

City: Highland Park



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

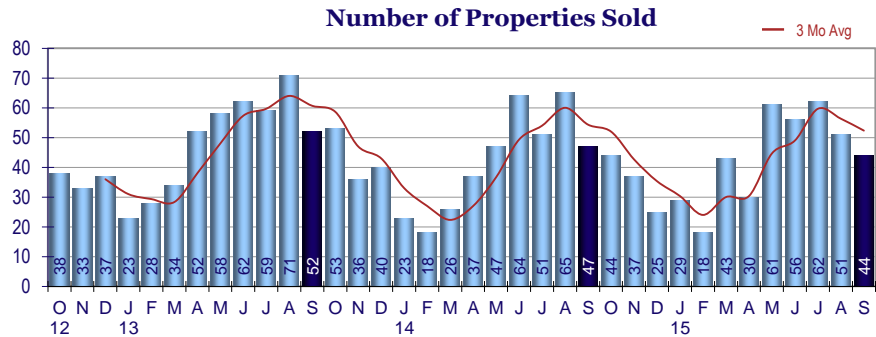
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$699,500	0%		10%				
Average List Price of all Current Listings	\$1,000,427	3%		7%				
September Median Sales Price	\$504,500	10%	-4%	15%	1%	\$500,000	4%	0%
September Average Sales Price	\$548,202	-2%	-6%	7%	-5%	\$546,098	-4%	-5%
Total Properties Currently for Sale (Inventory)	302	-4%		12%				
September Number of Properties Sold	44	-14%		-6%		394	4%	
September Average Days on Market (Solds)	77	31%	26%	43%	24%	70	21%	13%
Asking Price per Square Foot (based on New Listings)	\$246	-7%	-0%	11%	5%	\$240	1%	2%
September Sold Price per Square Foot	\$212	6%	-0%	2%	-0%	\$209	-1%	-1%
September Month's Supply of Inventory	6.9	11%	14%	19%	11%	7.1	22%	15%
September Sale Price vs List Price Ratio	96.0%	.2%	1.3%	1.1%	1.8%	94.9%	.3%	.6%

\* 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

September Property sales were 44, down 6.4% from 47 in September of 2014 and 13.7% lower than the 51 sales last month. September 2015 sales were at their lowest level compared to September of 2014 and 2013. September YTD sales of 394 are running 4.2% ahead of last year's year-to-date sales of 378.



## Prices

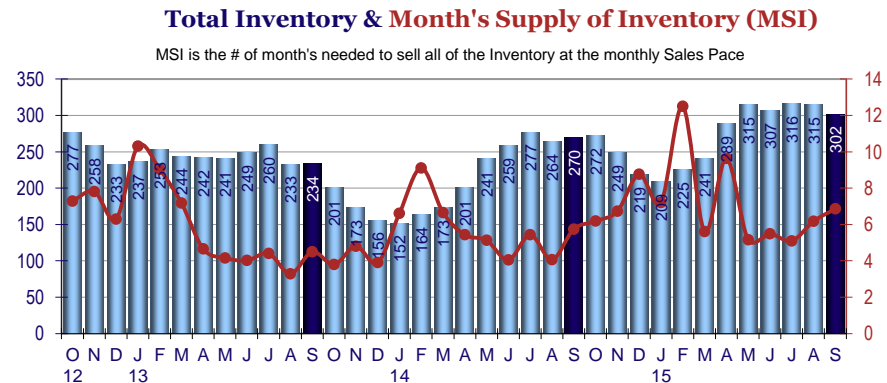
The Median Sales Price in September was \$504,500, up 14.7% from \$440,000 in September of 2014 and up 9.7% from \$460,000 last month. The Average Sales Price in September was \$548,202, up 6.9% from \$512,913 in September of 2014 and down 2.0% from \$559,155 last month. September 2015 ASP was at a mid range compared to September of 2014 and 2013.



## Inventory & MSI

The Total Inventory of Properties available for sale as of September was 302, down 4.1% from 315 last month and up 11.9% from 270 in September of last year. September 2015 Inventory was at its highest level compared with 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 6.9 months was at its highest level compared with September of 2014 and 2013.



