

City: Highland Park



Price Range: All | Properties: SFH - Condo - TwnHm

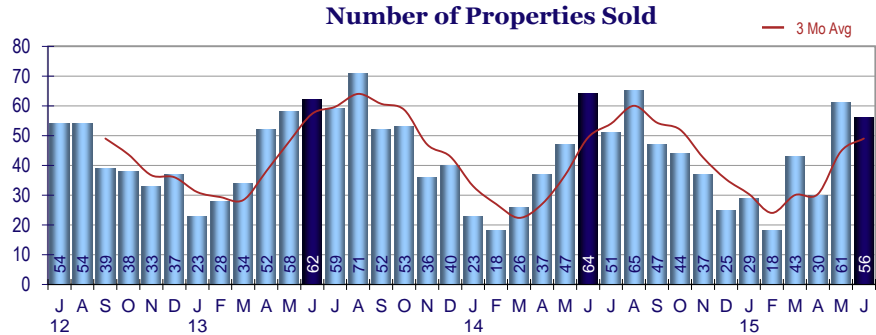
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$699,000	8%		-5%				
Average List Price of all Current Listings	\$941,693	2%		-9%				
June Median Sales Price	\$545,000	36%	17%	8%	9%	\$495,000	0%	-1%
June Average Sales Price	\$621,075	34%	21%	-1%	8%	\$530,317	-7%	-8%
Total Properties Currently for Sale (Inventory)	297	-4%		15%				
June Number of Properties Sold	56	-8%		-13%		237	10%	
June Average Days on Market (Solds)	59	-3%	-18%	-8%	-5%	75	21%	21%
Asking Price per Square Foot (based on New Listings)	\$243	3%	3%	3%	3%	\$236	-1%	0%
June Sold Price per Square Foot	\$221	10%	6%	1%	4%	\$208	-2%	-2%
June Month's Supply of Inventory	5.3	4%	-20%	31%	-14%	7.5	22%	22%
June Sale Price vs List Price Ratio	95.1%	-5%	.0%	-7%	.8%	95.1%	.7%	.8%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2014) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

## Property Sales

June Property sales were 56, down 12.5% from 64 in June of 2014 and 8.2% lower than the 61 sales last month. June 2015 sales were at their lowest level compared to June of 2014 and 2013. June YTD sales of 237 are running 10.2% ahead of last year's year-to-date sales of 215.



## Prices

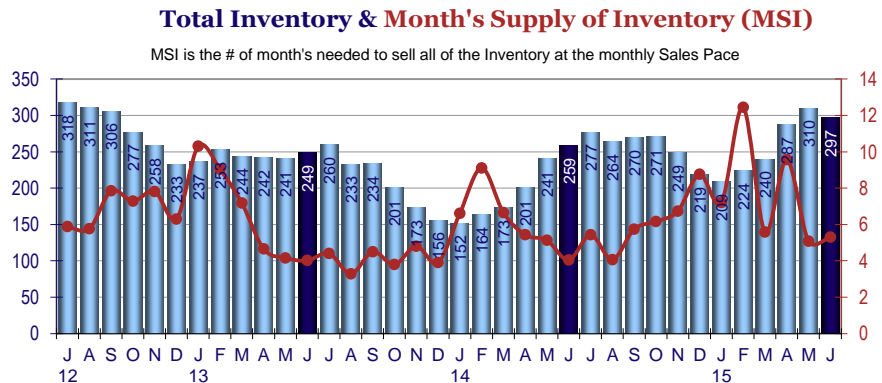
The Median Sales Price in June was \$545,000, up 7.7% from \$506,000 in June of 2014 and up 35.6% from \$401,800 last month. The Average Sales Price in June was \$621,075, down 0.7% from \$625,366 in June of 2014 and up 33.9% from \$463,904 last month. June 2015 ASP was at a mid range compared to June of 2014 and 2013.



## Inventory & MSI

The Total Inventory of Properties available for sale as of June was 297, down 4.2% from 310 last month and up 14.7% from 259 in June of last year. June 2015 Inventory was at its highest level compared with June of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2015 MSI of 5.3 months was at its highest level compared with June of 2014 and 2013.



