

## City: Highland Park



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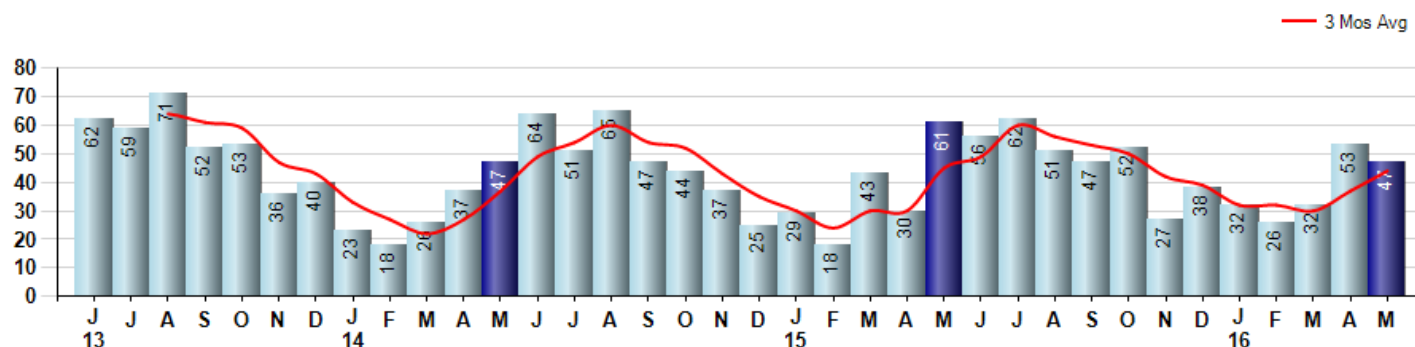
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$778,950	4%		20%				
Average List Price of all Current Listings	\$962,041	2%		6%				
May Median Sales Price	\$522,000	-12%	1%	30%	7%	\$500,000	5%	2%
May Average Sales Price	\$608,032	-10%	4%	31%	10%	\$580,998	16%	5%
Total Properties Currently for Sale (Inventory)	346	8%		8%				
May Number of Properties Sold	47	-11%		-23%			5%	
May Average Days on Market (Solds)	74	-6%	-9%	21%	-1%	84	5%	12%
Asking Price per Square Foot (based on New Listings)	\$249	-1%	1%	7%	5%	\$244	5%	3%
May Sold Price per Square Foot	\$215	-1%	3%	6%	3%	\$209	3%	0%
May Month's Supply of Inventory	7.4	22%	-3%	40%	2%	8.3	2%	15%
May Sale Price vs List Price Ratio	95.4%	0.7%	2%	0%	0.9%	93.6%	-1.6%	-1.0%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

### Property Sales

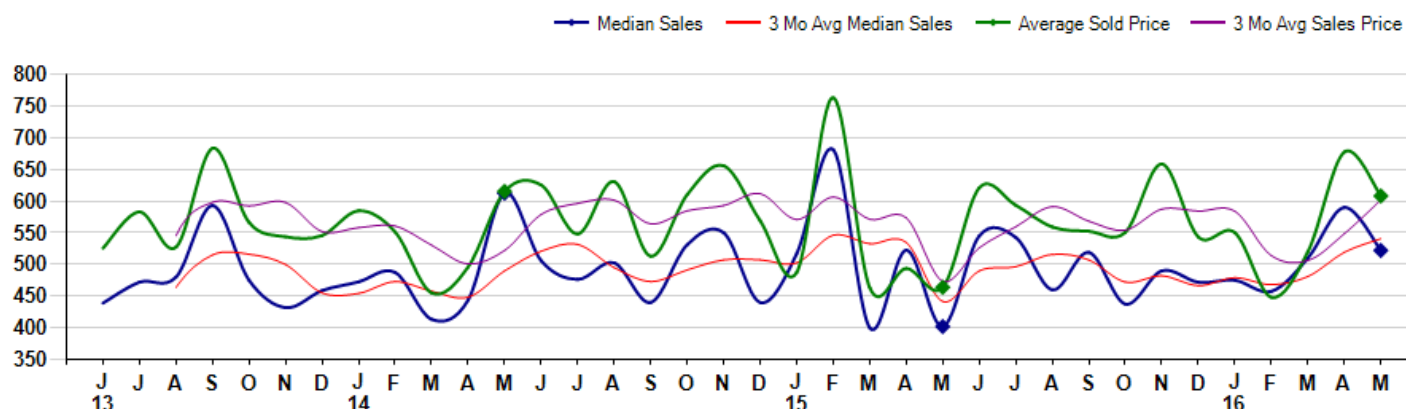
May Property sales were 47, down -23.0% from 61 in May of 2015 and -11.3% lower than the 53 sales last month. May 2016 sales were at their lowest level compared to May of 2015 and 2014. May YTD sales of 190 are running 5.0% ahead of last year's year-to-date sales of 181.



