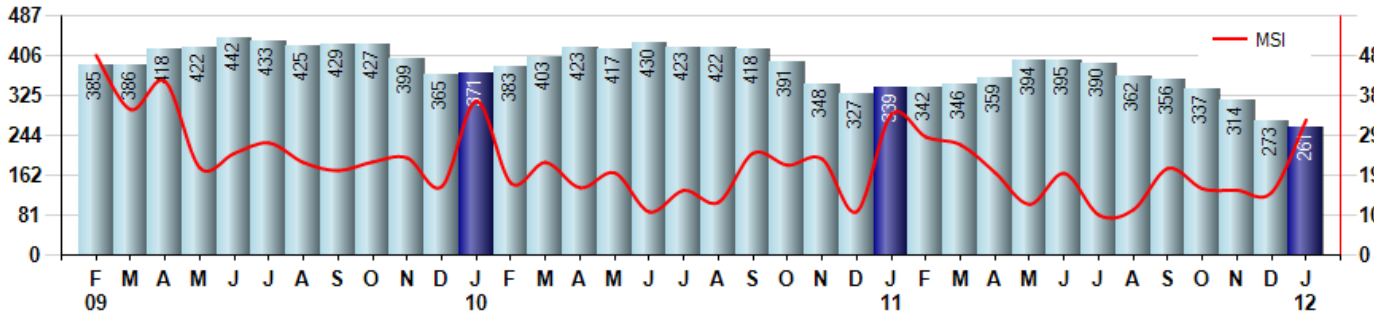
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### Inventory & MSI

The Total Inventory of Properties available for sale as of January was 261, down -4.4% from 273 last month and down -23.0% from 339 in January of last year. January 2012 Inventory was at the lowest level compared to January of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2012 MSI of 32.6 months was at its lowest level compared with January of 2011 and 2010.

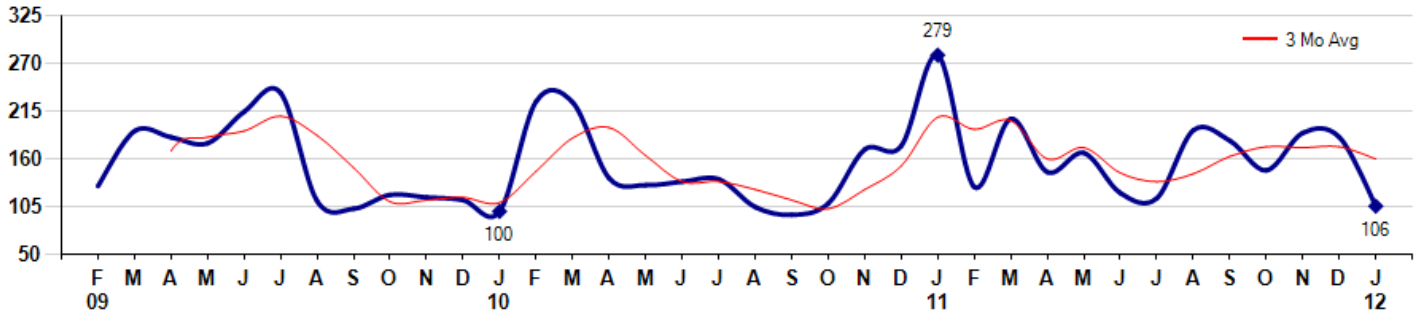
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 January was 106, down -42.7% from 185 days last month and down -62.0% from 279 days in January of last year. The January 2012 DOM was at a mid range compared with January of 2011 and 2010.

