

## MLS Area: Lake Forest



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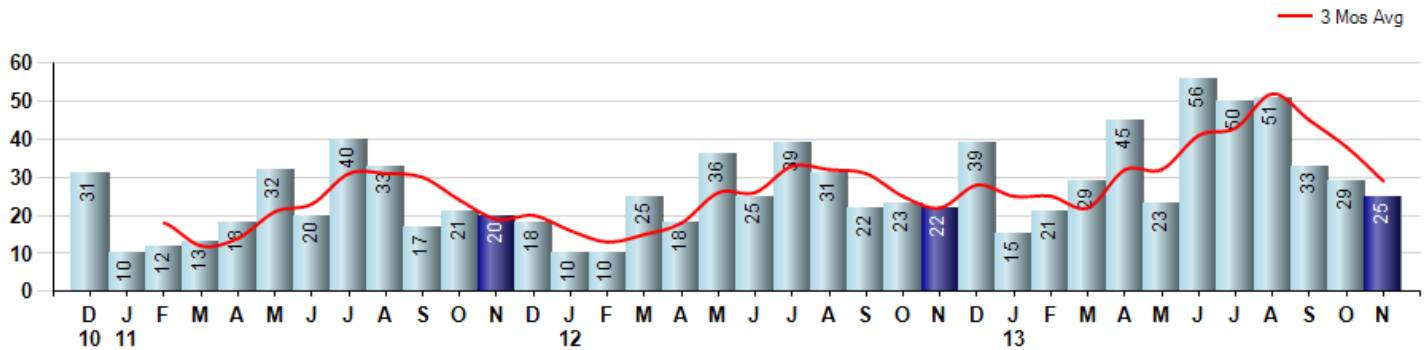
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,149,500	↔		↑				
Average List Price of all Current Listings	\$1,946,178	↑		↑				
November Median Sales Price	\$702,500	↑	↓	↑	↑	\$675,000	↑	↑
November Average Sales Price	\$846,601	↓	↓	↑	↑	\$829,397	↔	↑
Total Properties Currently for Sale (Inventory)	182	↓		↓				
November Number of Properties Sold	25	↓		↑		377	↑	
November Average Days on Market (Solds)	76	↓	↑	↓	↓	101	↓	↓
November Month's Supply of Inventory	7.3	↓	↔	↓	↓	7.5	↓	↓
November Sale Price vs List Price Ratio	94.6%	↑	↑	↑	↑	92.3%	↑	↑

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

### Property Sales

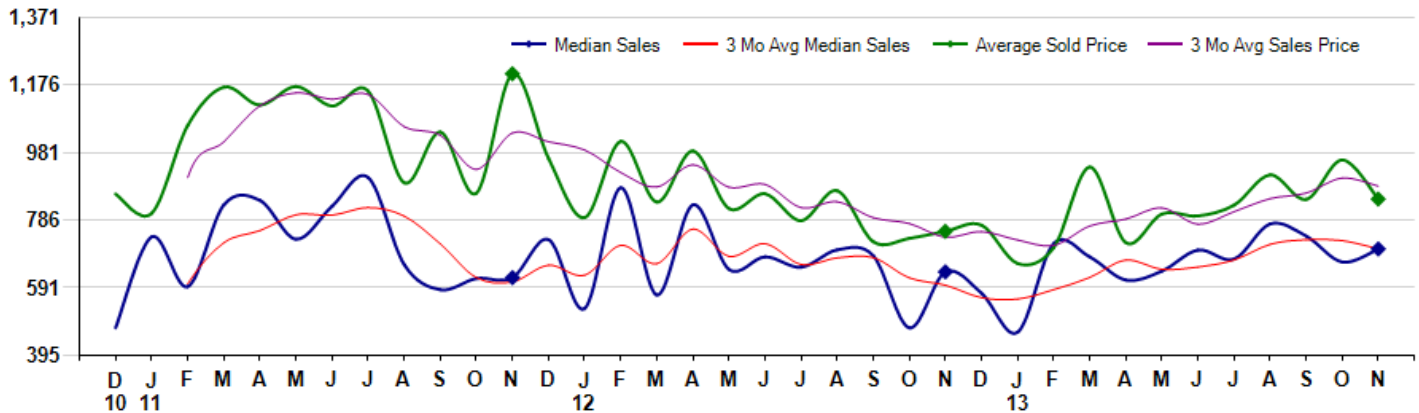
November Property sales were 25, up 13.6% from 22 in November of 2012 and -13.8% lower than the 29 sales last month. November 2013 sales were at their highest level compared to November of 2012 and 2011. November YTD sales of 377 are running 44.4% ahead of last year's year-to-date sales of 261.



