

## MLS Area: Lake Forest



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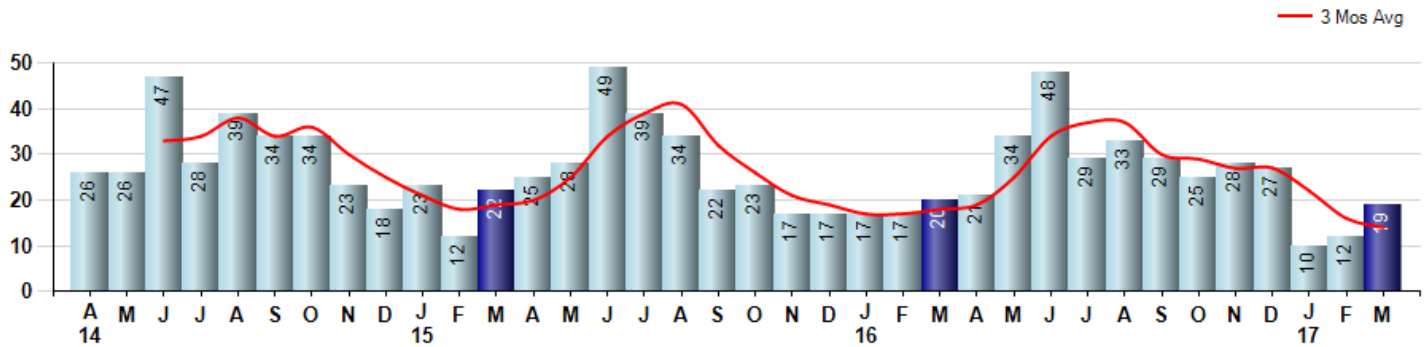
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,195,000	↔		↑				
Average List Price of all Current Listings	\$1,593,478	↑		↔				
March Median Sales Price	\$655,000	↓	↓	↑	↓	\$720,000	↔	↓
March Average Sales Price	\$713,139	↓	↓	↓	↓	\$857,545	↑	↓
Total Properties Currently for Sale (Inventory)	338	↑		↓				
March Number of Properties Sold	19	↑		↓		41	↓	
March Average Days on Market (Solds)	136	↓	↓	↑	↑	147	↑	↑
March Month's Supply of Inventory	17.8	↓	↓	↑	↑	24.7	↑	↑
March Sale Price vs List Price Ratio	87.3%	↑	↓	↓	↓	88.0%	↓	↓

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

### Property Sales

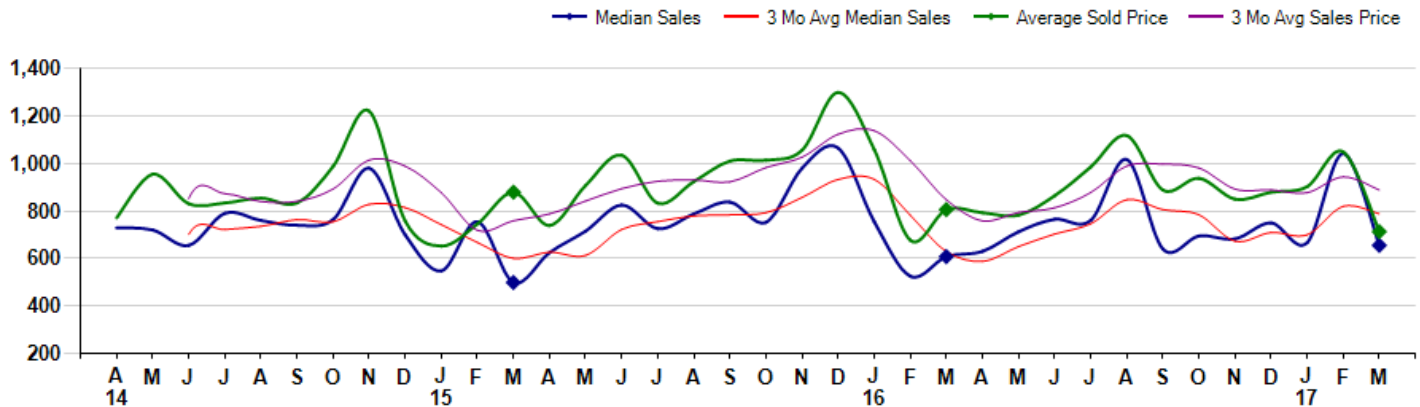
March Property sales were 19, down -5.0% from 20 in March of 2016 and 58.3% higher than the 12 sales last month. March 2017 sales were at their lowest level compared to March of 2016 and 2015. March YTD sales of 41 are running -24.1% behind last year's year-to-date sales of 54.



