

North Shore market update

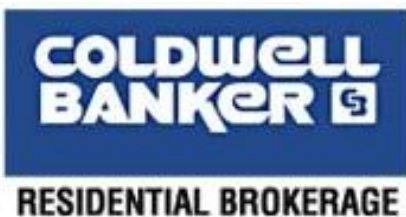
LAKE FOREST

Current prices for homes on the market
Trends in pricing
Current levels of supply and demand
Value metrics

Report for the week of
2009-08-14

Presented by North Shore
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City Overview

Real-Time Market Profile		Trend
Median List Price	\$ 1,295,000	← →
Average List Price	\$ 1,882,276	
Least Expensive Listing	\$ 224,900	
Most Expensive Listing	\$ 15,000,000	
Asking Price per Square Foot	\$ 340	← →
Average Days on Market	277	← →
Total Inventory	361	↑ ↑
Absorbed This Week*	11	
Percent of Properties with Price Decrease	39 %	
Percent Relisted (reset DOM)	11 %	
Percent Flip (price increased)	2 %	
Median House Size (sq ft)	3,414	
Median Lot Size	0.50 - 1.0 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	4.0	
Median Age	38	

Altos Research Value Statistics		
Market Action Index	Cold! Buyer's	8 ← →

Altos Research calculates the Market Action Index which measures available supply relative to the current level of demand. Index value above 30 indicates conditions favor the seller. See the section below for full details.

Trend Key

 Last Month's Trend
  Last Quarter's
  No Clear Monthly/Quarterly

*Metric "Absorbed this Week" covers properties sold and those taken off the market for other reasons. Since sales sometimes take months to close, it is impossible to discern in real-time exactly which properties sold.

Characteristics per Quartile

Quart	Median Price	Med. Sqft.	Med. Lot Size	Bed	Bath	Med. Age	Inven.	New	Ab-sorbed	Avg. DoM
1	\$ 3,495,000	6,231	1.0 - 2.5 acres	5.0	6.5	30	90	2	2	303
2	\$ 1,732,000	4,480	1.0 - 2.5 acres	4.0	4.5	24	90	0	3	294
3	\$ 929,000	3,226	0.50 - 1.0 acre	4.0	3.5	34	90	1	3	258
4	\$ 599,900	2,308	0.25 - 0.50 acre	4.0	2.5	50	91	2	3	255

LAKE FOREST

THIS WEEK

The median single family home price in LAKE FOREST this week is \$1,295,000. The 361 homes have been on the market for an average of 277 days.

With inventory trending up but days-on-market and the Market Action Index essentially flat recently, conditions don't seem to have strong up or down pull.

QUARTILES

To get a tightly targeted understanding of homes in the market, we break each locale into quartiles. Each quartile is 25% of the homes listed.

Most expensive 25% of homes

Upper-middle 25% of homes

Lower-middle 25% of homes

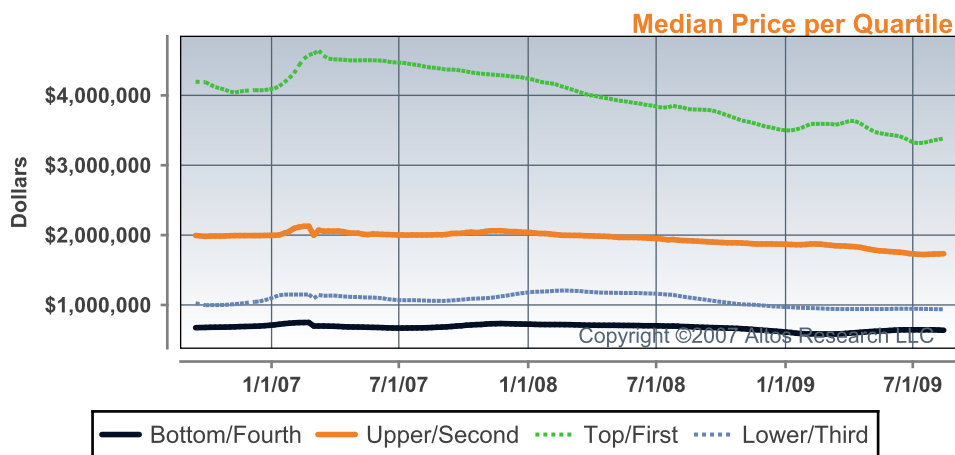
Least expensive 25% of homes

We'll refer to the quartiles in the trend graphs below.



