

## MLS Area: Lake Forest



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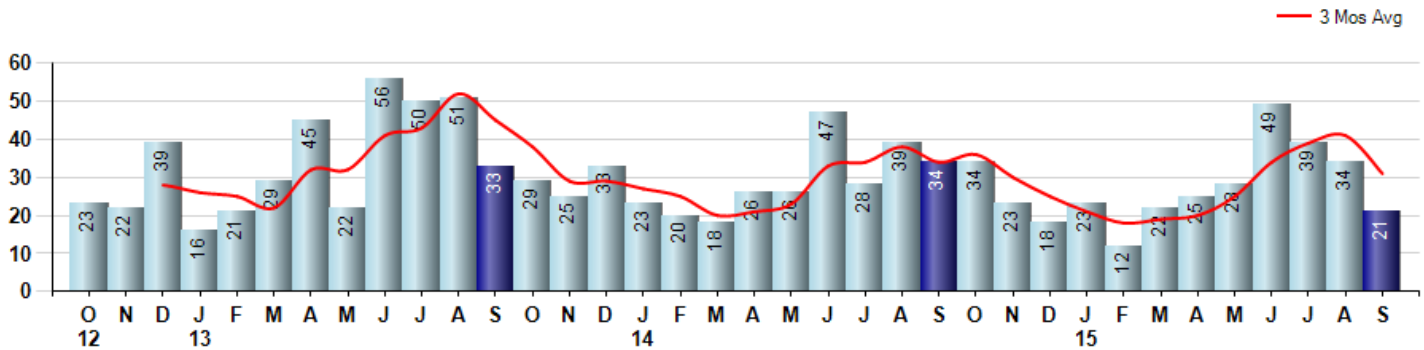
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,199,000	↓		↓				
Average List Price of all Current Listings	\$1,691,447	↔		↓				
September Median Sales Price	\$775,000	↓	↔	↑	↑	\$730,000	↓	↔
September Average Sales Price	\$996,476	↑	↑	↑	↑	\$880,220	↓	↓
Total Properties Currently for Sale (Inventory)	319	↔		↑				
September Number of Properties Sold	21	↓		↓		253	↓	
September Average Days on Market (Solds)	88	↓	↑	↓	↓	87	↑	↓
September Month's Supply of Inventory	15.2	↑	↑	↑	↑	11.4	↑	↑
September Sale Price vs List Price Ratio	93.5%	↑	↑	↓	↑	93.2%	↔	↑

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

### Property Sales

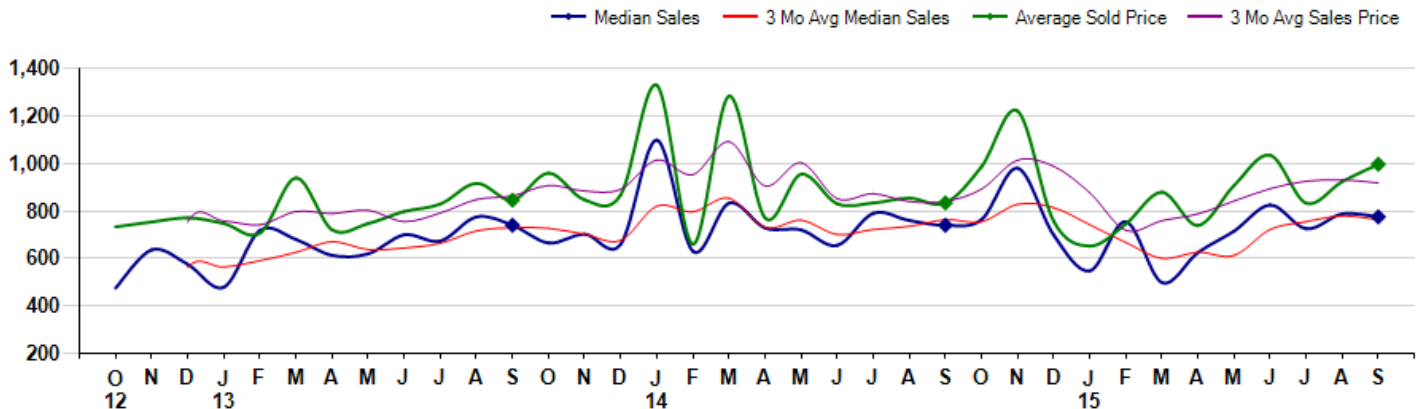
September Property sales were 21, down -38.2% from 34 in September of 2014 and -38.2% lower than the 34 sales last month. September 2015 sales were at their lowest level compared to September of 2014 and 2013. September YTD sales of 253 are running -3.1% behind last year's year-to-date sales of 261.



