

City: Highland Park



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

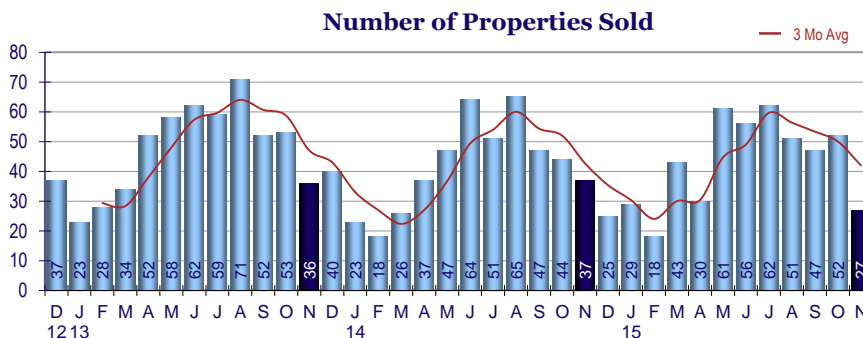
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$699,999	0%		27%				
Average List Price of all Current Listings	\$994,044	-0%		14%				
November Median Sales Price	\$490,000	12%	3%	-11%	-2%	\$495,148	-1%	-1%
November Average Sales Price	\$658,769	20%	16%	0%	15%	\$553,321	-5%	-4%
Total Properties Currently for Sale (Inventory)	263	-12%		5%				
November Number of Properties Sold	27	-48%		-27%		476	4%	
November Average Days on Market (Solds)	140	122%	82%	130%	126%	73	24%	18%
Asking Price per Square Foot (based on New Listings)	\$246	-1%	-2%	11%	5%	\$239	2%	2%
November Sold Price per Square Foot	\$216	6%	4%	-1%	2%	\$209	-2%	-1%
November Month's Supply of Inventory	9.7	70%	32%	44%	57%	7.2	21%	17%
November Sale Price vs List Price Ratio	94.1%	.1%	-5%	.5%	-2%	94.6%	.3%	.3%

\* 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)

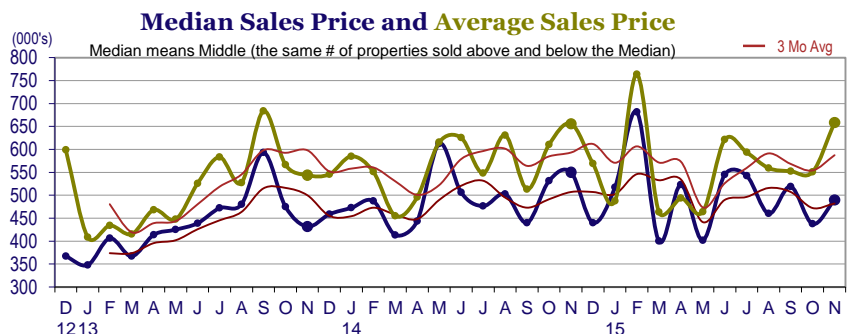
## Property Sales

November Property sales were 27, down 27.0% from 37 in November of 2014 and 48.1% lower than the 52 sales last month. November 2015 sales were at their lowest level compared to November of 2014 and 2013. November YTD sales of 476 are running 3.7% ahead of last year's year-to-date sales of 459.



## Prices

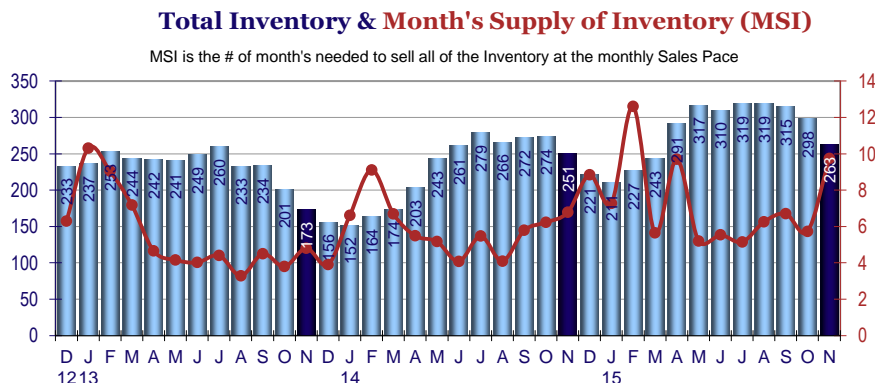
The Median Sales Price in November was \$490,000, down 10.9% from \$550,000 in November of 2014 and up 12.0% from \$437,500 last month. The Average Sales Price in November was \$658,769, up 0.4% from \$655,947 in November of 2014 and up 19.6% from \$550,692 last month. November 2015 ASP was at the highest level compared to November of 2014 and 2013.