PRICE

The market seems to have paused around this plateau. The Market Action Index is a good leading indicator for the durability of this trend.



QUARTILE PRICES

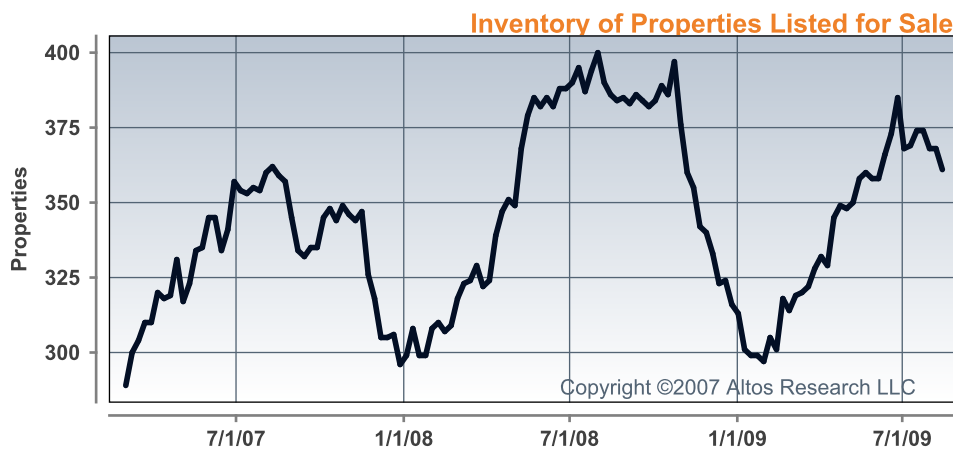
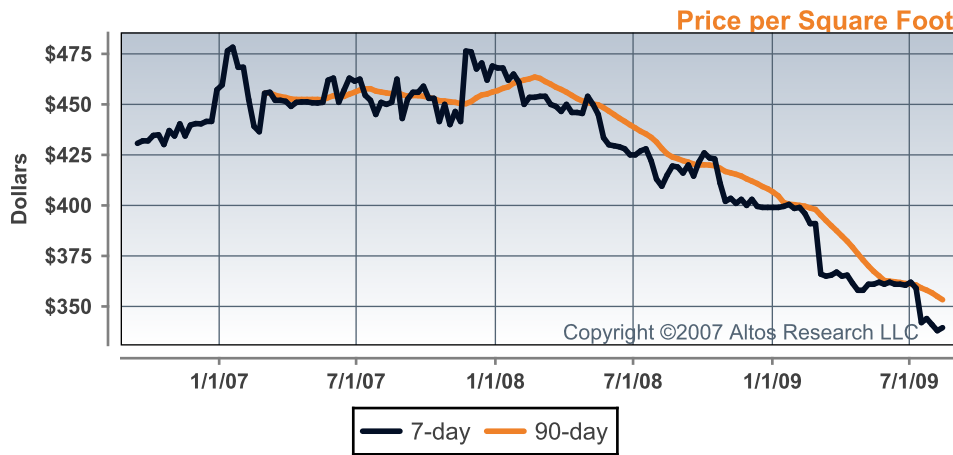
Often, we find insights by watching pricing trends within the quartile segments. Pricing trends have been lacking strong directional indication lately. Quartile 1 has been trending up recently, but unless we see a persistent up-shift in the Market Action Index, it will likely resume the trend of the rest of the market.

