

MLS Area: Lake Forest



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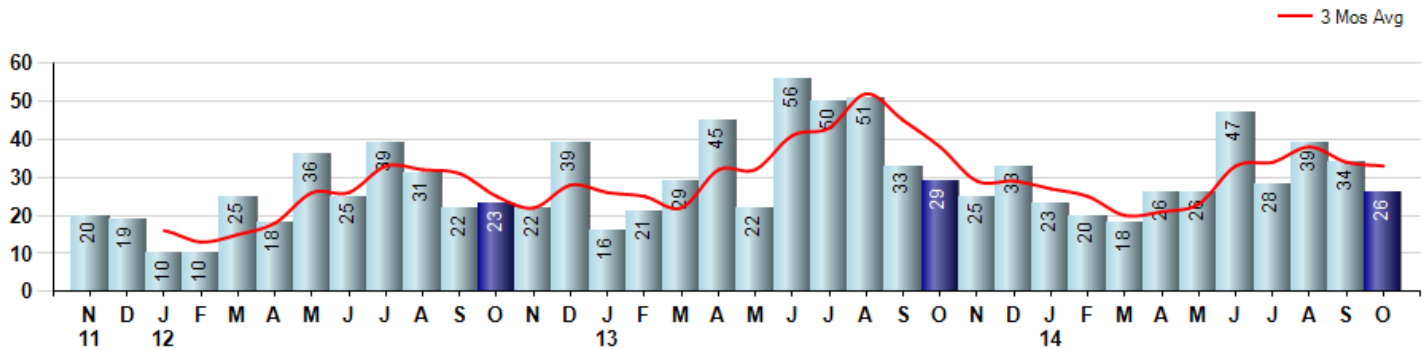
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|---|-------------|-------------------|-----|-----|----|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$1,349,000 | ↑ | | ↑ | | | | |
| Average List Price of all Current Listings | \$1,872,363 | ↔ | | ↑ | | | | |
| October Median Sales Price | \$736,250 | ↔ | ↓ | ↑ | ↑ | \$740,000 | ↑ | ↑ |
| October Average Sales Price | \$1,000,583 | ↑ | ↑ | ↑ | ↑ | \$912,210 | ↑ | ↑ |
| Total Properties Currently for Sale (Inventory) | 237 | ↓ | | ↑ | | | | |
| October Number of Properties Sold | 26 | ↓ | | ↓ | | 287 | ↓ | |
| October Average Days on Market (Solds) | 118 | ↑ | ↑ | ↑ | ↑ | 85 | ↓ | ↓ |
| October Month's Supply of Inventory | 9.1 | ↑ | ↑ | ↑ | ↑ | 8.5 | ↑ | ↑ |
| October Sale Price vs List Price Ratio | 92.7% | ↓ | ↔ | ↑ | ↑ | 92.9% | ↑ | ↑ |

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

Property Sales

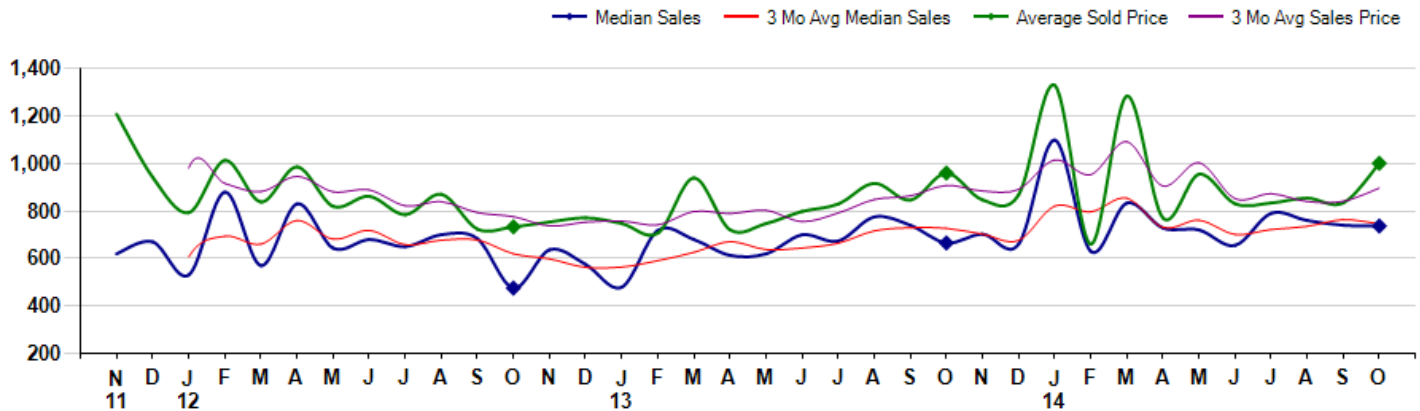
October Property sales were 26, down -10.3% from 29 in October of 2013 and -23.5% lower than the 34 sales last month. October 2014 sales were at a mid level compared to October of 2013 and 2012. October YTD sales of 287 are running -18.5% behind last year's year-to-date sales of 352.