### Prices

The Median Sales Price in November was \$702,500, up 10.4% from \$636,500 in November of 2012 and up 5.6% from \$665,000 last month. The Average Sales Price in November was \$846,601, up 12.4% from \$753,539 in November of 2012 and down -11.8% from \$959,457 last month. November 2013 ASP was at a mid range compared to November of 2012 and 2011.

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



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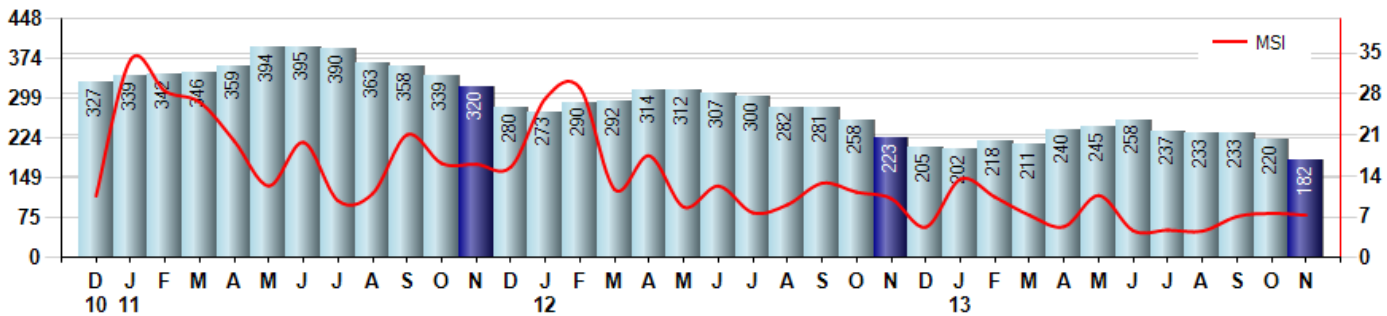
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### Inventory & MSI

The Total Inventory of Properties available for sale as of November was 182, down -17.3% from 220 last month and down -18.4% from 223 in November of last year. November 2013 Inventory was at the lowest level compared to November of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2013 MSI of 7.3 months was at its lowest level compared with November of 2012 and 2011.

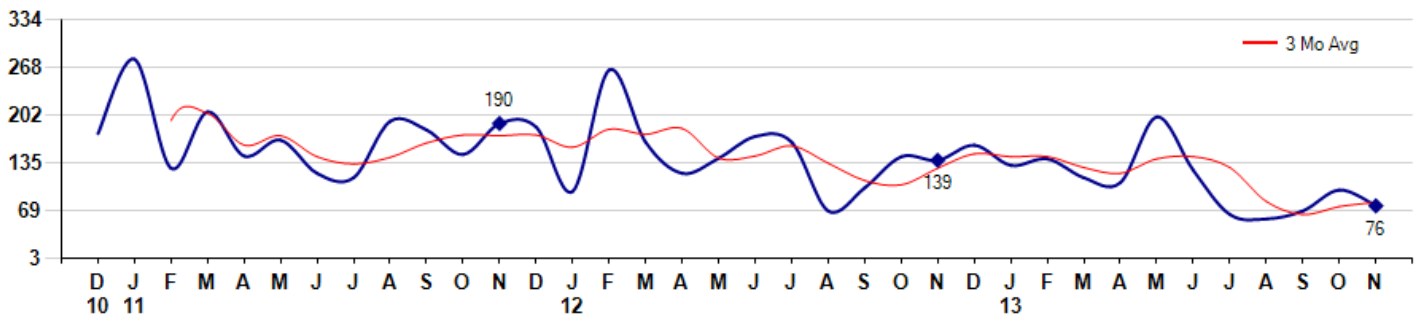
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 November was 76, down -22.4% from 98 days last month and down -45.3% from 139 days in November of last year. The November 2013 DOM was at its lowest level compared with November of 2012 and 2011.

