

## MLS Area: Lake Forest



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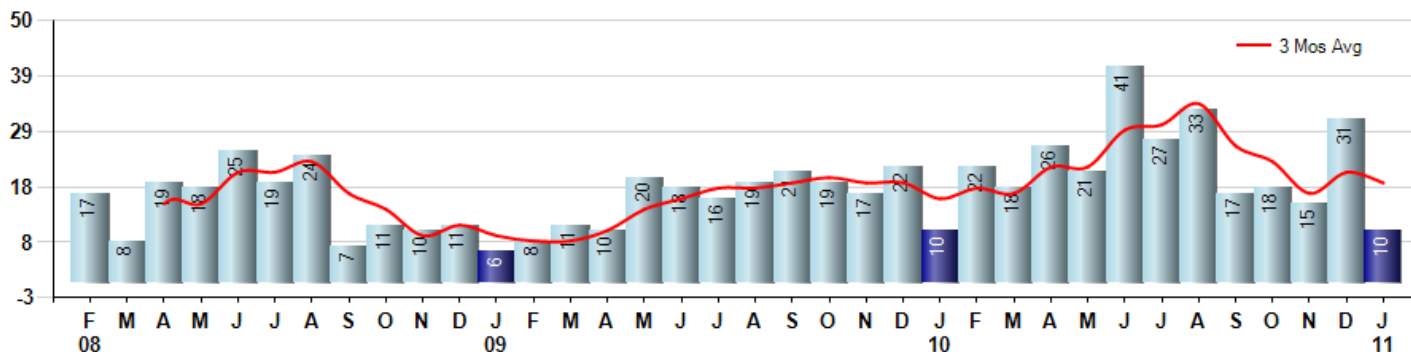
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,190,000	↑		↑				
Average List Price of all Current Listings	\$1,839,000	↓		↑				
January Median Sales Price	\$737,813	↑	↑	↑	↑	\$737,813	↑	↑
January Average Sales Price	\$805,563	↓	↓	↑	↓	\$805,563	↑	↓
Total Properties Currently for Sale (Inventory)	317	↑		↓				
January Number of Properties Sold	10	↓		↔		10	↔	
January Average Days on Market (Solds)	279	↑	↑	↑	↑	279	↑	↑
January Month's Supply of Inventory	31.7	↑	↑	↓	↑	31.7	↓	↑
January Sale Price vs List Price Ratio	77.5%	↓	↓	↓	↓	75.1%	↓	↓

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

### Property Sales

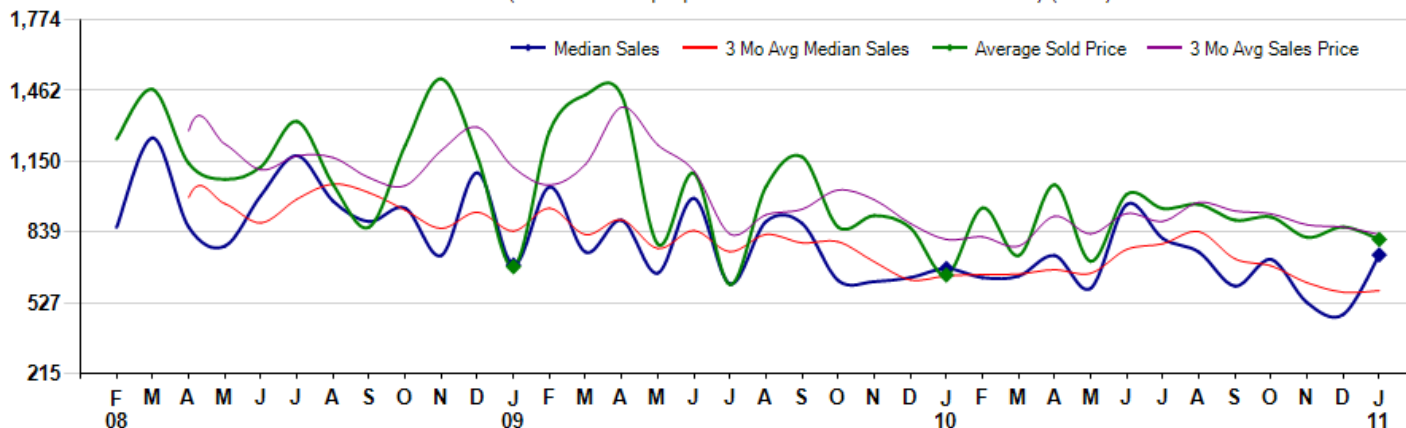
January Property sales were 10, equal to 10 in January of 2010 and -67.7% lower than the 31 sales last month. January 2011 sales were at a mid level compared to January of 2010 and 2009. January YTD sales of 10 are running equal to last year's year-to-date sales of 10.



