

## MLS Area: Lake Forest



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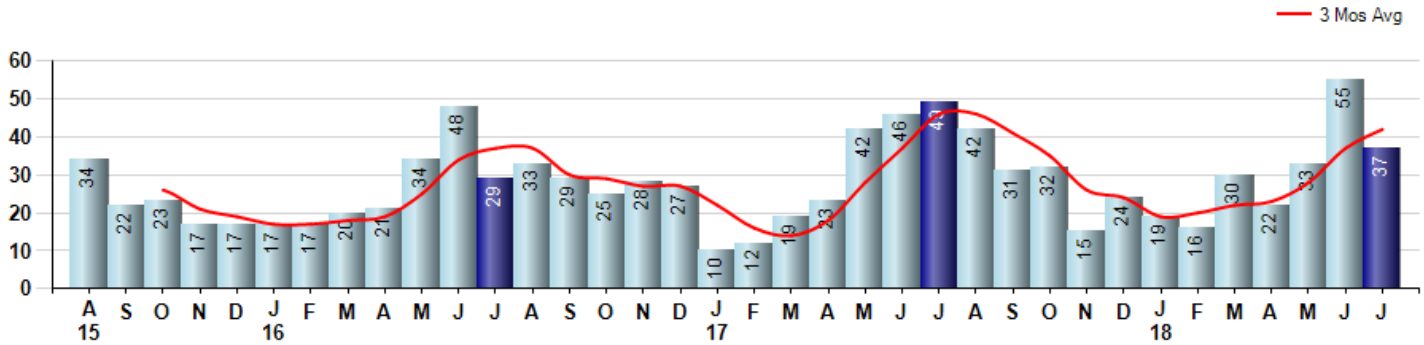
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,079,000	↔		↓				
Average List Price of all Current Listings	\$1,497,071	↔		↑				
July Median Sales Price	\$750,000	↑	↔	↓	↓	\$757,000	↓	↔
July Average Sales Price	\$874,318	↑	↑	↓	↓	\$886,214	↓	↓
Total Properties Currently for Sale (Inventory)	357	↔		↔				
July Number of Properties Sold	37	↓		↓		212	↑	
July Average Days on Market (Solds)	93	↑	↑	↓	↓	93	↓	↓
July Month's Supply of Inventory	9.6	↑	↑	↑	↓	12.0	↓	↓
July Sale Price vs List Price Ratio	90.1%	↓	↓	↑	↑	90.2%	↑	↑

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

### Property Sales

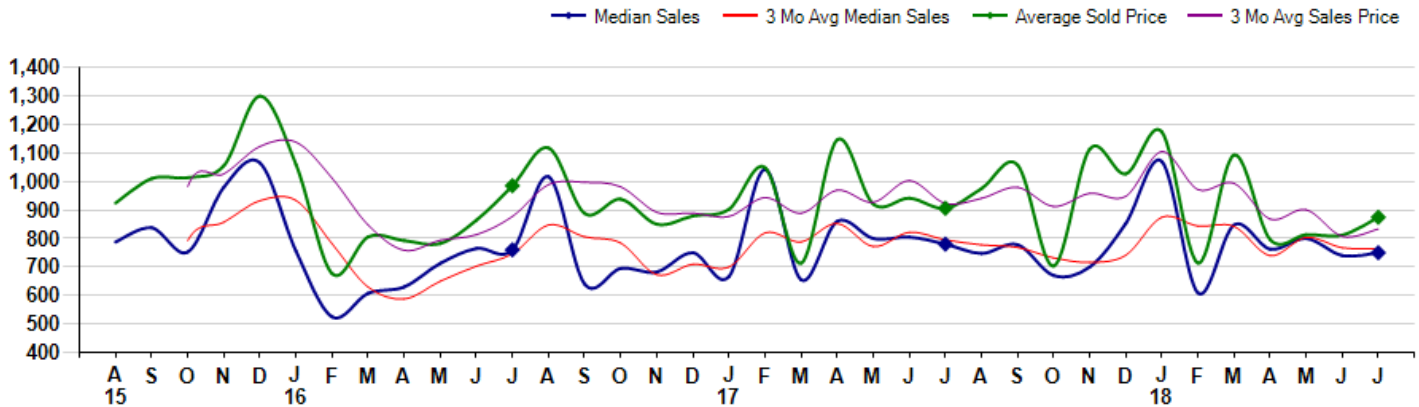
July Property sales were 37, down -24.5% from 49 in July of 2017 and -32.7% lower than the 55 sales last month. July 2018 sales were at a mid level compared to July of 2017 and 2016. July YTD sales of 212 are running 5.5% ahead of last year's year-to-date sales of 201.