PRICE AND VALUE

The market plateau is seen across the price and value. The price per square foot and median list price have both been reasonably stagnant. Watch the Market Action Index for persistent changes as a leading indicator before the market moves from these levels.

INVENTORY

Inventory has been climbing lately. Note that rising inventory alone does not signal a weakening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is keeping up with available supply.



Residential house prices are a function of supply and demand, and market conditions can be characterized by analyzing those factors. Watch this index for sustained changes: if the index falls into the Buyer's Market zone for a long period, prices are likely in for a downward correction.



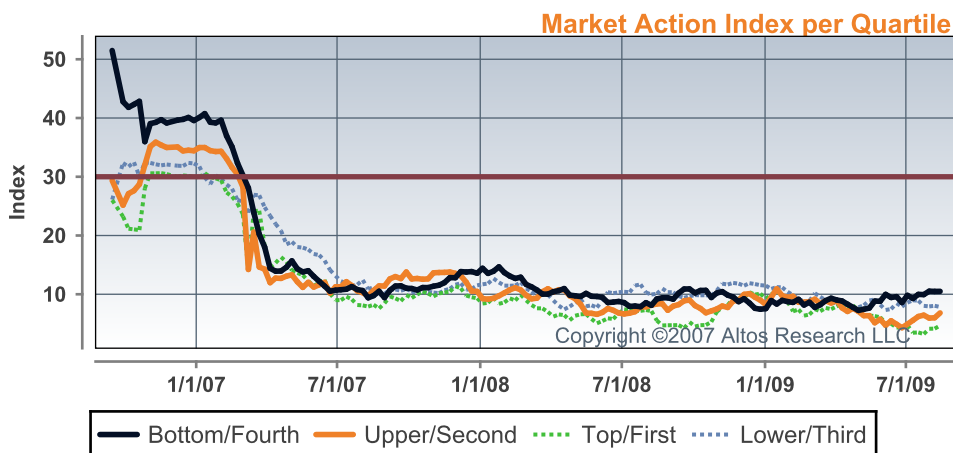
The Market Action Index (MAI) illustrates the balance between supply and demand using a statistical function of the current rate of sale versus current inventory.

An MAI value greater than 30 typically indicates a "Seller's Market" (a.k.a. "Hot Market") because demand is high enough to quickly gobble up available supply. A hot market will typically cause prices to rise. MAI values below 30 indicate a "Buyer's Market" (a.k.a. "Cold Market") where the inventory of already-listed homes is sufficient to last several months at the current rate of sales. A cold market will typically cause prices to fall.

MARKET ACTION INDEX

The LAKE FOREST market is currently quite strongly in the Buyer's Market zone (below 30). The 90-day Market Action Index stands at 8. With several months of inventory available at the current sales rate, buyers should find ample choice.

The market has shown some evidence of slowing recently. Both prices and inventory levels are relatively unchanged in recent weeks. Watch the Market Action Index for changes as it can be a leading indicator for price changes.



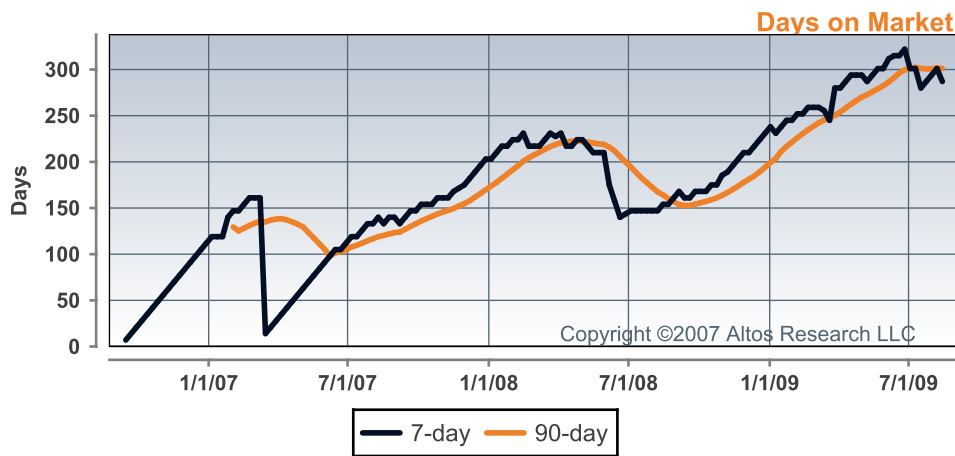
The quartiles can help you answer the question, "How hot is the market for homes in my price range?"

