

## MLS Area: Lake Forest



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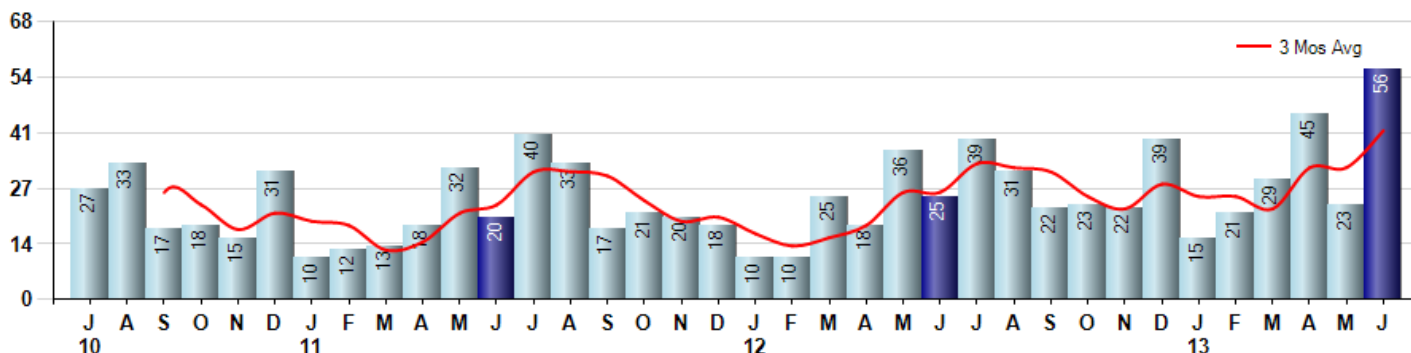
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,299,000	↓		↑				
Average List Price of all Current Listings	\$1,819,810	↔		↑				
June Median Sales Price	\$699,500	↑	↑	↑	↑	\$650,000	↔	↔
June Average Sales Price	\$798,126	↔	↔	↓	↓	\$780,914	↓	↓
Total Properties Currently for Sale (Inventory)	248	↑		↓				
June Number of Properties Sold	56	↑		↑		189	↑	
June Average Days on Market (Solds)	125	↓	↓	↓	↓	131	↓	↓
June Month's Supply of Inventory	4.4	↓	↓	↓	↓	8.5	↓	↓
June Sale Price vs List Price Ratio	93.3%	↑	↑	↑	↑	91.3%	↑	↑

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

### Property Sales

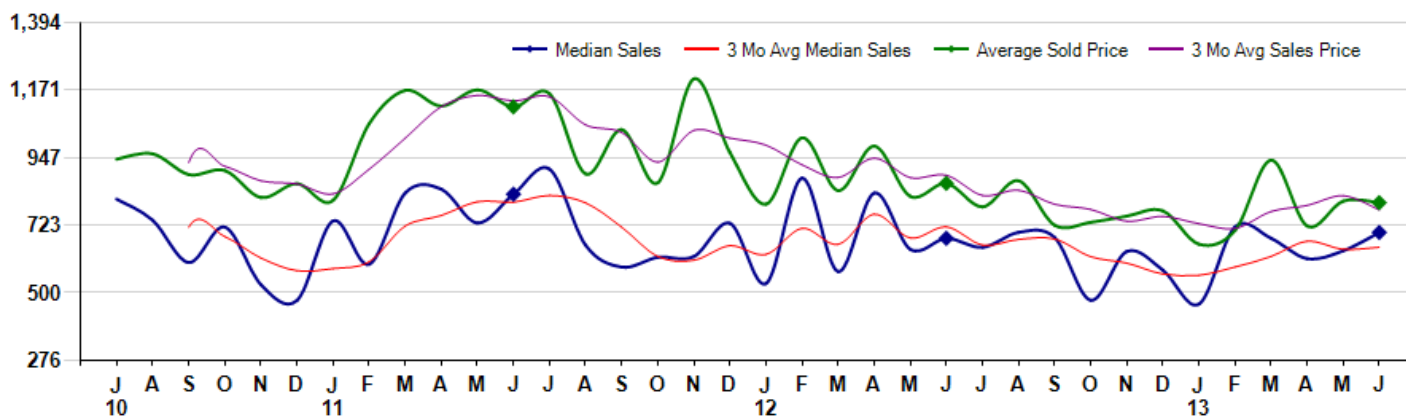
June Property sales were 56, up 124.0% from 25 in June of 2012 and 143.5% higher than the 23 sales last month. June 2013 sales were at their highest level compared to June of 2012 and 2011. June YTD sales of 189 are running 52.4% ahead of last year's year-to-date sales of 124.