### Prices

The Median Sales Price in May was \$522,000, up 29.9% from \$401,800 in May of 2015 and down -11.5% from \$590,000 last month. The Average Sales Price in May was \$608,032, up 31.1% from \$463,904 in May of 2015 and down -10.3% from \$677,634 last month. May 2016 ASP was at a mid range compared to May of 2015 and 2014.

Median means Middle (the same # of properties sold above and below Median) (000's)



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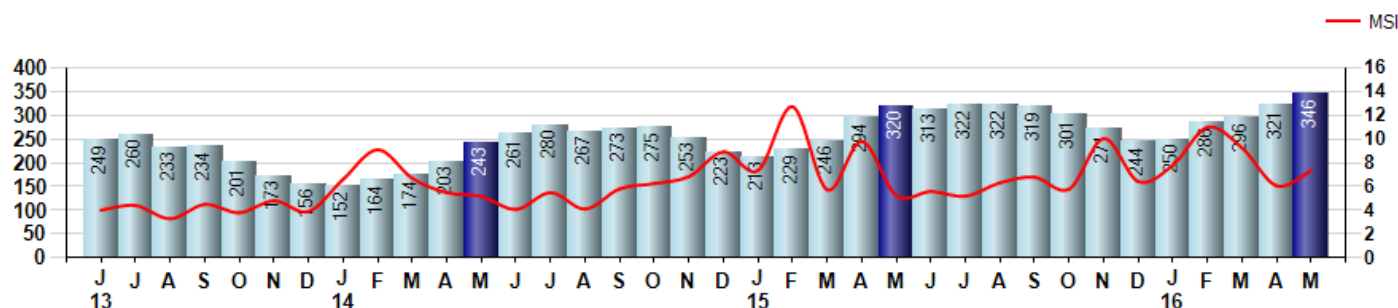
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### Inventory & MSI

The Total Inventory of Properties available for sale as of May was 346, up 7.8% from 321 last month and up 8.1% from 320 in May of last year. May 2016 Inventory was at highest level compared to May of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2016 MSI of 7.4 months was at its highest level compared with May of 2015 and 2014.

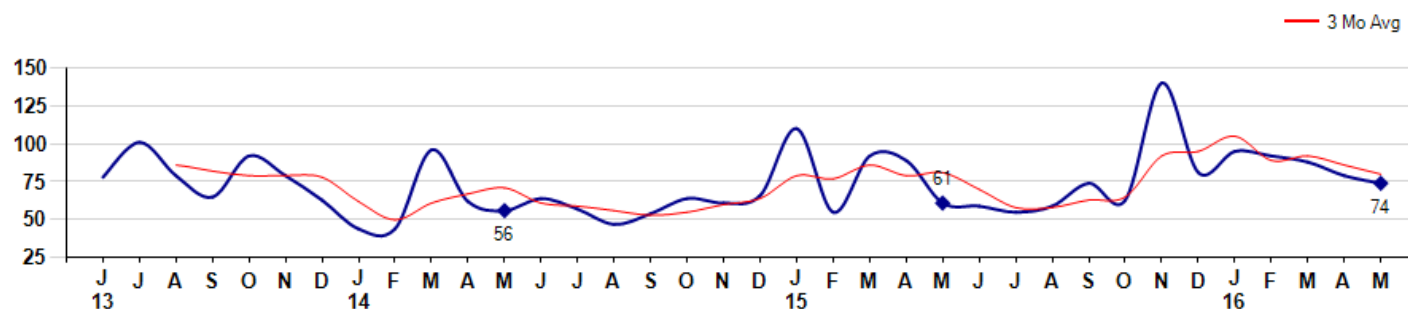
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 May was 74, down -6.3% from 79 days last month and up 21.3% from 61 days in May of last year. The May 2016 DOM was at its highest level compared with May of 2015 and 2014.

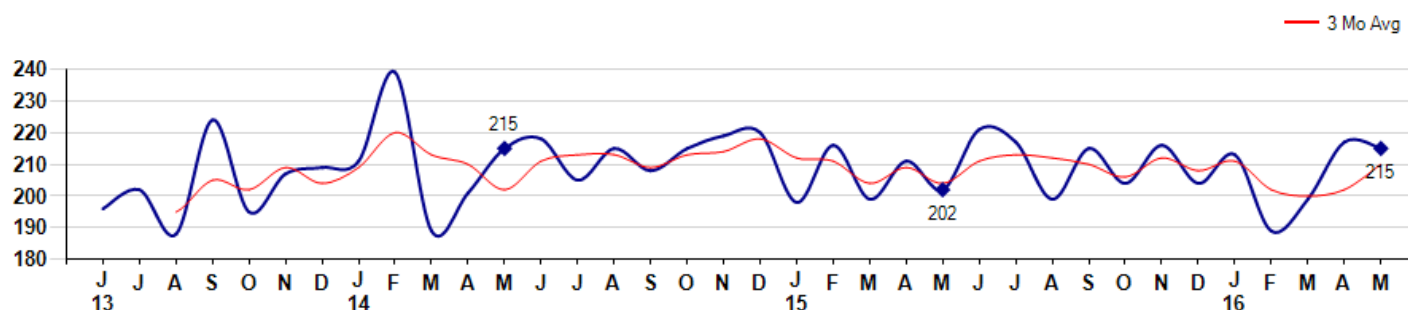
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 May 2016 Selling Price per Square Foot of \$215 was down -0.9% from \$217 last month and up 6.4% from \$202 in May of last year.

