

MLS Area: Lake Forest



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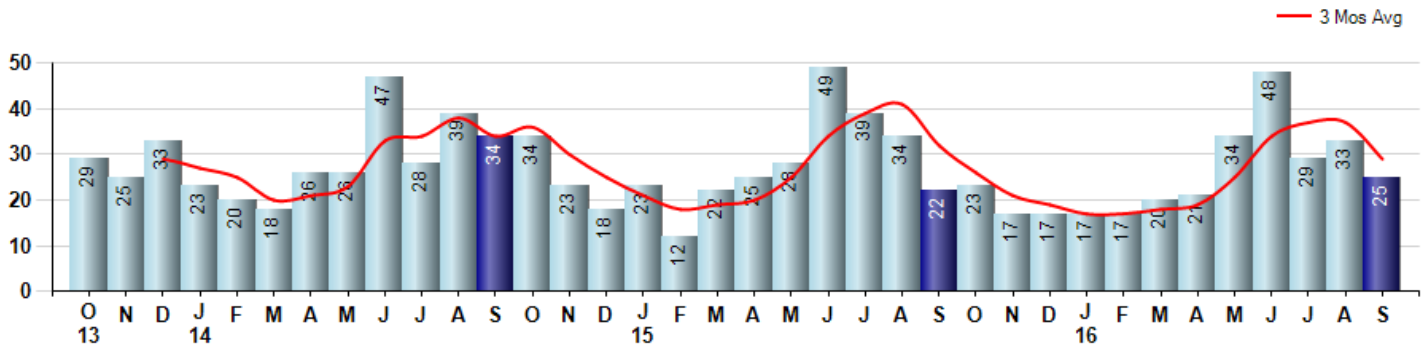
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,249,000	↑		↑				
Average List Price of all Current Listings	\$1,622,297	↑		↓				
September Median Sales Price	\$640,000	↓	↓	↓	↓	\$739,500	↑	↓
September Average Sales Price	\$855,615	↓	↓	↓	↓	\$890,064	↔	↓
Total Properties Currently for Sale (Inventory)	367	↓		↑				
September Number of Properties Sold	25	↓		↑		244	↓	
September Average Days on Market (Solds)	115	↑	↑	↓	↑	103	↑	↑
September Month's Supply of Inventory	14.7	↑	↑	↓	↑	14.2	↑	↑
September Sale Price vs List Price Ratio	93.7%	↔		↔	↑	92.7%	↓	↔

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

Property Sales

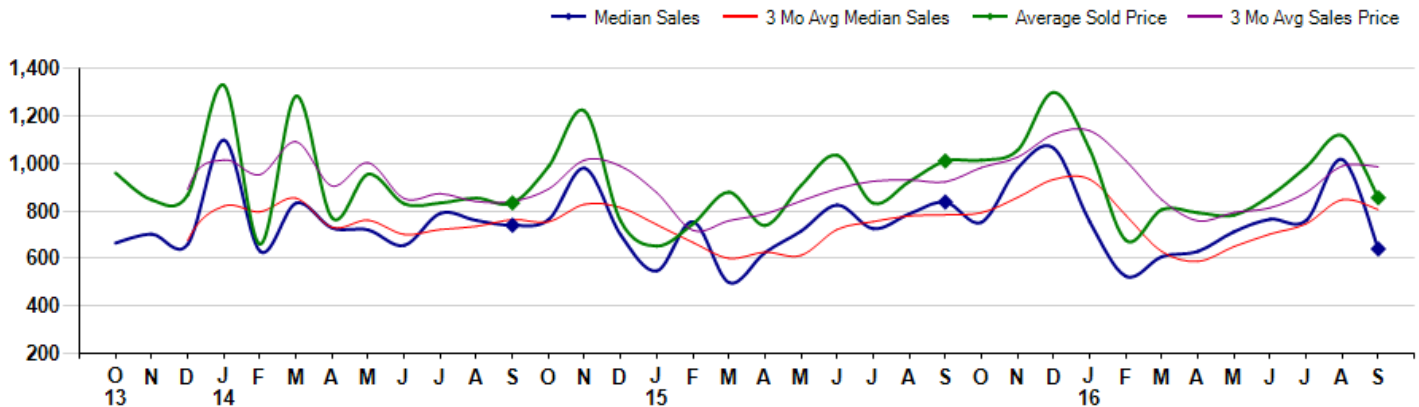
September Property sales were 25, up 13.6% from 22 in September of 2015 and -24.2% lower than the 33 sales last month. September 2016 sales were at a mid level compared to September of 2015 and 2014. September YTD sales of 244 are running -3.9% behind last year's year-to-date sales of 254.



