

City: Highland Park



Price Range: All | Properties: Single Family - Condo - TwnHm

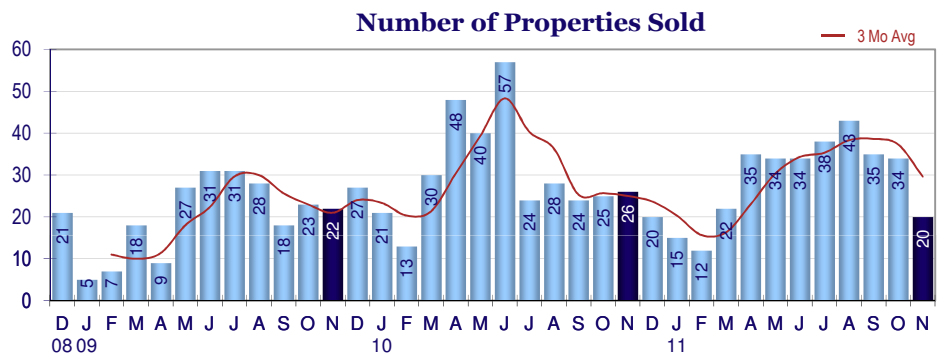
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$559,000	4%		0%				
Average List Price of all Current Listings	\$845,146	4%		-9%				
November Median Sales Price	\$492,500	23%	12%	25%	17%	\$430,000	1%	2%
November Average Sales Price	\$621,720	14%	20%	24%	14%	\$518,600	-7%	-5%
Total Properties Currently for Sale (Inventory)	327	-9%		-15%				
November Number of Properties Sold	20	-41%		-23%		322	-4%	
November Average Days on Market (Solds)	122	23%	6%	16%	-13%	124	-11%	-12%
Asking Price per Square Foot (based on New Listings)	\$214	6%	5%	-10%	-28%	\$222	-28%	-26%
November Sold Price per Square Foot	\$186	9%	10%	18%	4%	\$174	-5%	-3%
November Month's Supply of Inventory	16.4	54%	30%	11%	-1%	15.1	-8%	-9%
November Sale Price vs List Price Ratio	85.0%	2.3%	2.4%	1.1%	4.2%	83.3%	2.1%	2.1%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2010) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

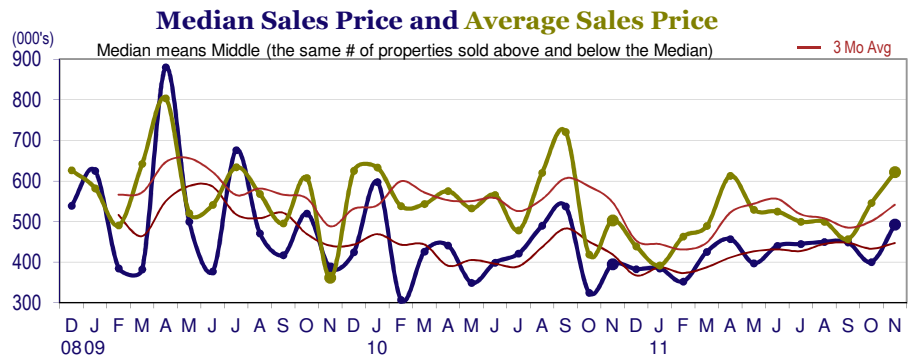
Property Sales

November Property sales were 20, down 23.1% from 26 in November of 2010 and 41.2% lower than the 34 sales last month. November 2011 sales were at their lowest level compared to November of 2010 and 2009. November YTD sales of 322 are running 4.2% behind last year's year-to-date sales of 336.



Prices

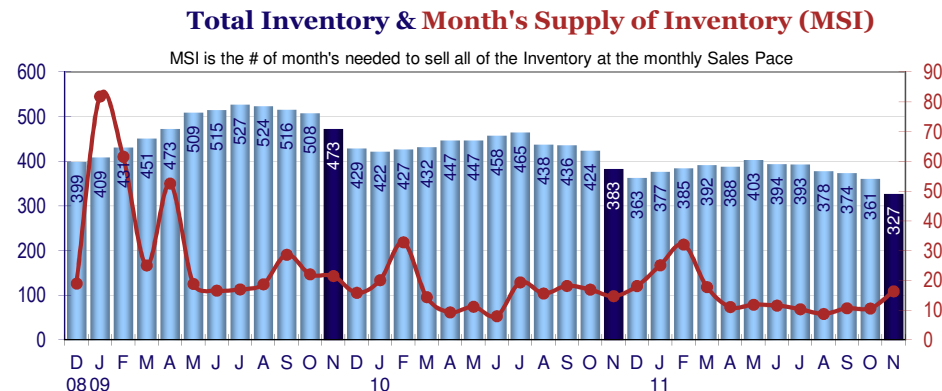
The Median Sales Price in November was \$492,500, up 24.7% from \$395,000 in November of 2010 and up 23.0% from \$400,500 last month. The Average Sales Price in November was \$621,720, up 23.6% from \$503,067 in November of 2010 and up 13.9% from \$545,997 last month. November 2011 ASP was at the highest level compared to November of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of November was 327, down 9.4% from 361 last month and down 14.6% from 383 in November of last year. November 2011 Inventory was at its lowest level compared with November of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2011 MSI of 16.4 months was at a mid level compared with November of 2010 and 2009.



