

MLS Area: Lake Forest



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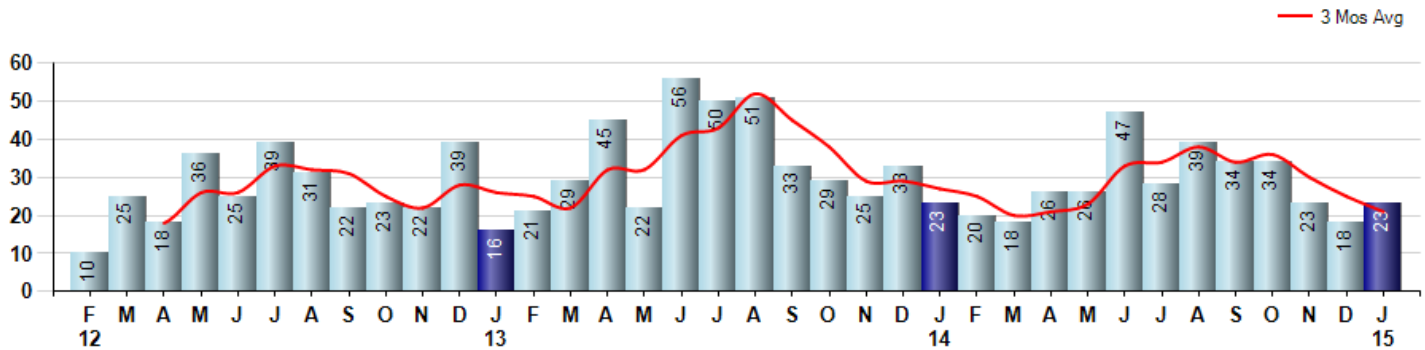
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,289,000	↔		↑				
Average List Price of all Current Listings	\$1,771,725	↔		↑				
January Median Sales Price	\$547,500	↓	↓	↓	↓	\$547,500	↓	↓
January Average Sales Price	\$652,079	↓	↓	↓	↓	\$652,079	↓	↓
Total Properties Currently for Sale (Inventory)	193	↔		↑				
January Number of Properties Sold	23	↑		↔		23	↔	
January Average Days on Market (Solds)	89	↓	↓	↓	↓	89	↓	↓
January Month's Supply of Inventory	8.4	↓	↓	↑	↓	8.4	↑	↓
January Sale Price vs List Price Ratio	94.1%	↑	↑	↑	↑	94.2%	↑	↑

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

Property Sales

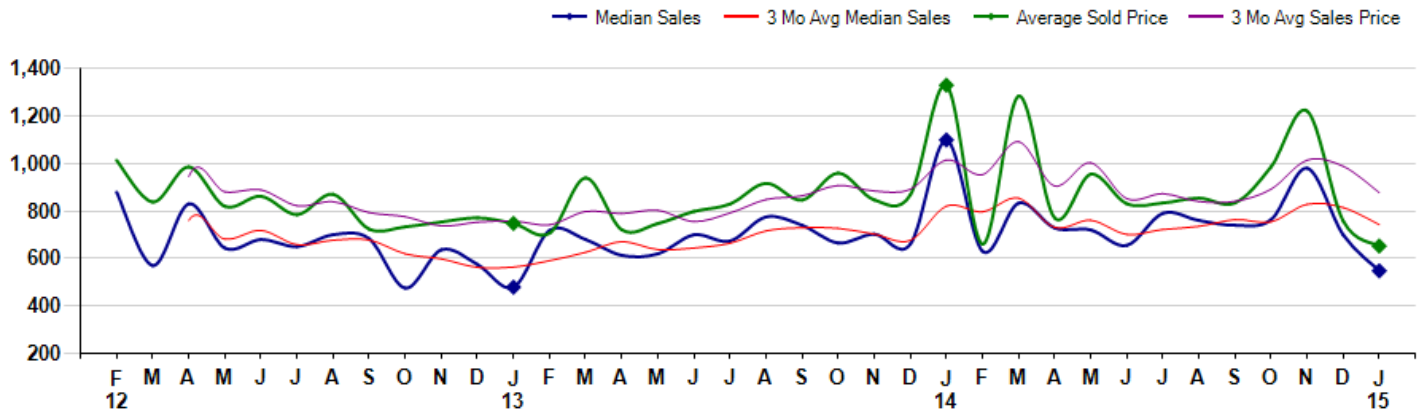
January Property sales were 23, equal to 23 in January of 2014 and 27.8% higher than the 18 sales last month. January 2015 sales were at a mid level compared to January of 2014 and 2013. January YTD sales of 23 are running equal to last year's year-to-date sales of 23.



