

## MLS Area: Lake Forest



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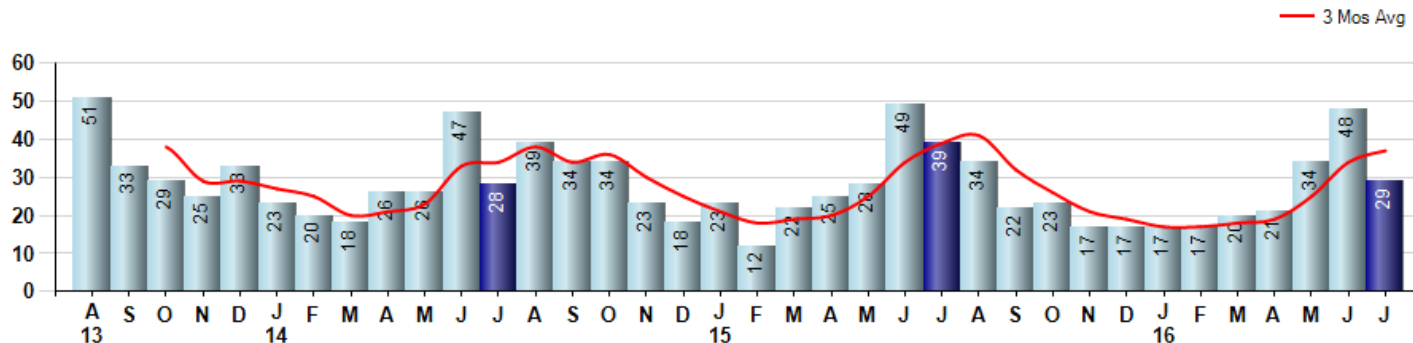
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,269,500	↓		↑				
Average List Price of all Current Listings	\$1,653,662	↔		↑				
July Median Sales Price	\$760,000	↔	↑	↑	↑	\$721,250	↑	↓
July Average Sales Price	\$985,027	↑	↑	↑	↑	\$854,328	↔	↓
Total Properties Currently for Sale (Inventory)	370	↓		↑				
July Number of Properties Sold	29	↓		↓		186	↓	
July Average Days on Market (Solds)	108	↑	↑	↑	↑	102	↑	↑
July Month's Supply of Inventory	12.8	↑	↑	↑	↔	14.5	↑	↑
July Sale Price vs List Price Ratio	94.3%	↓	↑	↓	↑	92.8%	↓	↔

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

### Property Sales

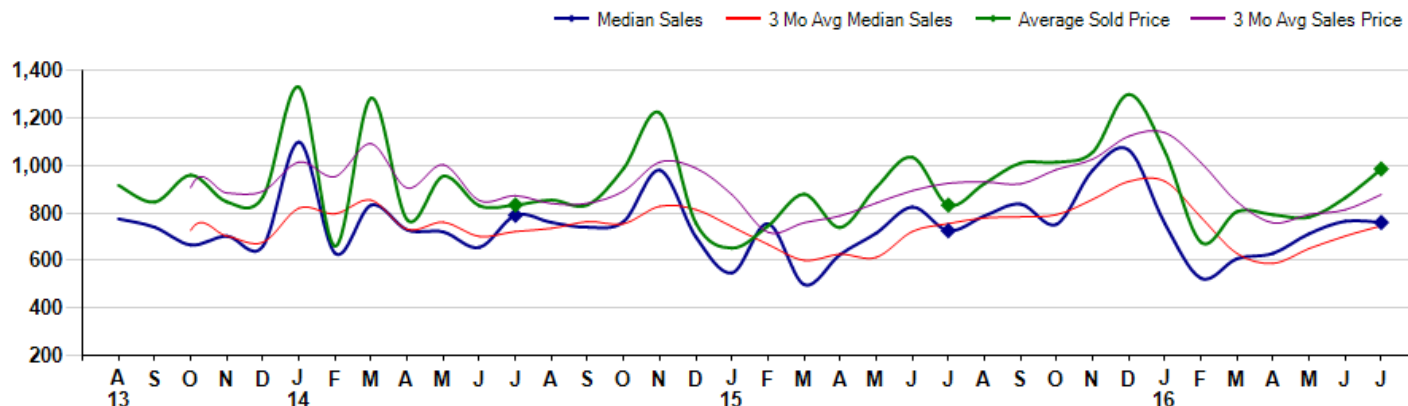
July Property sales were 29, down -25.6% from 39 in July of 2015 and -39.6% lower than the 48 sales last month. July 2016 sales were at a mid level compared to July of 2015 and 2014. July YTD sales of 186 are running -6.1% behind last year's year-to-date sales of 198.