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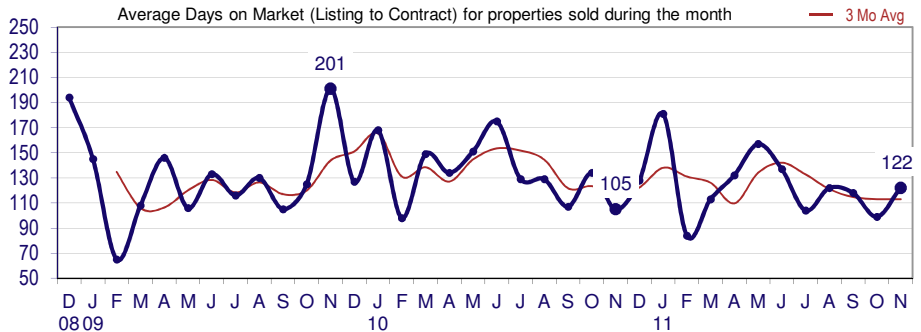


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Market Time

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 122, up 23.2% from 99 days last month and up 16.2% from 105 days in November of last year. The November 2011 DOM was at a mid level compared with November of 2010 and 2009.

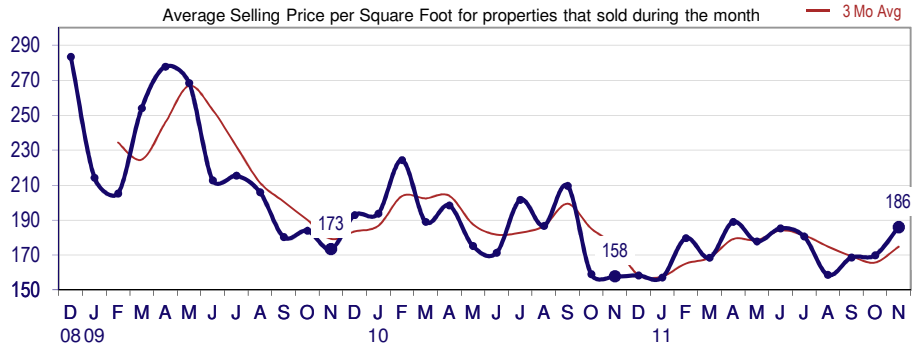
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The November 2011 Selling Price per Square Foot of \$186 was up 9.4% from \$170 last month and up 17.8% from 158 in November of last year.

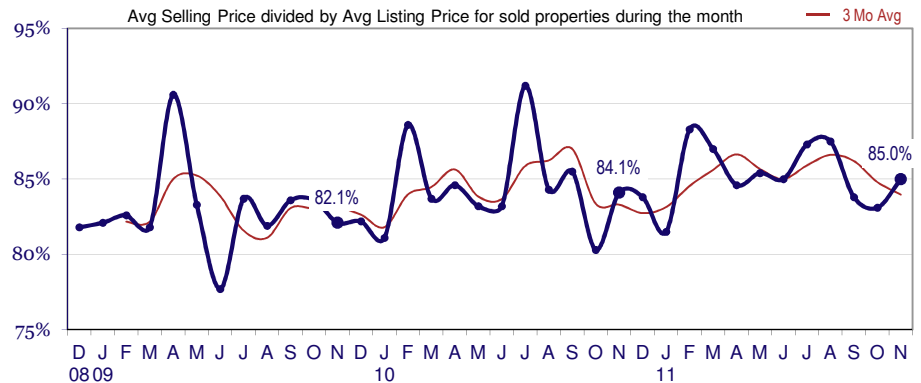
Selling Price per Square Foot



Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original 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 2011 Selling Price vs Original List Price of 85.0% was up from 83.1% last month and up from 84.1% in November of last year.

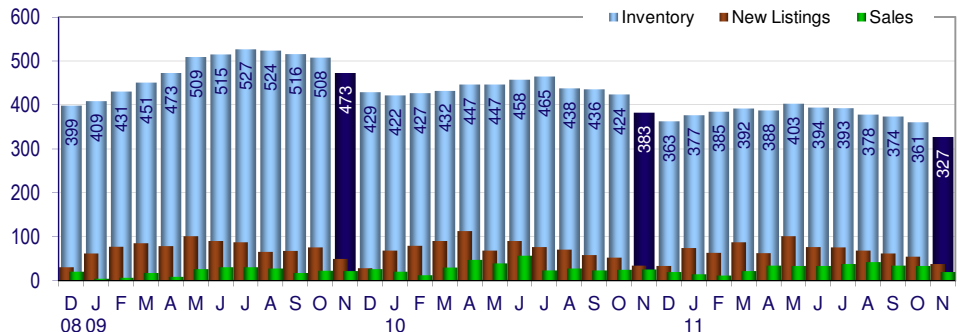
Selling Price versus Listing Price Ratio



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 2011 was 38, down 30.9% from 55 last month and up 8.6% from 35 in November of last year.

Inventory / New Listings / Sales





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