

MLS Area: Lake Forest



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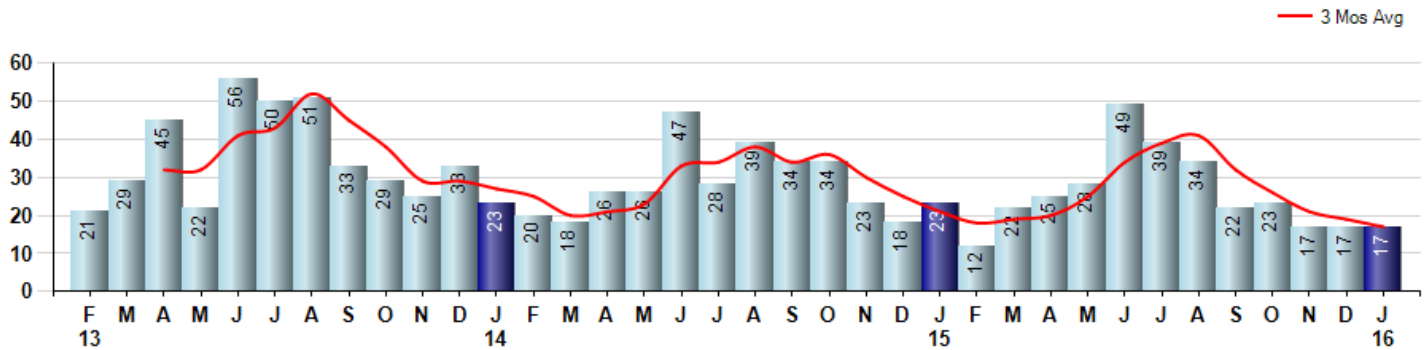
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,200,000	↓		↑				
Average List Price of all Current Listings	\$1,754,115	↑		↑				
January Median Sales Price	\$755,000	↓	↓	↑	↑	\$755,000	↑	↑
January Average Sales Price	\$1,058,765	↓	↓	↑	↑	\$1,058,765	↑	↑
Total Properties Currently for Sale (Inventory)	273	↑		↑				
January Number of Properties Sold	17	→		↓		17	→	
January Average Days on Market (Solds)	81	↓	↓	↓	↓	81	↓	↓
January Month's Supply of Inventory	16.1	↑	↓	↑	↑	16.1	↑	↑
January Sale Price vs List Price Ratio	94.4%	↑	↑	↑	↑	94.1%	→	↑

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

Property Sales

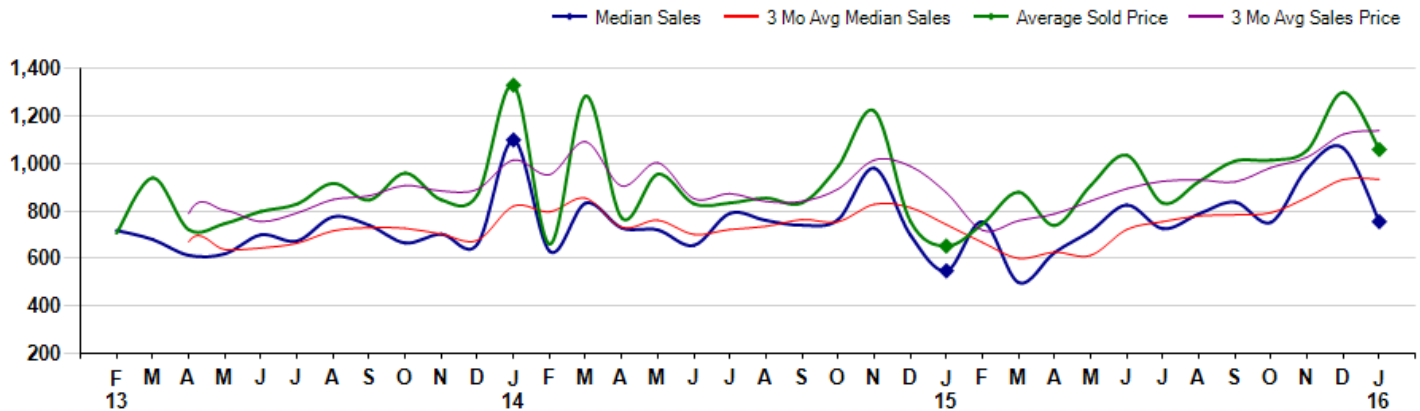
January Property sales were 17, down -26.1% from 23 in January of 2015 and equal to 0.0% 17 sales last month. January 2016 sales were at their lowest level compared to January of 2015 and 2014. January YTD sales of 17 are running -26.1% behind last year's year-to-date sales of 23.



