

MARKET ACTION REPORT

March 2016

City: Highland Park



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

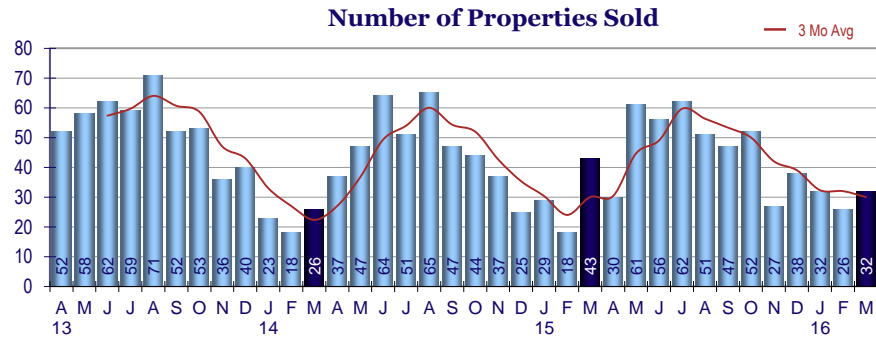
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$750,000	0%		10%				
Average List Price of all Current Listings	\$975,490	-2%		6%				
March Median Sales Price	\$510,000	11%	7%	28%	4%	\$476,500	-3%	-3%
March Average Sales Price	\$519,942	16%	0%	12%	-6%	\$509,973	-4%	-8%
Total Properties Currently for Sale (Inventory)	289	2%		18%				
March Number of Properties Sold	32	23%		-26%		90	0%	
March Average Days on Market (Solds)	86	-7%	-2%	-7%	15%	91	0%	21%
Asking Price per Square Foot (based on New Listings)	\$239	-7%	-2%	0%	1%	\$244	4%	3%
March Sold Price per Square Foot	\$199	5%	-1%	0%	-5%	\$200	-1%	-4%
March Month's Supply of Inventory	9.0	-17%	-2%	59%	25%	9.2	8%	28%
March Sale Price vs List Price Ratio	96.6%	4.8%	2.3%	1.6%	2.1%	94.8%	.4%	.2%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2015) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

Property Sales

March Property sales were 32, down 25.6% from 43 in March of 2015 and 23.1% higher than the 26 sales last month. March 2016 sales were at a mid level compared to March of 2015 and 2014. March YTD sales of 90 are running equal to last year's year-to-date sales of 90.



Prices

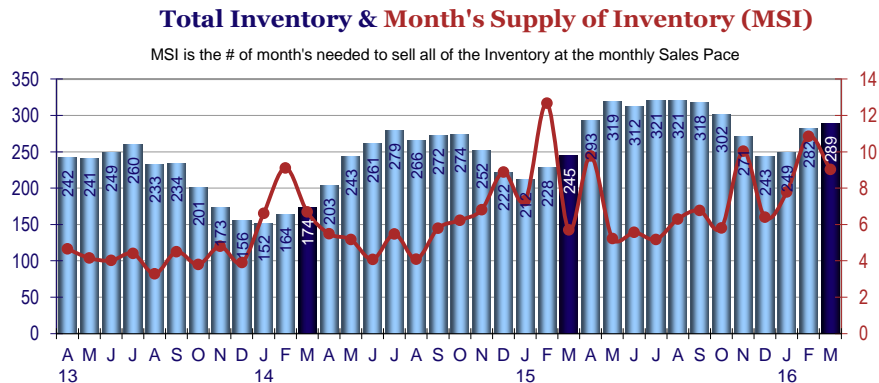
The Median Sales Price in March was \$510,000, up 27.5% from \$400,000 in March of 2015 and up 11.5% from \$457,500 last month. The Average Sales Price in March was \$519,942, up 12.2% from \$463,315 in March of 2015 and up 16.0% from \$448,125 last month. March 2016 ASP was at the highest level compared to March of 2015 and 2014.



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 289, up 2.5% from 282 last month and up 18.0% from 245 in March of last year. March 2016 Inventory was at its highest level compared with March of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2016 MSI of 9.0 months was at its highest level compared with March of 2015 and 2014.