Prices

The Median Sales Price in October was \$736,250, up 10.7% from \$665,000 in October of 2013 and down -0.5% from \$740,000 last month. The Average Sales Price in October was \$1,000,583, up 4.3% from \$959,457 in October of 2013 and up 20.0% from \$833,765 last month. October 2014 ASP was at highest level compared to October of 2013 and 2012.

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



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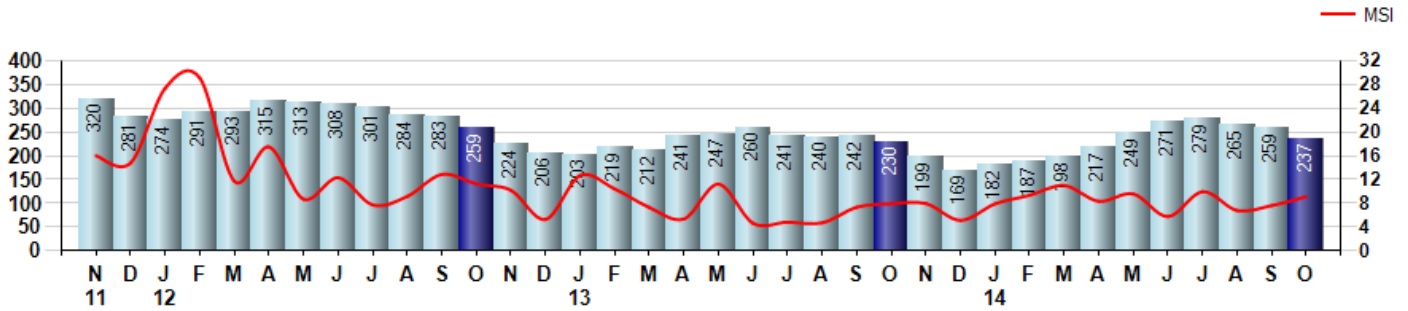
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Inventory & MSI

The Total Inventory of Properties available for sale as of October was 237, down -8.5% from 259 last month and up 3.0% from 230 in October of last year. October 2014 Inventory was at a mid range compared to October of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2014 MSI of 9.1 months was at a mid range compared with October of 2013 and 2012.

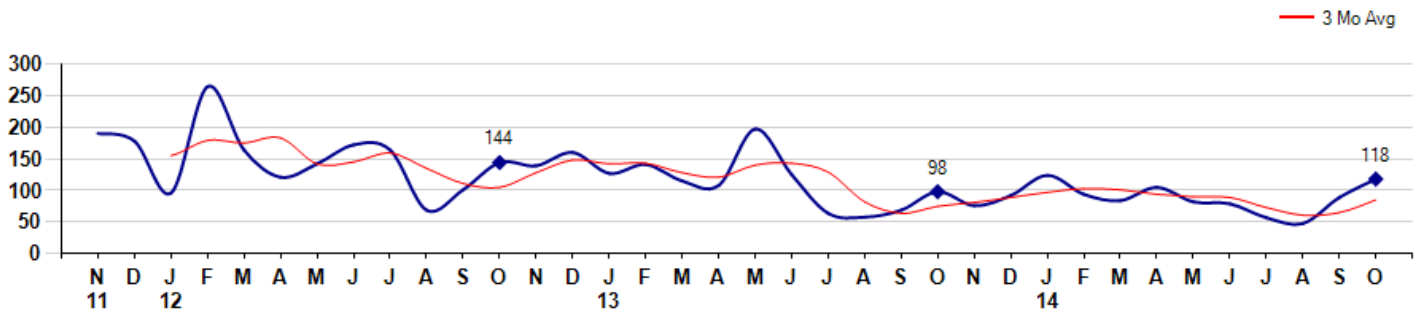
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 October was 118, up 32.6% from 89 days last month and up 20.4% from 98 days in October of last year. The October 2014 DOM was at a mid range compared with October of 2013 and 2012.

