

## MLS Area: Lake Forest



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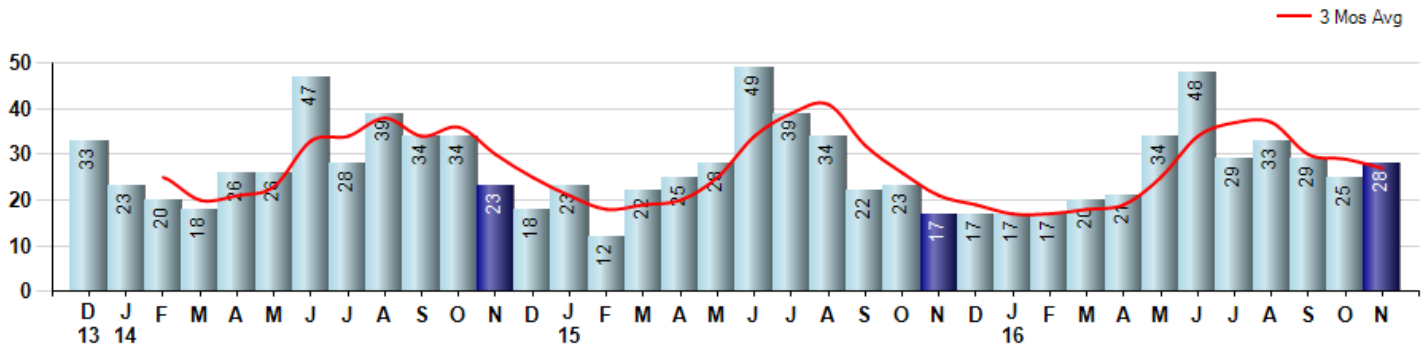
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,249,500	↑		↑				
Average List Price of all Current Listings	\$1,664,958	↑		↔				
November Median Sales Price	\$682,500	↓	↓	↓	↓	\$730,000	↔	↓
November Average Sales Price	\$849,802	↓	↓	↓	↓	\$892,958	↓	↓
Total Properties Currently for Sale (Inventory)	312	↓		↓				
November Number of Properties Sold	28	↑		↑		301	↑	
November Average Days on Market (Solds)	93	↑	↓	↑	↑	100	↑	↑
November Month's Supply of Inventory	11.1	↓	↓	↓	↓	13.9	↑	↑
November Sale Price vs List Price Ratio	92.4%	↓	↑	↓	↓	92.4%	↓	↓

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

### Property Sales

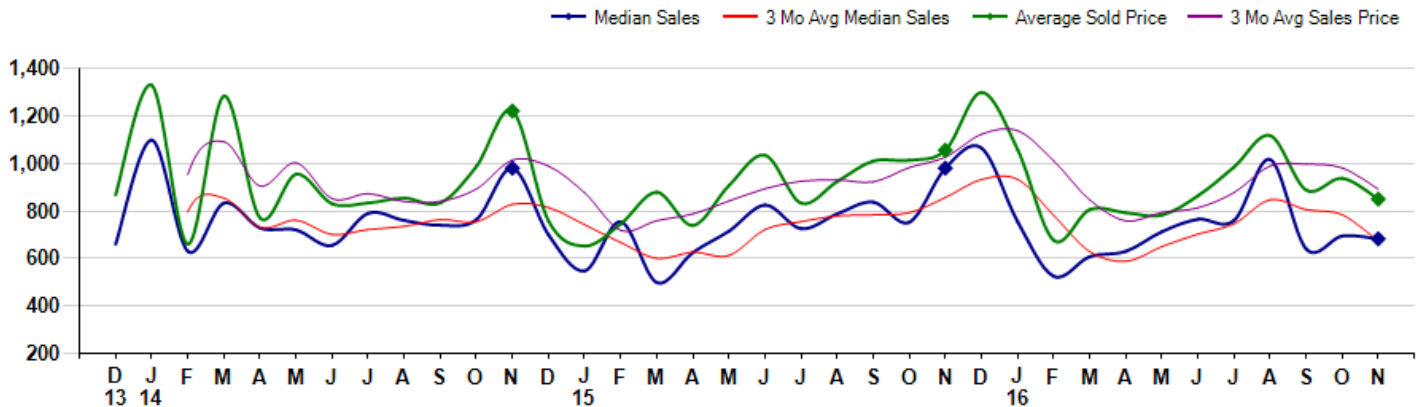
November Property sales were 28, up 64.7% from 17 in November of 2015 and 12.0% higher than the 25 sales last month. November 2016 sales were at their highest level compared to November of 2015 and 2014. November YTD sales of 301 are running 2.4% ahead of last year's year-to-date sales of 294.



### Prices

The Median Sales Price in November was \$682,500, down -30.4% from \$980,000 in November of 2015 and down -1.8% from \$695,000 last month. The Average Sales Price in November was \$849,802, down -19.5% from \$1,055,548 in November of 2015 and down -9.4% from \$937,828 last month. November 2016 ASP was at the lowest level compared to November of 2015 and 2014.