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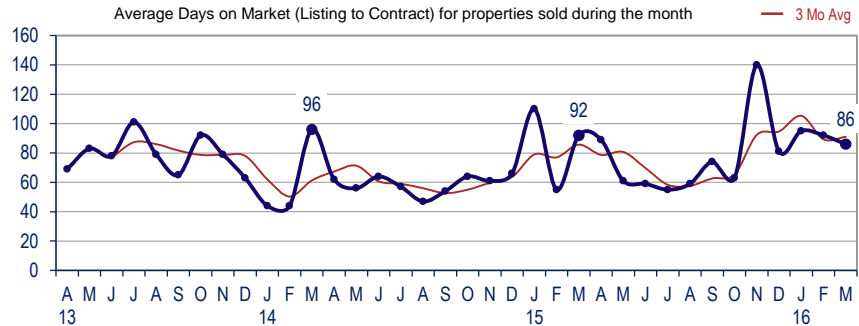


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Market Time

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 March was 86, down 6.5% from 92 days last month and down 6.5% from 92 days in March of last year. The March 2016 DOM was at its lowest level compared with March of 2015 and 2014.

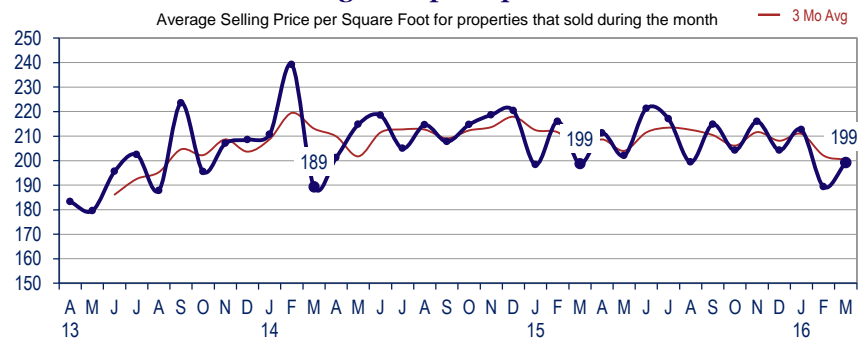
Days On Market for Sold Properties



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 March 2016 Selling Price per Square Foot of \$199 was up 5.2% from \$189 last month and up 0.2% from 199 in March of last year.

