

MLS Area: Lake Forest



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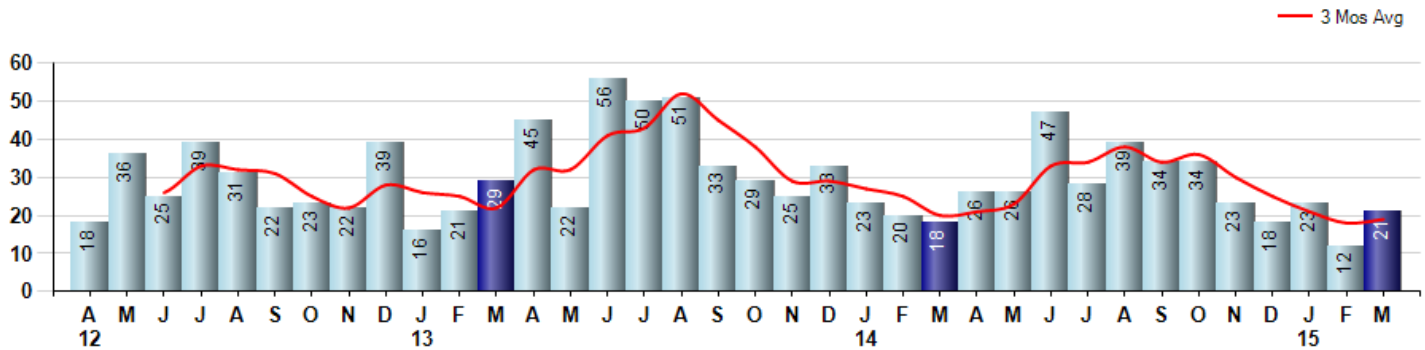
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,199,000	↑		↔				
Average List Price of all Current Listings	\$1,651,376	↔		↓				
March Median Sales Price	\$500,000	↓	↓	↓	↓	\$603,343	↓	↓
March Average Sales Price	\$915,005	↑	↑	↓	↔	\$770,671	↓	↓
Total Properties Currently for Sale (Inventory)	256	↑		↑				
March Number of Properties Sold	21	↑		↑		56	↓	
March Average Days on Market (Solds)	96	↑	↓	↑	↑	91	↓	↑
March Month's Supply of Inventory	12.2	↓	↓	↑	↑	13.2	↑	↑
March Sale Price vs List Price Ratio	94.5%	↑	↑	↑	↑	93.2%	↑	↑

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

Property Sales

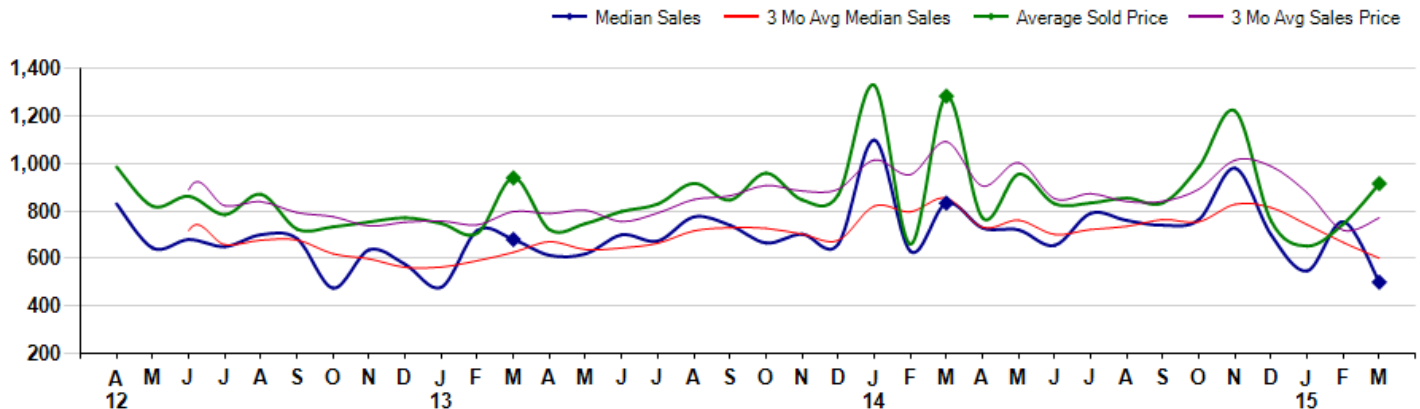
March Property sales were 21, up 16.7% from 18 in March of 2014 and 75.0% higher than the 12 sales last month. March 2015 sales were at a mid level compared to March of 2014 and 2013. March YTD sales of 56 are running -8.2% behind last year's year-to-date sales of 61.



Prices

The Median Sales Price in March was \$500,000, down -40.0% from \$833,000 in March of 2014 and down -33.8% from \$755,000 last month. The Average Sales Price in March was \$915,005, down -28.7% from \$1,283,653 in March of 2014 and up 22.8% from \$745,391 last month. March 2015 ASP was at the lowest level compared to March of 2014 and 2013.

