

MLS Area: Lake Forest



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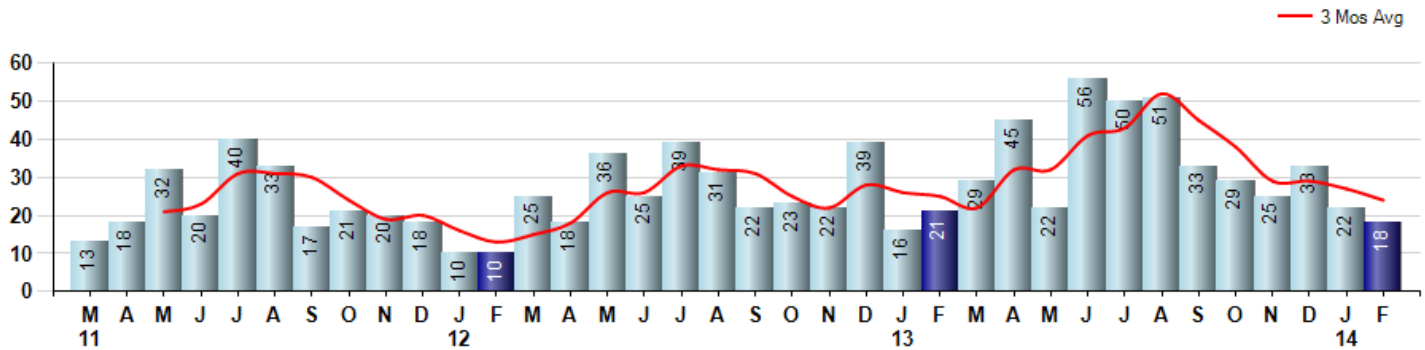
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,150,000	↑		↑				
Average List Price of all Current Listings	\$1,845,628	↑		↑				
February Median Sales Price	\$630,225	↓	↓	↓	↓	\$702,500	↑	↑
February Average Sales Price	\$612,633	↓	↓	↓	↓	\$1,023,417	↑	↑
Total Properties Currently for Sale (Inventory)	167	↓		↓				
February Number of Properties Sold	18	↓		↓		40	↑	
February Average Days on Market (Solds)	99	↑	↑	↓	↔	95	↓	↓
February Month's Supply of Inventory	9.3	↑	↑	↓	↑	8.5	↓	↑
February Sale Price vs List Price Ratio	94.4%	↑	↑	↑	↑	92.3%	↑	↔

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

Property Sales

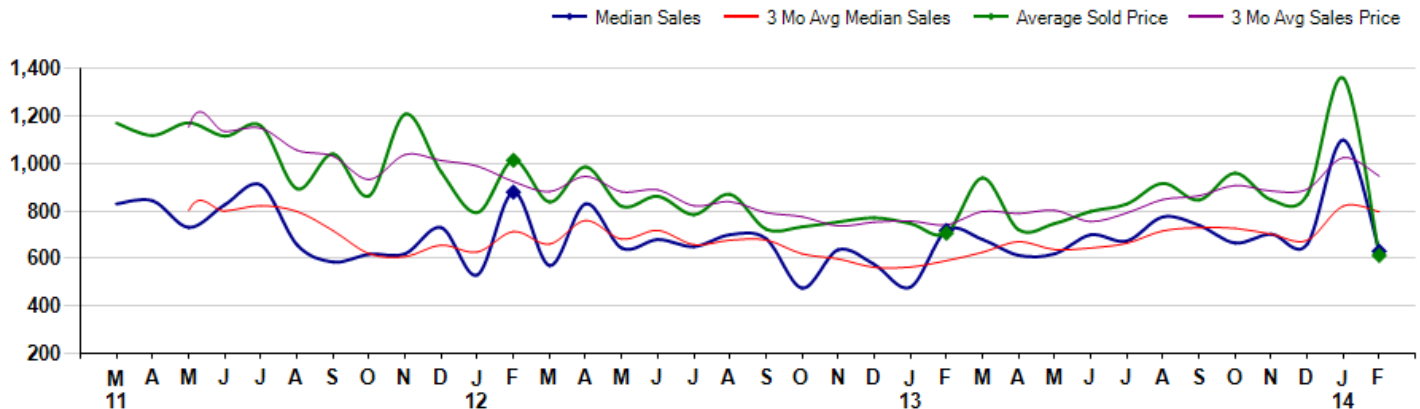
February Property sales were 18, down -14.3% from 21 in February of 2013 and -18.2% lower than the 22 sales last month. February 2014 sales were at a mid level compared to February of 2013 and 2012. February YTD sales of 40 are running 8.1% ahead of last year's year-to-date sales of 37.



