

City: Lake Forest

Your Name

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Other



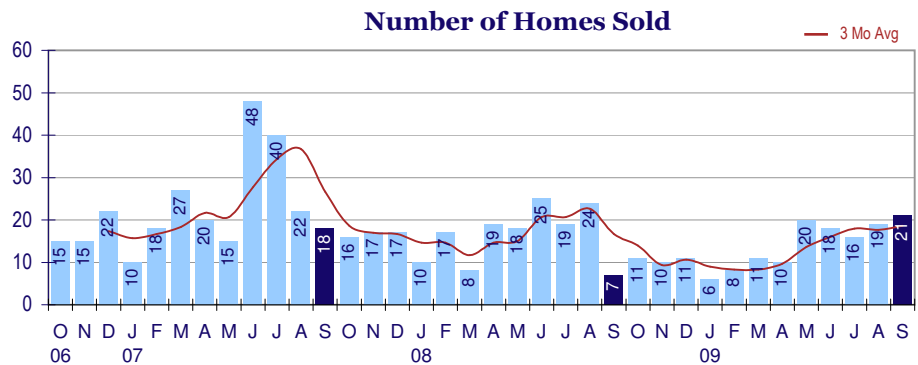
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,177,000	↑		↓				
Average List Price of all Current Listings	\$1,782,075	↓		↓				
September Median Sales Price	\$877,000	↔	↓	↔	\$943,000	↓	↓	
September Average Sales Price	\$1,170,443	↑	↑	↑	\$1,039,983	↓	↓	
Total Homes Currently for Sale (Inventory)	419	↔		↓				
September Number of Homes Sold	21	↑		↑	129	↓		
September Average Days on Market (Solds)	103	↓	↓	↔	167	↑	↑	
Asking Price per Square Foot (based on New Listings)	\$285	↓	↓	↓	\$298	↓	↓	
September Sold Price per Square Foot	\$266	↓	↑	↓	\$263	↓	↓	
September Month's Supply of Inventory	20.0	↓	↑	↓	33.3	↑	↑	
September Sale Price vs List Price Ratio	85.8%	↑	↑	↓	77.8%	↓	↓	

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

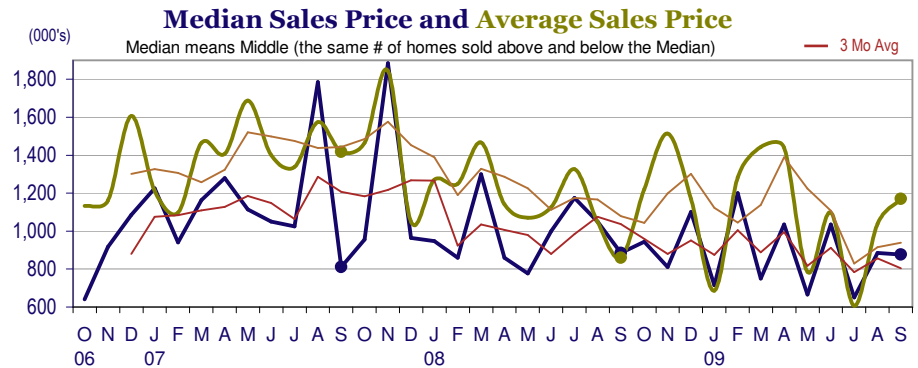
## Home Sales

September home sales were 21, up 200.0% from 7 in September of 2008 and 10.5% higher than the 19 sales last month. September 2009 sales were at their highest level compared to September of 2008 and 2007. September YTD sales of 129 are running -12.2% behind last year's year-to-date sales of 147.



