

MLS Area: Lake Forest

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

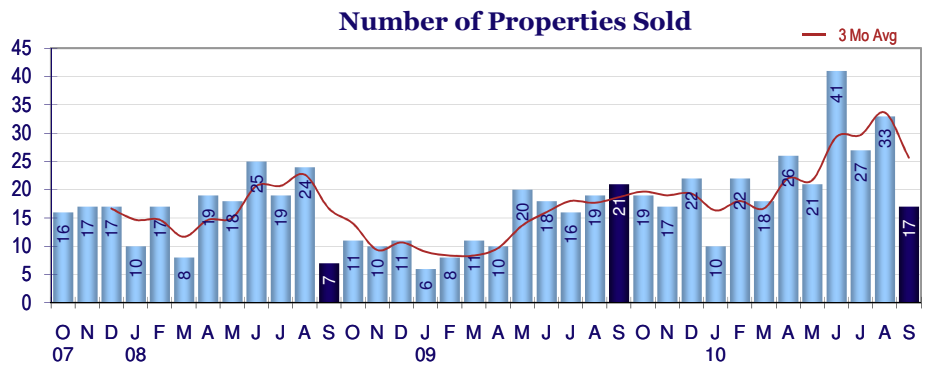
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,125,000	↓		↓				
Average List Price of all Current Listings	\$1,738,833	↓		↓				
September Median Sales Price	\$600,000	↓	↓	↓	↓	\$750,000	↓	↑
September Average Sales Price	\$890,999	↓	↓	↓	↓	\$912,045	↓	↓
Total Properties Currently for Sale (Inventory)	407	↓		↓				
September Number of Properties Sold	17	↓		↓		215	↑	
September Average Days on Market (Solds)	96	↓	↓	↓	↓	142	↓	↓
September Month's Supply of Inventory	23.9	↑	↑	↑	↓	19.5	↓	↓
September Sale Price vs List Price Ratio	89.8%	↑	↑	↑	↑	81.7%	↑	↑

* 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)

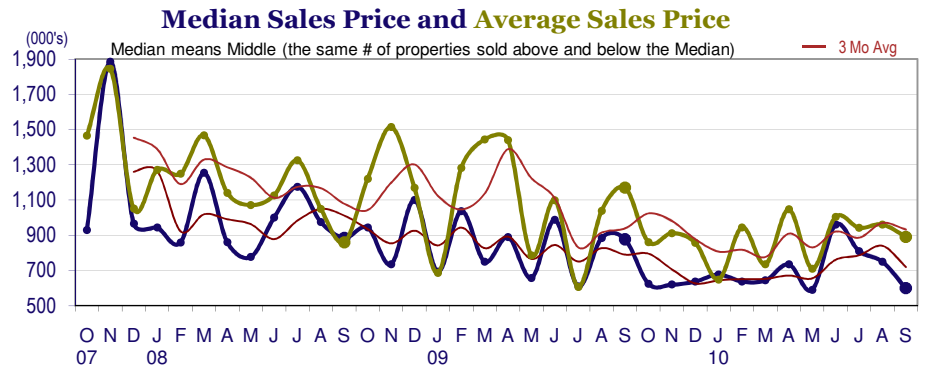
Property Sales

September Property sales were 17, down 19.0% from 21 in September of 2009 and 48.5% lower than the 33 sales last month. September 2010 sales were at a mid level compared to September of 2009 and 2008. September YTD sales of 215 are running 66.7% ahead of last year's year-to-date sales of 129.