MARKET ACTION

Not surprisingly given the overall Market Action Index, all quartiles are in the Buyer's Market zone with several months of inventory given the current rate of demand for homes in the quartile. Watch the quartile for changes before the overall market shifts. Often one end of the market (e.g. the low end) will improve and signal a strengthening market before the whole group changes.

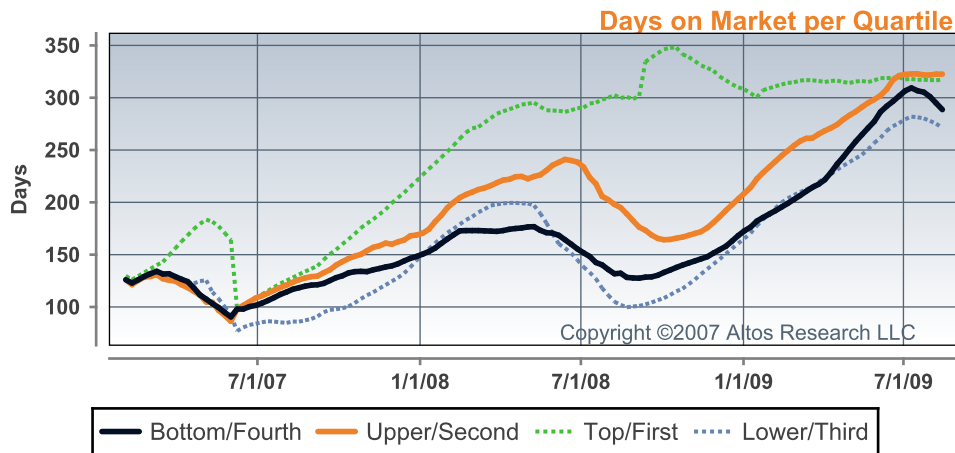
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 277 days. Half of the listings have come newly on the market in the past 287 or so days.



DOM PER QUARTILE

It is not uncommon for the higher priced homes in an area to take longer to sell than those in the lower quartiles.



Neighborhood Detail

LAKE FOREST 60045

Real-Time Market Profile		Trend
Median List Price	\$ 1,295,000	↔
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THIS WEEK

The median single family home price in LAKE FOREST 60045 this week is \$1,295,000.

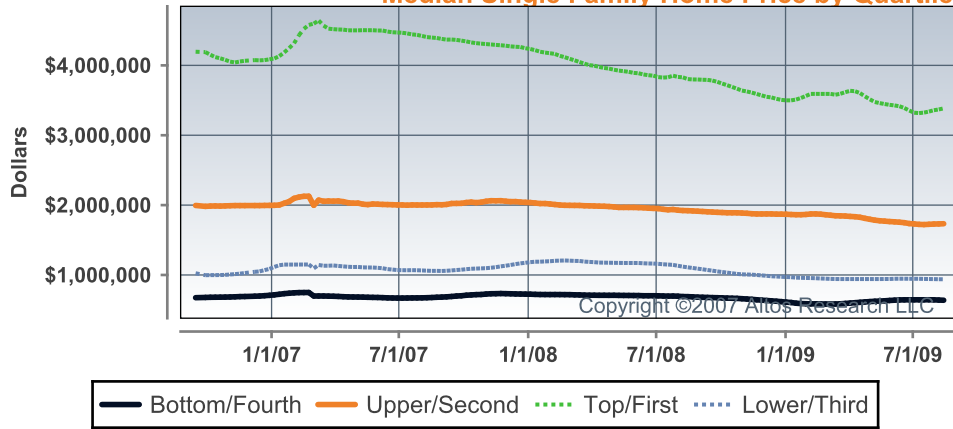
With inventory trending up but days-on-market and the Market Action Index essentially flat recently, conditions don't seem to have strong up or down pull.