### Prices

The Median Sales Price in March was \$655,000, up 7.8% from \$607,500 in March of 2016 and down -37.2% from \$1,042,500 last month. The Average Sales Price in March was \$713,139, down -11.5% from \$805,531 in March of 2016 and down -32.0% from \$1,048,833 last month. March 2017 ASP was at the lowest level compared to March of 2016 and 2015.

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



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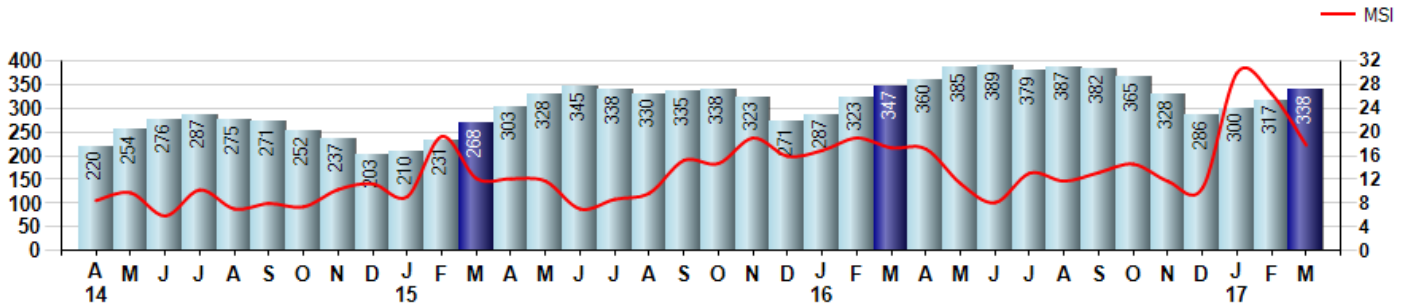
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### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 338, up 6.6% from 317 last month and down -2.6% from 347 in March of last year. March 2017 Inventory was at a mid range compared to March of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2017 MSI of 17.8 months was at its highest level compared with March of 2016 and 2015.

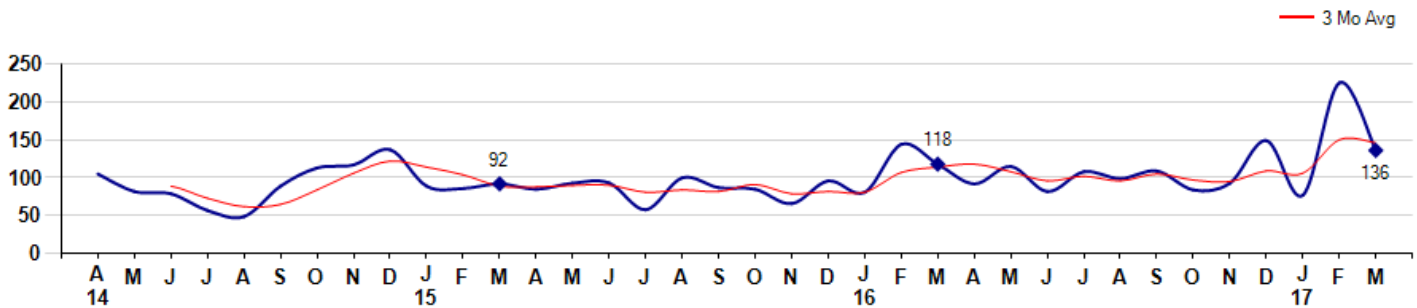
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 136, down -39.6% from 225 days last month and up 15.3% from 118 days in March of last year. The March 2017 DOM was at its highest level compared with March of 2016 and 2015.