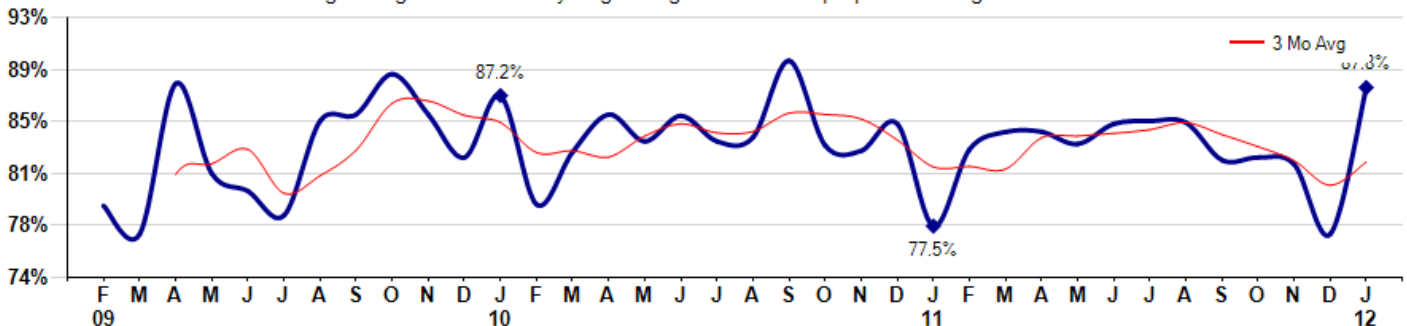
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 January 2012 Selling Price vs Original List Price of 87.8% was up from 76.9% last month and up from 77.5% in January of last year.

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



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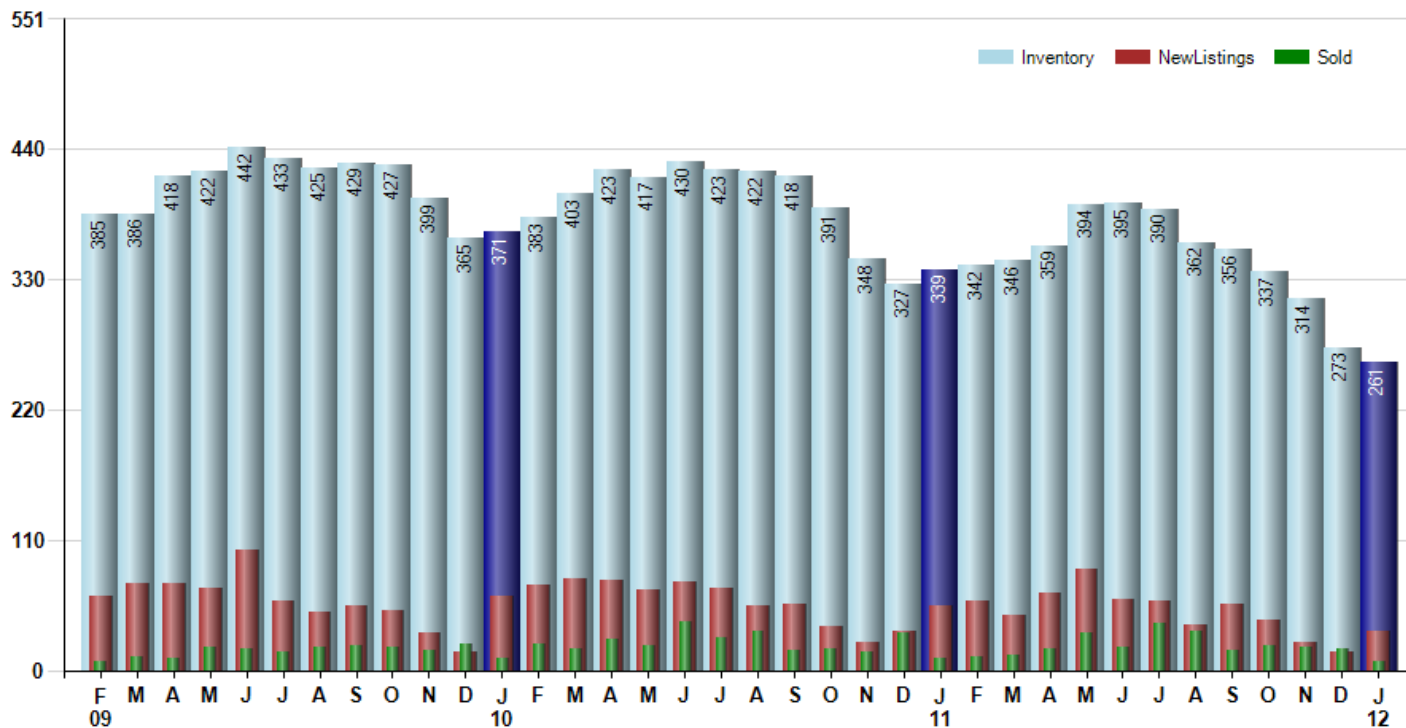
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### Inventory / New Listings / Sales

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 January 2012 was 33, up 120.0% from 15 last month and down -38.9% from 54 in January of last year.



