

## MLS Area: Lake Forest



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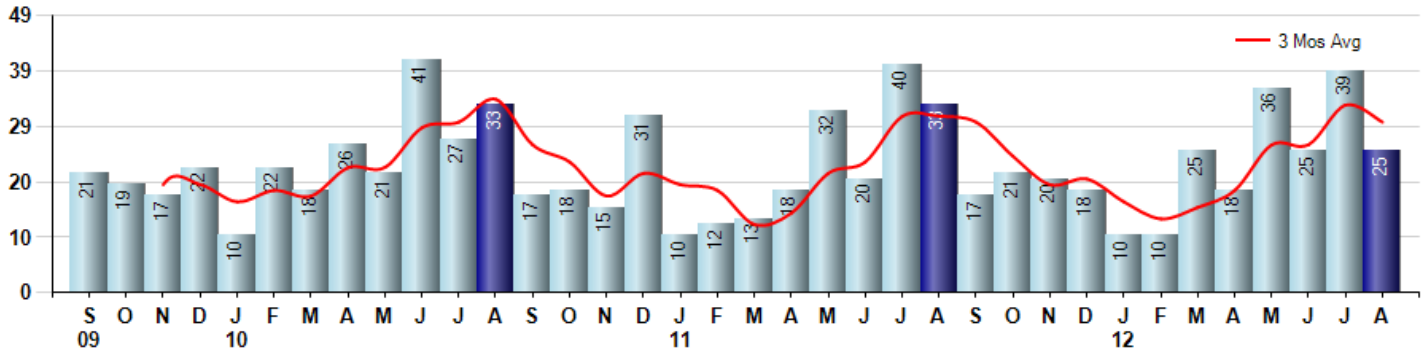
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,045,000	↑		↑				
Average List Price of all Current Listings	\$1,634,746	↑		↑				
August Median Sales Price	\$716,000	↑	↑	↑	→	\$669,750	↓	↓
August Average Sales Price	\$894,253	↑	↑	→	↓	\$854,985	↓	↓
Total Properties Currently for Sale (Inventory)	267	↓		↓				
August Number of Properties Sold	25	↓		↓		188	↑	
August Average Days on Market (Solds)	76	↓	↓	↓	↓	147	↓	↓
August Month's Supply of Inventory	10.7	↑	↑	↓	↓	15.3	↓	↓
August Sale Price vs List Price Ratio	93.5%	↑	↑	↑	↑	89.4%	↑	↑

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

### Property Sales

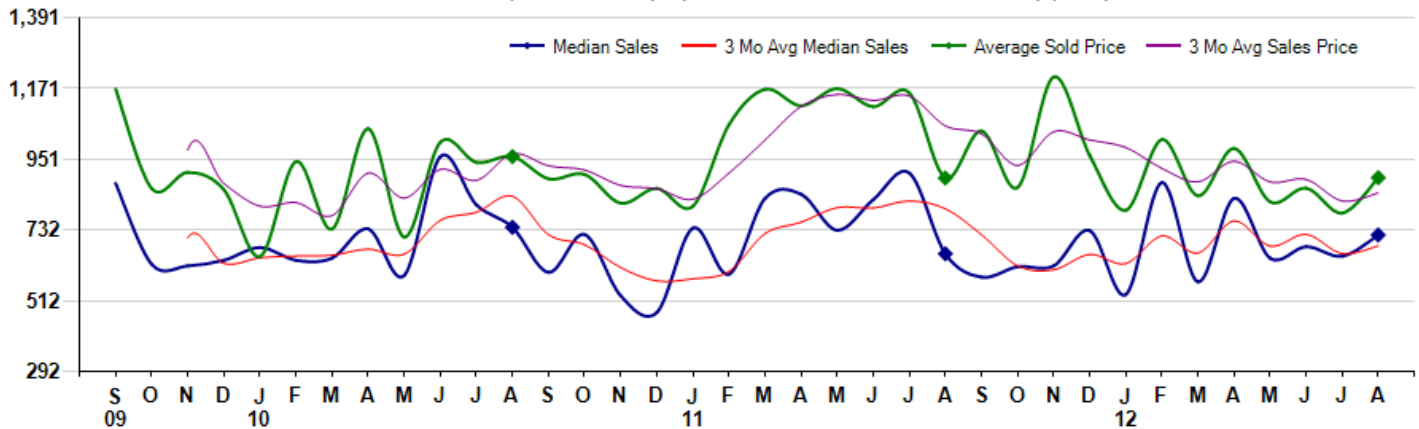
August Property sales were 25, down -24.2% from 33 in August of 2011 and -35.9% lower than the 39 sales last month. August 2012 sales were at their lowest level compared to August of 2011 and 2010. August YTD sales of 188 are running 5.6% ahead of last year's year-to-date sales of 178.



