

City: Highland Park



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

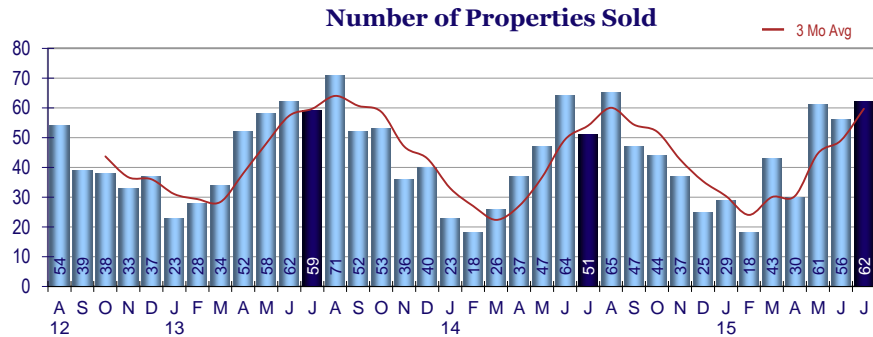
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$695,000	2%		-4%				
Average List Price of all Current Listings	\$920,930	-0%		-9%				
July Median Sales Price	\$542,500	-0%	6%	14%	9%	\$507,000	3%	2%
July Average Sales Price	\$594,189	-4%	8%	8%	3%	\$543,561	-4%	-5%
Total Properties Currently for Sale (Inventory)	313	2%		13%				
July Number of Properties Sold	62	11%		22%		299	12%	
July Average Days on Market (Solds)	55	-7%	-13%	-4%	-11%	71	16%	15%
Asking Price per Square Foot (based on New Listings)	\$245	1%	3%	6%	4%	\$237	-0%	1%
July Sold Price per Square Foot	\$217	-2%	2%	6%	2%	\$210	-1%	-1%
July Month's Supply of Inventory	5.0	-8%	-3%	-7%	-18%	7.3	20%	18%
July Sale Price vs List Price Ratio	94.3%	-8%	-5%	-1.7%	-0.0%	94.7%	.1%	.4%

* 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

July Property sales were 62, up 21.6% from 51 in July of 2014 and 10.7% higher than the 56 sales last month. July 2015 sales were at their highest level compared to July of 2014 and 2013. July YTD sales of 299 are running 12.4% ahead of last year's year-to-date sales of 266.



Prices

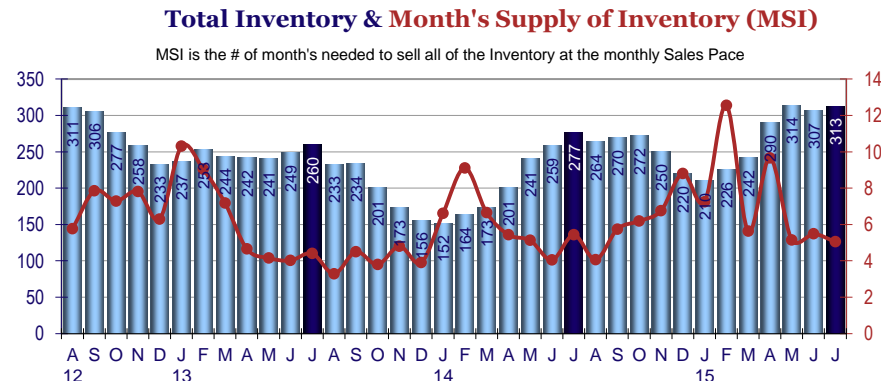
The Median Sales Price in July was \$542,500, up 13.9% from \$476,375 in July of 2014 and down 0.5% from \$545,000 last month. The Average Sales Price in July was \$594,189, up 8.4% from \$548,197 in July of 2014 and down 4.3% from \$621,075 last month. July 2015 ASP was at the highest level compared to July of 2014 and 2013.



Inventory & MSI

The Total Inventory of Properties available for sale as of July was 313, up 2.0% from 307 last month and up 13.0% from 277 in July of last year. July 2015 Inventory was at its highest level compared with July of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2015 MSI of 5.0 months was at a mid level compared with July of 2014 and 2013.