Prices

The Median Sales Price in February was \$630,225, down -12.2% from \$718,000 in February of 2013 and down -42.7% from \$1,099,500 last month. The Average Sales Price in February was \$612,633, down -13.2% from \$706,190 in February of 2013 and down -54.9% from \$1,359,513 last month. February 2014 ASP was at the lowest level compared to February of 2013 and 2012.

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



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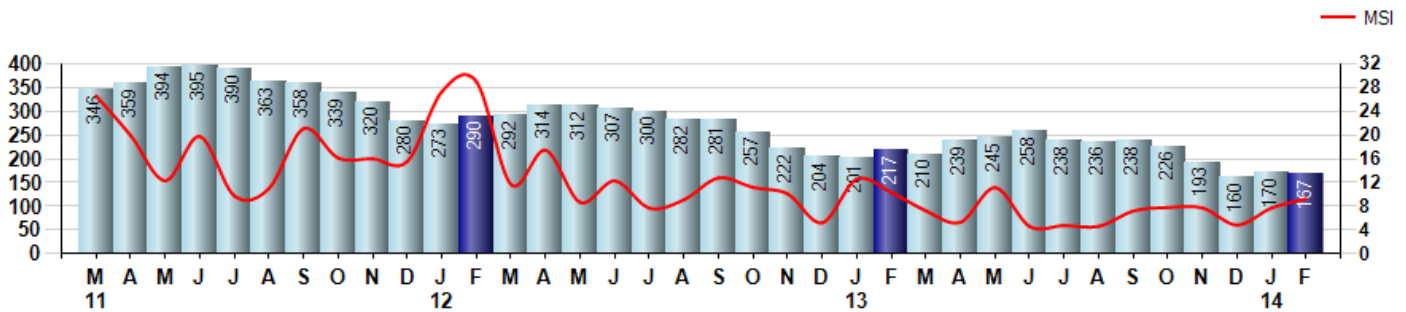
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 167, down -1.8% from 170 last month and down -23.0% from 217 in February of last year. February 2014 Inventory was at the lowest level compared to February of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2014 MSI of 9.3 months was at its lowest level compared with February of 2013 and 2012.

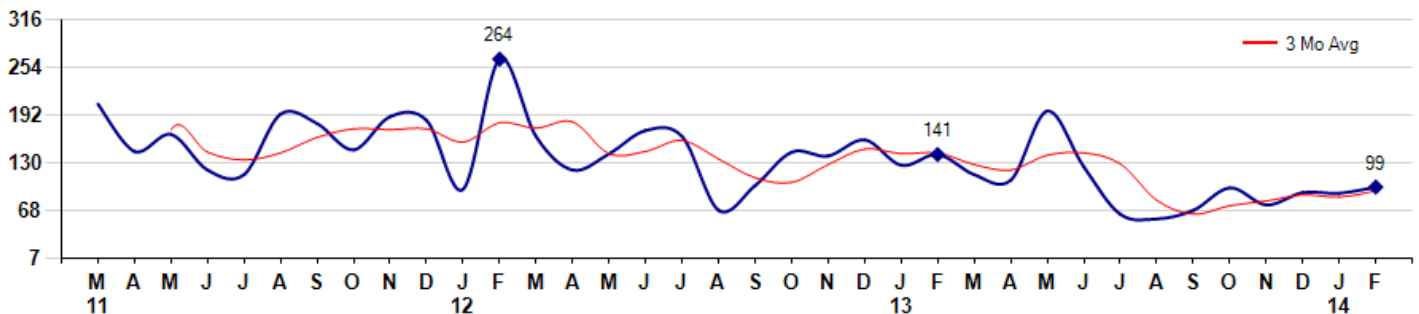
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 February was 99, up 8.8% from 91 days last month and down -29.8% from 141 days in February of last year. The February 2014 DOM was at its lowest level compared with February of 2013 and 2012.