Prices

The Median Sales Price in January was \$755,000, up 37.9% from \$547,500 in January of 2015 and down -29.1% from \$1,065,000 last month. The Average Sales Price in January was \$1,058,765, up 62.4% from \$652,079 in January of 2015 and down -18.5% from \$1,299,574 last month. January 2016 ASP was at a mid range compared to January of 2015 and 2014.

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



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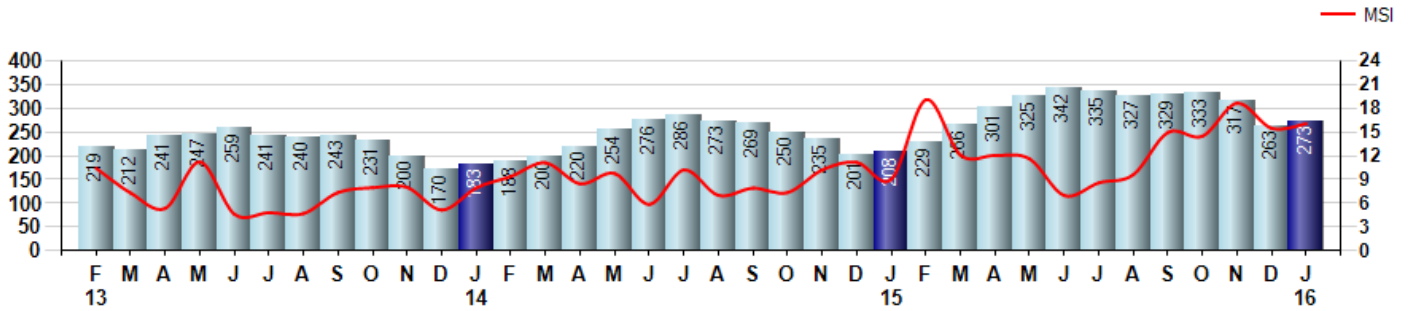
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 273, up 3.8% from 263 last month and up 31.3% from 208 in January of last year. January 2016 Inventory was at highest level compared to January of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2016 MSI of 16.1 months was at its highest level compared with January of 2015 and 2014.

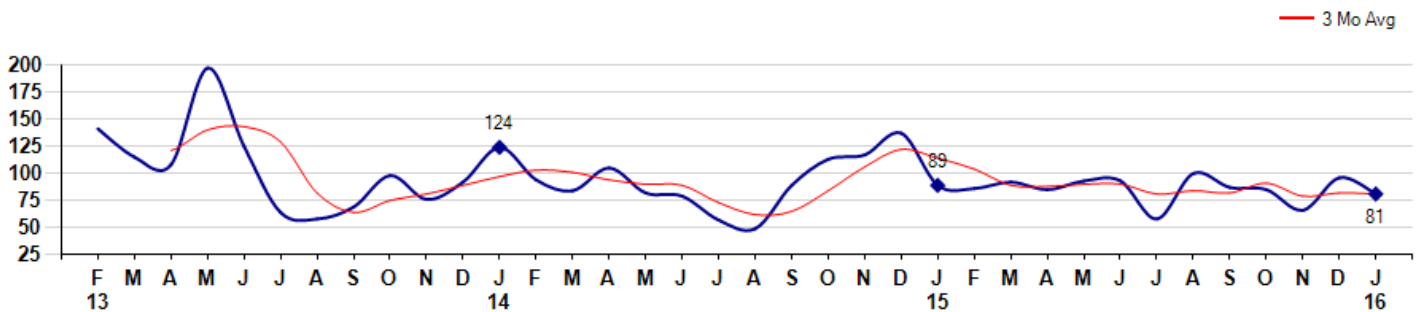
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 81, down -15.6% from 96 days last month and down -9.0% from 89 days in January of last year. The January 2016 DOM was at its lowest level compared with January of 2015 and 2014.