Prices

The Median Sales Price in September was \$640,000, down -23.6% from \$837,500 in September of 2015 and down -37.1% from \$1,017,000 last month. The Average Sales Price in September was \$855,615, down -15.3% from \$1,010,227 in September of 2015 and down -23.4% from \$1,117,587 last month. September 2016 ASP was at a mid range compared to September of 2015 and 2014.

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



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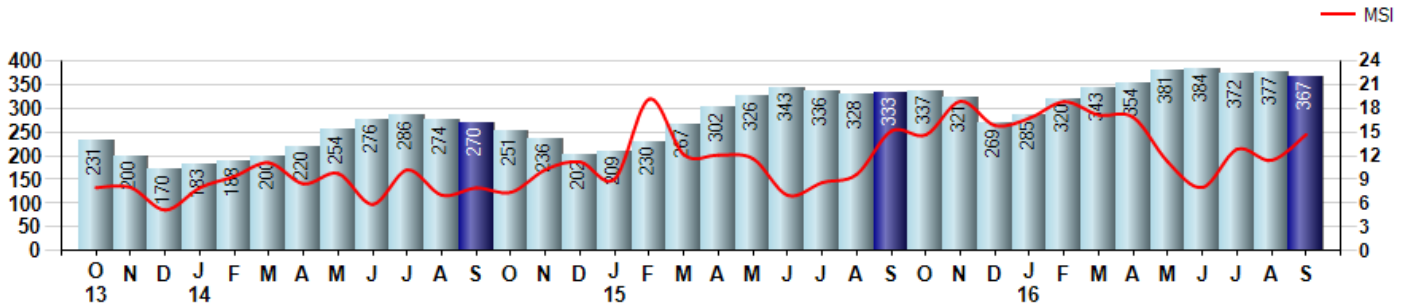
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Inventory & MSI

The Total Inventory of Properties available for sale as of September was 367, down -2.7% from 377 last month and up 10.2% from 333 in September of last year. September 2016 Inventory was at highest level compared to September of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2016 MSI of 14.7 months was at a mid range compared with September of 2015 and 2014.

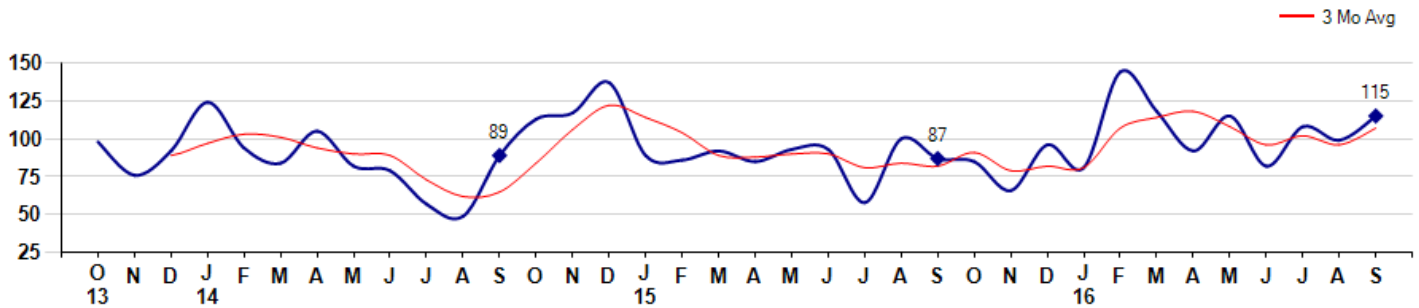
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 September was 115, up 16.2% from 99 days last month and up 32.2% from 87 days in September of last year. The September 2016 DOM was at its highest level compared with September of 2015 and 2014.

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



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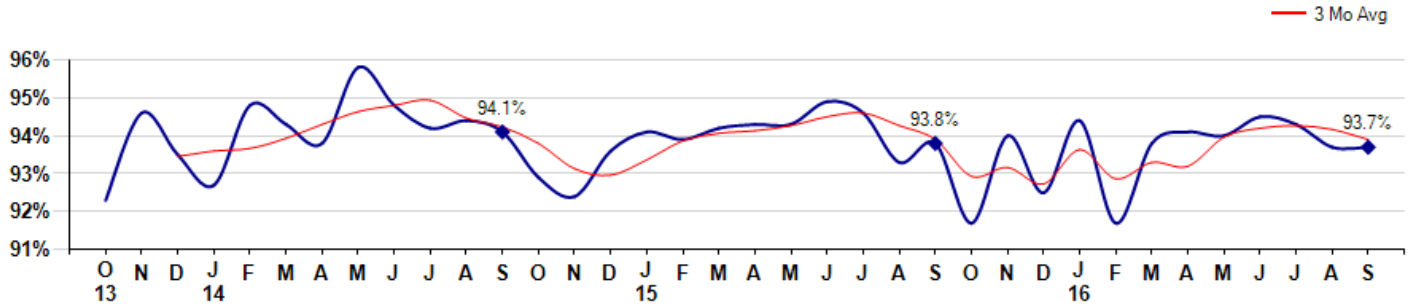


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Selling Price vs Listing Price

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 September 2016 Selling Price vs List Price of 93.7% was equal to 93.7% last month and down from 93.8% in September of last year.

