

MLS Area: Lake Forest

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

## Market Profile & Trends Overview

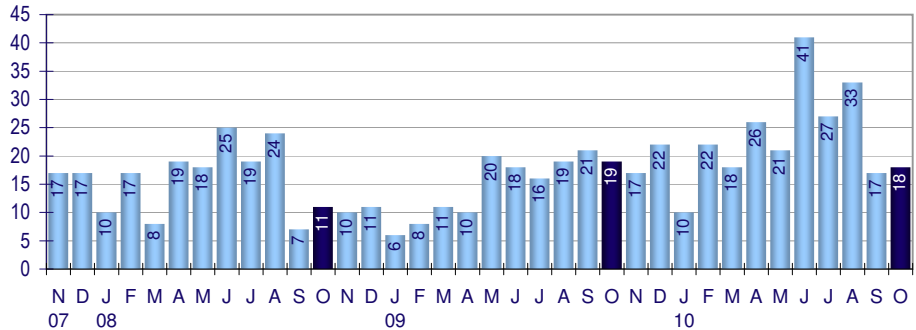
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,177,000	↑		↑				
Average List Price of all Current Listings	\$1,819,975	↑		↑				
October Median Sales Price	\$717,500	↑	↓	↑	↔	\$750,000	↔	↑
October Average Sales Price	\$904,472	↑	↓	↑	↓	\$911,460	↓	↓
Total Properties Currently for Sale (Inventory)	376	↓		↓				
October Number of Properties Sold	18	↑		↓		233	↑	
October Average Days on Market (Solds)	109	↑	↓	↓	↓	140	↓	↓
Asking Price per Square Foot (based on New Listings)	\$380	↑	↑	↑	↑	\$338	↓	↓
October Sold Price per Square Foot	\$221	↓	↓	↓	↓	\$254	↓	↔
October Month's Supply of Inventory	20.9	↓	↑	↓	↓	19.7	↓	↓
October Sale Price vs List Price Ratio	83.5%	↓	↑	↓	↑	81.5%	↑	↑

\* 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

October Property sales were 18, down 5.3% from 19 in October of 2009 and 5.9% higher than the 17 sales last month. October 2010 sales were at a mid level compared to October of 2009 and 2008. October YTD sales of 233 are running 57.4% ahead of last year's year-to-date sales of 148.

## Number of Properties Sold



## Prices

The Median Sales Price in October was \$717,500, up 14.8% from \$625,000 in October of 2009 and up 19.6% from \$600,000 last month. The Average Sales Price in October was \$904,472, up 5.1% from \$860,771 in October of 2009 and up 1.5% from \$890,999 last month. October 2010 ASP was at a mid range compared to October of 2009 and 2008.

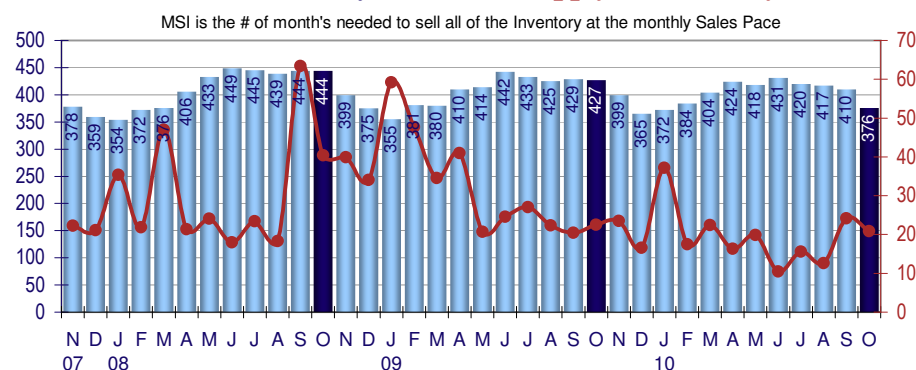
## Median Sales Price and Average Sales Price



## Inventory & MSI

The Total Inventory of Properties available for sale as of October was 376, down 8.3% from 410 last month and down 11.9% from 427 in October of last year. October 2010 Inventory was at its lowest level compared with October 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 October 2010 MSI of 20.9 months was at its lowest level compared with October of 2009 and 2008.

