

MLS Area: Lake Forest



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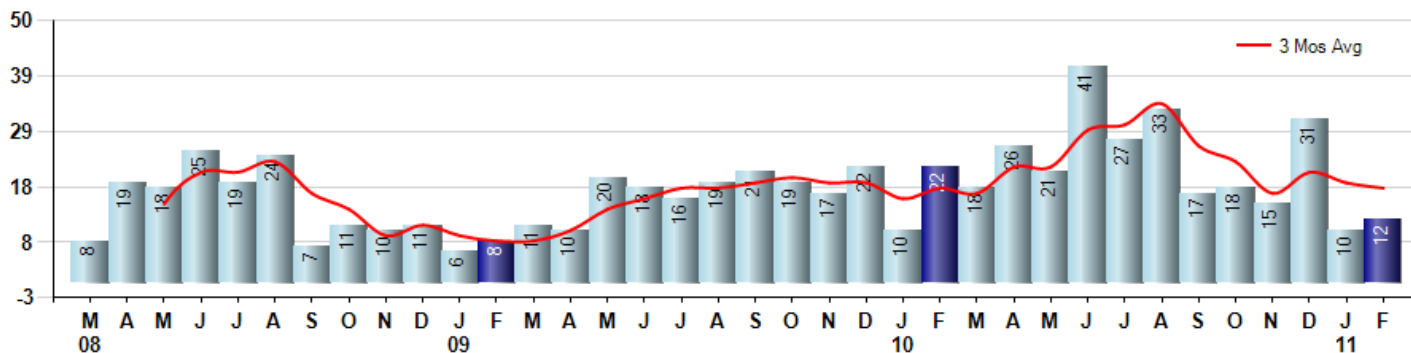
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,099,000	↓		↓				
Average List Price of all Current Listings	\$1,748,607	↓		↑				
February Median Sales Price	\$593,950	↓	↓	↓	↓	\$664,500	↑	↓
February Average Sales Price	\$1,059,261	↑	↑	↑	↑	\$943,943	↑	↑
Total Properties Currently for Sale (Inventory)	326	↔		↓				
February Number of Properties Sold	12	↑		↓		22	↓	
February Average Days on Market (Solds)	128	↓	↓	↓	↓	197	↑	↑
Asking Price per Square Foot (based on New Listings)	\$313	↑	↑	↓	↓	\$311	↓	↓
February Sold Price per Square Foot	\$262	↑	↑	↑	↑	\$249	↑	↓
February Month's Supply of Inventory	27.2	↓	↑	↑	↑	30.0	↑	↑
February Sale Price vs List Price Ratio	83.2%	↑	↑	↑	↑	79.7%	↑	↓

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

Property Sales

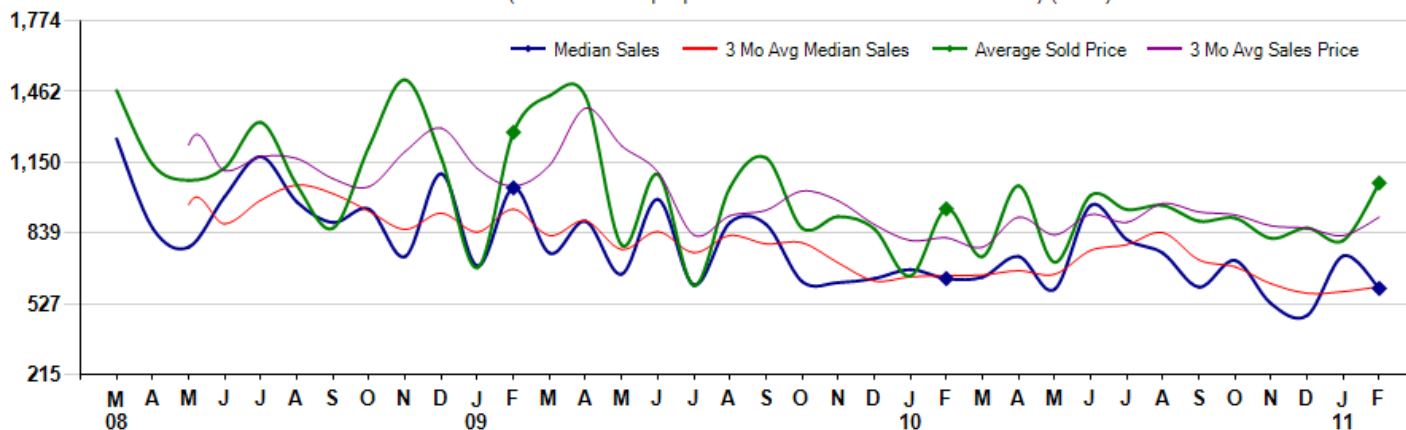
February Property sales were 12, down -45.5% from 22 in February of 2010 and 20.0% higher than the 10 sales last month. February 2011 sales were at a mid level compared to February of 2010 and 2009. February YTD sales of 22 are running -31.3% behind last year's year-to-date sales of 32.



