

## MLS Area: Lake Forest



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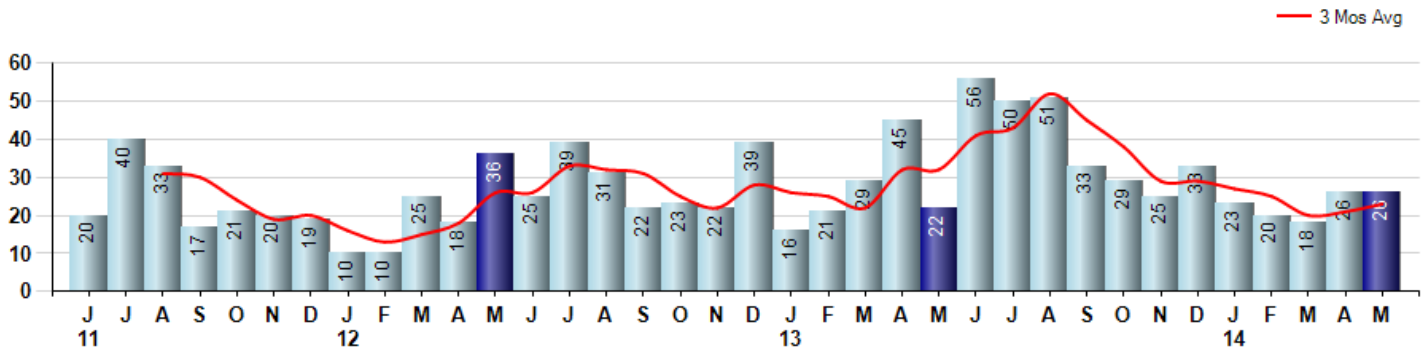
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,249,000	↑		↔				
Average List Price of all Current Listings	\$1,905,915	↑		↑				
May Median Sales Price	\$720,286	↓	↑	↑	↑	\$735,000	↑	↑
May Average Sales Price	\$954,441	↑	↑	↑	↑	\$988,963	↑	↑
Total Properties Currently for Sale (Inventory)	239	↑		↓				
May Number of Properties Sold	26	↔		↑		113	↓	
May Average Days on Market (Solds)	82	↓	↓	↓	↓	98	↓	↓
May Month's Supply of Inventory	9.2	↑	↓	↓	↑	9.0	↓	↑
May Sale Price vs List Price Ratio	95.8%	↑	↑	↑	↑	93.2%	↑	↑

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

### Property Sales

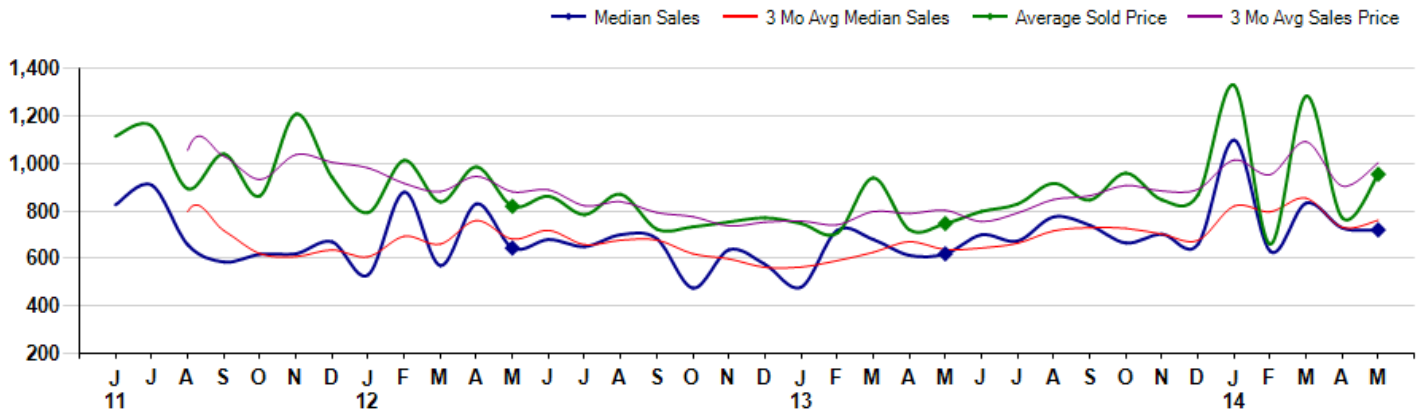
May Property sales were 26, up 18.2% from 22 in May of 2013 and equal to 0.0% 26 sales last month. May 2014 sales were at a mid level compared to May of 2013 and 2012. May YTD sales of 113 are running -15.0% behind last year's year-to-date sales of 133.



### Prices

The Median Sales Price in May was \$720,286, up 16.3% from \$619,200 in May of 2013 and down -1.1% from \$728,500 last month. The Average Sales Price in May was \$954,441, up 27.8% from \$746,833 in May of 2013 and up 23.8% from \$770,692 last month. May 2014 ASP was at highest level compared to May of 2013 and 2012.