### Prices

The Median Sales Price in June was \$699,500, up 2.9% from \$680,000 in June of 2012 and up 9.5% from \$638,900 last month. The Average Sales Price in June was \$798,126, down -7.4% from \$861,920 in June of 2012 and down -0.7% from \$803,492 last month. June 2013 ASP was at the lowest level compared to June of 2012 and 2011.

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



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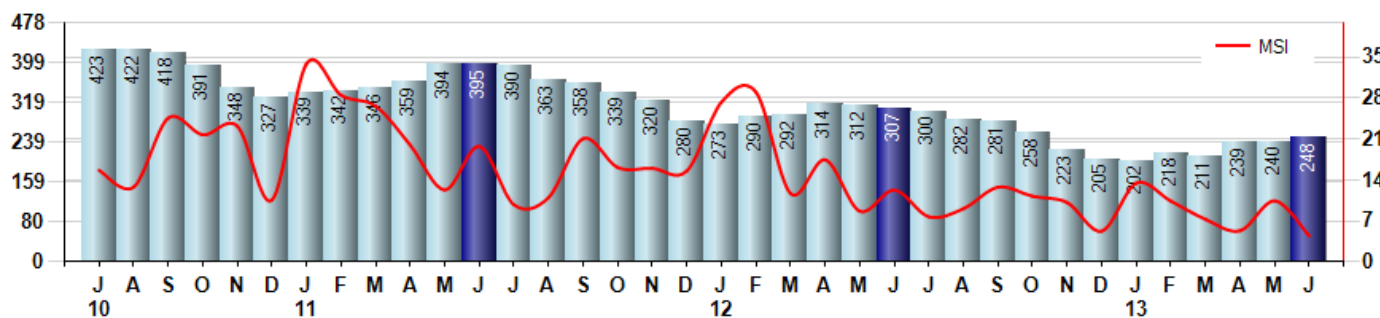
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### Inventory & MSI

The Total Inventory of Properties available for sale as of June was 248, up 3.3% from 240 last month and down -19.2% from 307 in June of last year. June 2013 Inventory was at the lowest level compared to June of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2013 MSI of 4.4 months was at its lowest level compared with June of 2012 and 2011.

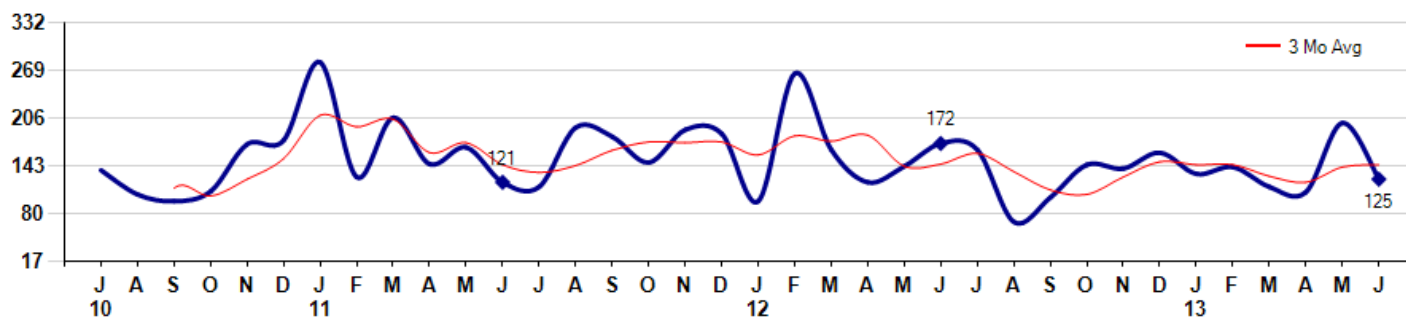
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 June was 125, down -37.2% from 199 days last month and down -27.3% from 172 days in June of last year. The June 2013 DOM was at a mid range compared with June of 2012 and 2011.