### Prices

The Median Sales Price in September was \$775,000, up 4.7% from \$740,000 in September of 2014 and down -1.6% from \$787,500 last month. The Average Sales Price in September was \$996,476, up 19.5% from \$833,765 in September of 2014 and up 7.8% from \$924,132 last month. September 2015 ASP was at highest level compared to September of 2014 and 2013.

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



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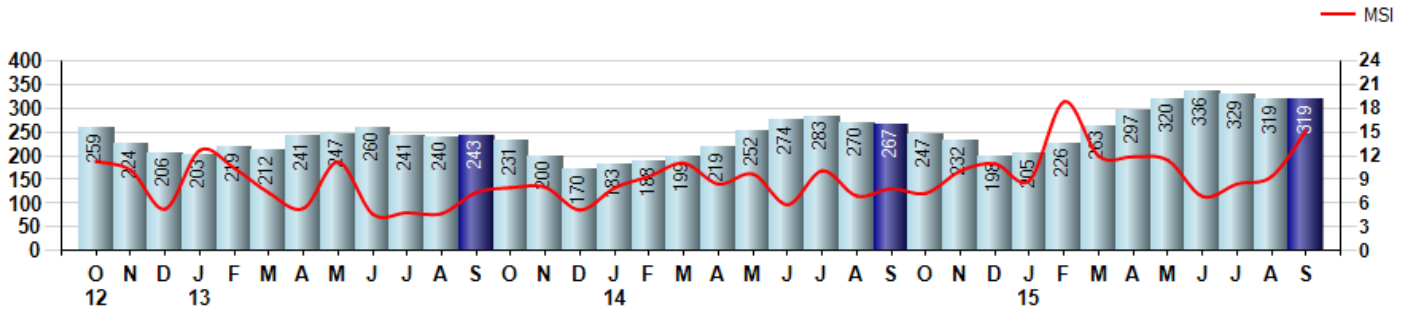
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### Inventory & MSI

The Total Inventory of Properties available for sale as of September was 319, equal to 319 last month and up 19.5% from 267 in September of last year. September 2015 Inventory was at highest level compared to September of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2015 MSI of 15.2 months was at its highest level compared with September of 2014 and 2013.

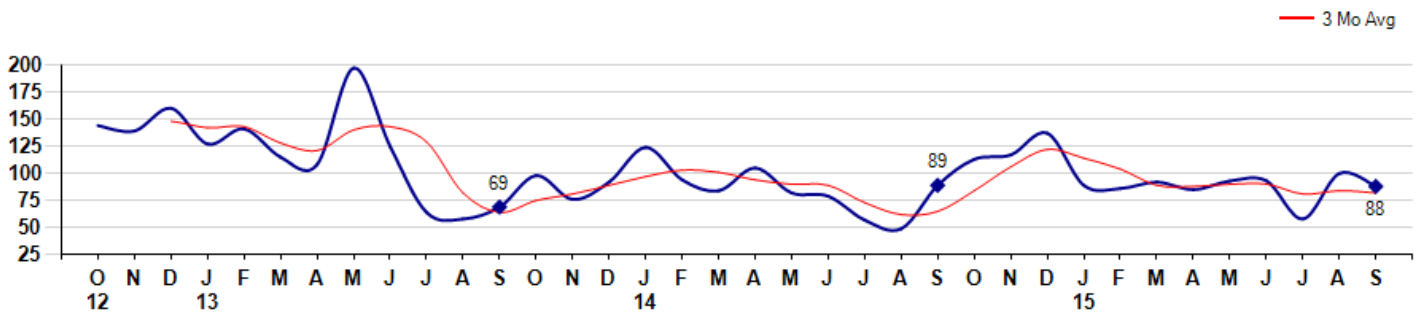
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 88, down -12.0% from 100 days last month and down -1.1% from 89 days in September of last year. The September 2015 DOM was at a mid range compared with September of 2014 and 2013.