## Prices

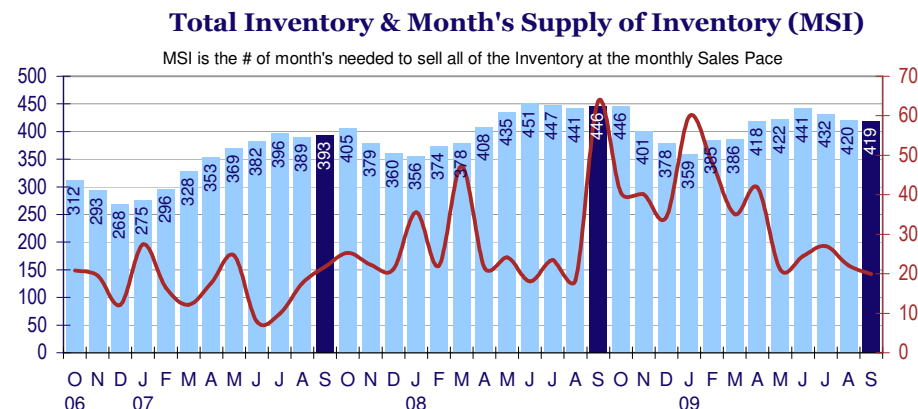
The Median Sales Price in September was \$877,000, down -0.9% from \$885,000 in September of 2008 and down -0.9% from \$885,000 last month. The Average Sales Price in September was \$1,170,443, up 36.1% from \$860,071 in September of 2008 and up 12.6% from \$1,039,184 last month. September 2009 ASP was at a mid range compared to September of 2008 and 2007.



## Inventory & MSI

The Total Inventory of homes available for sale as of September was 419, down -0.2% from 420 last month and down -6.1% from 446 in September of last year. September 2009 Inventory was at a mid level compared with September of 2008 and 2007.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2009 MSI of 20.0 months was at its lowest level compared with September of 2008 and 2007.



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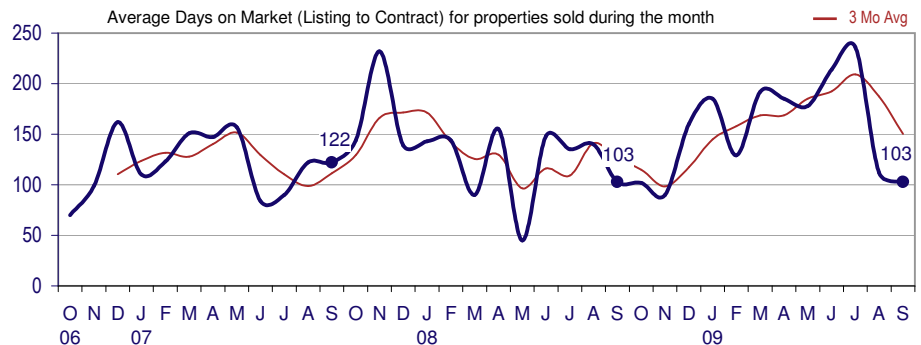
Other



## Market Time

The average Days On Market (DOM) shows how many days the average home 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 September was 103, down -8.0% from 112 days last month and equal to 103 days in September of last year. The September 2009 DOM was at its lowest level compared with September of 2008 and 2007.

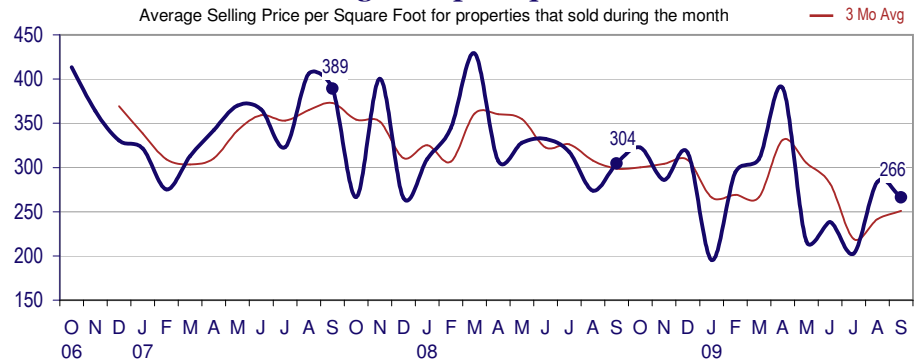
## Days On Market for Sold Properties



## Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of home values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end homes in the market, the selling price per square foot is a more normalized indicator on the direction of home values. The September 2009 Selling Price per Square Foot of \$266 was down -6.2% from \$284 last month and down -12.5% from 304 in September of last year.