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



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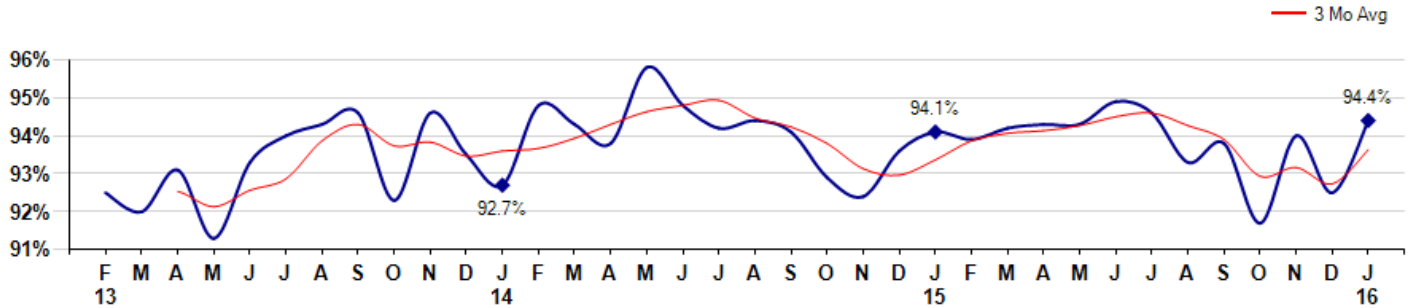


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Selling Price vs Listing Price

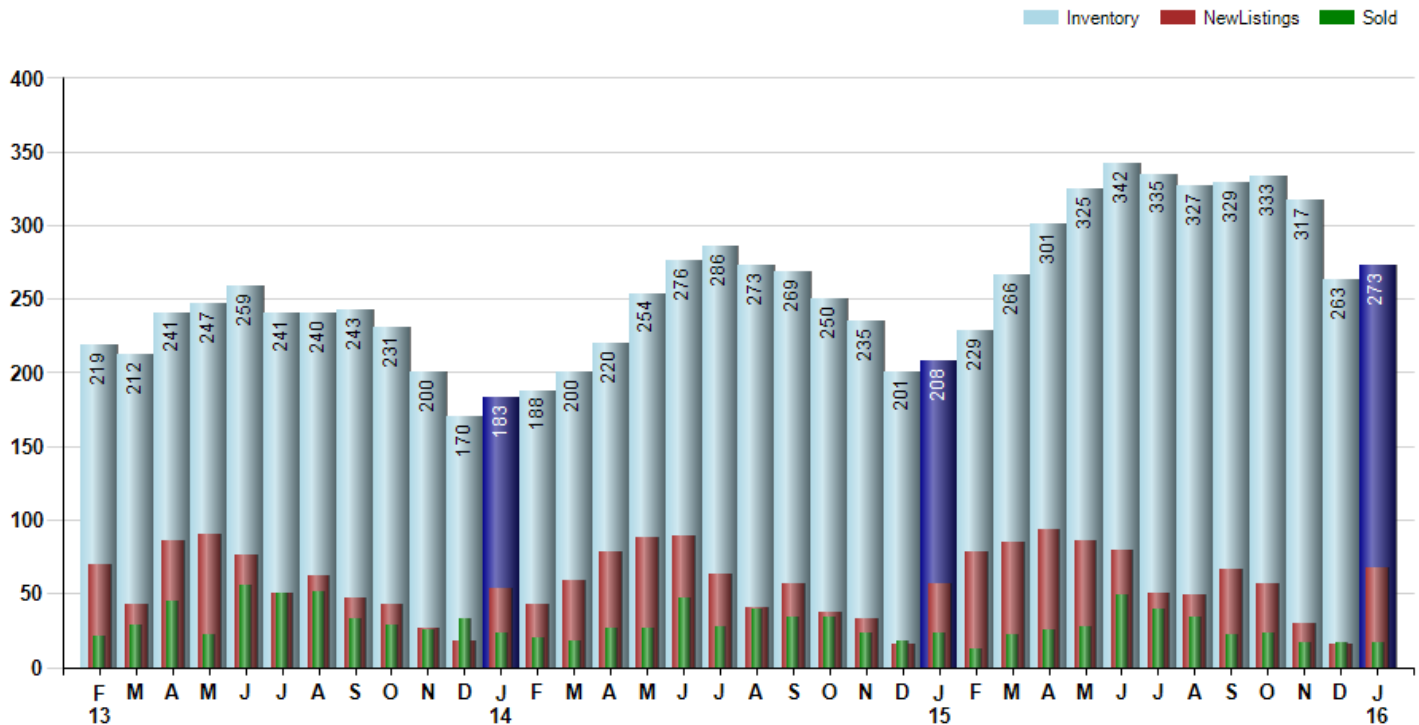
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The January 2016 Selling Price vs List Price of 94.4% was up from 92.5% last month and up from 94.1% 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 2016 was 68, up 325.0% from 16 last month and up 19.3% from 57 in January of last year.