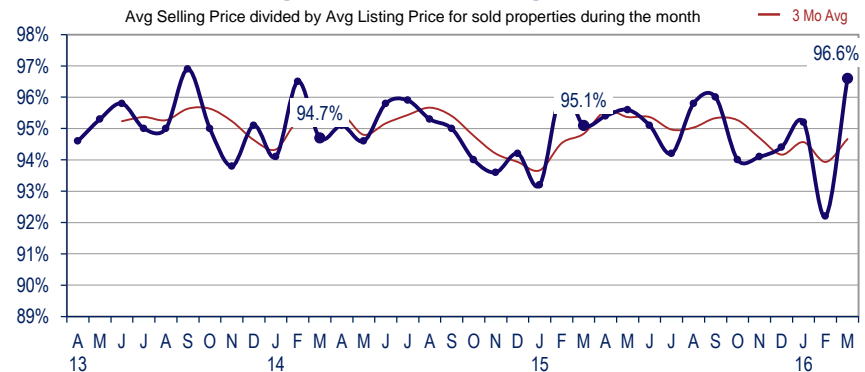
Selling Price per Square Foot



Selling Price versus Listing Price Ratio

Selling Price vs Original Listing Price

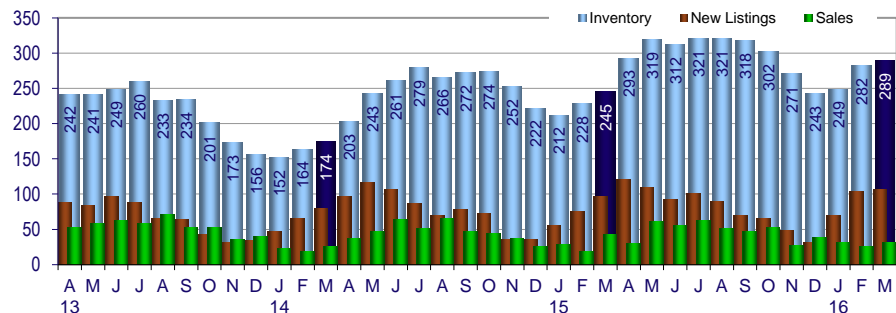
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2016 Selling Price vs Original List Price of 96.6% was up from 92.2% last month and up from 95.1% in March 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 March 2016 was 106, up 1.9% from 104 last month and up 10.4% from 96 in March of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

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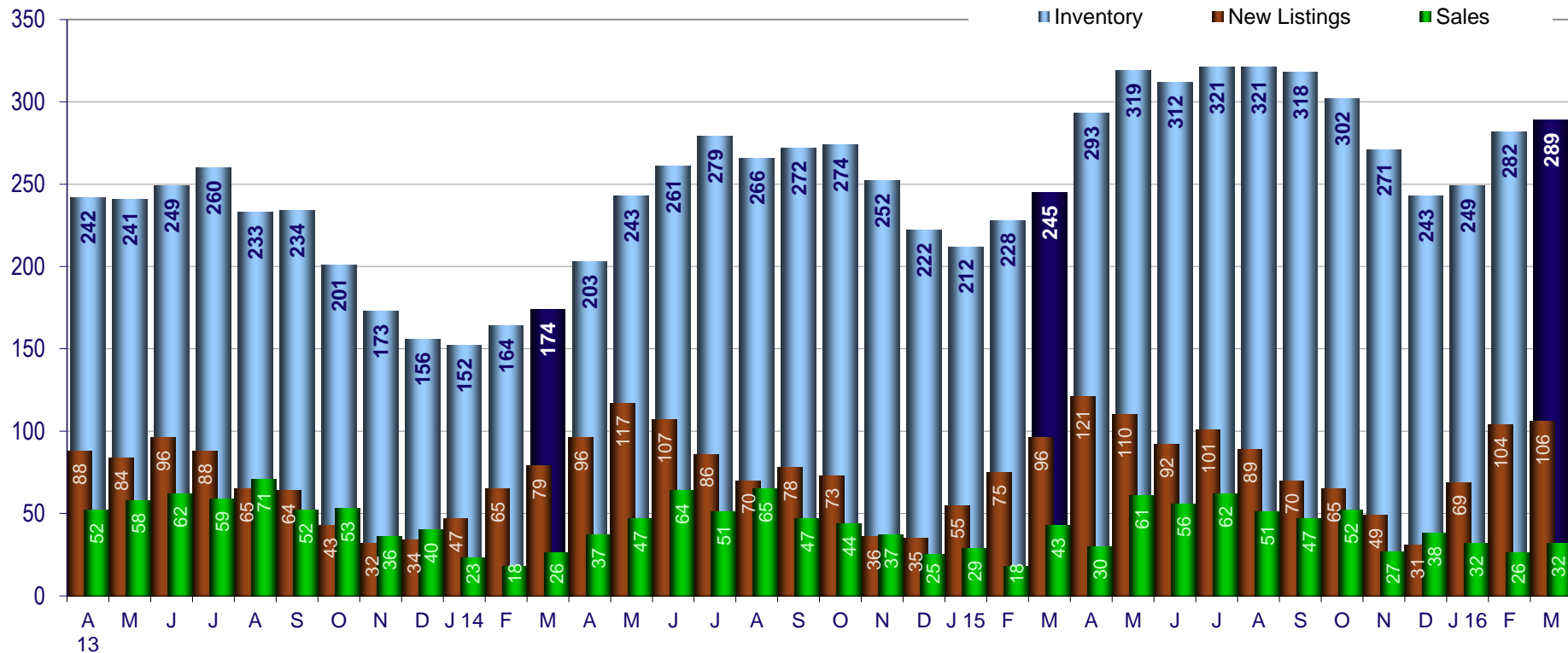
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