### Prices

The Median Sales Price in August was \$716,000, up 8.9% from \$657,500 in August of 2011 and up 10.2% from \$650,000 last month. The Average Sales Price in August was \$894,253, up 0.1% from \$893,330 in August of 2011 and up 14.0% from \$784,308 last month. August 2012 ASP was at a mid range compared to August of 2011 and 2010.

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



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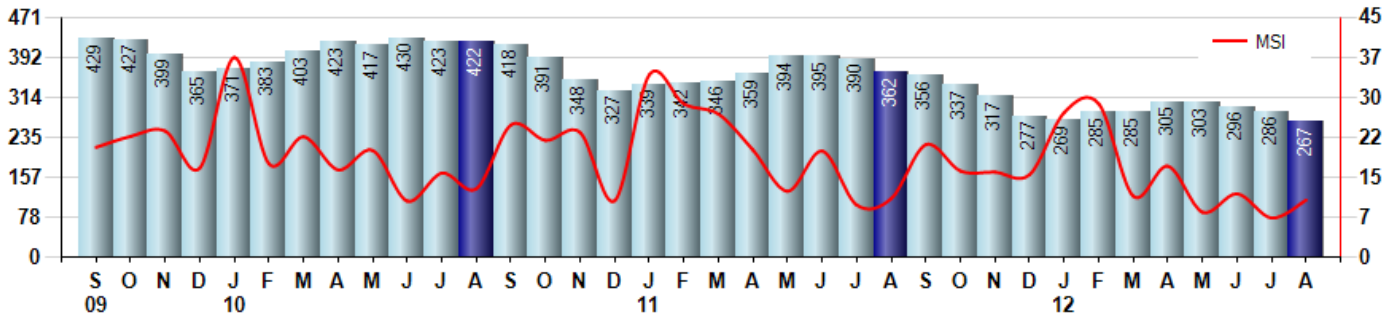
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### Inventory & MSI

The Total Inventory of Properties available for sale as of August was 267, down -6.6% from 286 last month and down -26.2% from 362 in August of last year. August 2012 Inventory was at the lowest level compared to August of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2012 MSI of 10.7 months was at its lowest level compared with August of 2011 and 2010.

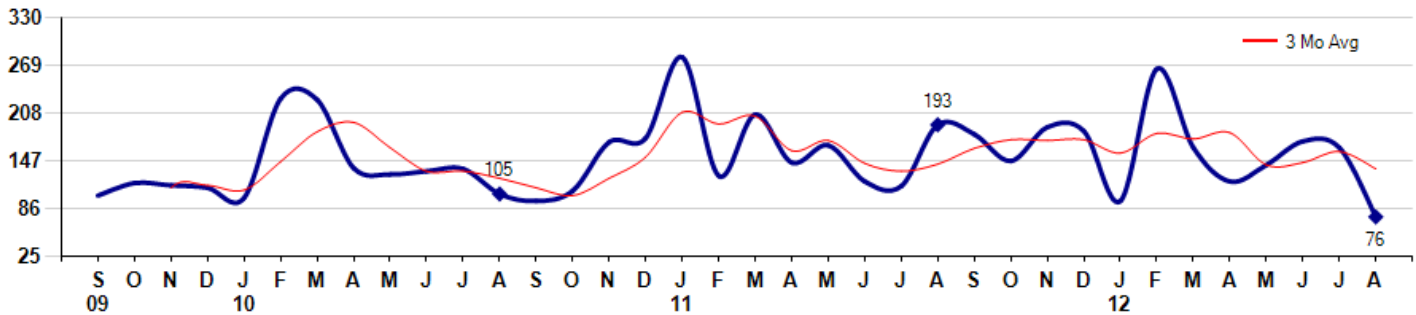
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 August was 76, down -53.7% from 164 days last month and down -60.6% from 193 days in August of last year. The August 2012 DOM was at its lowest level compared with August of 2011 and 2010.