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



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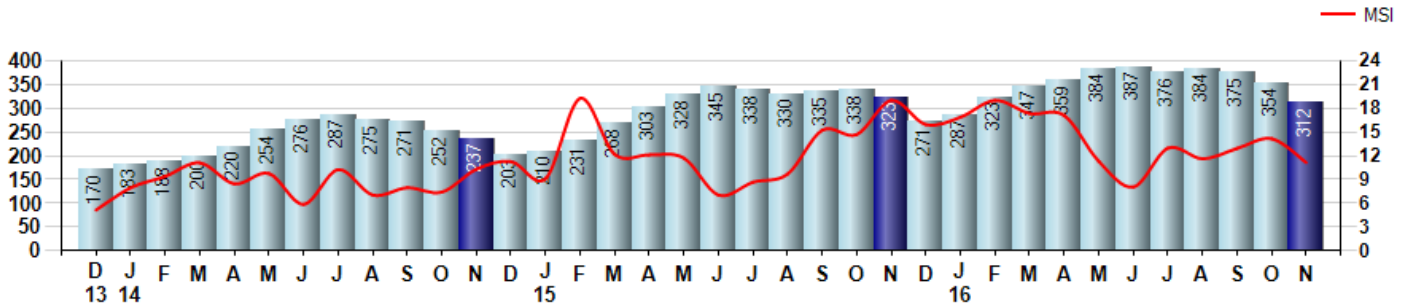
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### Inventory & MSI

The Total Inventory of Properties available for sale as of November was 312, down -11.9% from 354 last month and down -3.4% from 323 in November of last year. November 2016 Inventory was at a mid range compared to November of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2016 MSI of 11.1 months was at a mid range compared with November of 2015 and 2014.

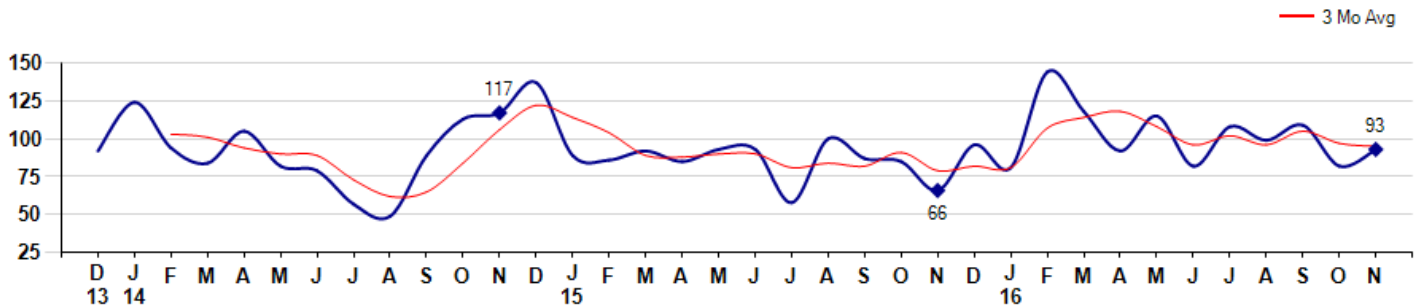
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 November was 93, up 13.4% from 82 days last month and up 40.9% from 66 days in November of last year. The November 2016 DOM was at a mid range compared with November of 2015 and 2014.

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



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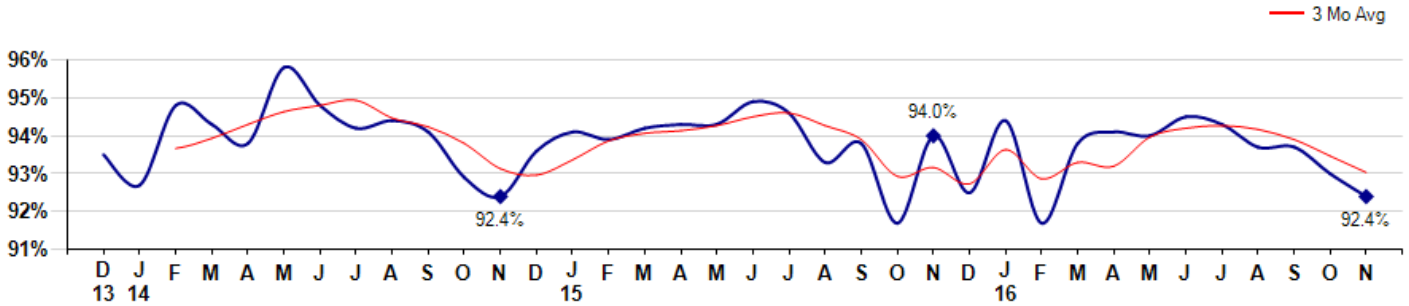


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### Selling Price vs Listing Price