Prices

The Median Sales Price in January was \$547,500, down -50.2% from \$1,099,000 in January of 2014 and down -21.7% from \$699,000 last month. The Average Sales Price in January was \$652,079, down -51.0% from \$1,329,752 in January of 2014 and down -13.9% from \$757,431 last month. January 2015 ASP was at the lowest level compared to January of 2014 and 2013.

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



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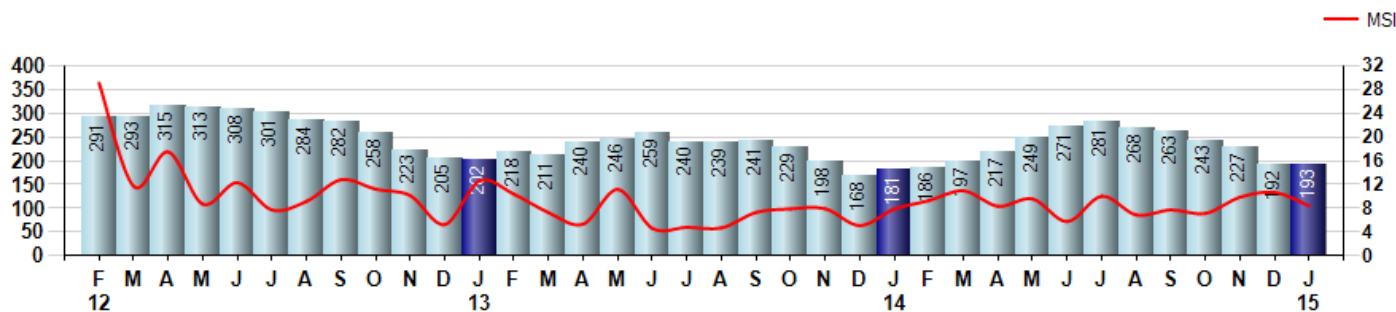
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 193, up 0.5% from 192 last month and up 6.6% from 181 in January of last year. January 2015 Inventory was at a mid range compared to January of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2015 MSI of 8.4 months was at a mid range compared with January of 2014 and 2013.

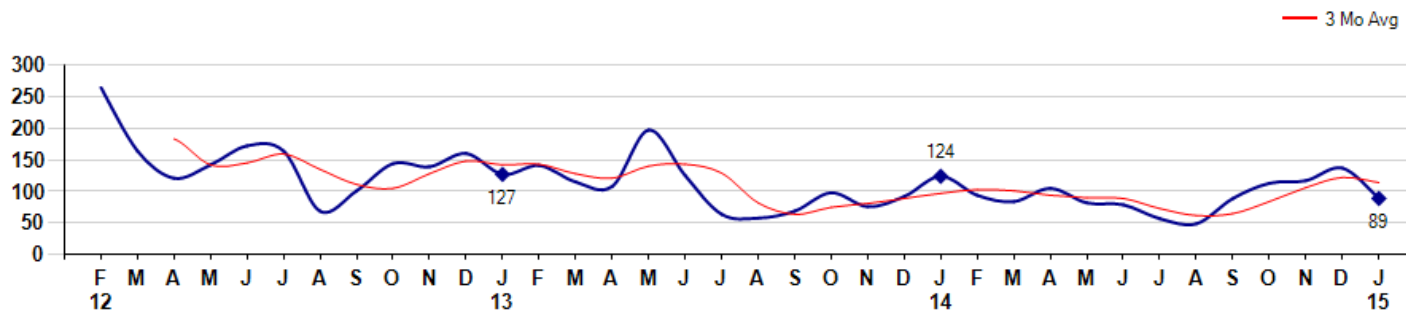
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 89, down -35.0% from 137 days last month and down -28.2% from 124 days in January of last year. The January 2015 DOM was at its lowest level compared with January of 2014 and 2013.

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



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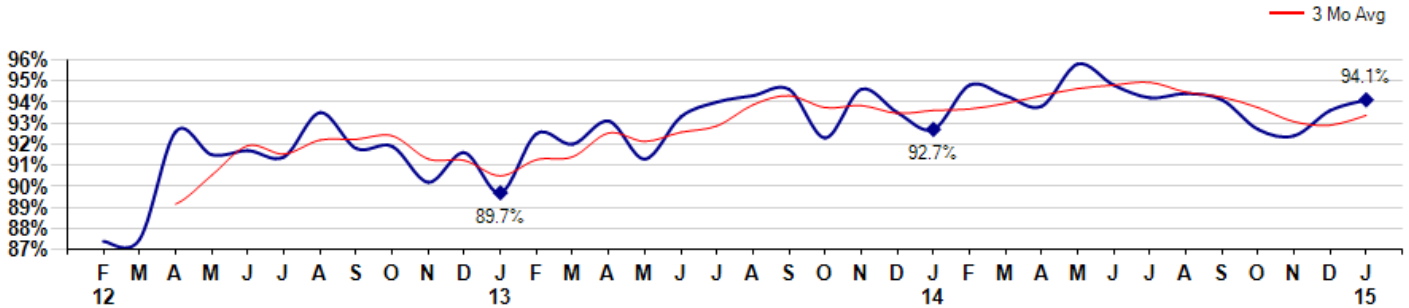


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Selling Price vs Listing Price

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 January 2015 Selling Price vs List Price of 94.1% was up from 93.6% last month and up from 92.7% in January of last year.