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	F 09	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12
Homes Sold	8	11	10	20	18	16	19	21	19	17	22	10	22	18	26	21	41	27	33	17	18	15	31	10	12	13	18	32	20	40	33	17	21	20	18	8
3 Mo. Roll Avg			10	14	16	18	18	19	20	19	19	16	18	17	22	22	29	30	34	26	23	17	21	19	18	12	14	21	23	31	31	30	24	19	20	15

	(000's) F 09	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12
Median Sale Price	1,038	750	890	658	988	610	885	877	625	620	638	678	638	644	735	590	960	810	740	600	718	527	475	738	594	830	843	731	826	909	658	585	618	620	730	531
3 Mo. Roll Avg			893	766	845	752	828	791	796	707	628	645	651	653	672	656	762	787	837	717	686	615	573	580	602	721	756	801	800	822	798	717	620	608	656	627

	F 09	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12
Inventory	385	386	418	422	442	433	425	429	427	399	365	371	383	403	423	417	430	423	422	418	391	348	327	339	342	346	359	394	395	390	362	356	337	314	273	261
MSI	48	35	42	21	25	27	22	20	22	23	17	37	17	22	16	20	10	16	13	25	22	23	11	34	29	27	20	12	20	10	11	21	16	16	15	33

	F 09	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12
Days On Market	129	192	185	178	214	236	112	103	119	116	113	100	226	225	138	130	134	137	105	96	109	171	175	279	128	206	145	167	121	115	193	181	147	190	185	106
3 Mo. Roll Avg			169	185	192	209	187	150	111	113	116	110	146	184	196	164	134	134	125	113	103	125	152	208	194	204	160	173	144	134	143	163	174	173	174	160

	F 09	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12
Price per Sq Ft	295	309	390	216	238	203	284	266	301	239	228	218	255	220	257	240	277	256	270	261	221	225	266	232	262	241	277	274	267	271	229	251	244	237	224	228
3 Mo. Roll Avg			331	305	281	219	242	251	284	269	256	228	234	231	244	239	258	258	268	262	251	236	237	241	253	245	260	264	273	271	256	250	241	244	235	230

	F 09	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12
Sale to List Price	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	0.841	0.898	0.835	0.831	0.851	0.775	0.832	0.845	0.845	0.836	0.851	0.853	0.852	0.824	0.826	0.821	0.769	0.878
3 Mo. Roll Avg			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	0.845	0.859	0.858	0.855	0.839	0.819	0.819	0.817	0.841	0.842	0.844	0.847	0.852	0.843	0.834	0.824	0.805	0.823

	F 09	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12
New Listings	63	73	74	69	101	59	49	54	50	31	15	62	72	78	76	68	75	69	55	56	37	24	33	54	59	47	65	85	60	58	39	56	42	24	15	33
Inventory	385	386	418	422	442	433	425	429	427	399	365	371	383	403	423	417	430	423	422	418	391	348	327	339	342	346	359	394	395	390	362	356	337	314	273	261
Sales	8	11	10	20	18	16	19	21	19	17	22	10	22	18	26	21	41	27	33	17	18	15	31	10	12	13	18	32	20	40	33	17	21	20	18	8

	(000's) F 09	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12
Avg Sale Price	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	960	891	904	815	861	806	1,059	1,170	1,118	1,172	1,115	1,158	893	1,040	864	1,208	964	862
3 Mo. Roll Avg			1,389	1,223	1,108	830	915	939	1,023	981	876	806	817	776	909	830	920	886	969	931	919	870	860	827	909	1,011	1,116	1,153	1,135	1,148	1,056	1,031	932	1,037	1,012	1,011