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



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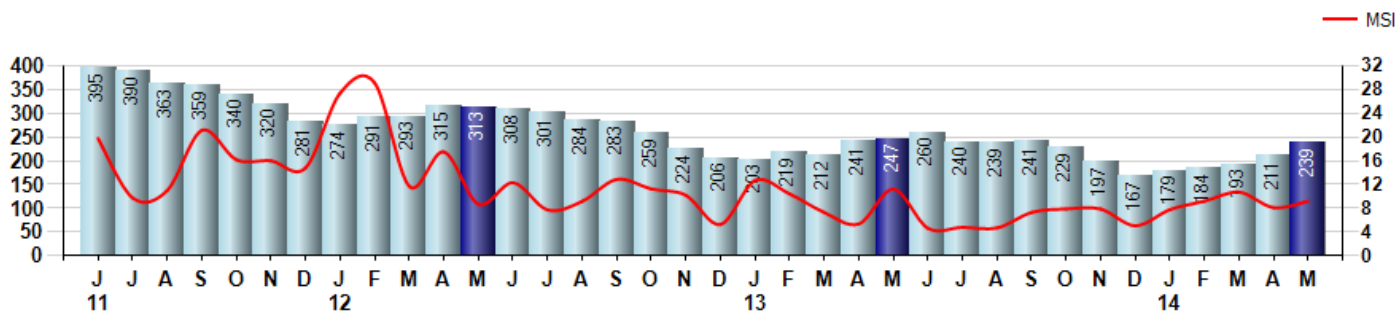
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### Inventory & MSI

The Total Inventory of Properties available for sale as of May was 239, up 13.3% from 211 last month and down -3.2% from 247 in May of last year. May 2014 Inventory was at the lowest level compared to May of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2014 MSI of 9.2 months was at a mid range compared with May of 2013 and 2012.

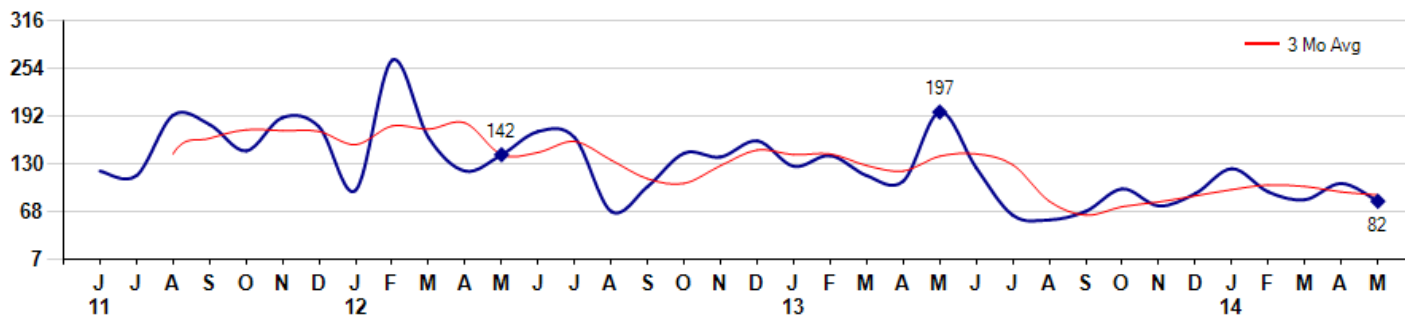
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 May was 82, down -21.9% from 105 days last month and down -58.4% from 197 days in May of last year. The May 2014 DOM was at its lowest level compared with May of 2013 and 2012.

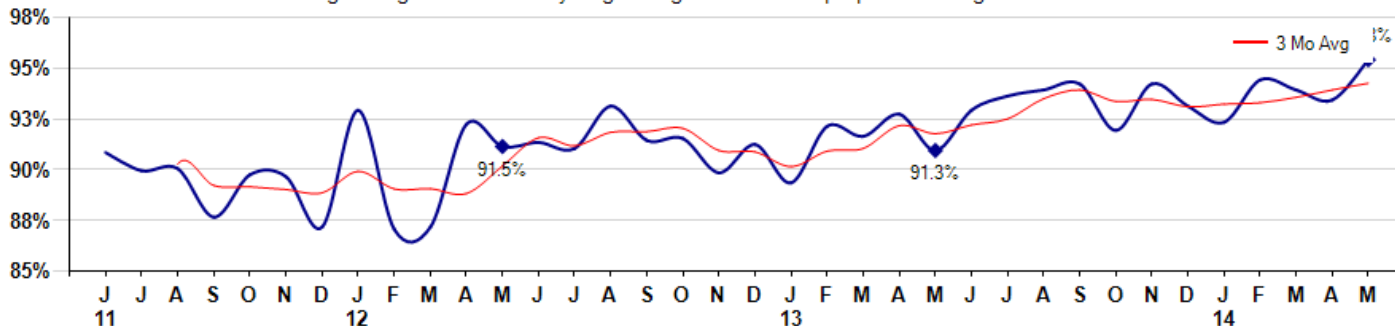
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 May 2014 Selling Price vs List Price of 95.8% was up from 93.8% last month and up from 91.3% in May of last year.