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



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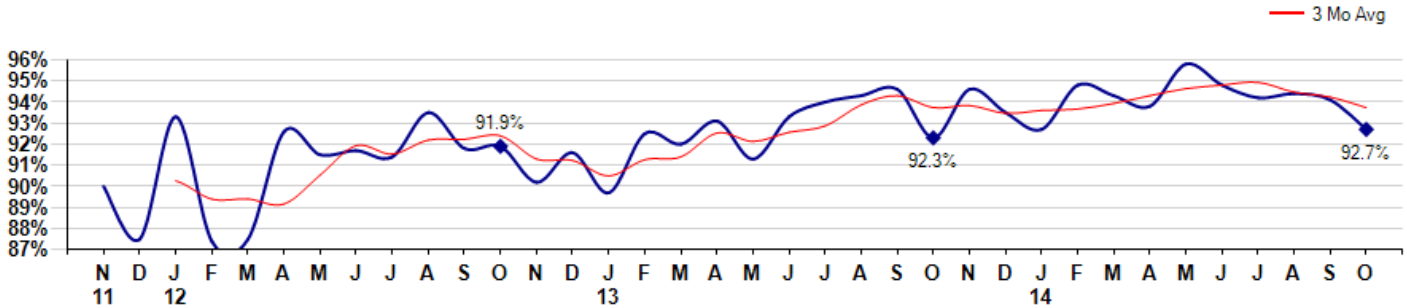


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Selling Price vs Listing Price

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 October 2014 Selling Price vs List Price of 92.7% was down from 94.1% last month and up from 92.3% in October of last year.

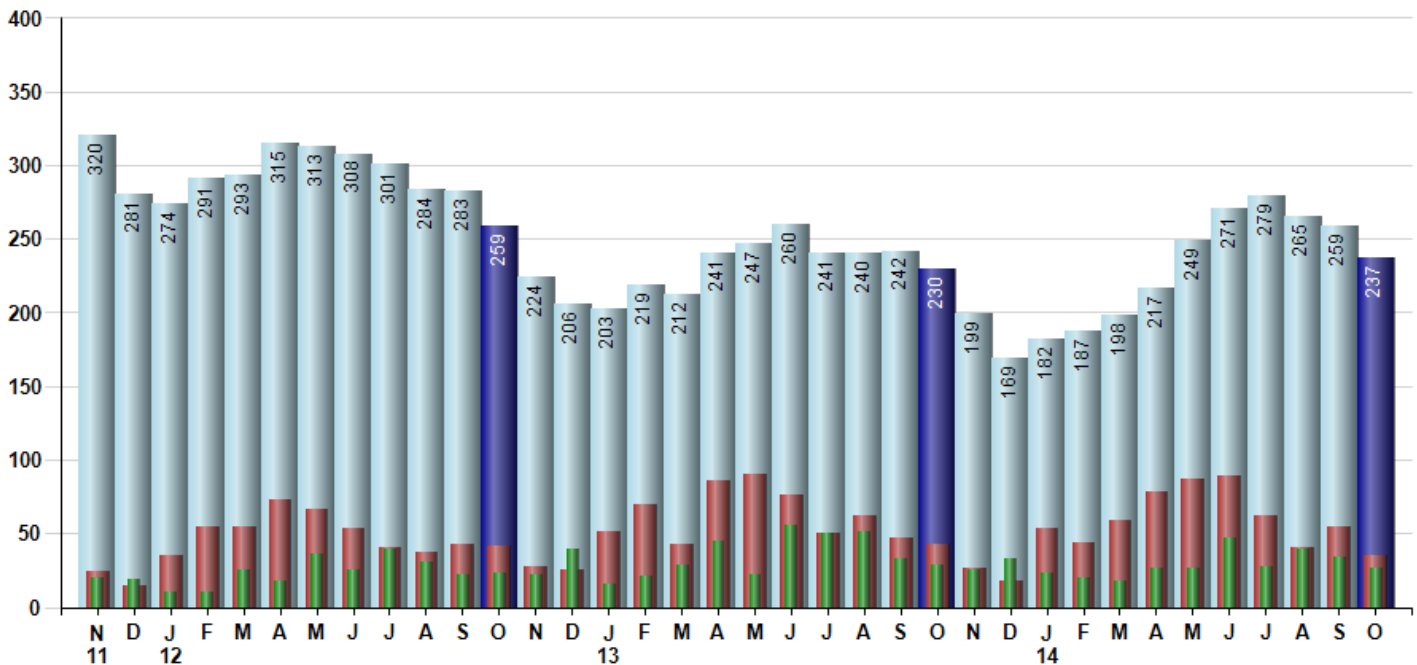
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 October 2014 was 35, down -36.4% from 55 last month and down -18.6% from 43 in October of last year.