Average Selling Price per Square Foot for properties that sold during the month



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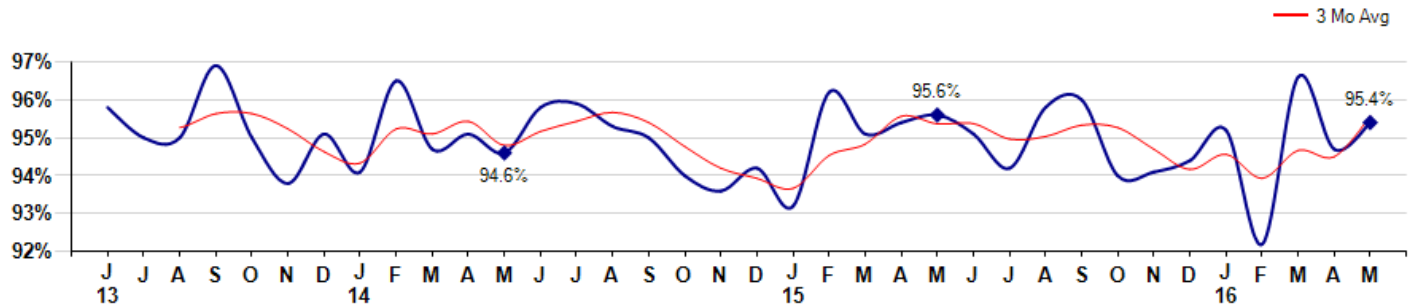


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### Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their 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 May 2016 Selling Price vs List Price of 95.4% was up from 94.7% last month and down from 95.6% in May of last year.

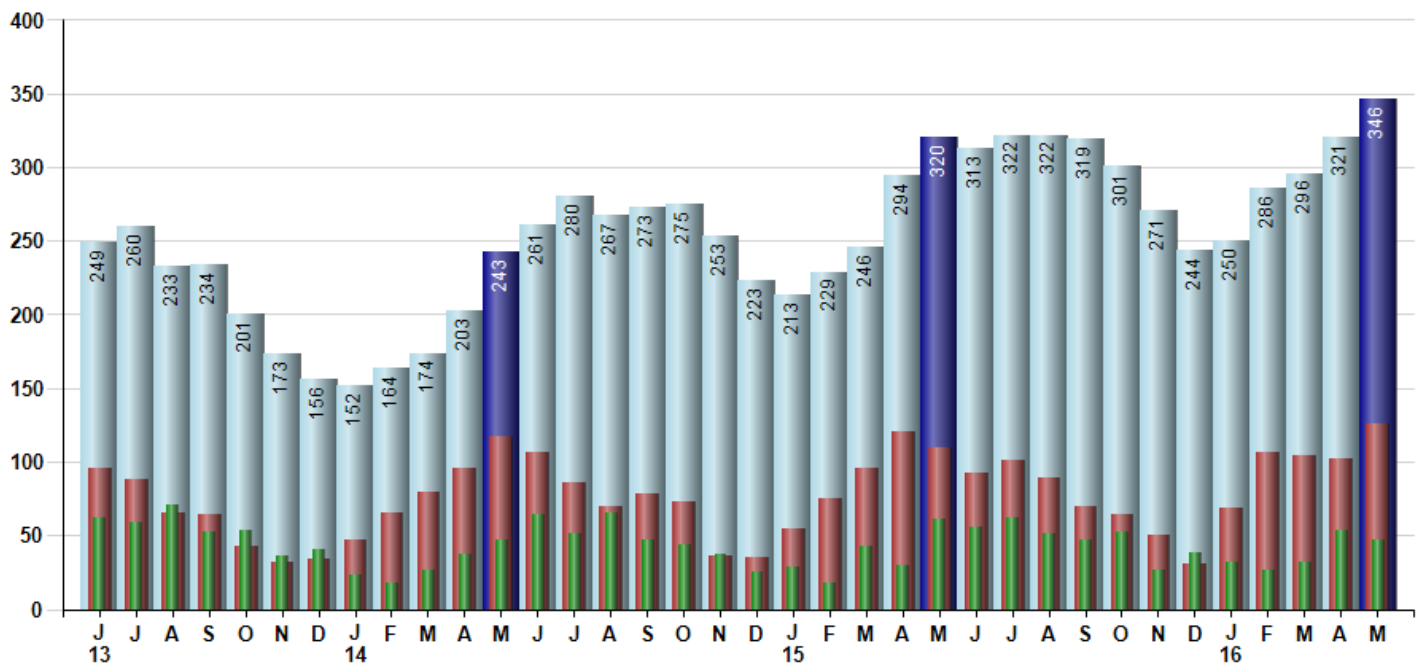
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 May 2016 was 126, up 23.5% from 102 last month and up 14.5% from 110 in May of last year.