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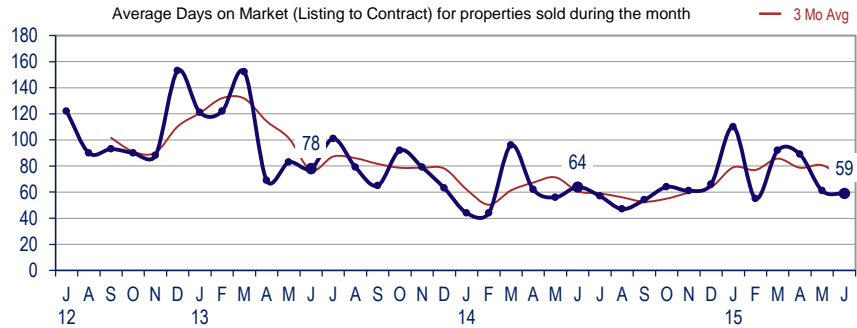


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## Market Time

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 June was 59, down 3.3% from 61 days last month and down 7.8% from 64 days in June of last year. The June 2015 DOM was at its lowest level compared with June of 2014 and 2013.

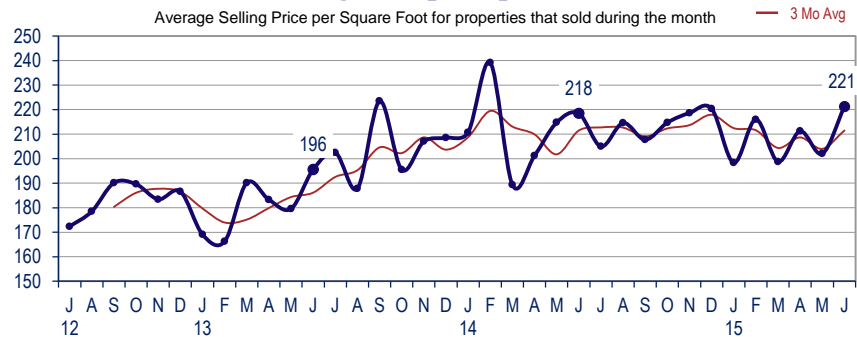
## Days On Market for Sold Properties



## 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 June 2015 Selling Price per Square Foot of \$221 was up 9.5% from \$202 last month and up 1.3% from 218 in June of last year.

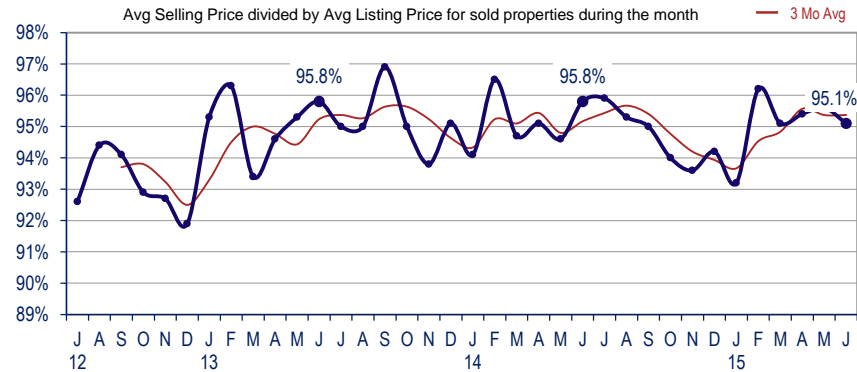
## Selling Price per Square Foot



## 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 June 2015 Selling Price vs Original List Price of 95.1% was down from 95.6% last month and down from 95.8% in June of last year.

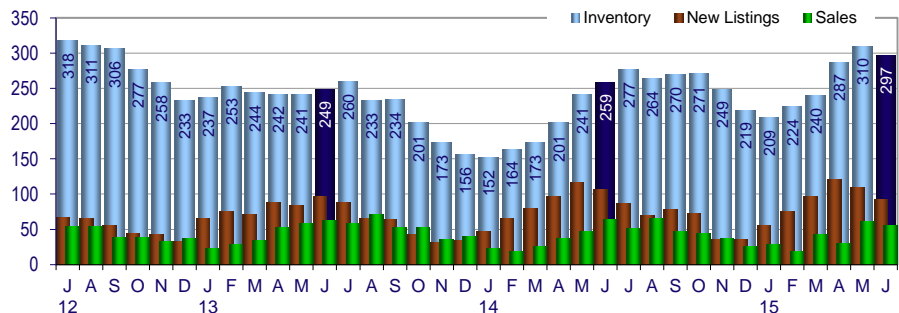
## Selling Price versus Listing Price Ratio



## 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 June 2015 was 92, down 16.4% from 110 last month and down 14.0% from 107 in June of last year.

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