

City: Lake Forest



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

Market Profile & Trends Overview

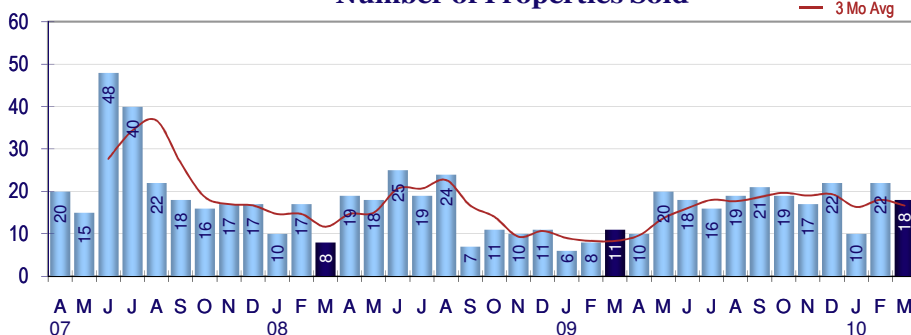
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,062,500	7%		2%				
Average List Price of all Current Listings	\$1,625,281	2%		2%				
March Median Sales Price	\$644,125	1%	1%	-14%	-10%	\$649,125	-13%	-9%
March Average Sales Price	\$734,474	-22%	-11%	-49%	-24%	\$809,921	-33%	-17%
Total Properties Currently for Sale (Inventory)	390	5%		1%				
March Number of Properties Sold	18	-18%		64%		50	100%	
March Average Days on Market (Solds)	225	-0%	29%	17%	51%	201	18%	35%
Asking Price per Square Foot (based on New Listings)	\$337	6%	1%	-7%	3%	\$337	-2%	3%
March Sold Price per Square Foot	\$220	-14%	-5%	-29%	-14%	\$234	-16%	-9%
March Month's Supply of Inventory	21.7	28%	-13%	-38%	-28%	25.0	-48%	-17%
March Sale Price vs List Price Ratio	90.0%	.9%	2.9%	6.1%	3.0%	88.0%	8.2%	.6%

* 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

March Property sales were 18, up 63.6% from 11 in March of 2009 and -18.2% lower than the 22 sales last month. March 2010 sales were at their highest level compared to March of 2009 and 2008. March YTD sales of 50 are running 100.0% ahead of last year's year-to-date sales of 25.

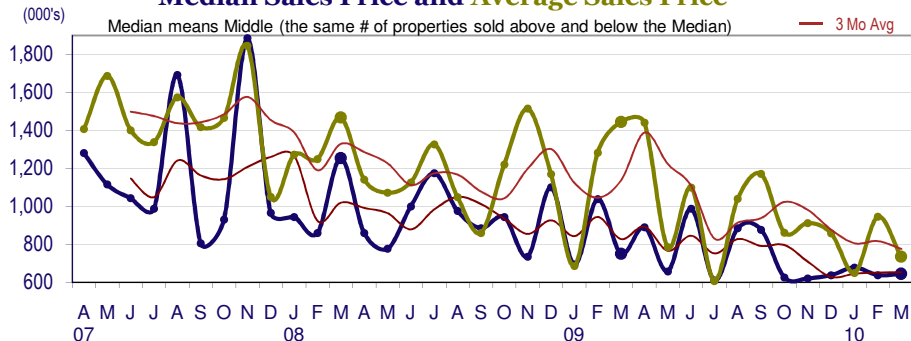
Number of Properties Sold



Prices

The Median Sales Price in March was \$644,125, down -14.1% from \$750,000 in March of 2009 and up 1.0% from \$637,500 last month. The Average Sales Price in March was \$734,474, down -49.1% from \$1,443,864 in March of 2009 and down -22.3% from \$944,827 last month. March 2010 ASP was at the lowest level compared to March of 2009 and 2008.

