

City: Highland Park



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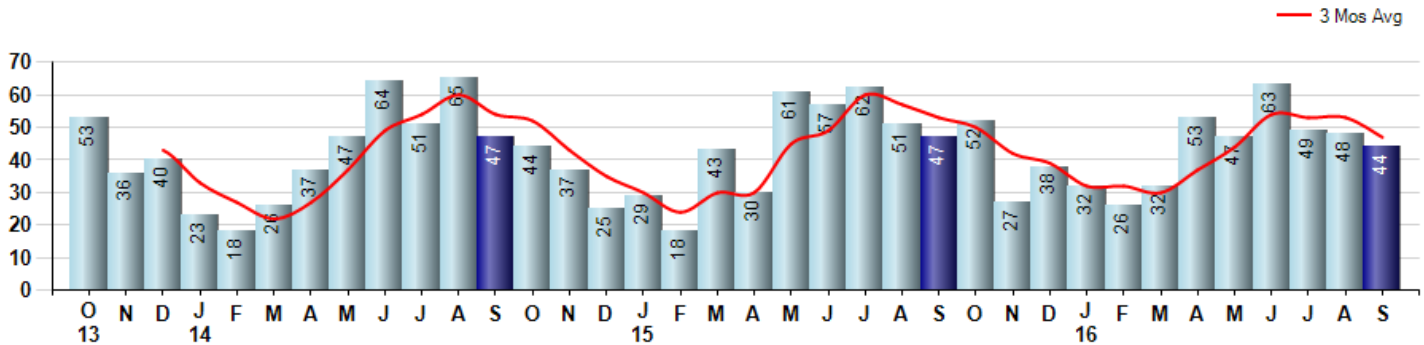
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$749,000	4%		8%				
Average List Price of all Current Listings	\$964,511	0%		2%				
September Median Sales Price	\$540,750	16%	5%	4%	10%	\$506,300	1%	3%
September Average Sales Price	\$549,192	-2%	-5%	-1%	-1%	\$578,807	6%	5%
Total Properties Currently for Sale (Inventory)	355	2%		11%				
September Number of Properties Sold	44	-8%		-6%			-1%	
September Average Days on Market (Solds)	62	9%	3%	-16%	-17%	72	3%	-4%
Asking Price per Square Foot (based on New Listings)	\$238	4%	-7%	0%	1%	\$247	5%	5%
September Sold Price per Square Foot	\$198	-3%	-6%	-8%	-5%	\$210	1%	1%
September Month's Supply of Inventory	8.1	12%	8%	18%	11%	7.8	8%	7%
September Sale Price vs List Price Ratio	95.8%	0.2%	0%	0%	1.3%	94.6%	-0.4%	-0.1%

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

Property Sales

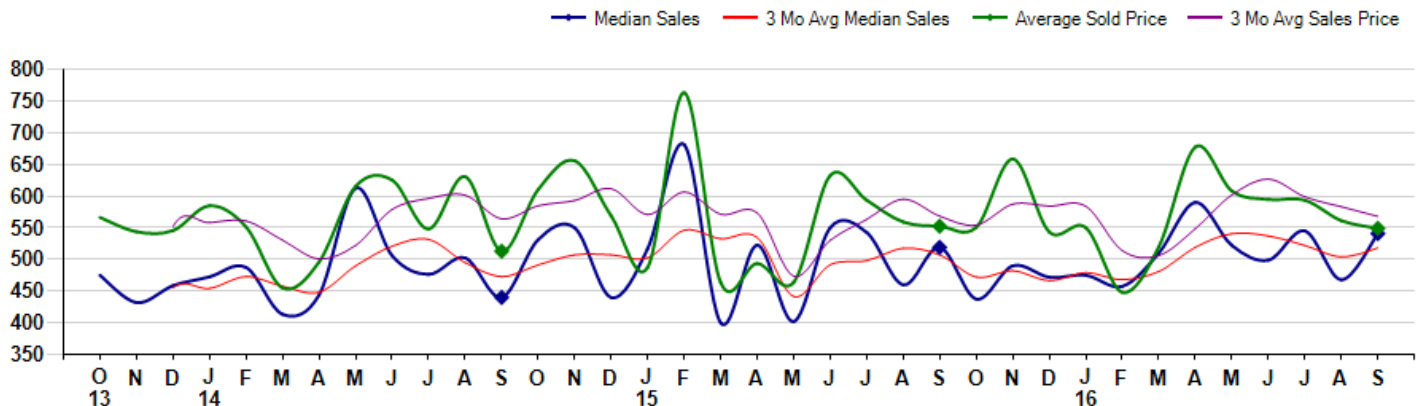
September Property sales were 44, down -6.4% from 47 in September of 2015 and -8.3% lower than the 48 sales last month. September 2016 sales were at their lowest level compared to September of 2015 and 2014. September YTD sales of 394 are running -1.0% behind last year's year-to-date sales of 398.



Prices

The Median Sales Price in September was \$540,750, up 4.2% from \$519,000 in September of 2015 and up 15.5% from \$468,000 last month. The Average Sales Price in September was \$549,192, down -0.6% from \$552,444 in September of 2015 and down -2.1% from \$561,253 last month. September 2016 ASP was at a mid range compared to September of 2015 and 2014.