## Inventory & MSI

The Total Inventory of Properties available for sale as of November was 263, down 11.7% from 298 last month and up 4.8% from 251 in November of last year. November 2015 Inventory was at its highest level compared with November of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2015 MSI of 9.7 months was at its highest level compared with November of 2014 and 2013.



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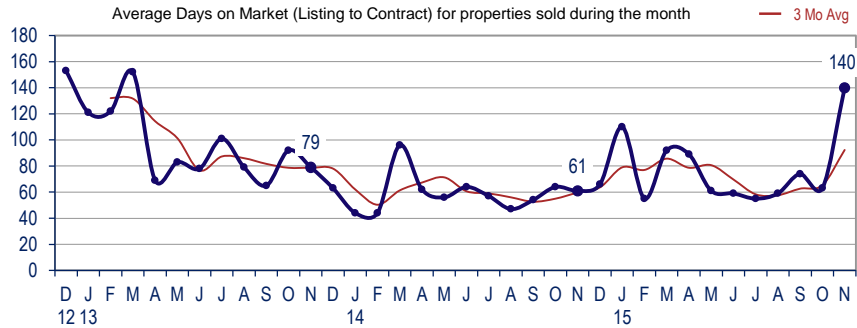


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## Market Time

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 November was 140, up 122.2% from 63 days last month and up 129.5% from 61 days in November of last year. The November 2015 DOM was at a mid level compared with November of 2014 and 2013.

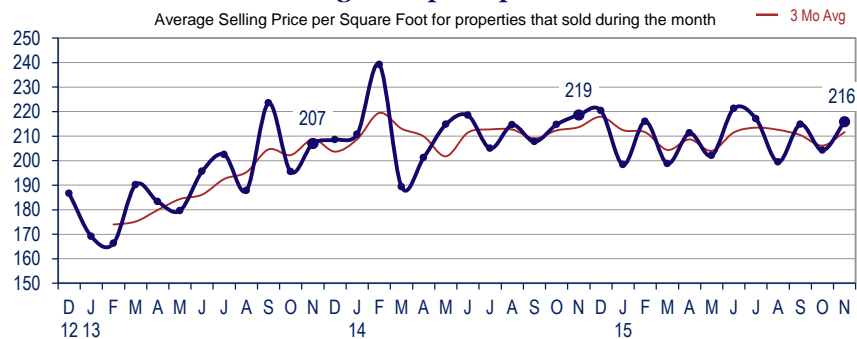
## Days On Market for Sold Properties



## 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 November 2015 Selling Price per Square Foot of \$216 was up 5.7% from \$204 last month and down 1.2% from 219 in November of last year.

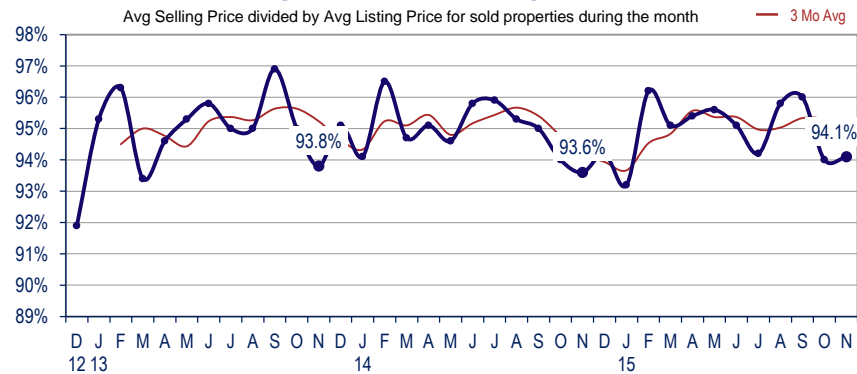
## Selling Price per Square Foot



## 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 2015 Selling Price vs Original List Price of 94.1% was up from 94.0% last month and up from 93.6% in November of last year.

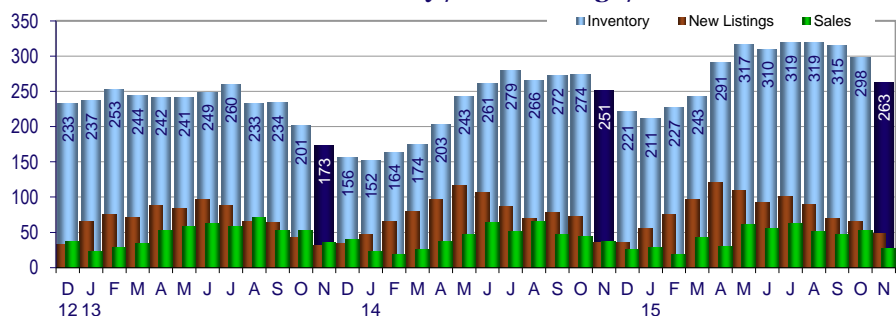
## Selling Price versus Listing Price Ratio



## 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 2015 was 49, down 24.6% from 65 last month and up 40.0% from 35 in November of last year.

## Inventory / New Listings / Sales





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