PRICE

We continue to see prices in this zip code bouncing around this plateau. Look for a persistent up-shift in the Market Action Index before we see prices move from these levels.



Median Single Family Home Price by Quartile



PRICE PER QUARTILE

In the quartile market segments, we see the lower half of this zip code is showing slight pricing weakness, while the upper half of the market is slightly positive. Quartile 1 has been trending up recently, but unless we see a persistent up-shift in the Market Action Index, it will likely resume the trend of the rest of the market.

Characteristics per Quartile

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Price per Square Foot

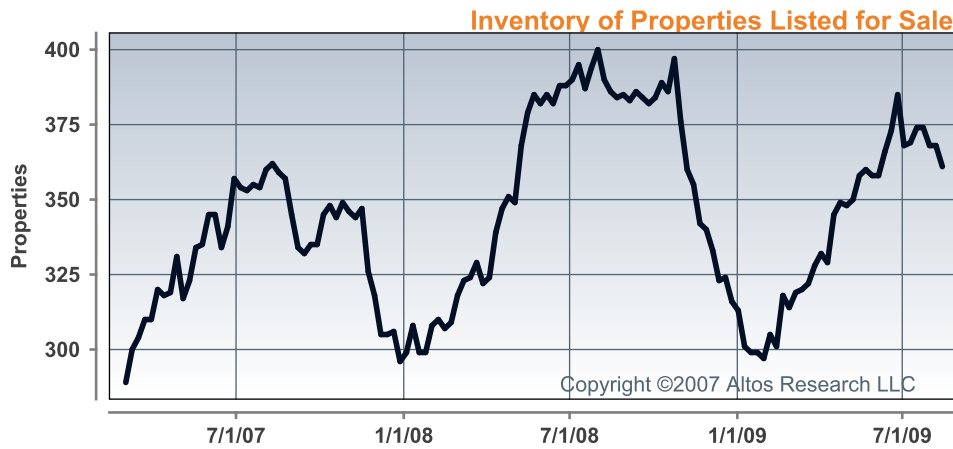


PRICE AND VALUE

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INVENTORY

Inventory has been falling in recent weeks with 361 properties available this week. Note that declining inventory alone does not signal a strengthening market. Look to the Market Action Index to gauge whether buyer interest is falling with the available supply.