Prices

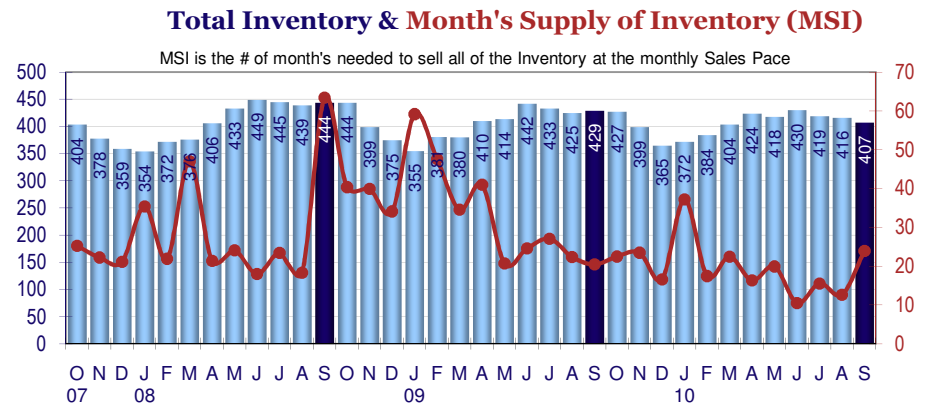
The Median Sales Price in September was \$600,000, down 31.6% from \$877,000 in September of 2009 and down 20.0% from \$750,000 last month. The Average Sales Price in September was \$890,999, down 23.9% from \$1,170,443 in September of 2009 and down 7.2% from \$960,501 last month. September 2010 ASP was at a mid range compared to September of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of September was 407, down 2.2% from 416 last month and down 5.1% from 429 in September of last year. September 2010 Inventory was at its lowest level compared with September of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2010 MSI of 23.9 months was at a mid level compared with September of 2009 and 2008.



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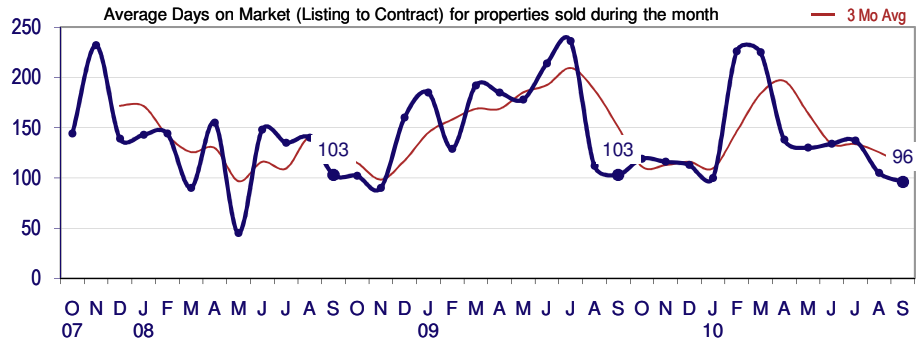


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Market Time

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 September was 96, down 8.6% from 105 days last month and down 6.8% from 103 days in September of last year. The September 2010 DOM was at its lowest level compared with September of 2009 and 2008.

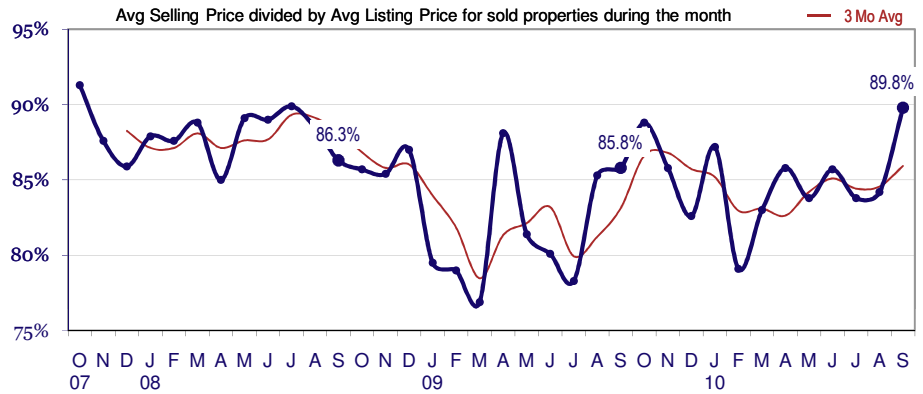
Days On Market for Sold Properties



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 2010 Selling Price vs Original List Price of 89.8% was up from 84.2% last month and up from 85.8% in September of last year.