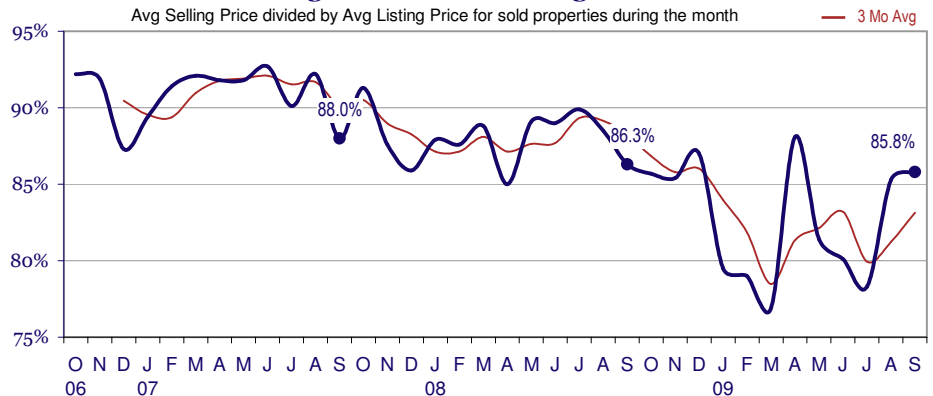
## Selling Price per Square Foot



## 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 September 2009 Selling Price vs Original List Price of 85.8% was up from 85.3% last month and down from 86.3% in September of last year.

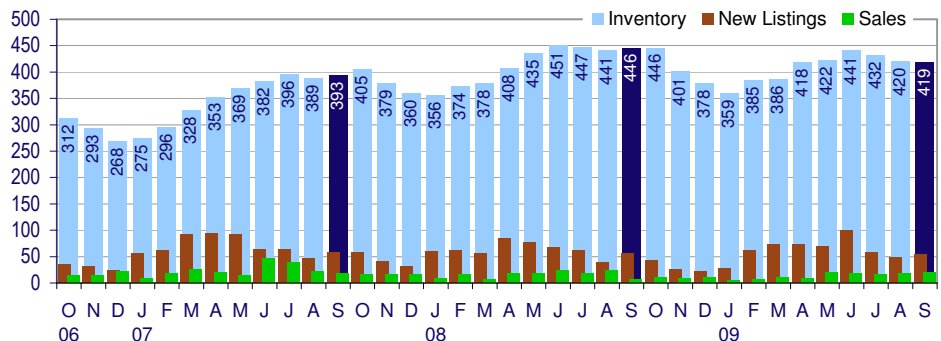
## Selling Price versus Listing Price Ratio



## Inventory / New Listings / Sales

This last view of the market combines monthly inventory of homes 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 September 2009 was 54, up 10.2% from 49 last month and down -3.6% from 56 in September of last year.

## Inventory / New Listings / Sales



## City: Lake Forest

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

	O 06	N	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
Homes Sold	15	15	22	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
3 Mo. Roll Avg			17	16	17	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

(000's)	O 06	N	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
Median Sale Price	640	917	1085	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
3 Mo. Roll Avg			881	1076	1083	1109	1128	1186	1148	1063	1287	1207	1183	1217	1269	1266	924	1036	1006	979	879	984	1075	1037	960	880	951	875	1005	888	995	817	912	783	857	804

	O 06	N	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
Inventory	312	293	268	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	441	432	420	419
MSI	21	20	12	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

	O 06	N	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
Days on Market	70	99	162	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
3 Mo. Roll Avg			110	124	132	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

	O 06	N	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
Price per Sq Ft	413	364	330	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
3 Mo. Roll Avg			369	339	309	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

	O 06	N	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
Sale to List Price	0.922	0.919	0.873	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
3 Mo. Roll Avg			0.905	0.895	0.894	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

	O 06	N	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
New Listings	35	32	24	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
Inventory	312	293	268	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	441	432	420	419
Sales	15	15	22	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

(000's)	O 06	N	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
Avg Sale Price	1133	1162	1607	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
3 Mo. Roll Avg			1301	1327	1306	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