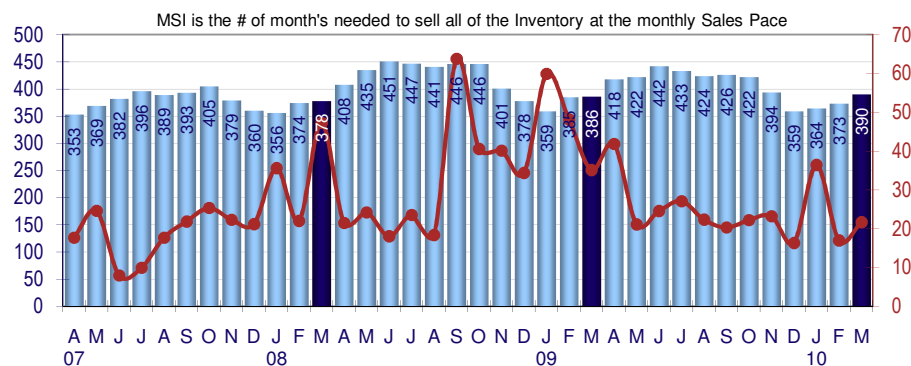
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 390, up 4.6% from 373 last month and up 1.0% from 386 in March of last year. March 2010 Inventory was at its highest level compared with March of 2009 and 2008.

Total Inventory & Month's Supply of Inventory (MSI)



A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2010 MSI of 21.7 months was at its lowest level compared with March of 2009 and 2008.

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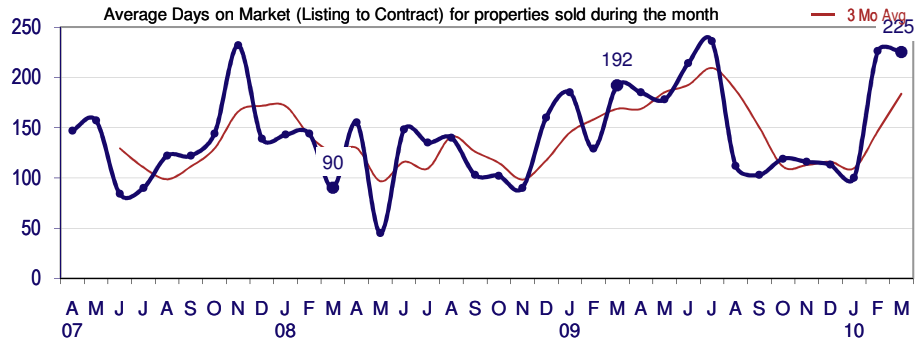


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Market Time

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 March was 225, down -0.4% from 226 days last month and up 17.2% from 192 days in March of last year. The March 2010 DOM was at a mid level compared with March of 2009 and 2008.

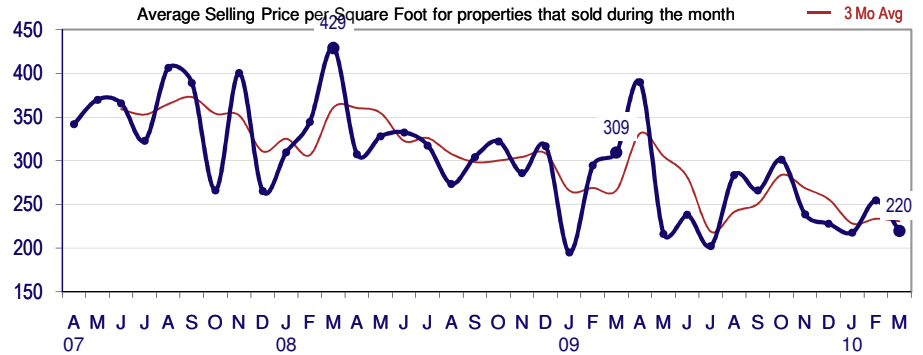
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The March 2010 Selling Price per Square Foot of \$220 was down -13.8% from \$255 last month and down -29.0% from 309 in March of last year.

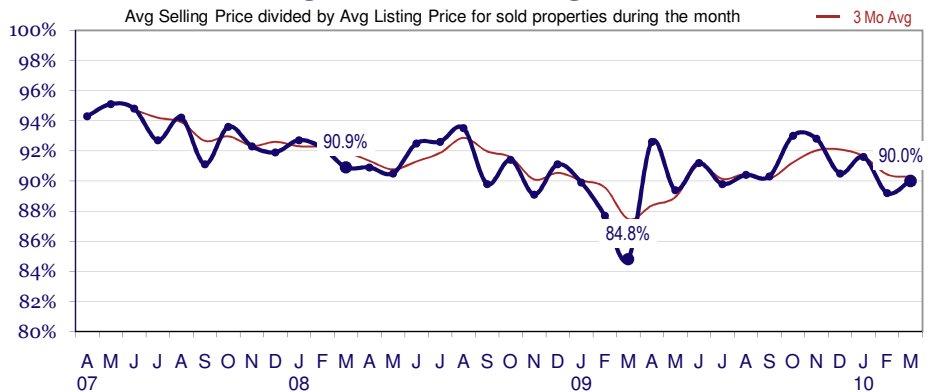
Selling Price per Square Foot



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 March 2010 Selling Price vs Original List Price of 90.0% was up from 89.2% last month and up from 84.8% in March of last year.