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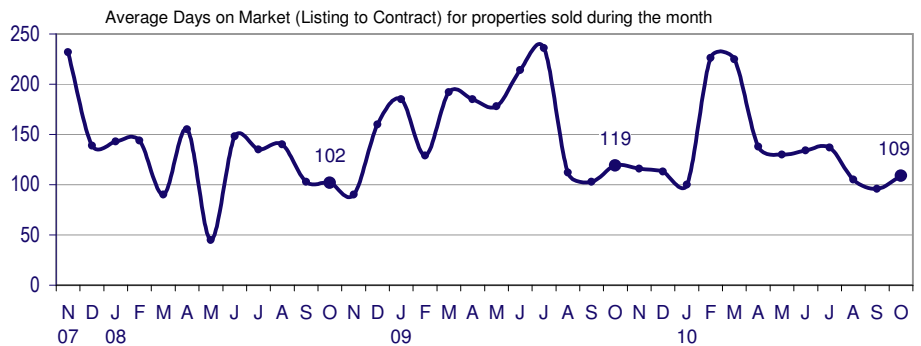


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## Market Time

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 October was 109, up 13.5% from 96 days last month and down 8.4% from 119 days in October of last year. The October 2010 DOM was at a mid level compared with October of 2009 and 2008.

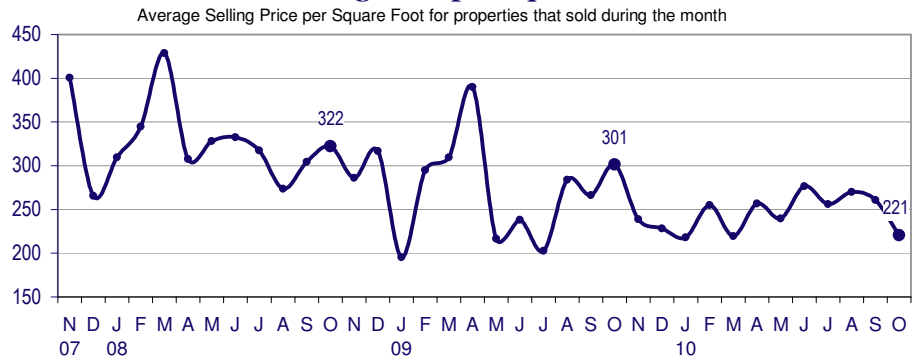
## Days On Market for Sold Properties



## 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 October 2010 Selling Price per Square Foot of \$221 was down 15.5% from \$261 last month and down 26.8% from 301 in October 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 October 2010 Selling Price vs Original List Price of 83.5% was down from 89.8% last month and down from 88.8% in October of last year.

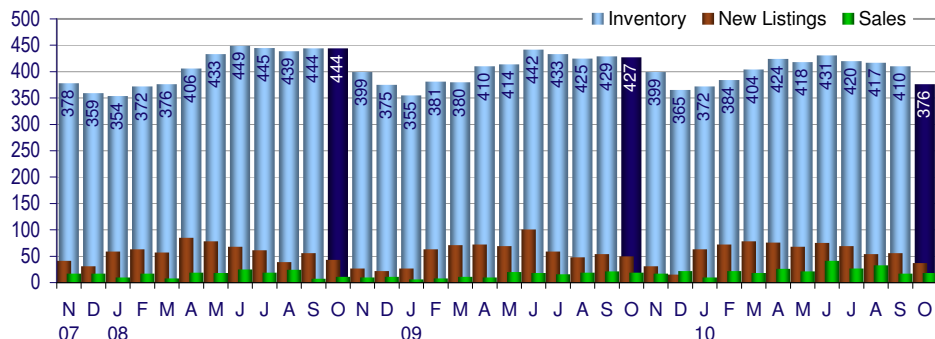
## Selling Price versus Listing Price Ratio



## 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 October 2010 was 37, down 33.9% from 56 last month and down 26.0% from 50 in October of last year.