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



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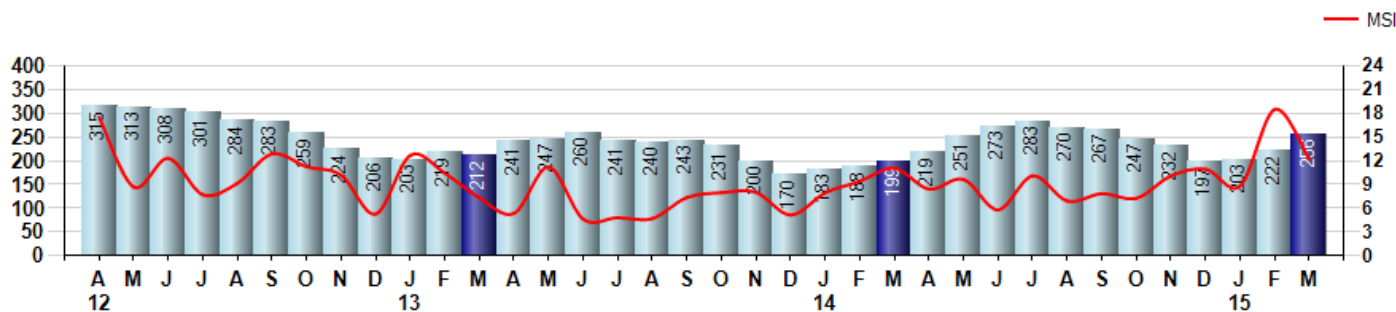
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Inventory & MSI

The Total Inventory of Properties available for sale as of March was 256, up 15.3% from 222 last month and up 28.6% from 199 in March of last year. March 2015 Inventory was at highest level compared to March of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2015 MSI of 12.2 months was at its highest level compared with March of 2014 and 2013.

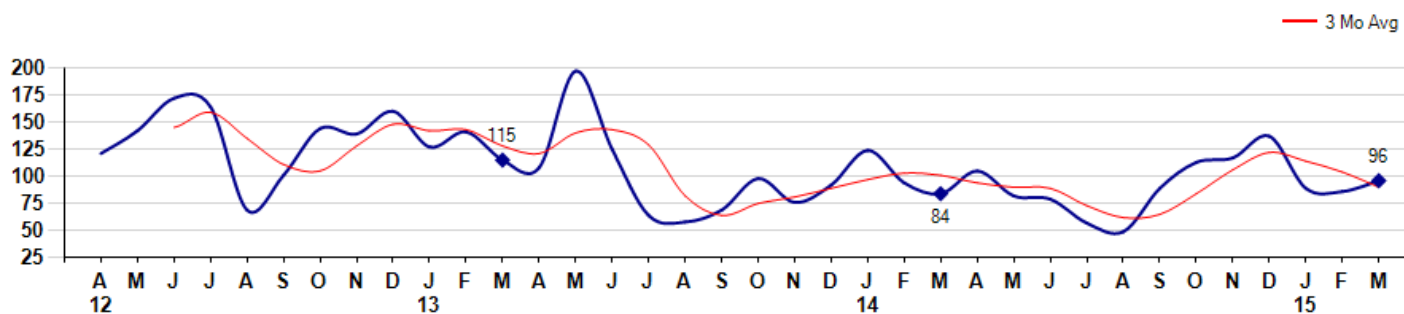
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 March was 96, up 11.6% from 86 days last month and up 14.3% from 84 days in March of last year. The March 2015 DOM was at a mid range compared with March of 2014 and 2013.

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



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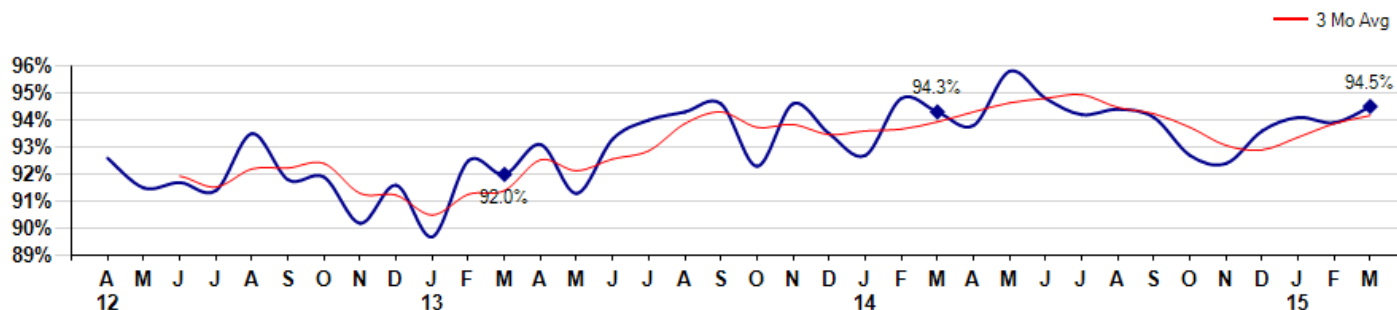


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Selling Price vs Listing Price

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 March 2015 Selling Price vs List Price of 94.5% was up from 93.9% last month and up from 94.3% in March of last year.