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



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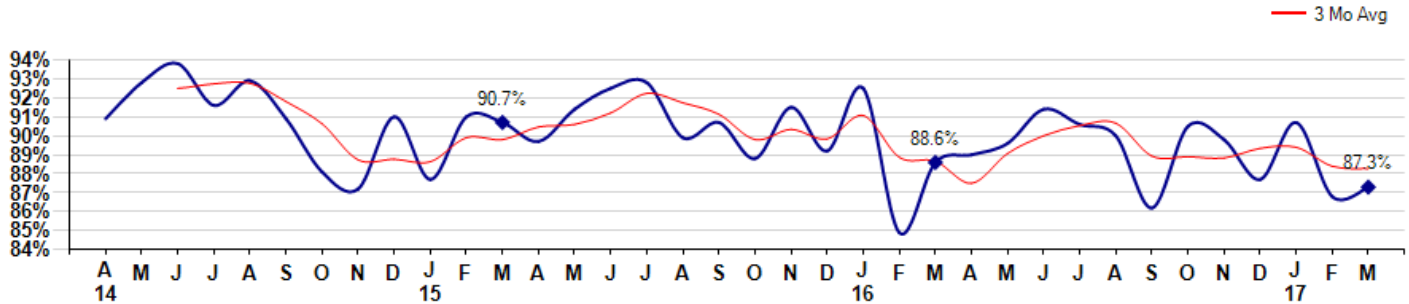


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### Selling Price vs Listing Price

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 2017 Selling Price vs List Price of 87.3% was up from 86.8% last month and down from 88.6% in March of last year.

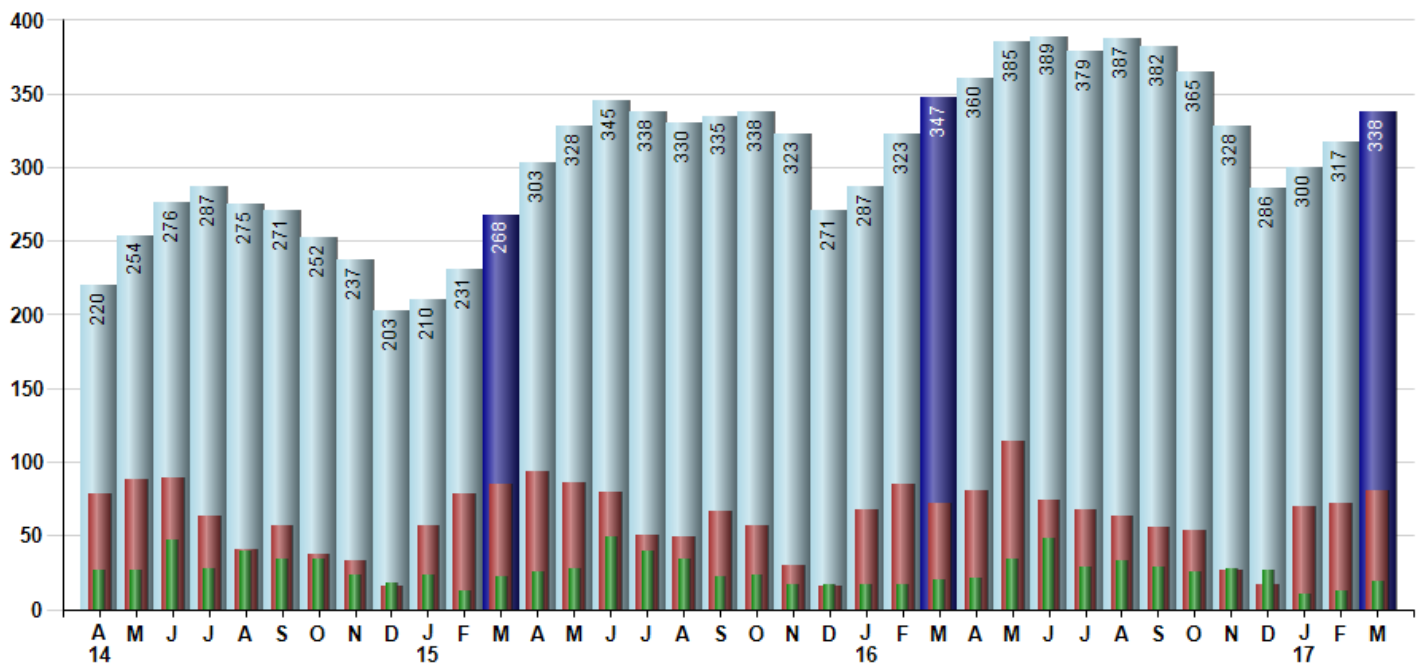
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 2017 was 80, up 11.1% from 72 last month and up 11.1% from 72 in March of last year.