### Prices

The Median Sales Price in January was \$737,813, up 8.9% from \$677,500 in January of 2010 and up 55.4% from \$474,900 last month. The Average Sales Price in January was \$805,563, up 24.1% from \$648,930 in January of 2010 and down -6.5% from \$861,198 last month. January 2011 ASP was at highest level compared to January of 2010 and 2009.

Median means Middle (the same # of properties sold above and below Median) (000's)



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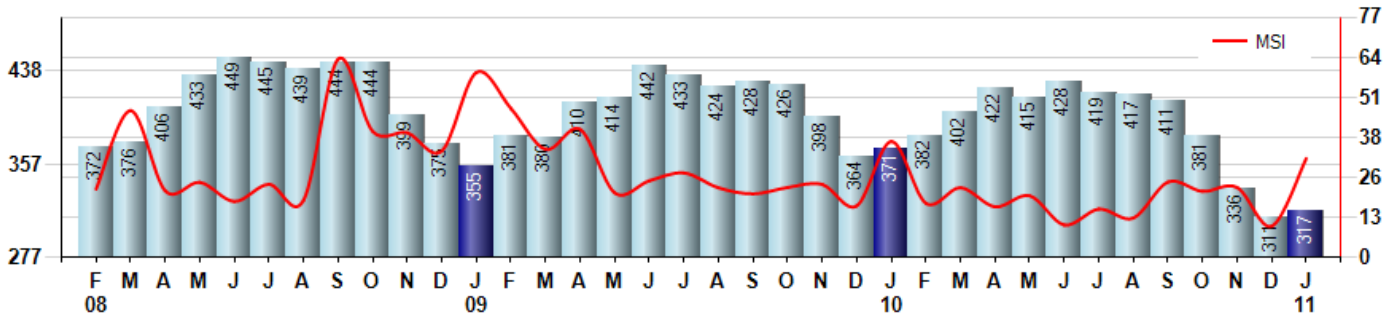
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### Inventory & MSI

The Total Inventory of Properties available for sale as of January was 317, up 1.9% from 311 last month and down -14.6% from 371 in January of last year. January 2011 Inventory was at the lowest level compared to January of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2011 MSI of 31.7 months was at its lowest level compared with January of 2010 and 2009.

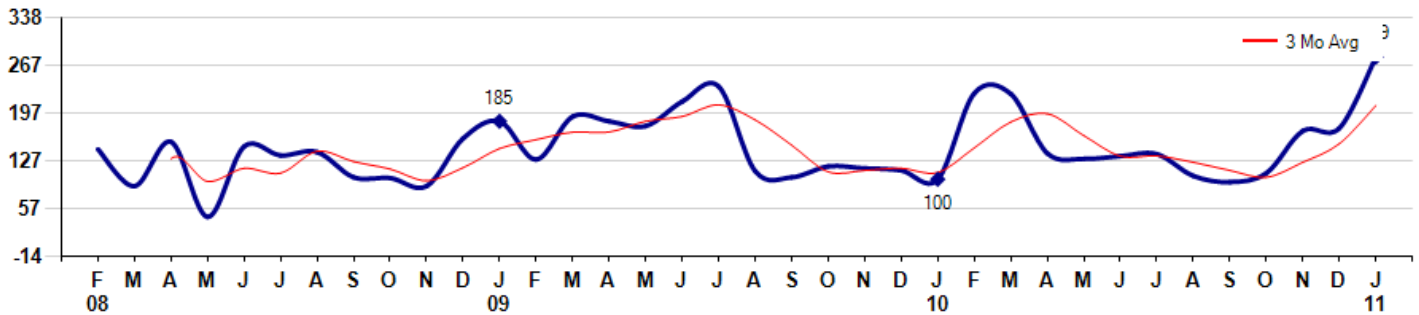
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 January was 279, up 59.4% from 175 days last month and up 179.0% from 100 days in January of last year. The January 2011 DOM was at its highest level compared with January of 2010 and 2009.