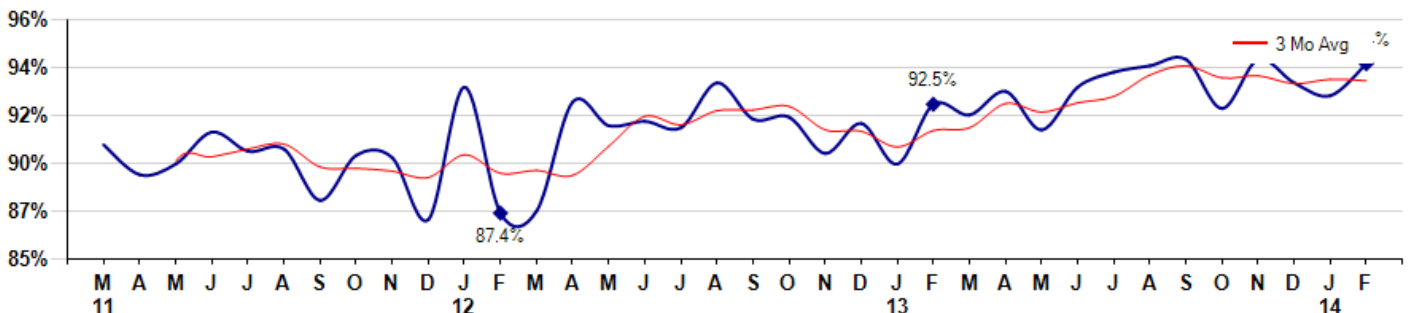
Average Days on Market (Listing to Contract) for properties sold during the month



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 February 2014 Selling Price vs List Price of 94.4% was up from 92.9% last month and up from 87.5% in February of last year.

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



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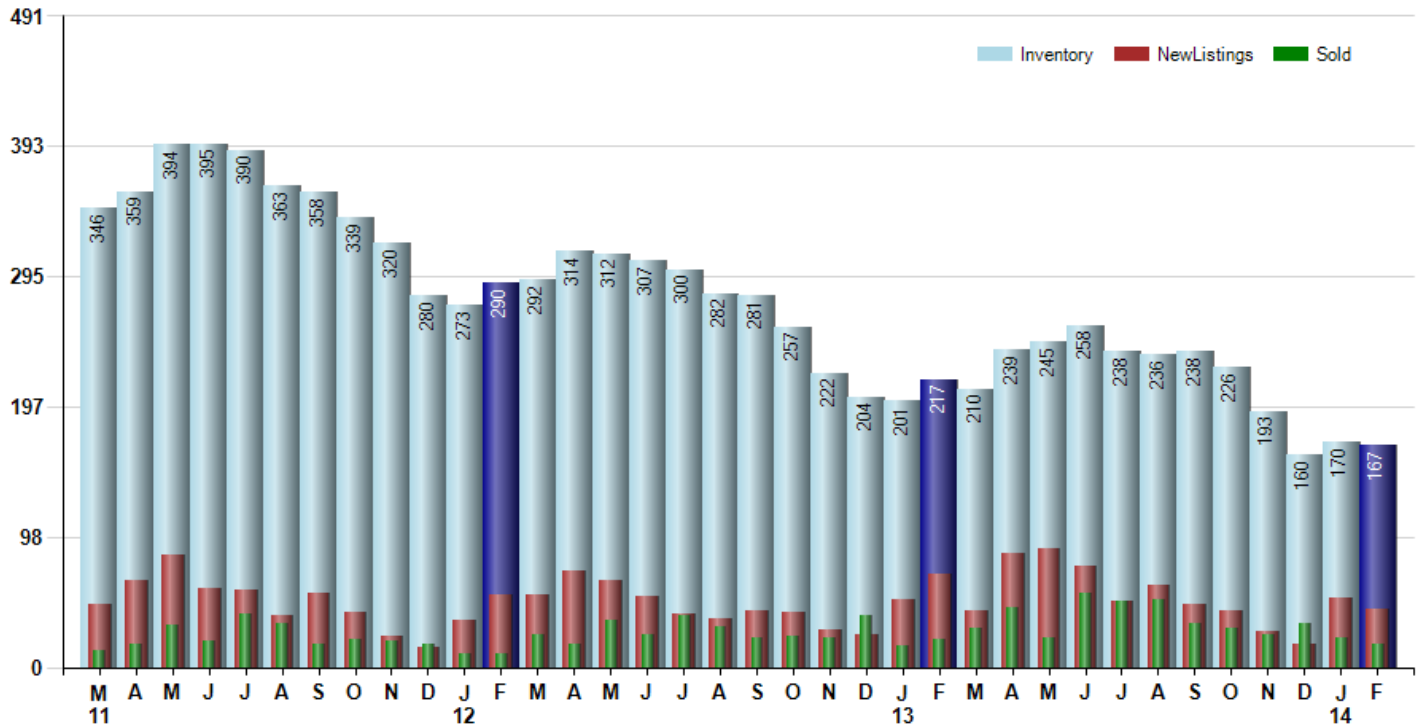
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Inventory / New Listings / Sales