### Prices

The Median Sales Price in July was \$760,000, up 4.8% from \$725,000 in July of 2015 and down -0.7% from \$765,000 last month. The Average Sales Price in July was \$985,027, up 18.3% from \$832,983 in July of 2015 and up 14.0% from \$864,133 last month. July 2016 ASP was at highest level compared to July of 2015 and 2014.

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



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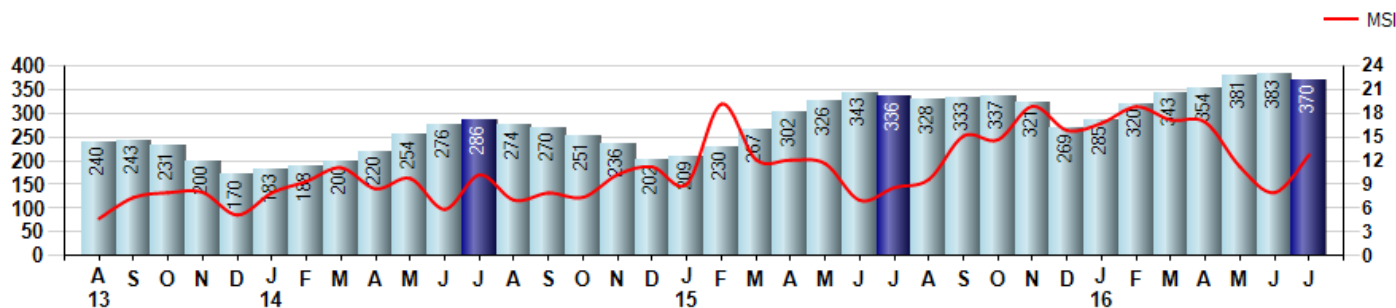
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### Inventory & MSI

The Total Inventory of Properties available for sale as of July was 370, down -3.4% from 383 last month and up 10.1% from 336 in July of last year. July 2016 Inventory was at highest level compared to July of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2016 MSI of 12.8 months was at its highest level compared with July of 2015 and 2014.

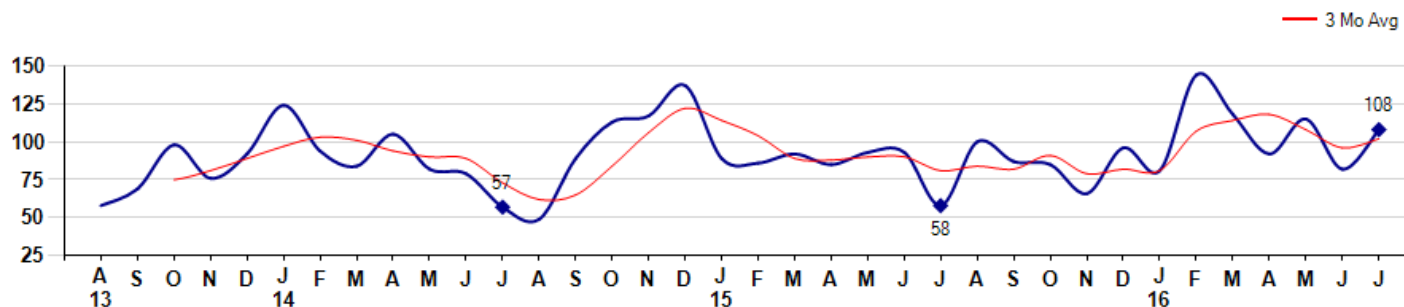
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 108, up 31.7% from 82 days last month and up 86.2% from 58 days in July of last year. The July 2016 DOM was at its highest level compared with July of 2015 and 2014.