Inventory New Listings Sold



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| | N 11 | 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 | D | J 14 | F | M | A | M | J | J | A | S | O |
|----------------|------|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|
| Homes Sold | 20 | 19 | 10 | 10 | 25 | 18 | 36 | 25 | 39 | 31 | 22 | 23 | 22 | 39 | 16 | 21 | 29 | 45 | 22 | 56 | 50 | 51 | 33 | 29 | 25 | 33 | 23 | 20 | 18 | 26 | 26 | 47 | 28 | 39 | 34 | 26 |
| 3 Mo. Roll Avg | | | 16 | 13 | 15 | 18 | 26 | 26 | 33 | 32 | 31 | 25 | 22 | 28 | 26 | 25 | 22 | 32 | 32 | 41 | 43 | 52 | 45 | 38 | 29 | 29 | 27 | 25 | 20 | 21 | 23 | 33 | 34 | 38 | 34 | 33 |

| | (000's) N 11 | 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 | D | J 14 | F | M | A | M | J | J | A | S | O |
|-------------------|--------------|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-------|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Median Sale Price | 620 | 670 | 531 | 880 | 570 | 830 | 644 | 680 | 650 | 700 | 683 | 475 | 637 | 575 | 479 | 718 | 680 | 613 | 619 | 700 | 674 | 775 | 740 | 665 | 703 | 660 | 1,099 | 630 | 833 | 729 | 720 | 655 | 790 | 760 | 740 | 736 |
| 3 Mo. Roll Avg | | | 607 | 693 | 660 | 760 | 681 | 718 | 658 | 677 | 678 | 619 | 598 | 562 | 563 | 591 | 626 | 670 | 637 | 644 | 664 | 716 | 730 | 727 | 703 | 676 | 821 | 796 | 854 | 731 | 761 | 701 | 722 | 735 | 763 | 745 |

| | N 11 | 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 | D | J 14 | F | M | A | M | J | J | A | S | O |
|-----------|------|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Inventory | 320 | 281 | 274 | 291 | 293 | 315 | 313 | 308 | 301 | 284 | 283 | 259 | 224 | 206 | 203 | 219 | 212 | 241 | 247 | 260 | 241 | 240 | 242 | 230 | 199 | 169 | 182 | 187 | 198 | 217 | 249 | 271 | 279 | 265 | 259 | 237 |
| MSI | 16 | 15 | 27 | 29 | 12 | 18 | 9 | 12 | 8 | 9 | 13 | 11 | 10 | 5 | 13 | 10 | 7 | 5 | 11 | 5 | 5 | 5 | 7 | 8 | 8 | 5 | 8 | 9 | 11 | 8 | 10 | 6 | 10 | 7 | 8 | 9 |

| | N 11 | 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 | D | J 14 | F | M | A | M | J | J | A | S | O |
|----------------|------|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|----|----|----|----|----|------|-----|-----|-----|----|----|----|----|----|-----|
| Days On Market | 190 | 178 | 96 | 264 | 164 | 121 | 142 | 172 | 164 | 69 | 101 | 144 | 139 | 160 | 127 | 141 | 115 | 108 | 197 | 125 | 64 | 58 | 69 | 98 | 76 | 92 | 124 | 94 | 84 | 105 | 82 | 79 | 57 | 48 | 89 | 118 |
| 3 Mo. Roll Avg | | | 155 | 179 | 175 | 183 | 142 | 145 | 159 | 135 | 111 | 105 | 128 | 148 | 142 | 143 | 128 | 121 | 140 | 143 | 129 | 82 | 64 | 75 | 81 | 89 | 97 | 103 | 101 | 94 | 90 | 89 | 73 | 61 | 65 | 85 |