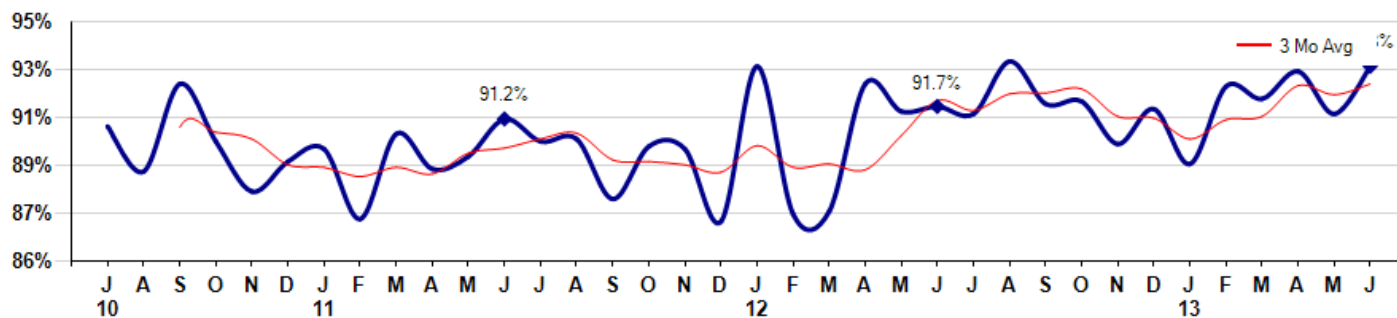
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 June 2013 Selling Price vs List Price of 93.3% was up from 91.4% last month and up from 91.7% in June of last year.