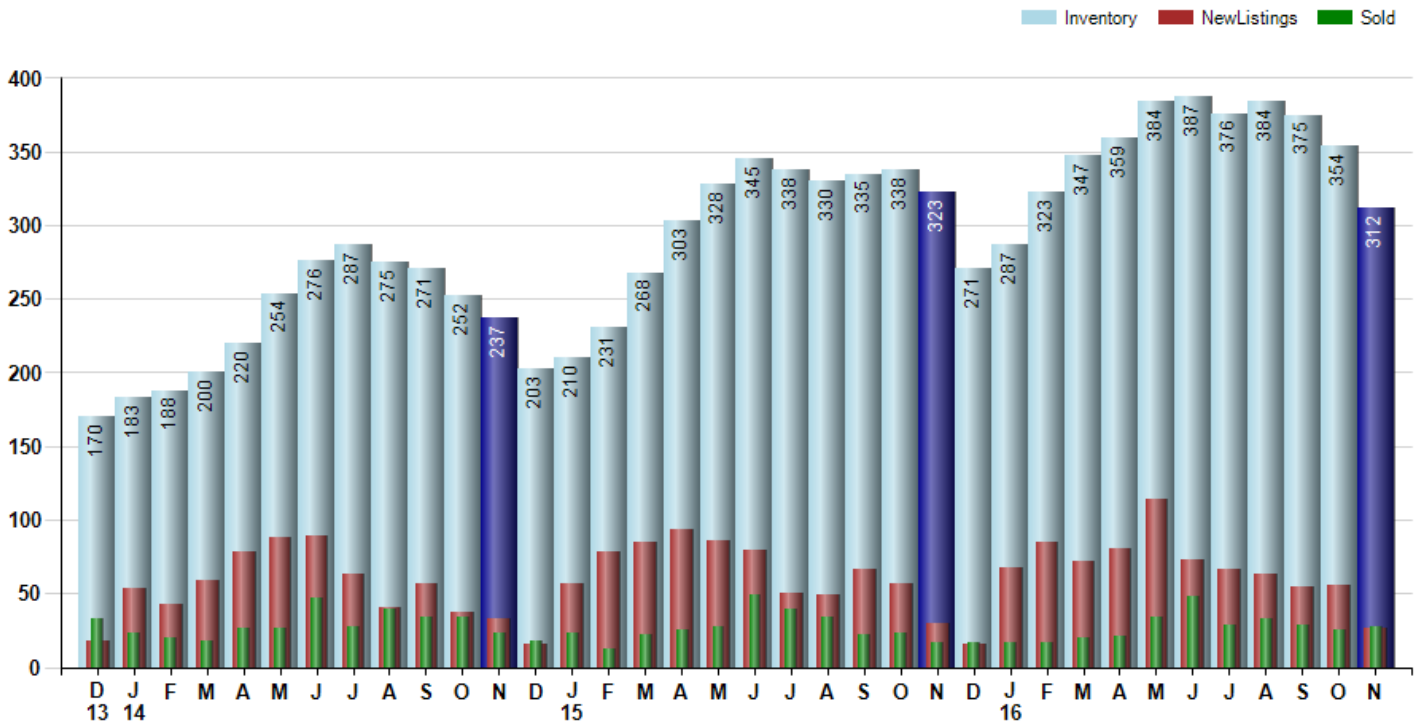
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The November 2016 Selling Price vs List Price of 92.4% was down from 93.0% last month and down from 94.0% in November 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 November 2016 was 26, down -53.6% from 56 last month and down -13.3% from 30 in November of last year.



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	D 13	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	A	S	O	N
Homes Sold	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	33	29	25	28
3 Mo. Roll Avg			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	37	30	29	27

	(000's) D 13	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	A	S	O	N
Median Sale Price	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	1,017	640	695	683
3 Mo. Roll Avg			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	847	806	784	673

	D 13	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	A	S	O	N
Inventory	170	183	188	200	220	254	276	287	275	271	252	237	203	210	231	268	303	328	345	338	330	335	338	323	271	287	323	347	359	384	387	376	384	375	354	312
MSI	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	12	13	14	11

	D 13	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	A	S	O	N
Days On Market	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	99	109	82	93
3 Mo. Roll Avg			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	96	105	97	95

	D 13	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	A	S	O	N
Price per Sq Ft	262	288	229	285	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
3 Mo. Roll Avg			260	267	252	271	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

	D 13	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	A	S	O	N
Sale to List Price	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	0.937	0.937	0.930	0.924
3 Mo. Roll Avg			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	0.942	0.939	0.935	0.930

	D 13	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	A	S	O	N
New Listings	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	114	73	66	63	55	56	26
Inventory	170	183	188	200	220	254	276	287	275	271	252	237	203	210	231	268	303	328	345	338	330	335	338	323	271	287	323	347	359	384	387	376	384	375	354	312
Sales	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	33	29	25	28	

	(000's) D 13	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	A	S	O	N
Avg Sale Price	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	1,118	888	938	850
3 Mo. Roll Avg			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	989	997	981	892

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