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



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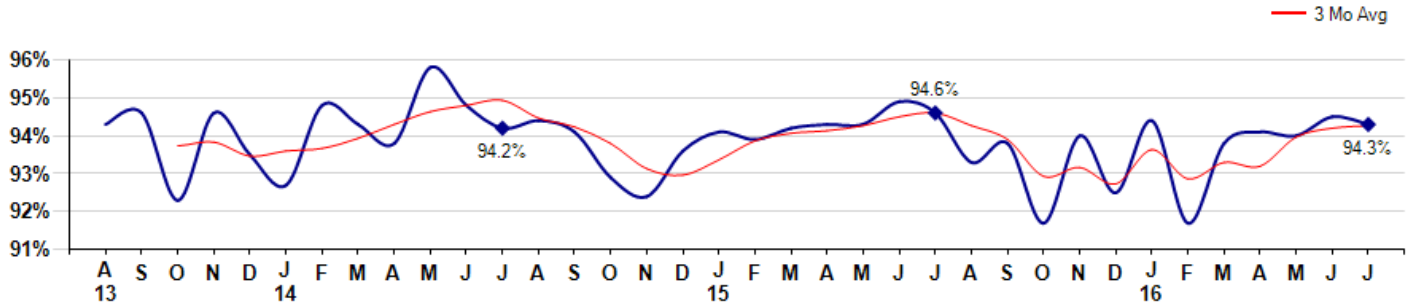


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### Selling Price vs Listing Price

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 2016 Selling Price vs List Price of 94.3% was down from 94.5% last month and down from 94.6% in July of last year.

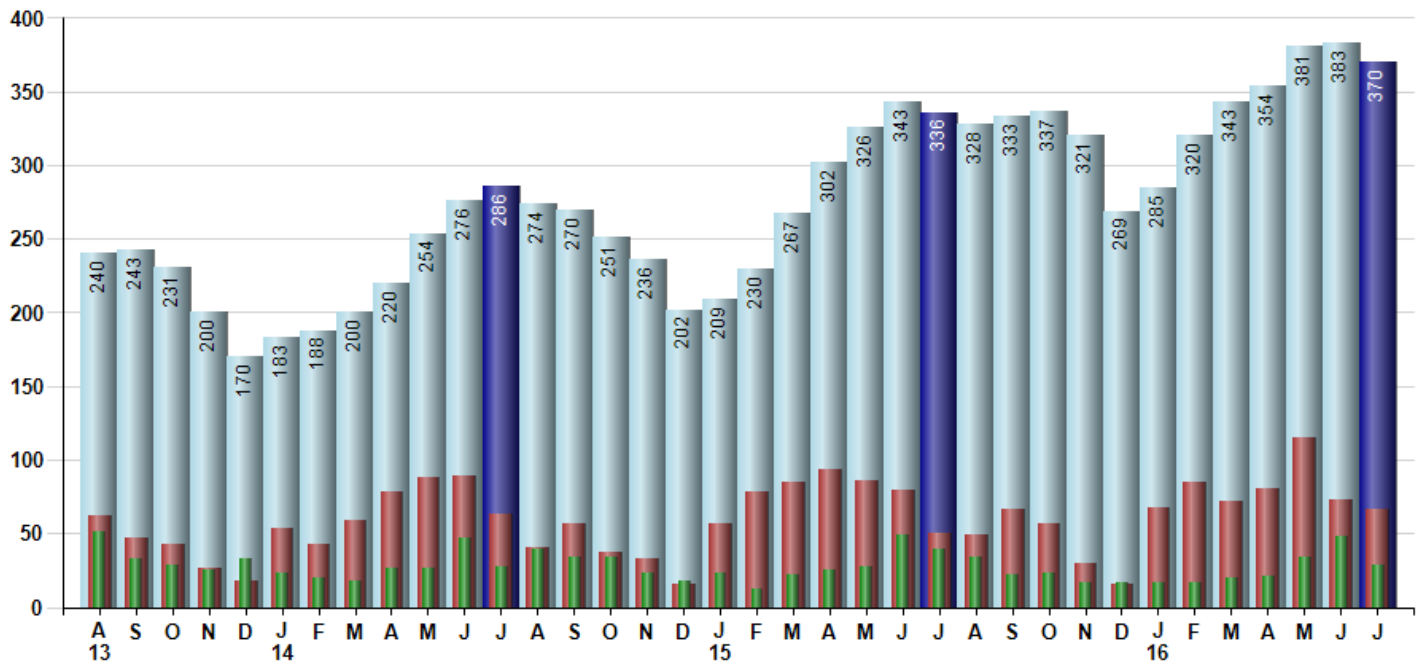
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 2016 was 67, down -8.2% from 73 last month and up 34.0% from 50 in July of last year.