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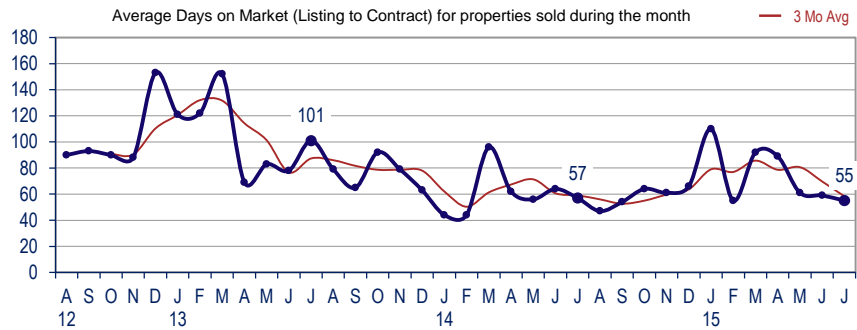


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Market Time

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 July was 55, down 6.8% from 59 days last month and down 3.5% from 57 days in July of last year. The July 2015 DOM was at its lowest level compared with July of 2014 and 2013.

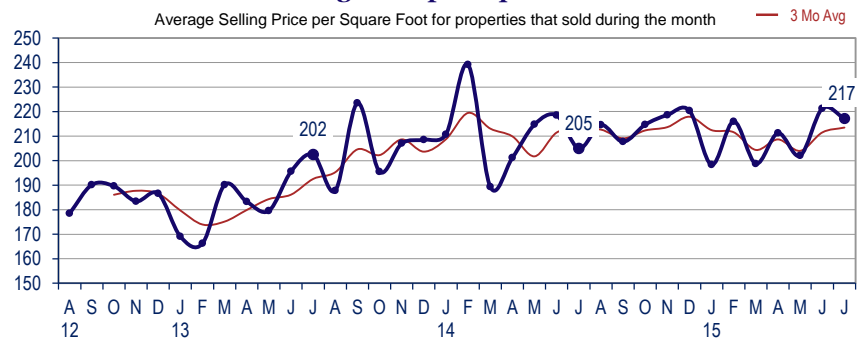
Days On Market for Sold Properties



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 July 2015 Selling Price per Square Foot of \$217 was down 1.8% from \$221 last month and up 6.0% from 205 in July of last year.

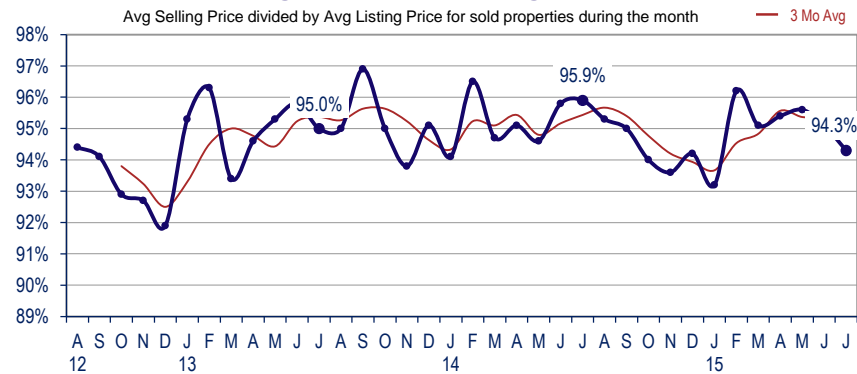
Selling Price per Square Foot



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 July 2015 Selling Price vs Original List Price of 94.3% was down from 95.1% last month and down from 95.9% in July of last year.

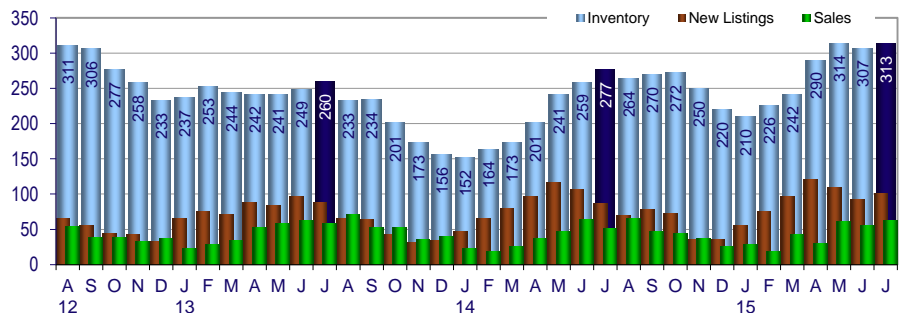
Selling Price versus Listing Price Ratio



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 July 2015 was 101, up 9.8% from 92 last month and up 17.4% from 86 in July of last year.

Inventory / New Listings / Sales





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