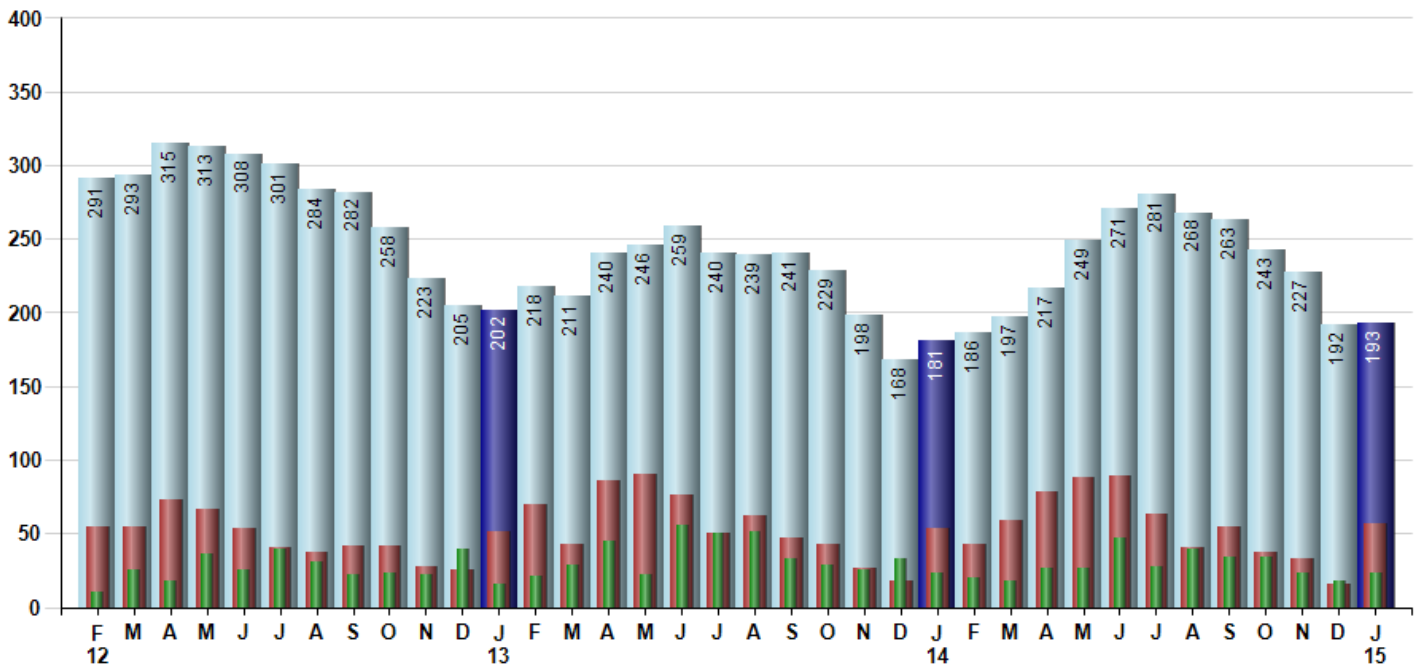
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 January 2015 was 57, up 256.3% from 16 last month and up 7.5% from 53 in January of last year.

Inventory New Listings Sold



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

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

	F 12	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	N	D	J 15
Inventory	291	293	315	313	308	301	284	282	258	223	205	202	218	211	240	246	259	240	239	241	229	198	168	181	186	197	217	249	271	281	268	263	243	227	192	193
MSI	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	7	10	11	8

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

	F 12	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	N	D	J 15
Price per Sq Ft	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	271	275	266	223
3 Mo. Roll Avg			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	269	274	271	255

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

	F 12	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	N	D	J 15
New Listings	55	55	73	66	53	40	37	42	42	28	25	51	70	43	86	90	76	50	62	47	43	27	18	53	43	59	78	88	89	63	40	55	37	33	16	57
Inventory	291	293	315	313	308	301	284	282	258	223	205	202	218	211	240	246	259	240	239	241	229	198	168	181	186	197	217	249	271	281	268	263	243	227	192	193
Sales	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	34	23	18	23

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

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