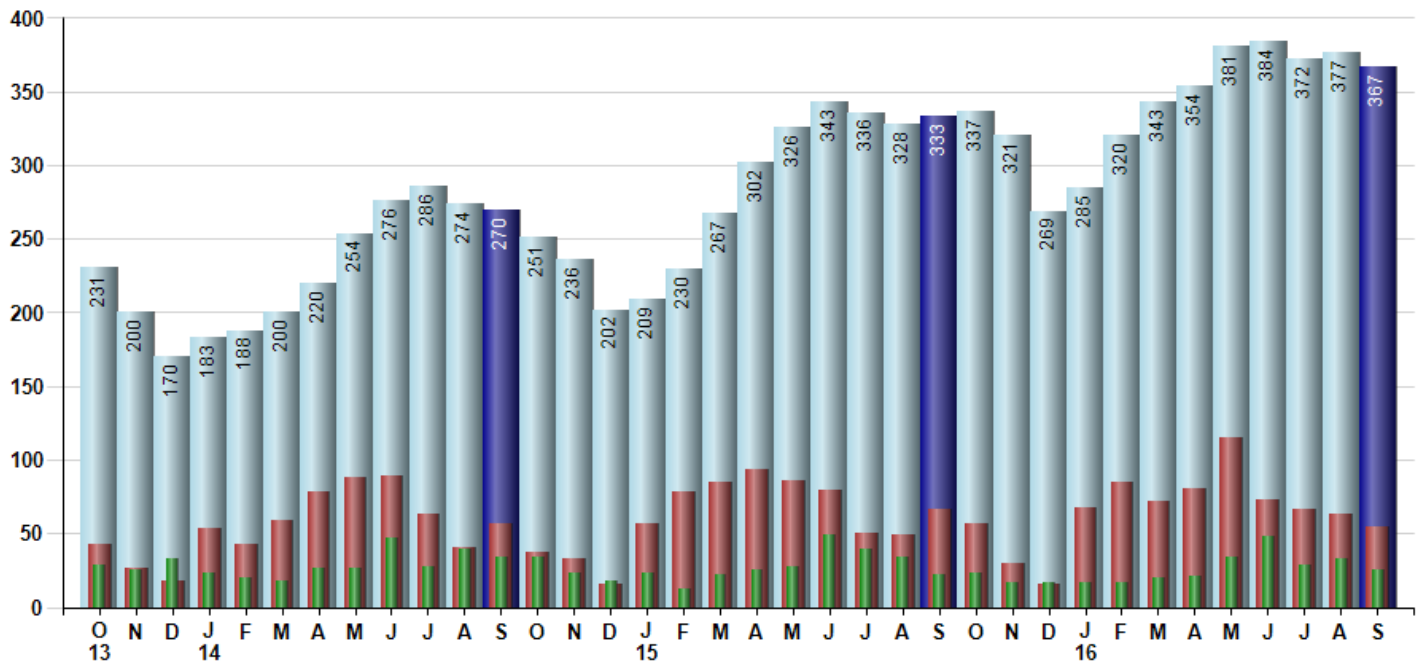
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 September 2016 was 55, down -12.7% from 63 last month and down -17.9% from 67 in September of last year.

Inventory New Listings Sold



MARKET ACTION REPORT

September 2016

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	O 13	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	A	S
Homes Sold	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	33	25
3 Mo. Roll Avg			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	37	29

	(000's) O 13	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	A	S
Median Sale Price	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	1,017	640
3 Mo. Roll Avg			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	847	806

	O 13	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	A	S
Inventory	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	384	372	377	367
MSI	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	11	15

	O 13	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	A	S
Days On Market	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	99	115
3 Mo. Roll Avg			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	96	107

	O 13	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	A	S
Price per Sq Ft	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	276	241
3 Mo. Roll Avg			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	269	265

	O 13	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	A	S
Sale to List Price	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	0.937	0.937
3 Mo. Roll Avg			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	0.942	0.939

	O 13	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	A	S
New Listings	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	66	63	55
Inventory	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	384	372	377	367
Sales	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	33	25	

	(000's) O 13	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	A	S
Avg Sale Price	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	1,118	856
3 Mo. Roll Avg			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	989	986

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