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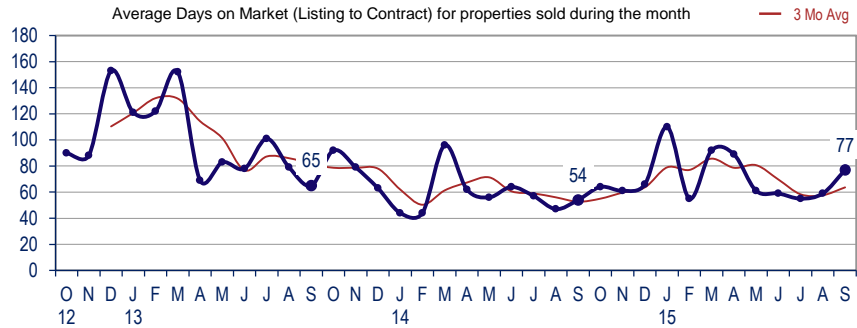


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## Market Time

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 September was 77, up 30.5% from 59 days last month and up 42.6% from 54 days in September of last year. The September 2015 DOM was at a mid level compared with September of 2014 and 2013.

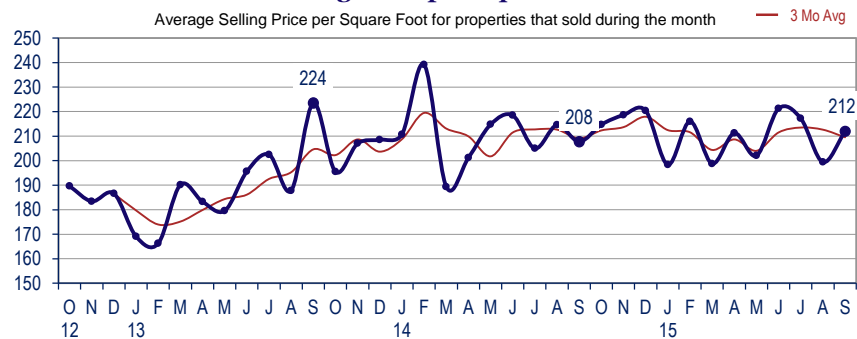
## Days On Market for Sold Properties



## 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 September 2015 Selling Price per Square Foot of \$212 was up 6.3% from \$199 last month and up 2.0% from 208 in September of last year.

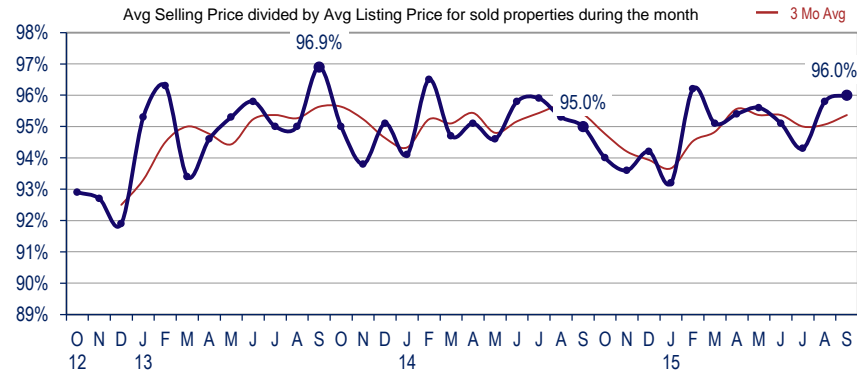
## Selling Price per Square Foot



## 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 September 2015 Selling Price vs Original List Price of 96.0% was up from 95.8% last month and up from 95.0% in September of last year.

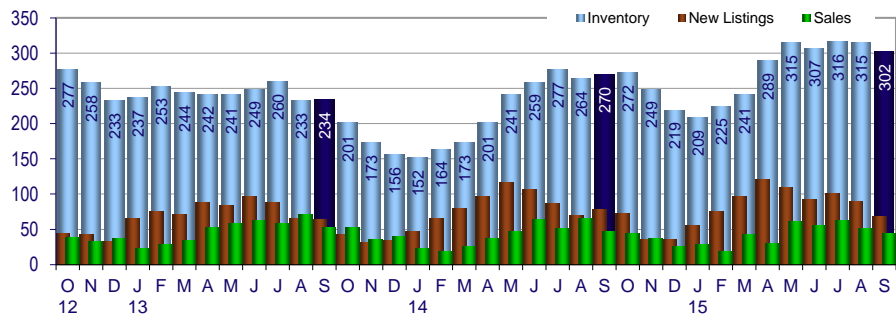
## Selling Price versus Listing Price Ratio



## 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 September 2015 was 68, down 23.6% from 89 last month and down 12.8% from 78 in September of last year.

## Inventory / New Listings / Sales





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