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



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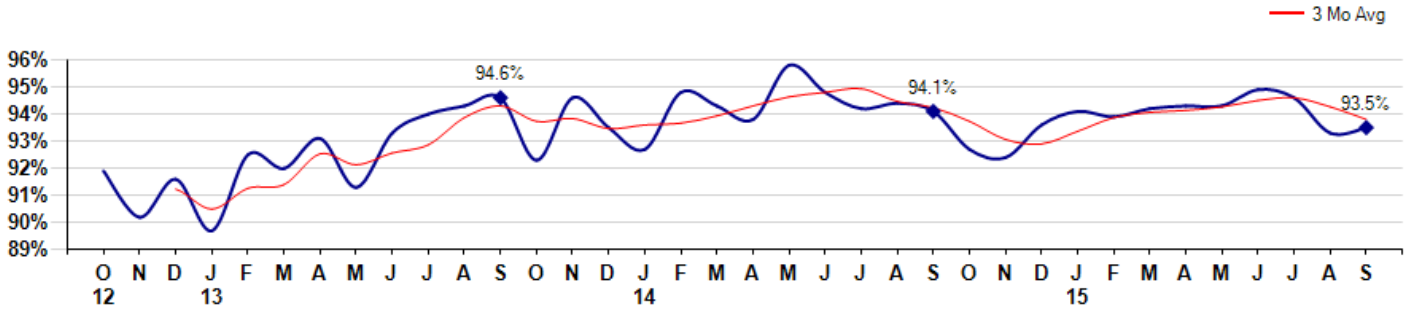


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### Selling Price vs Listing Price

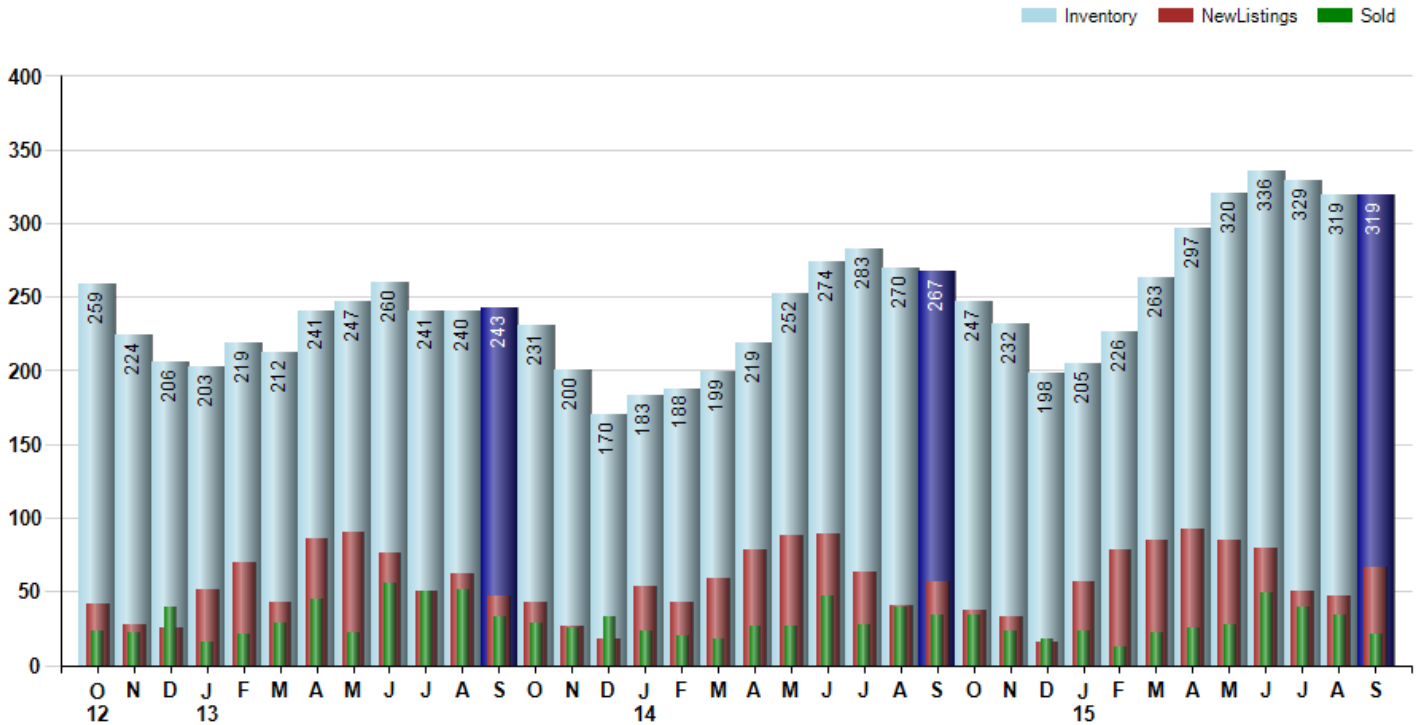
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The September 2015 Selling Price vs List Price of 93.5% was up from 93.3% last month and down from 94.1% 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 2015 was 67, up 42.6% from 47 last month and up 17.5% from 57 in September of last year.



