

MLS Area: Lake Forest

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

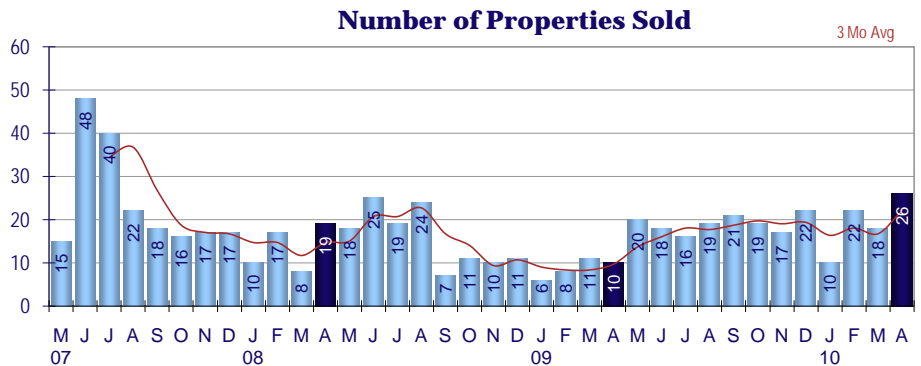
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,072,000	↓		↓				
Average List Price of all Current Listings	\$1,704,131	↔		↓				
April Median Sales Price	\$735,000	↑	↑	↓	\$671,625	↓	↓	
April Average Sales Price	\$1,046,750	↑	↑	↓	\$890,941	↓	↓	
Total Properties Currently for Sale (Inventory)	414	↑		↔				
April Number of Properties Sold	26	↑		↑	76	↑		
April Average Days on Market (Solds)	138	↓	↓	↓	179	↑	↑	
April Month's Supply of Inventory	15.9	↓	↓	↓	23.0	↓	↓	
April Sale Price vs List Price Ratio	85.8%	↑	↑	↓	78.1%	↑	↓	

* 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)

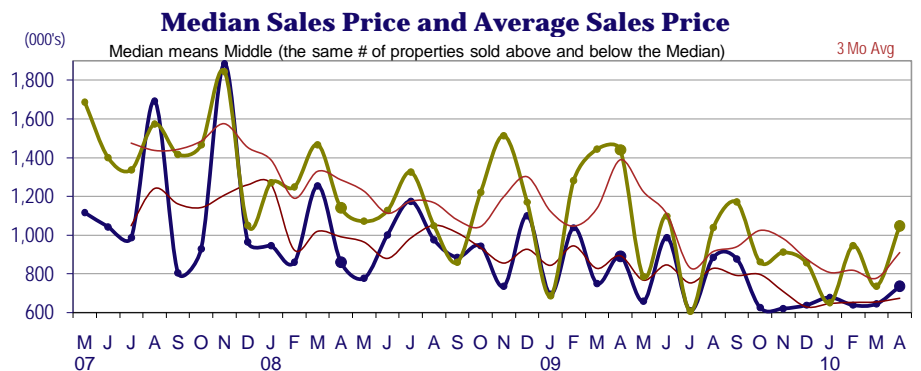
Property Sales

April Property sales were 26, up 160.0% from 10 in April of 2009 and 44.4% higher than the 18 sales last month. April 2010 sales were at their highest level compared to April of 2009 and 2008. April YTD sales of 76 are running 117.1% ahead of last year's year-to-date sales of 35.



Prices

The Median Sales Price in April was \$735,000, down -17.4% from \$890,003 in April of 2009 and up 14.1% from \$644,125 last month. The Average Sales Price in April was \$1,046,750, down -27.3% from \$1,440,001 in April of 2009 and up 42.5% from \$734,474 last month. April 2010 ASP was at the lowest level compared to April of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of April was 414, up 4.3% from 397 last month and up 1.0% from 410 in April of last year. April 2010 Inventory was at its highest level compared with April of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2010 MSI of 15.9 months was at its lowest level compared with April of 2009 and 2008.