Prices

The Median Sales Price in February was \$593,950, down -6.8% from \$637,500 in February of 2010 and down -19.5% from \$737,813 last month. The Average Sales Price in February was \$1,059,261, up 12.1% from \$944,827 in February of 2010 and up 31.5% from \$805,563 last month. February 2011 ASP was at a mid range compared to February of 2010 and 2009.

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



Based on information from Midwest Real Estate Data LLC for the period 3/1/2008 through 2/28/2011. 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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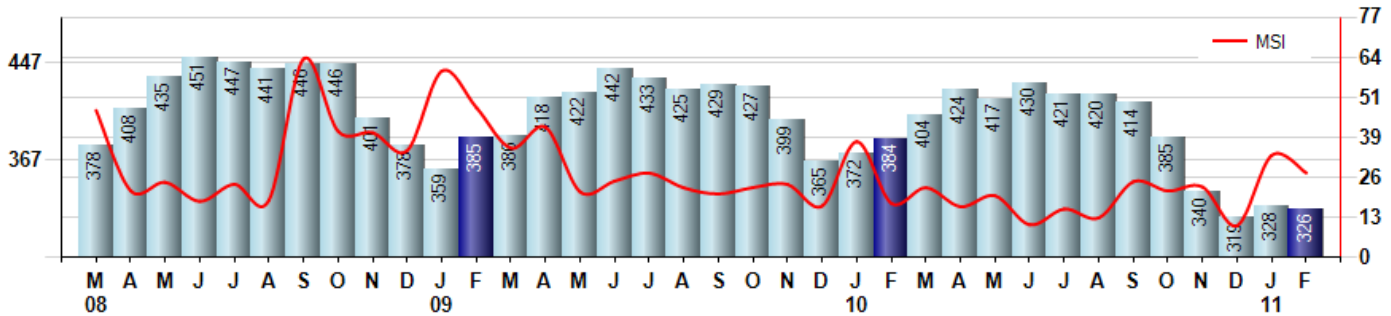
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 326, down -0.6% from 328 last month and down -15.1% from 384 in February of last year. February 2011 Inventory was at the lowest level compared to February of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2011 MSI of 27.2 months was at a mid range compared with February of 2010 and 2009.

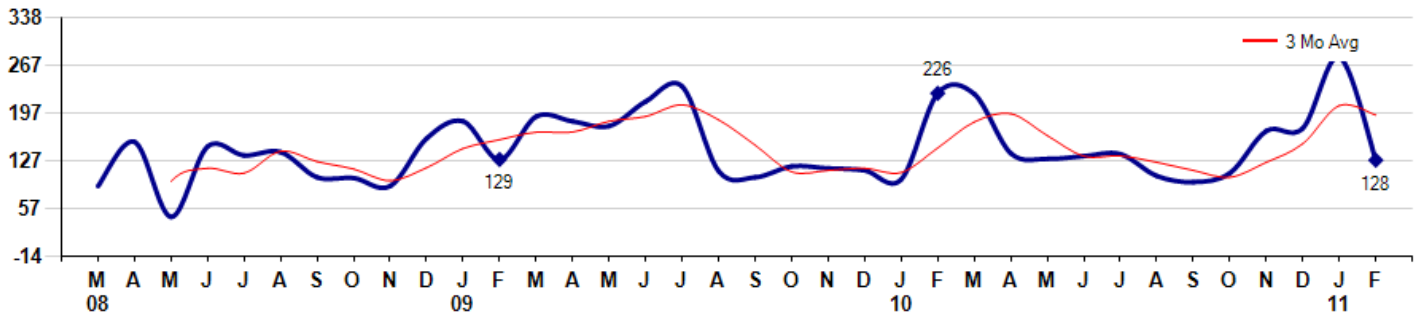
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 February was 128, down -54.1% from 279 days last month and down -43.4% from 226 days in February of last year. The February 2011 DOM was at its lowest level compared with February of 2010 and 2009.