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 February 2014 was 44, down -15.4% from 52 last month and down -37.1% from 70 in February of last year.



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MARKET ACTION REPORT

February 2014

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	M 11	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	D	J 14	F
Homes Sold	13	18	32	20	40	33	17	21	20	18	10	10	25	18	36	25	39	31	22	23	22	39	16	21	29	45	22	56	50	51	33	29	25	33	22	18
3 Mo. Roll Avg			21	23	31	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	24

	(000's) M 11	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	D	J 14	F
Median Sale Price	830	843	731	826	909	658	585	618	620	730	531	880	570	830	644	680	650	700	683	475	637	575	479	718	680	613	619	700	674	775	740	665	703	660	1,100	630
3 Mo. Roll Avg			801	800	822	798	717	620	608	656	627	713	660	760	681	718	658	677	678	619	598	562	563	591	626	670	637	644	664	716	730	727	703	676	821	797

	M 11	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	D	J 14	F
Inventory	346	359	394	395	390	363	358	339	320	280	273	290	292	314	312	307	300	282	281	257	222	204	201	217	210	239	245	258	238	236	238	226	193	160	170	167
MSI	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	8	5	8	9

	M 11	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	D	J 14	F
Days On Market	206	145	167	121	115	193	181	147	190	185	96	264	164	121	142	172	164	69	101	144	139	160	127	141	115	108	197	125	64	58	69	98	76	92	91	99
3 Mo. Roll Avg			173	144	134	143	163	174	173	174	157	182	175	183	142	145	159	135	111	105	128	148	142	143	128	121	140	143	129	82	64	75	81	89	86	94

	M 11	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	D	J 14	F
Price per Sq Ft	241	277	274	267	271	229	251	244	237	224	233	236	219	247	219	242	220	253	234	216	206	212	202	208	248	211	226	241	247	258	247	267	241	262	293	227
3 Mo. Roll Avg			264	273	271	256	250	241	244	235	231	231	229	234	228	236	227	238	236	234	219	211	207	207	219	222	228	226	238	249	251	257	252	257	265	261

	M 11	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	D	J 14	F
Sale to List Price	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	0.897	0.925	0.920	0.931	0.913	0.933	0.940	0.943	0.946	0.923	0.946	0.935	0.929	0.944
3 Mo. Roll Avg			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	0.905	0.913	0.914	0.925	0.921	0.926	0.929	0.939	0.943	0.937	0.938	0.935	0.937	0.936

	M 11	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	D	J 14	F
New Listings	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	18	52	44
Inventory	346	359	394	395	390	363	358	339	320	280	273	290	292	314	312	307	300	282	281	257	222	204	201	217	210	239	245	258	238	236	238	226	193	160	170	167
Sales	13	18	32	20	40	33	17	21	20	18	10	10	25	18	36	25	39	31	22	23	22	39	16	21	29	45	22	56	50	51	33	29	25	33	22	18

	(000's) M 11	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	D	J 14	F
Avg Sale Price	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	748	706	939	721	747	798	829	917	846	959	847	868	1,360	613
3 Mo. Roll Avg			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	757	742	798	789	802	755	791	848	864	907	884	891	1,025	947

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