| | N 11 | 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 | D | J 14 | F | M | A | M | J | J | A | S | O |
|-----------------|------|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Price per Sq Ft | 237 | 222 | 233 | 236 | 219 | 247 | 219 | 242 | 220 | 253 | 234 | 216 | 206 | 212 | 202 | 208 | 248 | 211 | 226 | 241 | 247 | 258 | 247 | 267 | 241 | 262 | 288 | 229 | 285 | 241 | 288 | 256 | 258 | 262 | 275 | 278 |
| 3 Mo. Roll Avg | | | 231 | 230 | 229 | 234 | 228 | 236 | 227 | 238 | 236 | 234 | 219 | 211 | 207 | 207 | 219 | 222 | 228 | 226 | 238 | 249 | 251 | 257 | 252 | 257 | 264 | 260 | 267 | 252 | 271 | 262 | 267 | 259 | 265 | 272 |

| | N 11 | 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 | D | J 14 | F | M | A | M | J | J | A | S | O |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 0.900 | 0.875 | 0.933 | 0.874 | 0.875 | 0.926 | 0.915 | 0.917 | 0.914 | 0.935 | 0.918 | 0.919 | 0.902 | 0.916 | 0.897 | 0.925 | 0.920 | 0.931 | 0.913 | 0.933 | 0.940 | 0.943 | 0.946 | 0.923 | 0.946 | 0.935 | 0.927 | 0.948 | 0.943 | 0.938 | 0.958 | 0.948 | 0.942 | 0.944 | 0.941 | 0.927 |
| 3 Mo. Roll Avg | | | 0.903 | 0.894 | 0.894 | 0.892 | 0.905 | 0.919 | 0.915 | 0.922 | 0.922 | 0.924 | 0.913 | 0.912 | 0.905 | 0.913 | 0.914 | 0.925 | 0.921 | 0.926 | 0.929 | 0.939 | 0.943 | 0.937 | 0.938 | 0.935 | 0.936 | 0.937 | 0.939 | 0.943 | 0.946 | 0.948 | 0.949 | 0.945 | 0.942 | 0.937 |

| | N 11 | 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 | D | J 14 | F | M | A | M | J | J | A | S | O |
|--------------|------|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| New Listings | 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 | 18 | 53 | 44 | 59 | 78 | 87 | 89 | 62 | 41 | 55 | 35 |
| Inventory | 320 | 281 | 274 | 291 | 293 | 315 | 313 | 308 | 301 | 284 | 283 | 259 | 224 | 206 | 203 | 219 | 212 | 241 | 247 | 260 | 241 | 240 | 242 | 230 | 199 | 169 | 182 | 187 | 198 | 217 | 249 | 271 | 279 | 265 | 259 | 237 |
| Sales | 20 | 19 | 10 | 10 | 25 | 18 | 36 | 25 | 39 | 31 | 22 | 23 | 22 | 39 | 16 | 21 | 29 | 45 | 22 | 56 | 50 | 51 | 33 | 29 | 25 | 33 | 23 | 20 | 18 | 26 | 26 | 47 | 28 | 39 | 34 | 26 |

| | (000's) N 11 | 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 | D | J 14 | F | M | A | M | J | J | A | S | O |
|----------------|--------------|-----|------|-------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-------|-----|-------|-----|-------|-----|-----|-----|-----|-------|
| Avg Sale Price | 1,208 | 942 | 793 | 1,013 | 838 | 985 | 819 | 862 | 784 | 871 | 724 | 733 | 754 | 771 | 748 | 706 | 939 | 721 | 747 | 798 | 829 | 917 | 846 | 959 | 847 | 868 | 1,330 | 660 | 1,284 | 771 | 954 | 830 | 834 | 854 | 834 | 1,001 |
| 3 Mo. Roll Avg | | | 981 | 916 | 881 | 945 | 881 | 889 | 822 | 839 | 793 | 776 | 737 | 753 | 757 | 742 | 798 | 789 | 802 | 755 | 791 | 848 | 864 | 907 | 884 | 891 | 1,015 | 953 | 1,091 | 905 | 1,003 | 852 | 873 | 839 | 841 | 896 |

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