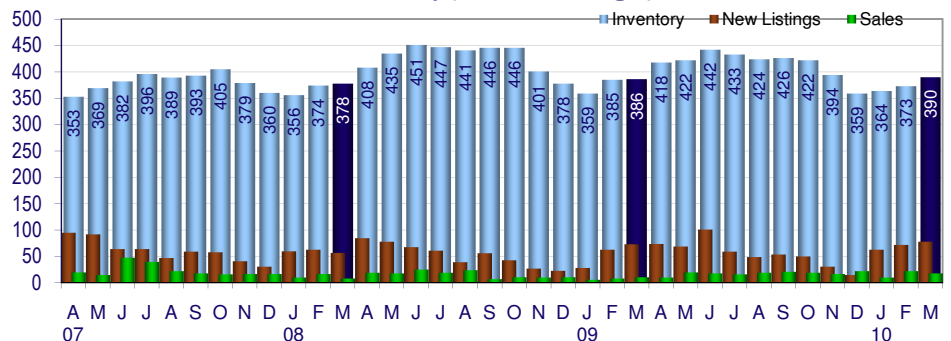
Selling Price versus Listing Price Ratio



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 March 2010 was 78, up 8.3% from 72 last month and up 6.8% from 73 in March of last year.

Inventory / New Listings / Sales



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	A 07	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	O	N	D	J 10	F	M
Homes Sold	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	19	17	22	10	22	18
3 Mo. Roll Avg			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	20	19	19	16	18	17

(000's)	A 07	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	O	N	D	J 10	F	M
Median Sale Price	1280	1115	1043	988	1693	805	929	1886	965	944	859	1254	860	776	1000	1175	975	885	944	735	1100	694	1038	750	890	658	988	610	885	877	625	620	638	678	638	644
3 Mo. Roll Avg			1146	1048	1241	1162	1142	1207	1260	1265	923	1019	991	963	879	984	1050	1012	935	855	926	843	944	827	893	766	845	752	828	791	796	707	628	645	651	653

	A 07	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	O	N	D	J 10	F	M
Inventory	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	442	433	424	426	422	394	359	364	373	390
MSI	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	22	23	16	36	17	22

	A 07	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	O	N	D	J 10	F	M
Days on Market	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	119	116	113	100	226	225
3 Mo. Roll Avg			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	111	113	116	110	146	184

	A 07	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	O	N	D	J 10	F	M
Price per Sq Ft	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	301	239	228	218	255	220
3 Mo. Roll Avg			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	284	269	256	228	234	231

	A 07	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	O	N	D	J 10	F	M
Sale to List Price	0.943	0.951	0.948	0.927	0.942	0.911	0.936	0.923	0.919	0.927	0.922	0.909	0.909	0.905	0.925	0.926	0.935	0.898	0.914	0.891	0.911	0.899	0.877	0.848	0.926	0.894	0.912	0.898	0.904	0.903	0.930	0.928	0.905	0.916	0.892	0.900
3 Mo. Roll Avg			0.947	0.942	0.939	0.927	0.930	0.923	0.926	0.923	0.923	0.919	0.913	0.908	0.913	0.919	0.929	0.920	0.916	0.901	0.905	0.900	0.896	0.875	0.884	0.889	0.911	0.901	0.905	0.902	0.912	0.920	0.921	0.916	0.904	0.903

	A 07	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	O	N	D	J 10	F	M
New Listings	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	50	31	15	63	72	78
Inventory	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	442	433	424	426	422	394	359	364	373	390
Sales	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	19	17	22	10	22	18

(000's)	A 07	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	O	N	D	J 10	F	M
Avg Sale Price	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	861	911	857	649	945	734
3 Mo. Roll Avg			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	1023	981	876	806	817	776