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



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Homes Sold	51	33	29	25	33	23	20	18	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
3 Mo. Roll Avg			38	29	29	27	25	20	21	23	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

	(000's) A 13	S	O	N	D	J 14	F	M	A	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
Median Sale Price	775	740	665	703	660	1,099	630	833	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
3 Mo. Roll Avg			727	703	676	821	796	854	731	761	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

	A 13	S	O	N	D	J 14	F	M	A	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
Inventory	240	243	231	200	170	183	188	200	220	254	276	286	274	270	251	236	202	209	230	267	302	326	343	336	328	333	337	321	269	285	320	343	354	381	383	370
MSI	5	7	8	8	5	8	9	11	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

	A 13	S	O	N	D	J 14	F	M	A	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
Days On Market	58	69	98	76	92	124	94	84	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
3 Mo. Roll Avg			75	81	89	97	103	101	94	90	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

	A 13	S	O	N	D	J 14	F	M	A	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
Price per Sq Ft	258	247	267	241	262	288	229	285	241	288	256	258	262	275	272	275	266	223	228	242	242	273	278	265	251	246	274	275	292	287	236	270	240	241	255	277
3 Mo. Roll Avg			257	252	257	264	260	267	252	271	262	267	259	265	270	274	271	255	239	231	237	252	264	272	265	254	257	265	280	285	272	264	249	250	245	258

	A 13	S	O	N	D	J 14	F	M	A	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
Sale to List Price	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	0.929	0.924	0.936	0.941	0.939	0.942	0.943	0.943	0.949	0.946	0.933	0.938	0.917	0.940	0.925	0.944	0.917	0.938	0.941	0.940	0.945	0.943
3 Mo. Roll Avg			0.937	0.938	0.935	0.936	0.937	0.939	0.943	0.946	0.948	0.949	0.945	0.942	0.938	0.931	0.930	0.934	0.939	0.941	0.941	0.943	0.945	0.946	0.943	0.939	0.929	0.932	0.927	0.936	0.929	0.933	0.932	0.940	0.942	0.943

	A 13	S	O	N	D	J 14	F	M	A	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
New Listings	62	47	43	27	18	53	43	59	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	115	73	67
Inventory	240	243	231	200	170	183	188	200	220	254	276	286	274	270	251	236	202	209	230	267	302	326	343	336	328	333	337	321	269	285	320	343	354	381	383	370
Sales	51	33	29	25	33	23	20	18	26	26	47	28	39	34	34	23	18	23	12	22	25	28	49	39	34	22	23	17	17	17	20	21	34	48	29	

	(000's) A 13	S	O	N	D	J 14	F	M	A	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
Avg Sale Price	917	846	959	847	868	1,330	660	1,284	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
3 Mo. Roll Avg			907	884	891	1,015	953	1,091	905	1,003	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

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