### Prices

The Median Sales Price in July was \$750,000, down -3.8% from \$780,000 in July of 2017 and up 1.4% from \$740,000 last month. The Average Sales Price in July was \$874,318, down -3.5% from \$905,842 in July of 2017 and up 7.7% from \$811,890 last month. July 2018 ASP was at the lowest level compared to July of 2017 and 2016.

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



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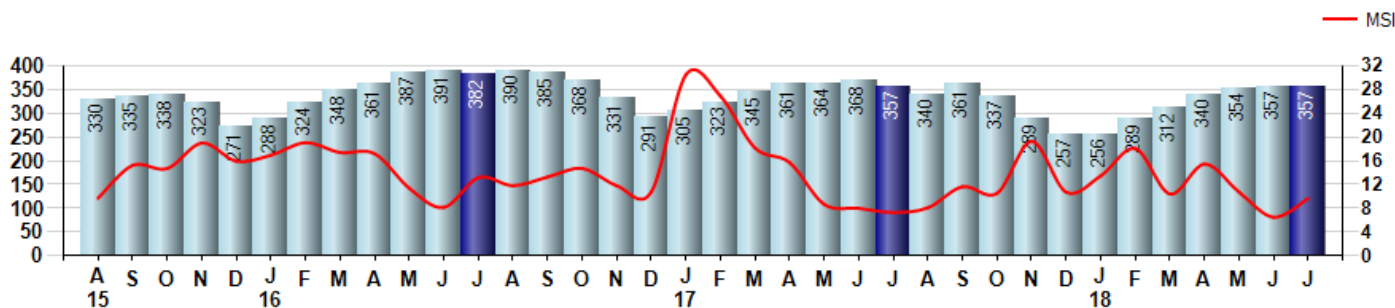
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### Inventory & MSI

The Total Inventory of Properties available for sale as of July was 357, equal to 357 last month and equal to 357 in July of last year. July 2018 Inventory was at the lowest level compared to July of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2018 MSI of 9.6 months was at a mid range compared with July of 2017 and 2016.

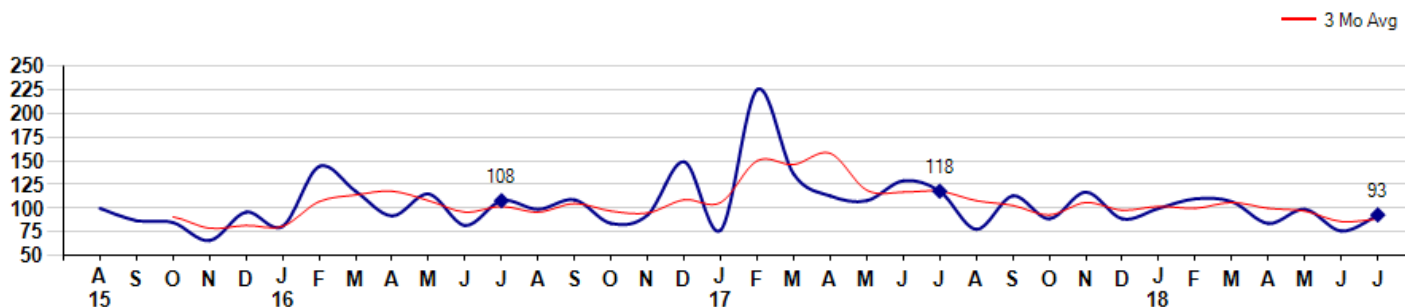
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 July was 93, up 22.4% from 76 days last month and down -21.2% from 118 days in July of last year. The July 2018 DOM was at its lowest level compared with July of 2017 and 2016.