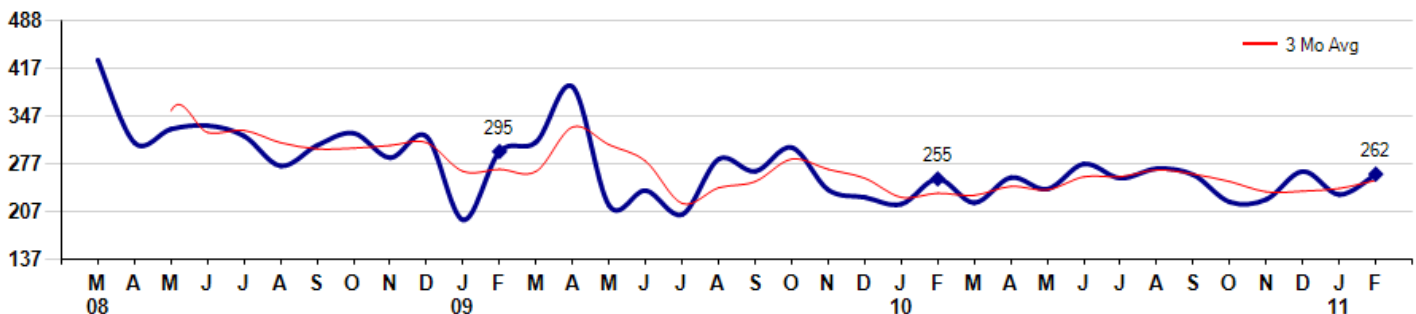
Average Days on Market (Listing to Contract) for properties sold during the month



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 February 2011 Selling Price per Square Foot of \$262 was up 12.9% from \$232 last month and up 2.7% from \$255 in February of last year.

Average Selling Price per Square Foot for properties that sold during the month



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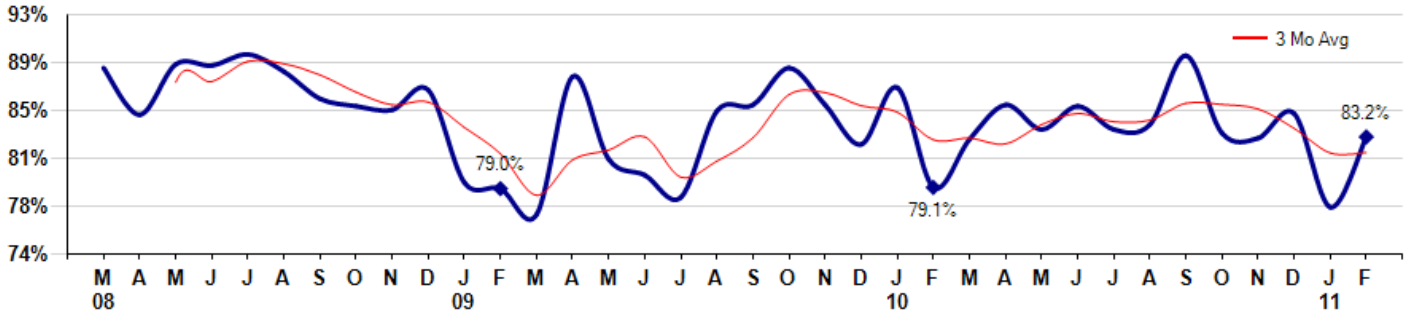


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Selling Price vs Original Listing Price