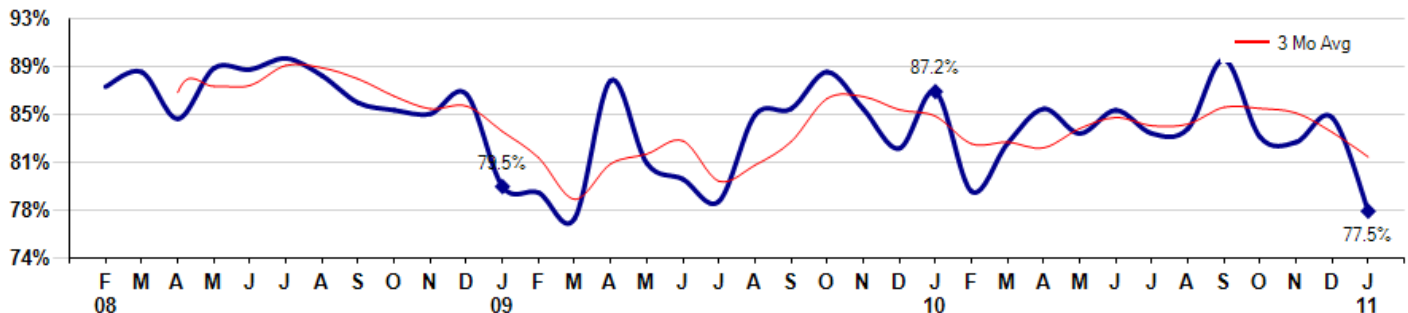
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 January 2011 Selling Price vs Original List Price of 77.5% was down from 85.1% last month and down from 87.2% in January of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



Based on information from Midwest Real Estate Data LLC for the period 2/1/2008 through 1/31/2011. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



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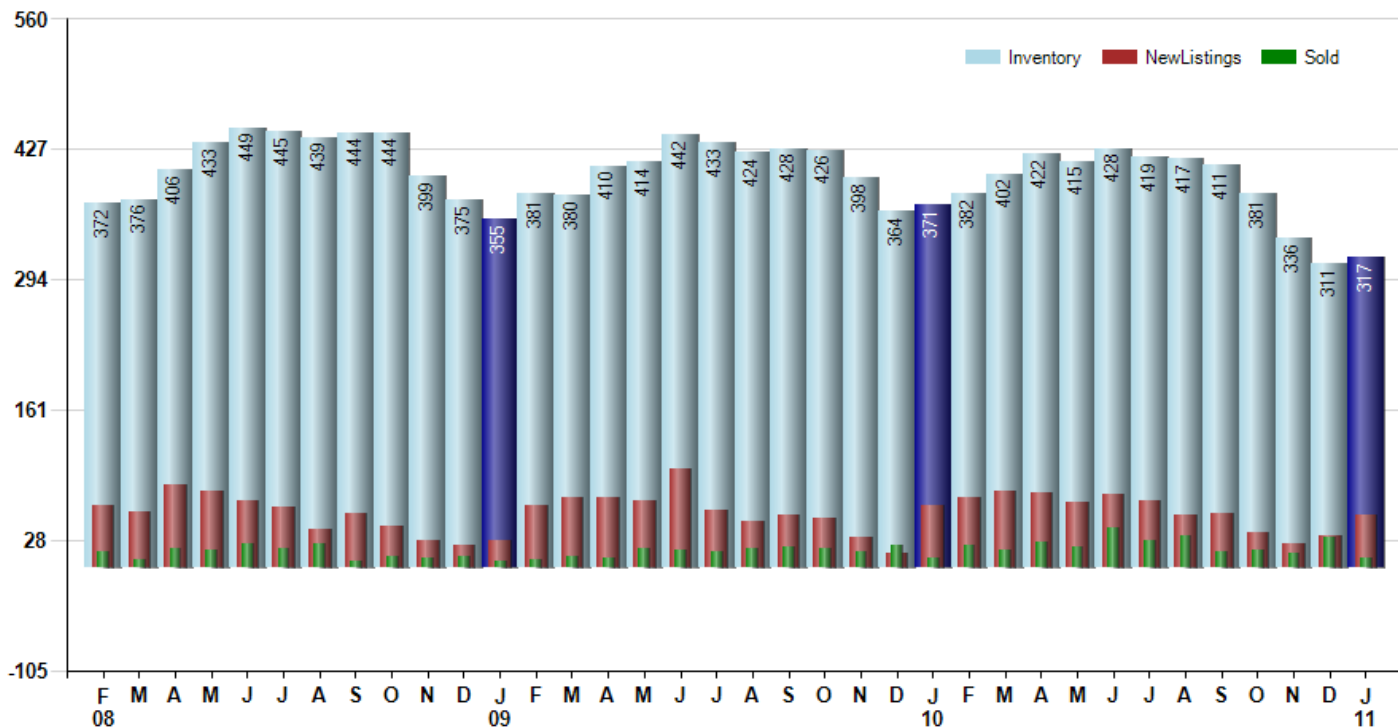
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### Inventory / New Listings / Sales