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	O 12	N	D	J 13	F	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
Homes Sold	23	22	39	16	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	21
3 Mo. Roll Avg			28	26	25	22	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	31

	(000's) O 12	N	D	J 13	F	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
Median Sale Price	475	637	575	479	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	775
3 Mo. Roll Avg			562	563	591	626	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	763

	O 12	N	D	J 13	F	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
Inventory	259	224	206	203	219	212	241	247	260	241	240	243	231	200	170	183	188	199	219	252	274	283	270	267	247	232	198	205	226	263	297	320	336	329	319	319
MSI	11	10	5	13	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	11	7	8	9	15

	O 12	N	D	J 13	F	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
Days On Market	144	139	160	127	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	88
3 Mo. Roll Avg			148	142	143	128	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

	O 12	N	D	J 13	F	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
Price per Sq Ft	216	206	212	202	208	248	211	226	241	247	258	247	267	241	262	288	229	285	241	288	256	258	262	275	271	275	266	223	228	242	242	273	276	265	251	246
3 Mo. Roll Avg			211	207	207	219	222	228	226	238	249	251	257	252	257	264	260	267	252	271	262	267	259	265	269	274	271	255	239	231	237	252	264	271	264	254

	O 12	N	D	J 13	F	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
Sale to List Price	0.919	0.902	0.916	0.897	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	0.927	0.924	0.936	0.941	0.939	0.942	0.943	0.943	0.949	0.946	0.933	0.935
3 Mo. Roll Avg			0.912	0.905	0.913	0.914	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	0.937	0.931	0.929	0.934	0.939	0.941	0.941	0.943	0.945	0.946	0.943	0.938

	O 12	N	D	J 13	F	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
New Listings	42	28	25	51	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	92	85	79	50	47	67
Inventory	259	224	206	203	219	212	241	247	260	241	240	243	231	200	170	183	188	199	219	252	274	283	270	267	247	232	198	205	226	263	297	320	336	329	319	319
Sales	23	22	39	16	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	21

	(000's) O 12	N	D	J 13	F	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
Avg Sale Price	733	754	771	748	706	939	721	747	798	829	917	846	959	847	868	1,330	660	1,284	771	954	830	834	854	834	987	1,221	757	652	745	879	739	907	1,035	833	924	996
3 Mo. Roll Avg			753	757	742	798	789	802	755	791	848	864	907	884	891	1,015	953	1,091	905	1,003	852	873	839	841	892	1,014	988	877	718	759	788	842	894	925	931	918

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