Inventory (Light Blue), New Listings (Red), Sold (Green)



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	A 14	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M
Homes Sold	26	26	47	28	39	34	34	23	18	23	12	22	25	28	49	39	34	22	23	17	17	17	17	20	21	34	48	29	33	29	25	28	27	10	12	19
3 Mo. Roll Avg			33	34	38	34	36	30	25	21	18	19	20	25	34	39	41	32	26	21	19	17	17	18	19	25	34	37	37	30	29	27	27	22	16	14

(000's)	A 14	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M
Median Sale Price	729	720	655	790	760	740	764	980	699	548	755	499	625	715	825	725	788	838	753	980	1,065	755	525	608	630	713	765	760	1,017	640	695	683	750	666	1,043	655
3 Mo. Roll Avg			701	722	735	763	755	828	814	742	667	600	626	613	722	755	779	783	793	857	933	933	782	629	588	650	703	746	847	806	784	673	709	700	820	788

	A 14	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M
Inventory	220	254	276	287	275	271	252	237	203	210	231	268	303	328	345	338	330	335	338	323	271	287	323	347	360	385	389	379	387	382	365	328	286	300	317	338
MSI	8	10	6	10	7	8	7	10	11	9	19	12	12	12	7	9	10	15	15	19	16	17	19	17	17	11	8	13	12	13	15	12	11	30	26	18

	A 14	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M
Days On Market	105	82	79	57	49	89	113	117	137	89	86	92	85	93	93	58	100	87	85	66	96	81	144	118	92	115	82	108	99	109	84	93	149	77	225	136
3 Mo. Roll Avg			89	73	62	65	84	106	122	114	104	89	88	90	90	81	84	82	91	79	82	81	107	114	118	108	96	102	96	105	97	95	109	106	150	146

	A 14	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M
Price per Sq Ft	241	288	256	258	262	275	272	275	266	223	228	242	242	273	278	265	251	246	272	275	292	287	236	270	240	241	255	277	276	241	238	241	240	270	260	233
3 Mo. Roll Avg			262	267	259	265	270	274	271	255	239	231	237	252	264	272	265	254	256	264	280	285	272	264	249	250	245	258	269	265	252	240	240	250	257	254

	A 14	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M
Sale to List Price	0.909	0.928	0.938	0.916	0.929	0.909	0.881	0.872	0.910	0.877	0.910	0.907	0.897	0.914	0.925	0.928	0.899	0.907	0.888	0.915	0.892	0.925	0.849	0.886	0.890	0.896	0.914	0.906	0.900	0.862	0.905	0.898	0.877	0.907	0.868	0.873
3 Mo. Roll Avg			0.925	0.927	0.928	0.918	0.906	0.887	0.888	0.886	0.899	0.898	0.905	0.906	0.912	0.922	0.917	0.911	0.898	0.903	0.898	0.911	0.889	0.887	0.875	0.891	0.900	0.905	0.907	0.889	0.889	0.888	0.893	0.894	0.884	0.883

	A 14	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M
New Listings	78	88	89	63	40	57	37	33	16	57	78	85	93	86	79	50	49	67	57	30	16	68	85	72	81	114	74	68	63	56	54	26	17	70	72	80
Inventory	220	254	276	287	275	271	252	237	203	210	231	268	303	328	345	338	330	335	338	323	271	287	323	347	360	385	389	379	387	382	365	328	286	300	317	338
Sales	26	26	47	28	39	34	34	23	18	23	12	22	25	28	49	39	34	22	23	17	17	17	17	20	21	34	48	29	33	29	25	28	27	10	12	19

(000's)	A 14	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M
Avg Sale Price	771	954	830	834	854	834	988	1,221	757	652	745	879	739	907	1,035	833	924	1,010	1,014	1,056	1,300	1,059	677	806	792	783	864	985	1,118	888	938	850	879	902	1,049	713
3 Mo. Roll Avg			852	873	839	841	892	1,014	989	877	718	759	788	842	894	925	931	922	983	1,026	1,123	1,138	1,012	847	758	793	813	877	989	997	981	892	889	877	943	888

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