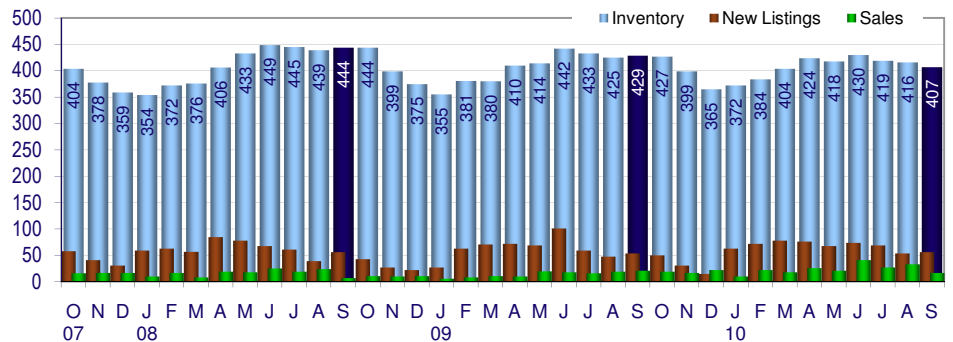
Selling Price versus Listing Price Ratio



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of 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 September 2010 was 56, up 3.7% from 54 last month and up 3.7% from 54 in September of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

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September 2010

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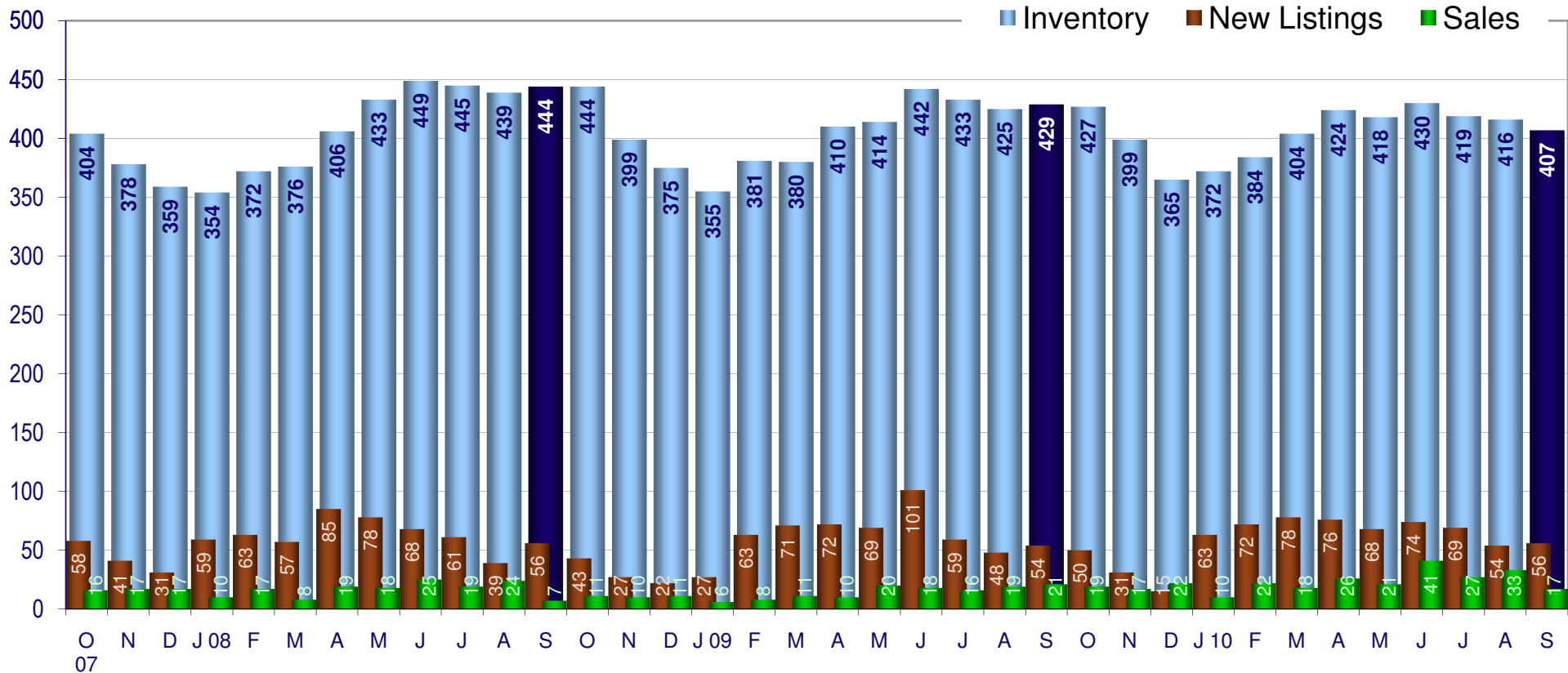
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