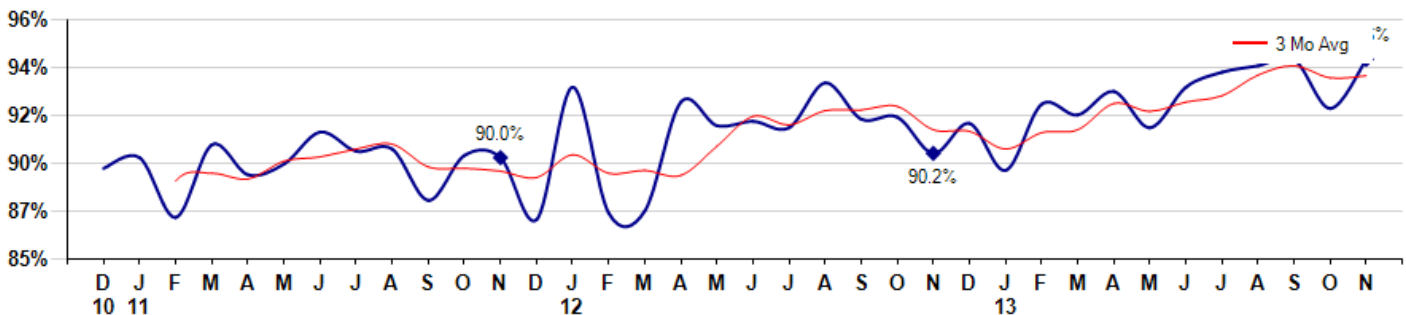
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 November 2013 Selling Price vs List Price of 94.6% was up from 92.3% last month and up from 90.2% in November of last year.

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



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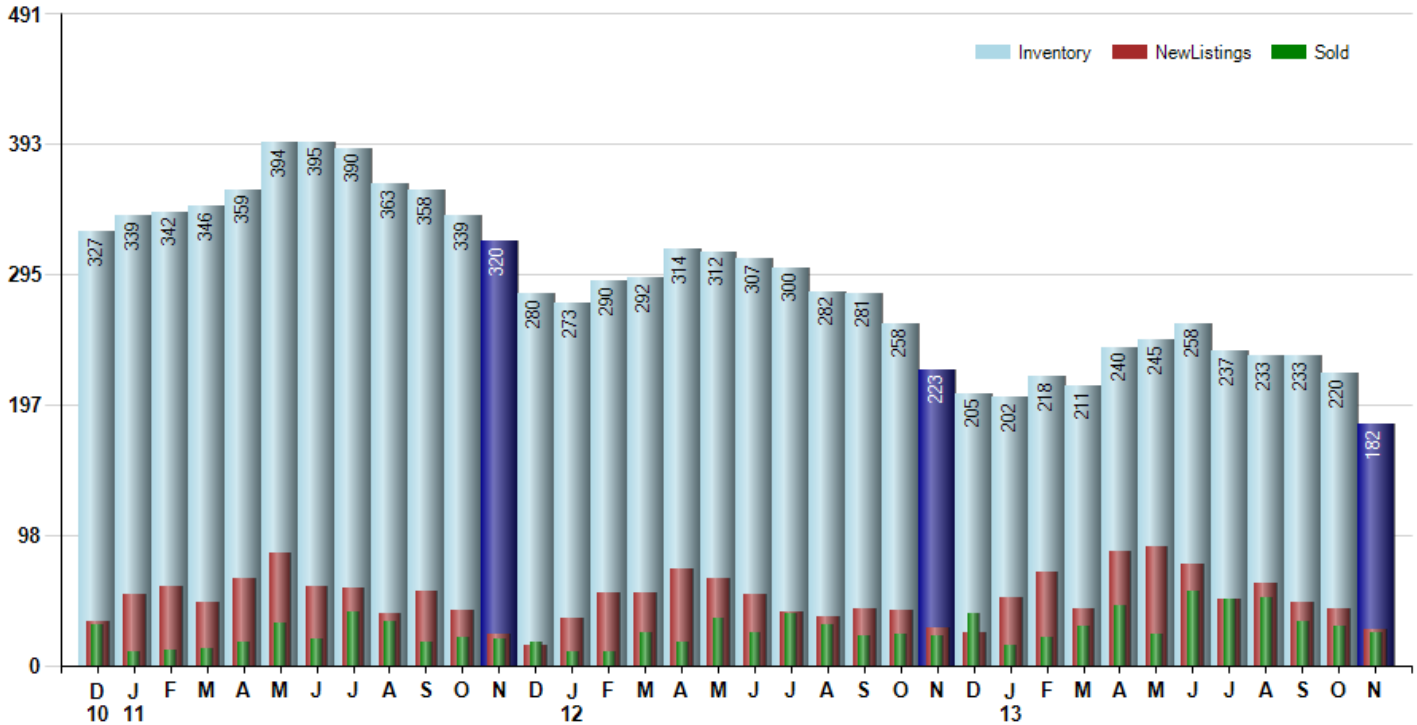
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### Inventory / New Listings / Sales