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



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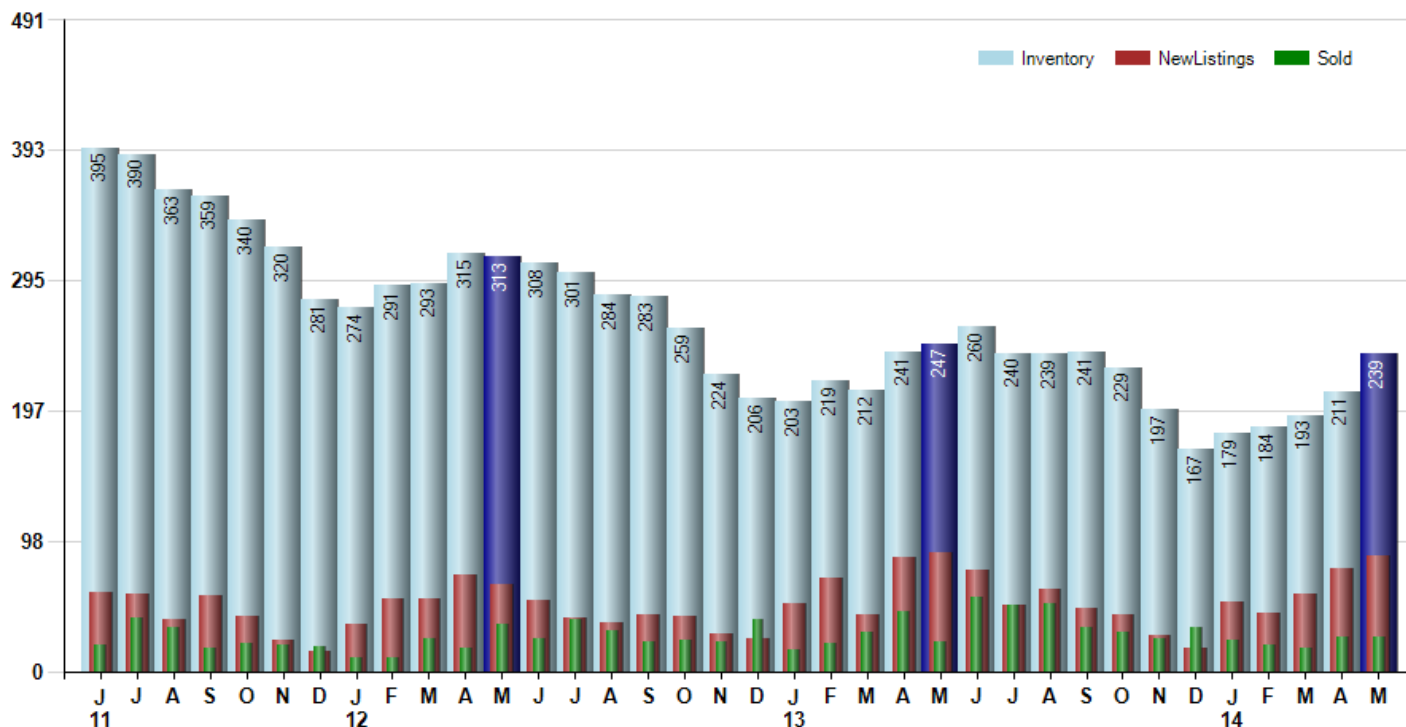
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### Inventory / New Listings / Sales

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 May 2014 was 87, up 11.5% from 78 last month and down -3.3% from 90 in May of last year.



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	J 11	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	D	J 14	F	M	A	M
Homes Sold	20	40	33	17	21	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
3 Mo. Roll Avg			31	30	24	19	20	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

	(000's) J 11	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	D	J 14	F	M	A	M
Median Sale Price	826	909	658	585	618	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
3 Mo. Roll Avg			798	717	620	608	636	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

	J 11	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	D	J 14	F	M	A	M
Inventory	395	390	363	359	340	320	281	274	291	293	315	313	308	301	284	283	259	224	206	203	219	212	241	247	260	240	239	241	229	197	167	179	184	193	211	239
MSI	20	10	11	21	16	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	9

	J 11	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	D	J 14	F	M	A	M
Days On Market	121	115	193	181	147	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
3 Mo. Roll Avg			143	163	174	173	172	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

	J 11	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	D	J 14	F	M	A	M
Price per Sq Ft	267	271	229	251	244	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
3 Mo. Roll Avg			256	250	241	244	234	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

	J 11	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	D	J 14	F	M	A	M
Sale to List Price	0.912	0.903	0.904	0.880	0.901	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
3 Mo. Roll Avg			0.906	0.896	0.895	0.894	0.892	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

	J 11	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	D	J 14	F	M	A	M
New Listings	60	58	39	57	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	18	52	44	58	78	87
Inventory	395	390	363	359	340	320	281	274	291	293	315	313	308	301	284	283	259	224	206	203	219	212	241	247	260	240	239	241	229	197	167	179	184	193	211	239
Sales	20	40	33	17	21	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

	(000's) J 11	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	D	J 14	F	M	A	M
Avg Sale Price	1,115	1,158	893	1,040	864	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
3 Mo. Roll Avg			1,056	1,031	932	1,037	1,005	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

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