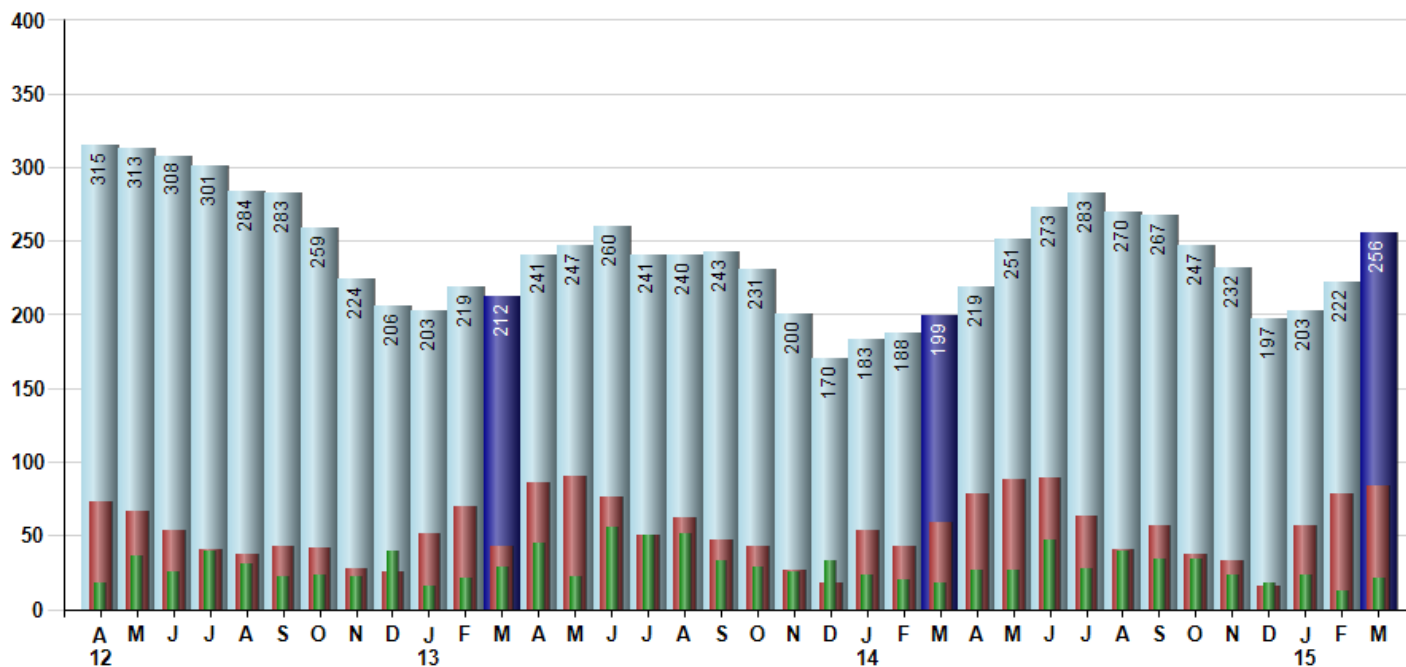
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 March 2015 was 84, up 7.7% from 78 last month and up 42.4% from 59 in March of last year.

Inventory (light blue), New Listings (red), Sold (green)



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MARKET ACTION REPORT

March 2015

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	A 12	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	N	D	J 15	F	M
Homes Sold	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	34	23	18	23	12	21
3 Mo. Roll Avg			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	36	30	25	21	18	19

	(000's) A 12	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	N	D	J 15	F	M
Median Sale Price	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	764	980	699	548	755	500
3 Mo. Roll Avg			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	755	828	814	742	667	601

	A 12	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	N	D	J 15	F	M
Inventory	315	313	308	301	284	283	259	224	206	203	219	212	241	247	260	241	240	243	231	200	170	183	188	199	219	251	273	283	270	267	247	232	197	203	222	256
MSI	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	7	10	11	9	19	12

	A 12	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	N	D	J 15	F	M
Days On Market	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	49	89	113	117	137	89	86	96
3 Mo. Roll Avg			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	62	65	84	106	122	114	104	90

	A 12	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	N	D	J 15	F	M
Price per Sq Ft	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	271	275	266	223	228	249
3 Mo. Roll Avg			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	269	274	271	255	239	233

	A 12	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	N	D	J 15	F	M
Sale to List Price	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	0.924	0.936	0.941	0.939	0.945
3 Mo. Roll Avg			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	0.931	0.929	0.934	0.939	0.942

	A 12	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	N	D	J 15	F	M
New Listings	73	66	53	40	37	43	42	28	25	51	70	43	86	90	76	50	62	47	43	27	18	53	43	59	78	88	89	63	40	57	37	33	16	57	78	84
Inventory	315	313	308	301	284	283	259	224	206	203	219	212	241	247	260	241	240	243	231	200	170	183	188	199	219	251	273	283	270	267	247	232	197	203	222	256
Sales	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	34	23	18	23	12	21

	(000's) A 12	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	N	D	J 15	F	M
Avg Sale Price	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	987	1,221	757	652	745	915
3 Mo. Roll Avg			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	892	1,014	988	877	718	771

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