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 November 2013 was 27, down -37.2% from 43 last month and down -3.6% from 28 in November of last year.



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# MARKET ACTION REPORT

November 2013

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	D 10	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N
Homes Sold	31	10	12	13	18	32	20	40	33	17	21	20	18	10	10	25	18	36	25	39	31	22	23	22	39	15	21	29	45	23	56	50	51	33	29	25
3 Mo. Roll Avg			18	12	14	21	23	31	31	30	24	19	20	16	13	15	18	26	26	33	32	31	25	22	28	25	25	22	32	32	41	43	52	45	38	29

(000's)	D 10	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N
Median Sale Price	475	738	594	830	843	731	826	909	658	585	618	620	730	531	880	570	830	644	680	650	700	683	475	637	575	463	718	680	613	639	700	674	775	740	665	703
3 Mo. Roll Avg			602	721	756	801	800	822	798	717	620	608	656	627	713	660	760	681	718	658	677	678	619	598	562	558	585	620	670	644	650	671	716	730	727	703

	D 10	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N
Inventory	327	339	342	346	359	394	395	390	363	358	339	320	280	273	290	292	314	312	307	300	282	281	258	223	205	202	218	211	240	245	258	237	233	233	220	182
MSI	11	34	29	27	20	12	20	10	11	21	16	16	16	27	29	12	17	9	12	8	9	13	11	10	5	13	10	7	5	11	5	5	5	7	8	7

	D 10	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N
Days On Market	176	279	128	206	145	167	121	115	193	181	147	190	185	96	264	164	121	142	172	164	69	101	144	139	160	132	141	115	108	199	125	64	58	69	98	76
3 Mo. Roll Avg			194	204	160	173	144	134	143	163	174	173	174	157	182	175	183	142	145	159	135	111	105	128	148	144	144	129	121	141	144	129	82	64	75	81

	D 10	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N
Price per Sq Ft	266	232	262	241	277	274	267	271	229	251	244	237	224	233	236	219	247	219	242	220	253	234	216	206	212	193	208	248	211	232	240	247	258	247	267	241
3 Mo. Roll Avg			253	245	260	264	273	271	256	250	241	244	235	231	231	229	234	228	236	227	238	236	234	219	211	204	204	216	222	230	228	240	248	251	257	252

	D 10	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N
Sale to List Price	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	0.918	0.919	0.902	0.916	0.894	0.925	0.920	0.931	0.914	0.933	0.940	0.943	0.946	0.923	0.946
3 Mo. Roll Avg			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	0.922	0.924	0.913	0.912	0.904	0.912	0.913	0.925	0.922	0.926	0.929	0.939	0.943	0.937	0.938

	D 10	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N
New Listings	33	54	59	47	65	85	60	58	39	56	42	24	15	35	55	55	73	66	53	40	37	43	42	28	25	51	70	43	86	90	76	50	62	47	43	27
Inventory	327	339	342	346	359	394	395	390	363	358	339	320	280	273	290	292	314	312	307	300	282	281	258	223	205	202	218	211	240	245	258	237	233	233	220	182
Sales	31	10	12	13	18	32	20	40	33	17	21	20	18	10	10	25	18	36	25	39	31	22	23	22	39	15	21	29	45	23	56	50	51	33	29	25

(000's)	D 10	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N
Avg Sale Price	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	871	724	733	754	771	661	706	939	721	803	798	829	917	846	959	847
3 Mo. Roll Avg			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	839	793	776	737	753	729	713	769	789	821	774	810	848	864	907	884

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