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	F 13	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	A	M	J	J	A	S	O	N	D	J 16
Homes Sold	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	22	25	28	49	39	34	22	23	17	17	17
3 Mo. Roll Avg			32	32	41	43	52	45	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

	(000's) F 13	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	A	M	J	J	A	S	O	N	D	J 16
Median Sale Price	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	499	625	715	825	725	788	838	753	980	1,065	755
3 Mo. Roll Avg			670	637	644	664	716	730	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

	F 13	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	A	M	J	J	A	S	O	N	D	J 16
Inventory	219	212	241	247	259	241	240	243	231	200	170	183	188	200	220	254	276	286	273	269	250	235	201	208	229	266	301	325	342	335	327	329	333	317	263	273
MSI	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	12	12	7	9	10	15	14	19	15	16

	F 13	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	A	M	J	J	A	S	O	N	D	J 16
Days On Market	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	92	85	93	93	58	100	87	85	66	96	81
3 Mo. Roll Avg			121	140	143	129	82	64	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

	F 13	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	A	M	J	J	A	S	O	N	D	J 16
Price per Sq Ft	208	248	211	226	241	247	258	247	267	241	262	288	229	285	241	288	256	258	262	275	272	275	266	223	228	242	242	273	276	265	251	246	274	275	292	287
3 Mo. Roll Avg			222	228	226	238	249	251	257	252	257	264	260	267	252	271	262	267	259	265	270	274	271	255	239	231	237	252	264	271	264	254	257	265	280	285

	F 13	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	A	M	J	J	A	S	O	N	D	J 16
Sale to List Price	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	0.929	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
3 Mo. Roll Avg			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	0.938	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

	F 13	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	A	M	J	J	A	S	O	N	D	J 16
New Listings	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	85	93	86	79	50	49	67	57	30	16	68
Inventory	219	212	241	247	259	241	240	243	231	200	170	183	188	200	220	254	276	286	273	269	250	235	201	208	229	266	301	325	342	335	327	329	333	317	263	273
Sales	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	22	25	28	49	39	34	22	23	17	17	17

	(000's) F 13	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	A	M	J	J	A	S	O	N	D	J 16
Avg Sale Price	706	939	721	747	798	829	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
3 Mo. Roll Avg			789	802	755	791	848	864	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

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