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



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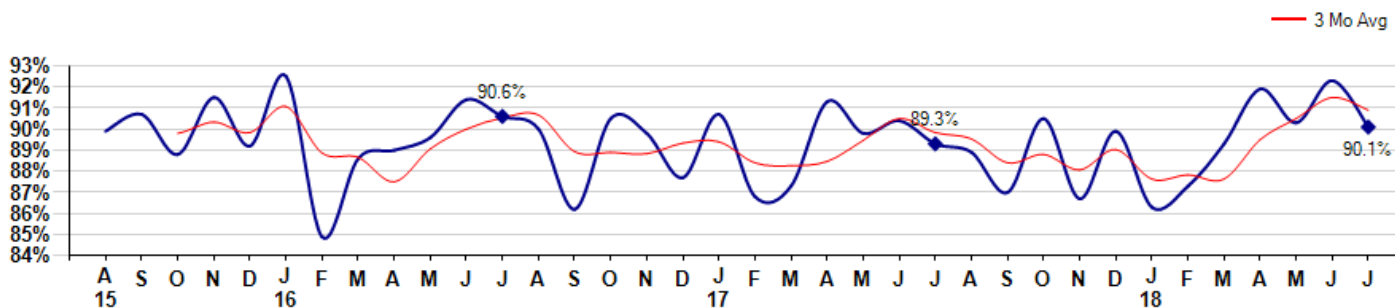


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### Selling Price vs Listing Price

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 July 2018 Selling Price vs List Price of 90.1% was down from 92.3% last month and up from 89.3% in July of last year.

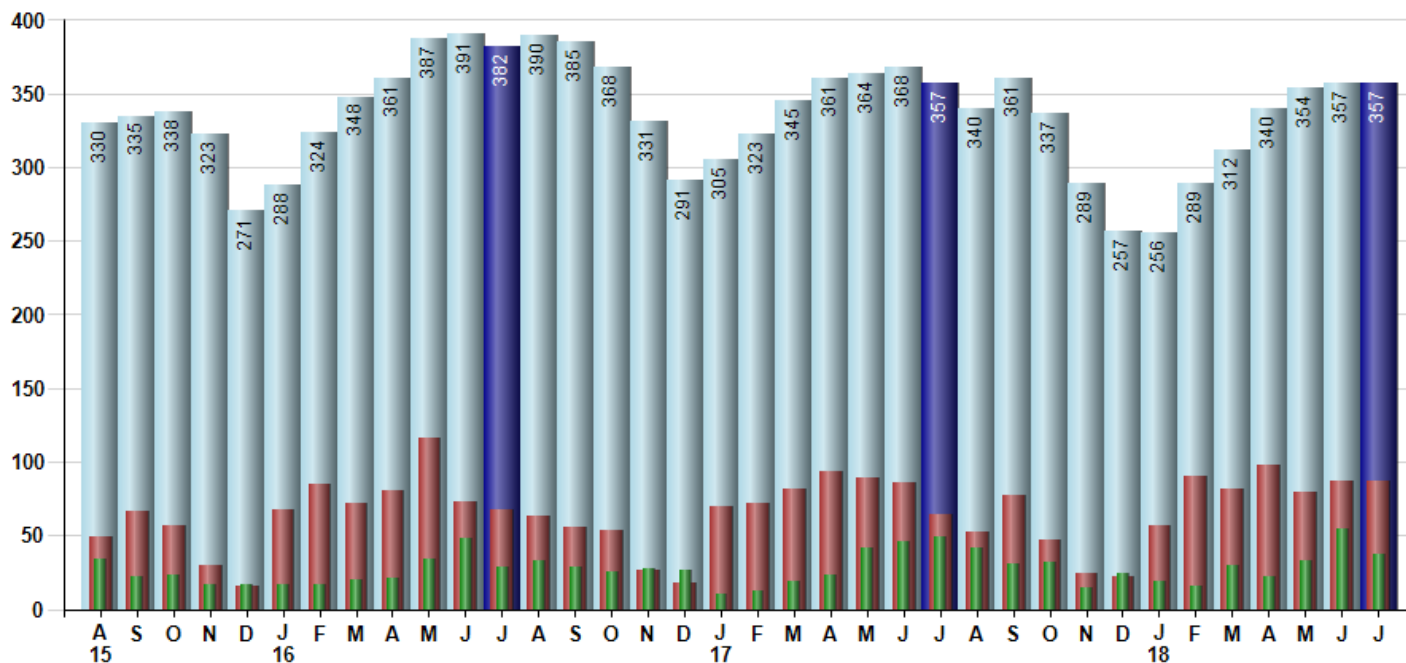
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 July 2018 was 87, equal to 87 last month and up 35.9% from 64 in July of last year.