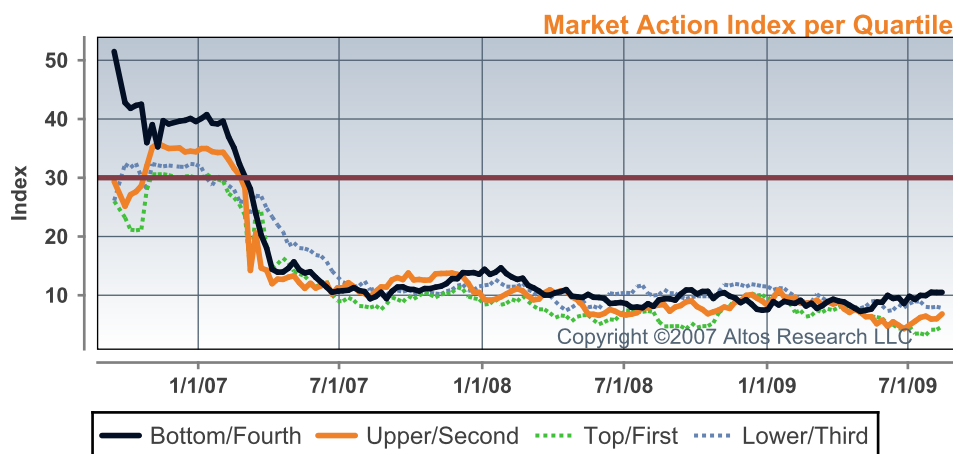
MARKET ACTION INDEX

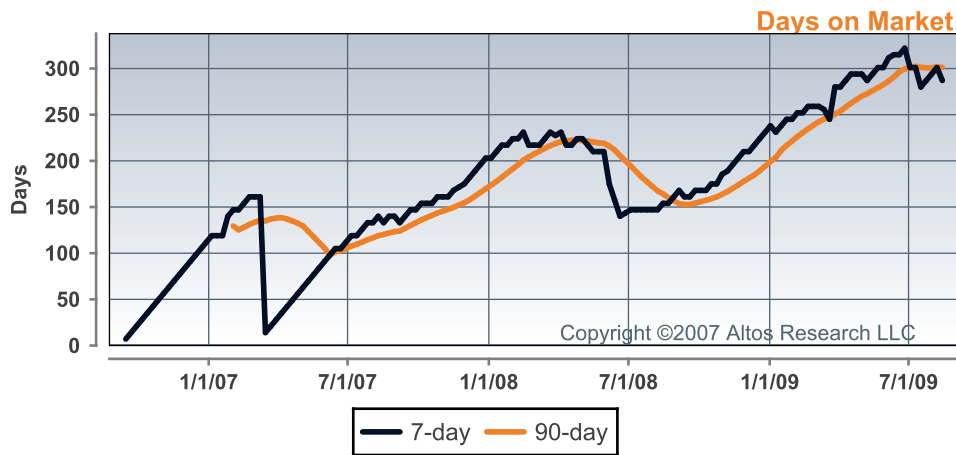
The LAKE FOREST 60045 is quite strongly in the Buyer's Market zone. The 90-day Market Action Index stands at 8. With several months of inventory available at the current sales rate, buyers should find ample choice.



MARKET ACTION

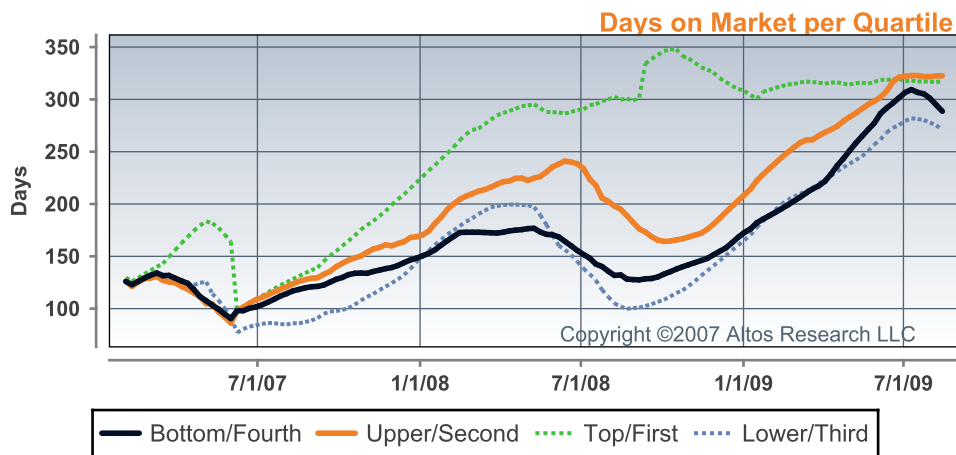
Not surprisingly, all quartiles are in the Buyer's Market zone with several months of inventory given the current levels of demand. Watch the quartiles for changes before the overall market shifts.





DAYS ON MARKET

The properties have been on the market for an average of 277 days. Half of the listings have come newly on the market in the past 287 or so days. Watch the 90-day DOM trend for signals of a changing market.



DAYS ON MARKET

It is not uncommon for the higher priced homes in an area (Quartiles 1 and 2) to take longer to sell than those in the lower quartiles.

About Altos Research Corporation

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