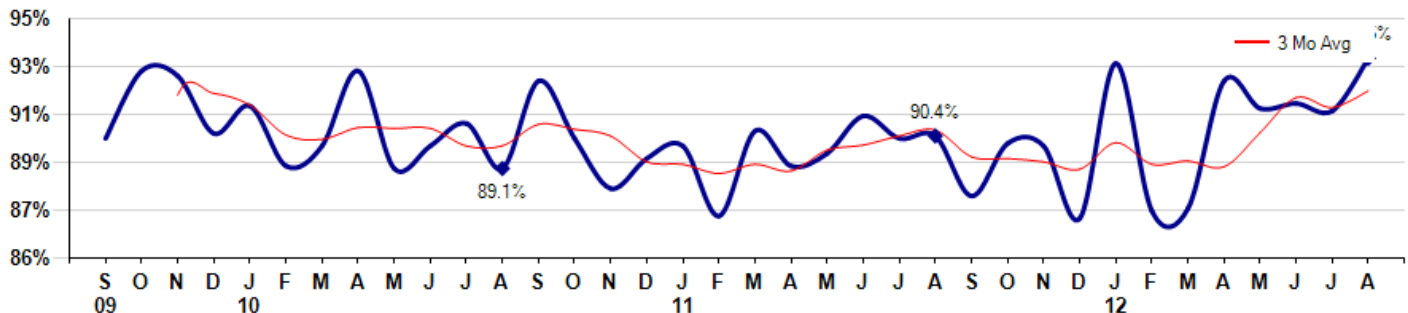
Average Days on Market (Listing to Contract) for properties sold during the month



### Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their 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 August 2012 Selling Price vs List Price of 93.5% was up from 91.4% last month and up from 90.4% in August 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 9/1/2009 through 8/31/2012. 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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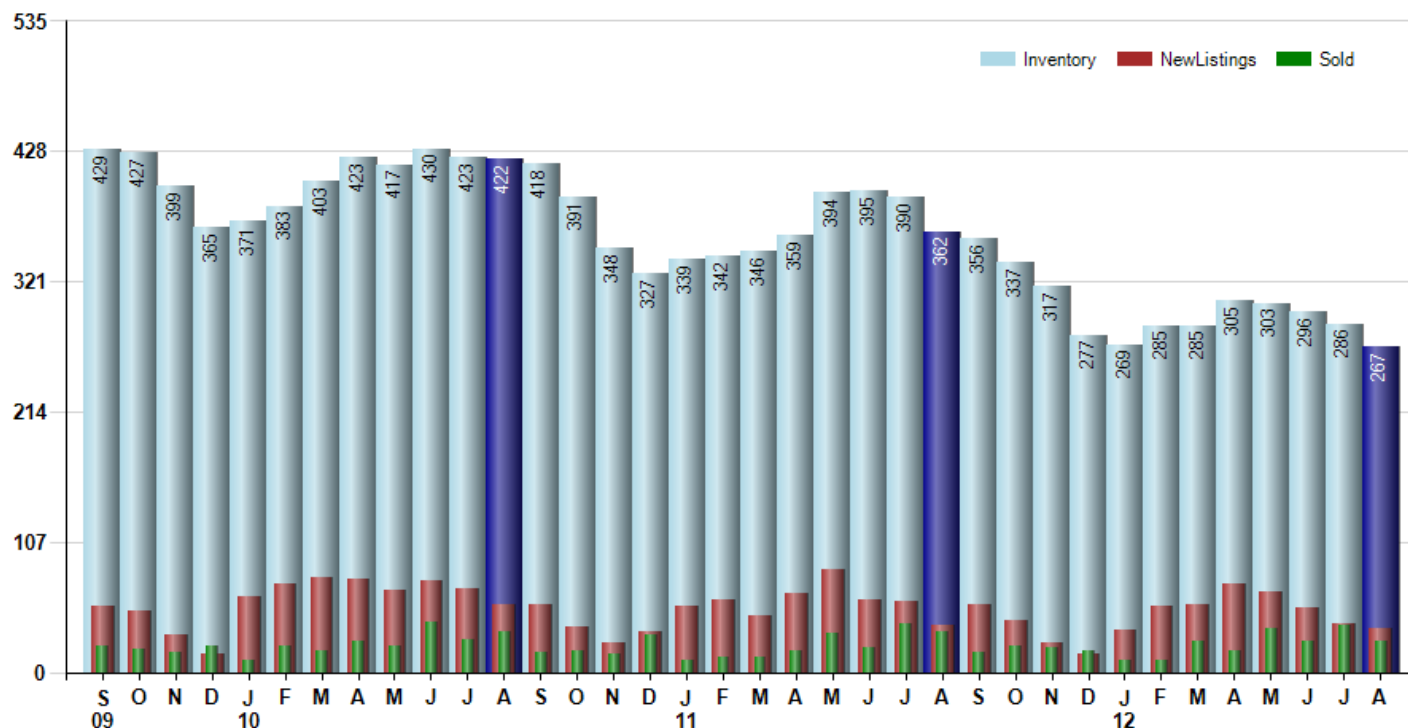
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### Inventory / New Listings / Sales

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 August 2012 was 36, down -10.0% from 40 last month and down -7.7% from 39 in August of last year.