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



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Homes Sold	34	22	23	17	17	17	17	20	21	34	48	29	33	29	25	28	27	10	12	19	23	42	46	49	42	31	32	15	24	19	16	30	22	33	55	37
3 Mo. Roll Avg			26	21	19	17	17	18	19	25	34	37	37	30	29	27	27	22	16	14	18	28	37	46	46	41	35	26	24	19	20	22	23	28	37	42

	(000's) A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Median Sale Price	788	838	753	980	1,065	755	525	608	630	713	765	760	1,017	640	695	683	750	666	1,043	655	860	800	805	780	748	778	670	700	853	1,070	609	848	763	800	740	750
3 Mo. Roll Avg			793	857	933	933	782	629	588	650	703	746	847	806	784	673	709	700	820	788	853	772	822	795	777	769	732	716	741	874	844	842	740	803	768	763

	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Inventory	330	335	338	323	271	288	324	348	361	387	391	382	390	385	368	331	291	305	323	345	361	364	368	357	340	361	337	289	257	256	289	312	340	354	357	357
MSI	10	15	15	19	16	17	19	17	11	8	13	12	13	15	12	11	31	27	18	16	9	8	7	8	12	11	19	11	13	18	10	15	11	6	10	

	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Days On Market	100	87	85	66	96	81	144	118	92	115	82	108	99	109	84	93	149	77	225	136	113	108	129	118	78	113	89	117	89	100	110	107	84	99	76	93
3 Mo. Roll Avg			91	79	82	81	107	114	118	108	96	102	96	105	97	95	109	106	150	146	158	119	117	118	108	103	93	106	98	102	100	106	100	97	86	89

	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Price per Sq Ft	251	246	272	275	292	287	236	270	240	241	255	277	276	241	238	241	240	270	260	233	264	248	258	252	260	257	238	269	247	255	200	260	231	251	251	246
3 Mo. Roll Avg			256	264	280	285	272	264	249	250	245	258	269	265	252	240	240	250	257	254	252	248	257	253	257	256	252	255	251	257	234	238	230	247	244	249

	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Sale to List Price	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	0.913	0.898	0.904	0.893	0.889	0.870	0.905	0.867	0.899	0.863	0.873	0.893	0.919	0.903	0.923	0.901
3 Mo. Roll Avg			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	0.885	0.895	0.905	0.898	0.895	0.884	0.888	0.881	0.890	0.876	0.878	0.876	0.895	0.905	0.915	0.909

	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
New Listings	49	67	57	30	16	68	85	72	81	116	73	68	63	56	54	26	18	70	72	82	93	89	86	64	52	77	47	24	22	57	90	82	98	79	87	87
Inventory	330	335	338	323	271	288	324	348	361	387	391	382	390	385	368	331	291	305	323	345	361	364	368	357	340	361	337	289	257	256	289	312	340	354	357	357
Sales	34	22	23	17	17	17	17	20	21	34	48	29	33	29	25	28	27	10	12	19	23	42	46	49	42	31	32	15	24	19	16	30	22	33	55	37

	(000's) A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Avg Sale Price	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	1,146	921	941	906	975	1,058	703	1,113	1,027	1,174	714	1,093	796	813	812	874
3 Mo. Roll Avg			983	1,026	1,123	1,138	1,012	847	758	793	813	877	989	997	981	892	889	877	943	888	969	927	1,003	923	941	980	912	958	948	1,105	972	994	868	901	807	833

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