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



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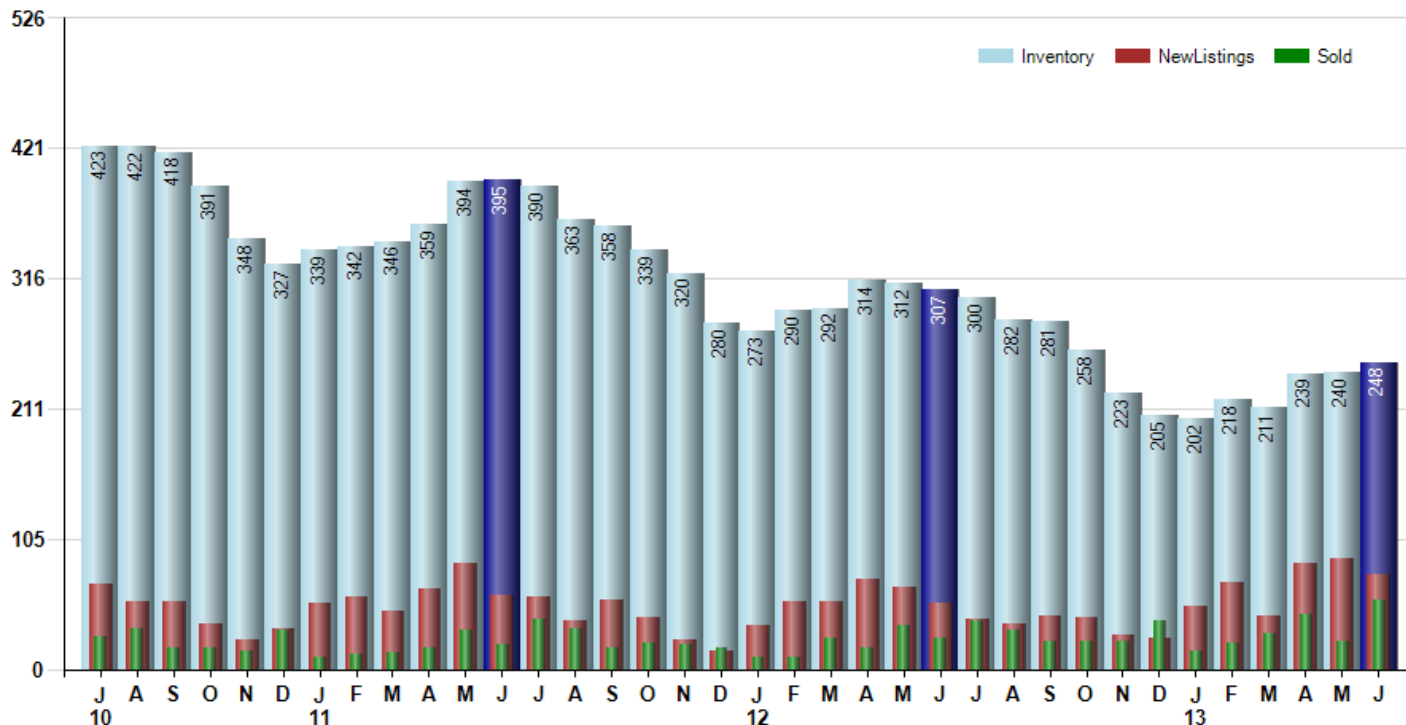
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### Inventory / New Listings / Sales

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 June 2013 was 76, down -14.6% from 89 last month and up 43.4% from 53 in June of last year.



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Homes Sold	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	31	22	23	22	39	15	21	29	45	23	56
3 Mo. Roll Avg			26	23	17	21	19	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

	(000's) J 10	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	S	O	N	D	J 13	F	M	A	M	J
Median Sale Price	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	700	683	475	637	575	463	718	680	613	639	700
3 Mo. Roll Avg			717	686	615	573	580	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

	J 10	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	S	O	N	D	J 13	F	M	A	M	J
Inventory	423	422	418	391	348	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	239	240	248
MSI	16	13	25	22	23	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	10	4

	J 10	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	S	O	N	D	J 13	F	M	A	M	J
Days On Market	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	69	101	144	139	160	132	141	115	108	199	125
3 Mo. Roll Avg			113	103	125	152	209	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

	J 10	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	S	O	N	D	J 13	F	M	A	M	J
Price per Sq Ft	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	253	234	216	206	212	193	208	248	211	232	240
3 Mo. Roll Avg			262	251	236	237	241	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

	J 10	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	S	O	N	D	J 13	F	M	A	M	J
Sale to List Price	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	0.918	0.919	0.902	0.916	0.894	0.925	0.920	0.931	0.914	0.933
3 Mo. Roll Avg			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	0.922	0.924	0.913	0.912	0.904	0.912	0.913	0.925	0.922	0.926

	J 10	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	S	O	N	D	J 13	F	M	A	M	J
New Listings	69	55	55	37	24	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	89	76
Inventory	423	422	418	391	348	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	239	240	248
Sales	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	31	22	23	22	39	15	21	29	45	23	56

	(000's) J 10	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	S	O	N	D	J 13	F	M	A	M	J
Avg Sale Price	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	871	724	733	754	771	661	706	939	721	803	798
3 Mo. Roll Avg			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	839	793	776	737	753	729	713	769	789	821	774

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