MARKET ACTION REPORT City: Highland Park

All | Properties: SFH - Condo - TwnHr

June 2015

RESIDENTIAL BROKERAGE

3 Mo Avg

15

| | | Trending versus*: | | | | | Trending versus*: | |
|--|-----------|-------------------|------|------|------|-----------|-------------------|------------|
| Market Profile & Trends Overview | Month | LM | L3M | PYM | LY | YTD | 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% |

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.

Total Inventory & Month's Supply of Inventory (MSI)



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MSI is the # of month's needed to sell all of the Inventory at the monthly Sales Pace

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(000's)

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compared with June of 2014 and 2013.

Selling Price per Square Foot

Market Time

Days On Market for Sold Properties

Average Days on Market (Listing to Contract) for properties sold during the month — 3 Mo Ava 180 The average Days On Market (DOM) shows how many 160 days the average Property is on the market before it 140 sells. An upward trend in DOM tends to indicate a 120 move towards more of a Buyer's market, a downward 100 trend a move towards more of a Seller's market. The 78 80 DOM for June was 59, down 3.3% from 61 days last 60 month and down 7.8% from 64 days in June of last year. The June 2015 DOM was at its lowest level 40 20 0 JASONDJFMAMJ J A S O N D J F M A M J J A S O N D J F M A M J 12 13 14 15 **Selling Price per Square Foot** — 3 Mo Avg Average Selling Price per Square Foot for properties that sold during the month 250 The Selling Price per Square Foot is a great indicator for 240 the direction of Property values. Since Median Sales 221 230 218 Price and Average Sales price can be impacted by the 220 'mix' of high or low end Properties in the market, the 210 selling price per square foot is a more normalized 196 200 indicator on the direction of Property values. The June 190 2015 Selling Price per Square Foot of \$221 was up 9.5% 180 from \$202 last month and up 1.3% from 218 in June of 170 160 150 J A S O N D J F M A M J J A S O N D J F M A M J J A S O N D J F M A M J 12 13 14 15 Selling Price versus Listing Price Ratio 3 Mo Avg Avg Selling Price divided by Avg Listing Price for sold properties during the month 98% 97% 95 8% 95.8% 96% 95.1% 95% 94% 93% 92% 91% 90% 89% J A S O N D J F M A M J J A S O N D J F M A M J J A S O N D J F M A M J 12 13 14 15 Inventory / New Listings / Sales New Listings 350 Inventory Sales 300 250 200 150 100 50 ٥

J A S O N D J F M A M J J A S O N D J F M A M J J A S O N D J F M A M J

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last year.

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.

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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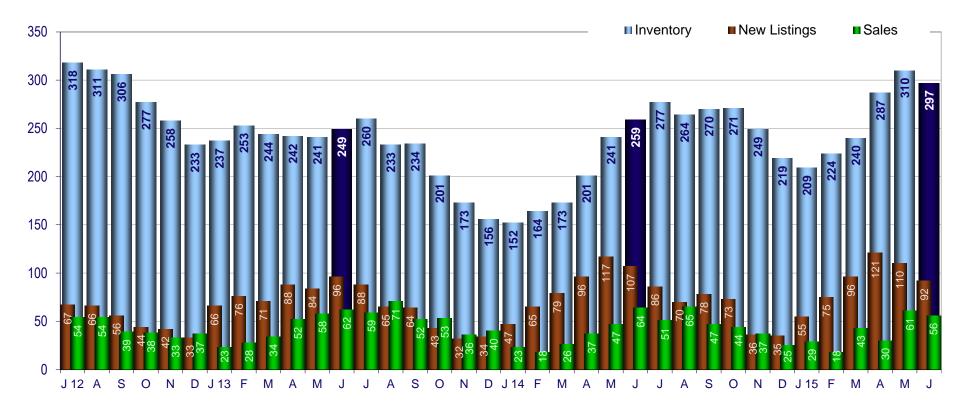
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