Inventory NewListings Sold



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# MARKET ACTION REPORT

May 2016

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	J 13	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M
Homes Sold	62	59	71	52	53	36	40	23	18	26	37	47	64	51	65	47	44	37	25	29	18	43	30	61	56	62	51	47	52	27	38	32	26	32	53	47
3 Mo. Roll Avg			64	61	59	47	43	33	27	22	27	37	49	54	60	54	52	43	35	30	24	30	30	45	49	60	56	53	50	42	39	32	32	30	37	44

(000's)	J 13	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M
MedianSalePrice	439	472	480	593	475	432	459	473	488	413	444	613	506	476	503	440	531	550	440	517	681	400	523	402	545	543	460	519	438	490	472	475	458	510	590	522
3 Mo. Roll Avg			464	515	516	500	455	454	473	458	448	490	521	532	495	473	491	507	507	502	546	533	535	442	490	496	516	507	472	482	466	479	468	481	519	541

	J 13	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M
Inventory	249	260	233	234	201	173	156	152	164	174	203	243	261	280	267	273	275	253	223	213	229	246	294	320	313	322	322	319	301	271	244	250	286	296	321	346
MSI	4	4	3	5	4	5	4	7	9	7	5	5	4	5	4	6	6	7	9	7	13	6	10	5	6	5	6	7	6	10	6	8	11	9	6	7

	J 13	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M
Days On Market	78	101	79	65	92	79	63	44	44	96	62	56	64	57	47	54	64	61	66	110	55	92	89	61	59	55	59	74	63	140	81	95	92	88	79	74
3 Mo. Roll Avg			86	82	79	79	78	62	50	61	67	71	61	59	56	53	55	60	64	79	77	86	79	81	70	58	58	63	65	92	95	105	89	92	86	80

	J 13	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M
Price per Sq Ft	196	202	188	224	195	207	209	211	239	189	201	215	218	205	215	208	215	219	220	198	216	199	211	202	221	217	199	215	204	216	204	213	189	199	217	215
3 Mo. Roll Avg			195	205	202	209	204	209	220	213	210	202	211	213	213	209	213	214	218	212	211	204	209	204	211	213	212	210	206	212	208	211	202	200	202	210

	J 13	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M
Sale to List Price	0.958	0.950	0.950	0.969	0.950	0.938	0.951	0.941	0.965	0.947	0.951	0.946	0.958	0.959	0.953	0.950	0.940	0.936	0.942	0.932	0.962	0.951	0.954	0.956	0.951	0.942	0.958	0.960	0.940	0.941	0.944	0.952	0.922	0.966	0.947	0.954
3 Mo. Roll Avg			0.953	0.956	0.956	0.952	0.946	0.943	0.952	0.951	0.954	0.948	0.952	0.954	0.957	0.954	0.948	0.942	0.939	0.937	0.945	0.948	0.956	0.954	0.954	0.950	0.950	0.953	0.953	0.947	0.942	0.946	0.939	0.947	0.945	0.956

	J 13	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M
New Listings	96	88	65	64	43	32	34	47	65	79	96	117	107	86	70	78	73	36	35	55	75	96	121	110	92	101	89	70	64	50	31	69	106	104	102	126
Inventory	249	260	233	234	201	173	156	152	164	174	203	243	261	280	267	273	275	253	223	213	229	246	294	320	313	322	322	319	301	271	244	250	286	296	321	346
Sales	62	59	71	52	53	36	40	23	18	26	37	47	64	51	65	47	44	37	25	29	18	43	30	61	56	62	51	47	52	27	38	32	26	32	53	47

(000's)	J 13	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M
Avg Sale Price	526	583	527	684	566	544	546	585	551	455	496	615	625	548	631	513	610	656	569	487	763	463	494	464	621	593	559	552	551	659	543	550	448	520	678	608
3 Mo. Roll Avg			545	598	592	598	552	558	561	530	501	522	579	596	601	564	585	593	612	571	607	571	573	474	526	559	591	568	554	587	584	584	514	506	549	602

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