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 January 2011 was 53, up 60.6% from 33 last month and down -15.9% from 63 in January of last year.



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	F 08	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	A	M	J	J	A	S	O	N	D	J 11
Homes Sold	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	26	21	41	27	33	17	18	15	31	10
3 Mo. Roll Avg			15	15	21	21	23	17	14	9	11	9	8	8	10	14	16	18	18	19	20	19	19	16	18	17	22	22	29	30	34	26	23	17	21	19

(000's)	F 08	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	A	M	J	J	A	S	O	N	D	J 11
Median Sale Price	859	1,254	860	776	1,000	1,175	975	885	944	735	1,100	694	1,038	750	890	658	988	610	885	877	625	620	638	678	638	644	735	590	960	810	750	600	718	527	475	738
3 Mo. Roll Avg			991	963	879	984	1,050	1,012	935	855	926	843	944	827	893	766	845	752	828	791	796	707	628	645	651	653	672	656	762	787	840	720	689	615	573	580

	F 08	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	A	M	J	J	A	S	O	N	D	J 11
Inventory	372	376	406	433	449	445	439	444	444	399	375	355	381	380	410	414	442	433	424	428	426	398	364	371	382	402	422	415	428	419	417	411	381	336	311	317
MSI	22	47	21	24	18	23	18	63	40	40	34	59	48	35	41	21	25	27	22	20	22	23	17	37	17	22	16	20	10	16	13	24	21	22	10	32

	F 08	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	A	M	J	J	A	S	O	N	D	J 11
Days On Market	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	138	130	134	137	105	96	109	171	175	279
3 Mo. Roll Avg			130	97	116	109	141	126	115	98	117	145	158	169	169	185	192	209	187	150	111	113	116	110	146	184	196	164	134	134	125	113	103	125	152	208

	F 08	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	A	M	J	J	A	S	O	N	D	J 11
Price per Sq Ft	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	257	240	277	256	270	261	221	225	266	232
3 Mo. Roll Avg			361	355	323	326	308	299	300	304	308	266	269	266	331	305	281	219	242	251	284	269	256	228	234	231	244	239	258	258	268	262	251	236	237	241

	F 08	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	A	M	J	J	A	S	O	N	D	J 11
Sale to List Price	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	0.888	0.858	0.826	0.872	0.791	0.830	0.858	0.838	0.857	0.838	0.842	0.898	0.835	0.831	0.851	0.775
3 Mo. Roll Avg			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	0.866	0.868	0.857	0.852	0.830	0.831	0.826	0.842	0.851	0.844	0.846	0.859	0.858	0.855	0.839	0.819

	F 08	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	A	M	J	J	A	S	O	N	D	J 11
New Listings	63	57	85	78	68	61	39	56	43	27	22	27	63	71	72	69	101	59	47	54	50	31	15	63	71	78	76	67	75	69	54	56	36	24	33	53
Inventory	372	376	406	433	449	445	439	444	444	399	375	355	381	380	410	414	442	433	424	428	426	398	364	371	382	402	422	415	428	419	417	411	381	336	311	317
Sales	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	26	21	41	27	33	17	18	15	31	10

(000's)	F 08	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	A	M	J	J	A	S	O	N	D	J 11
Avg Sale Price	1,248	1,467	1,141	1,071	1,126	1,326	1,048	860	1,220	1,514	1,170	685	1,283	1,444	1,440	786	1,098	607	1,039	1,170	861	911	857	649	945	734	1,047	710	1,005	942	961	891	904	815	861	806
3 Mo. Roll Avg			1,286	1,226	1,113	1,174	1,167	1,078	1,043	1,198	1,301	1,123	1,046	1,137	1,389	1,223	1,108	830	915	939	1,023	981	876	806	817	776	909	830	920	886	969	931	919	870	860	827