## Inventory / New Listings / Sales



# Inventory / Listings / Sales

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October 2010

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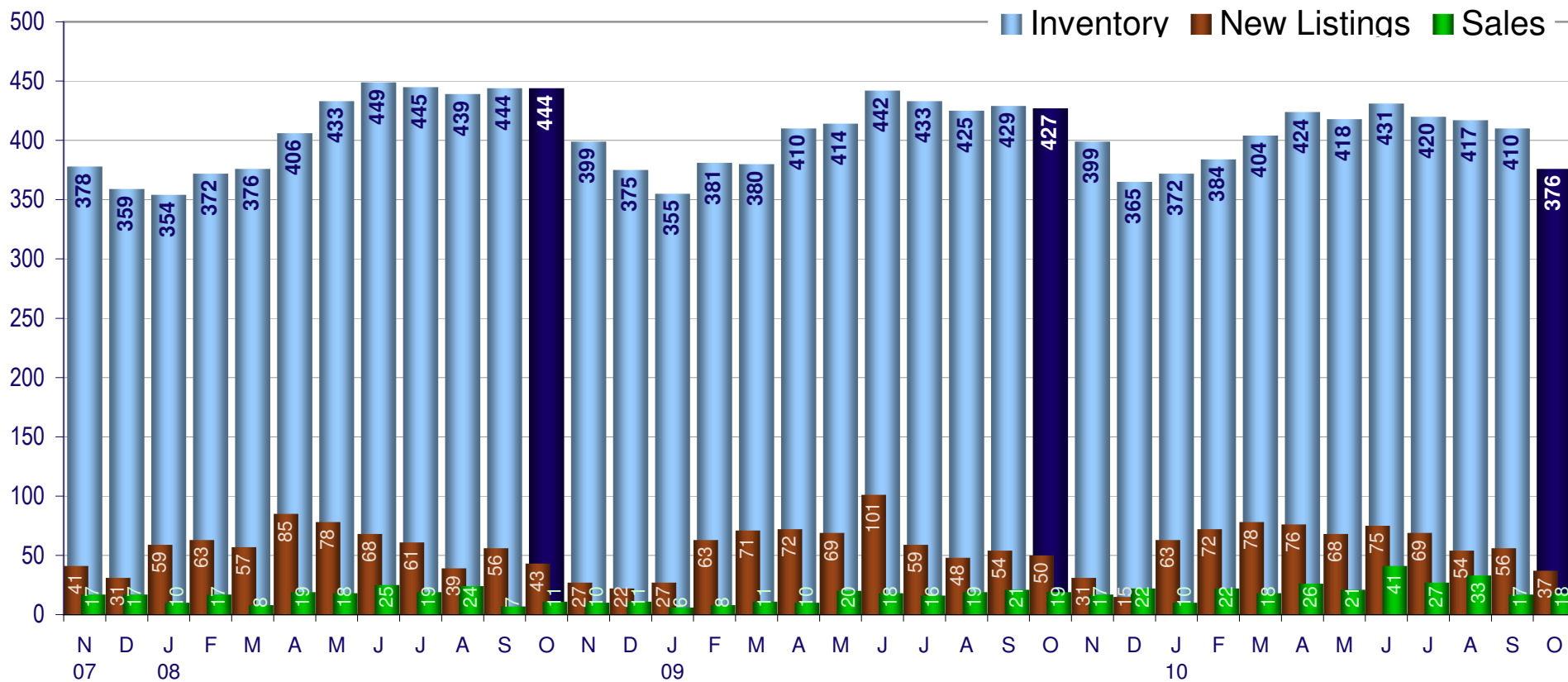
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