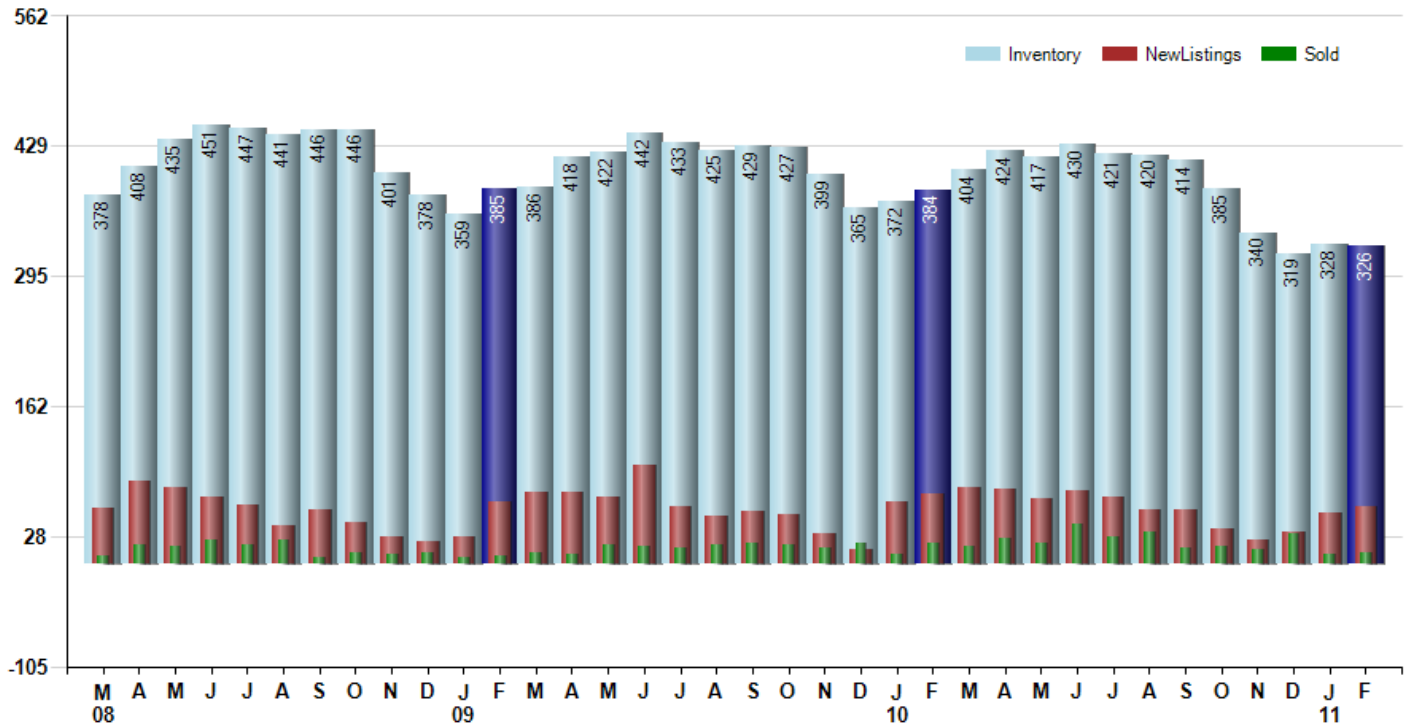
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The February 2011 Selling Price vs Original List Price of 83.2% was up from 77.5% last month and up from 79.1% in February of last year.

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



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 February 2011 was 59, up 11.3% from 53 last month and down -18.1% from 72 in February of last year.



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MARKET ACTION REPORT

February 2011

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	M 08	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	F
Homes Sold	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	12
3 Mo. Roll Avg			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	18

	(000's) M 08	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	F
Median Sale Price	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	594
3 Mo. Roll Avg			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	602

	M 08	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	F
Inventory	378	408	435	451	447	441	446	446	401	378	359	385	386	418	422	442	433	425	429	427	399	365	372	384	404	424	417	430	421	420	414	385	340	319	328	326
MSI	47	21	24	18	24	18	64	41	40	34	60	48	35	42	21	25	27	22	20	22	23	17	37	17	22	16	20	10	16	13	24	21	23	10	33	27

	M 08	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	F
Days On Market	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	128
3 Mo. Roll Avg			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	194

	M 08	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	F
Price per Sq Ft	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	262
3 Mo. Roll Avg			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	253

	M 08	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	F
Sale to List Price	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	0.832
3 Mo. Roll Avg			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	0.819

	M 08	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	F
New Listings	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	76	67	75	69	55	56	36	24	33	53	59
Inventory	378	408	435	451	447	441	446	446	401	378	359	385	386	418	422	442	433	425	429	427	399	365	372	384	404	424	417	430	421	420	414	385	340	319	328	326
Sales	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	12

	(000's) M 08	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	F
Avg Sale Price	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	1,059
3 Mo. Roll Avg			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	909

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