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# MARKET ACTION REPORT

August 2012

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	S 09	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A
Homes Sold	21	19	17	22	10	22	18	26	21	41	27	33	17	18	15	31	10	12	13	18	32	20	40	33	17	21	20	18	10	10	25	18	36	25	39	25
3 Mo. Roll Avg			19	19	16	18	17	22	22	29	30	34	26	23	17	21	19	18	12	14	21	23	31	31	30	24	19	20	16	13	15	18	26	26	33	30

	(000's) S 09	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A
Median Sale Price	877	625	620	638	678	638	644	735	590	960	810	740	600	718	527	475	738	594	830	843	731	826	909	658	585	618	620	730	531	880	570	830	644	680	650	716
3 Mo. Roll Avg			707	628	645	651	653	672	656	762	787	837	717	686	615	573	580	602	721	756	801	800	822	798	717	620	608	656	627	713	660	760	681	718	658	682

	S 09	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A
Inventory	429	427	399	365	371	383	403	423	417	430	423	422	418	391	348	327	339	342	346	359	394	395	390	362	356	337	317	277	269	285	285	305	303	296	286	267
MSI	20	22	23	17	37	17	22	16	20	10	16	13	25	22	23	11	34	29	27	20	12	20	10	11	21	16	16	15	27	29	11	17	8	12	7	11

	S 09	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A
Days On Market	103	119	116	113	100	226	225	138	130	134	137	105	96	109	171	176	279	128	206	145	167	121	115	193	181	147	190	185	96	264	164	121	142	172	164	76
3 Mo. Roll Avg			113	116	110	146	184	196	164	134	134	125	113	103	125	152	209	194	204	160	173	144	134	143	163	174	173	174	157	182	175	183	142	145	159	137

	S 09	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A
Price per Sq Ft	266	301	239	228	218	255	220	257	240	277	256	270	261	221	225	266	232	262	241	277	274	267	271	229	251	244	237	224	233	236	219	247	219	242	220	261
3 Mo. Roll Avg			269	256	228	234	231	244	239	258	258	268	262	251	236	237	241	253	245	260	264	273	271	256	250	241	244	235	231	231	229	234	228	236	227	241

	S 09	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A
Sale to List Price	0.903	0.930	0.928	0.905	0.916	0.892	0.900	0.930	0.891	0.900	0.909	0.891	0.926	0.903	0.883	0.895	0.900	0.872	0.906	0.892	0.897	0.912	0.903	0.904	0.880	0.901	0.900	0.871	0.933	0.874	0.875	0.926	0.915	0.917	0.914	0.935
3 Mo. Roll Avg			0.920	0.921	0.916	0.904	0.903	0.907	0.907	0.907	0.900	0.900	0.909	0.907	0.904	0.894	0.893	0.889	0.893	0.890	0.898	0.900	0.904	0.906	0.896	0.895	0.894	0.891	0.901	0.893	0.894	0.892	0.905	0.919	0.915	0.922

	S 09	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A
New Listings	54	50	31	15	62	72	78	76	68	75	69	55	56	37	24	33	54	59	47	65	85	60	58	39	56	42	24	15	35	54	55	73	66	53	40	36
Inventory	429	427	399	365	371	383	403	423	417	430	423	422	418	391	348	327	339	342	346	359	394	395	390	362	356	337	317	277	269	285	285	305	303	296	286	267
Sales	21	19	17	22	10	22	18	26	21	41	27	33	17	18	15	31	10	12	13	18	32	20	40	33	17	21	20	18	10	10	25	18	36	25	39	25

	(000's) S 09	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A
Avg Sale Price	1,170	861	911	857	649	945	734	1,047	710	1,005	942	960	891	904	815	861	806	1,059	1,170	1,118	1,172	1,115	1,158	893	1,040	864	1,208	964	793	1,013	838	985	819	862	784	894
3 Mo. Roll Avg			981	876	806	817	776	909	830	920	886	969	931	919	870	860	827	909	1,011	1,116	1,153	1,135	1,148	1,056	1,031	932	1,037	1,012	988	923	881	945	881	889	822	847

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