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



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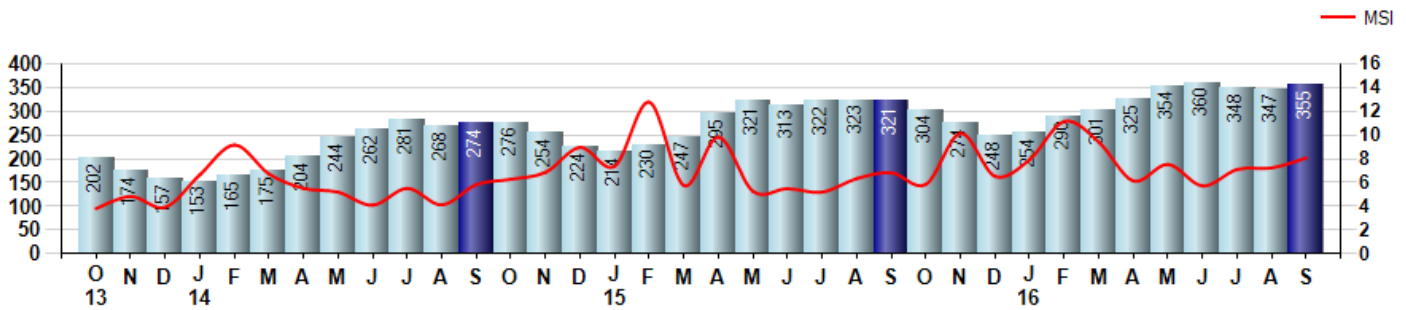
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Inventory & MSI

The Total Inventory of Properties available for sale as of September was 355, up 2.3% from 347 last month and up 10.6% from 321 in September of last year. September 2016 Inventory was at highest level compared to September of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2016 MSI of 8.1 months was at its highest level compared with September of 2015 and 2014.

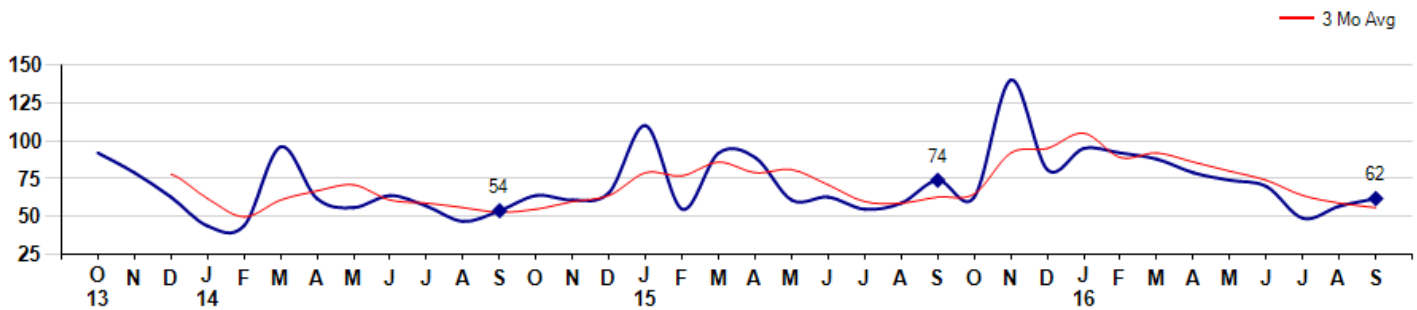
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 September was 62, up 8.8% from 57 days last month and down -16.2% from 74 days in September of last year. The September 2016 DOM was at a mid range compared with September of 2015 and 2014.

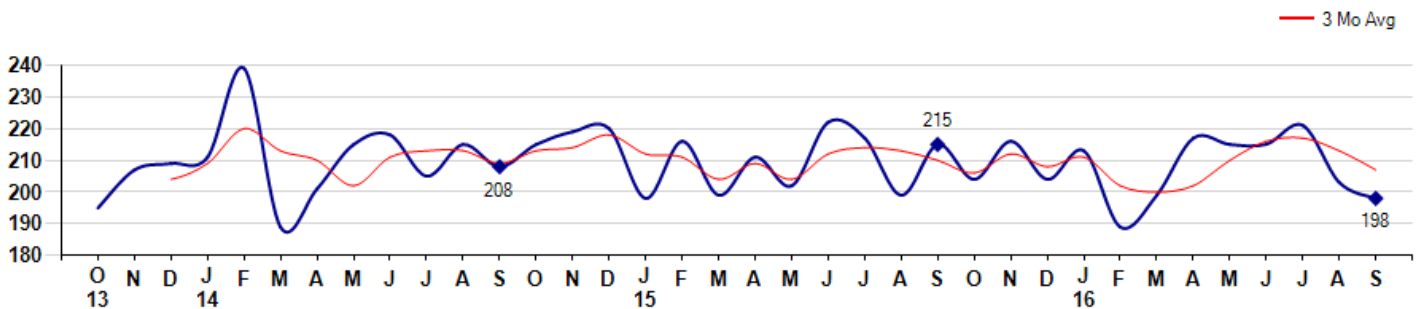
Average Days on Market(Listing to Contract) for properties sold during the month



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 September 2016 Selling Price per Square Foot of \$198 was down -2.5% from \$203 last month and down -7.9% from \$215 in September of last year.

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



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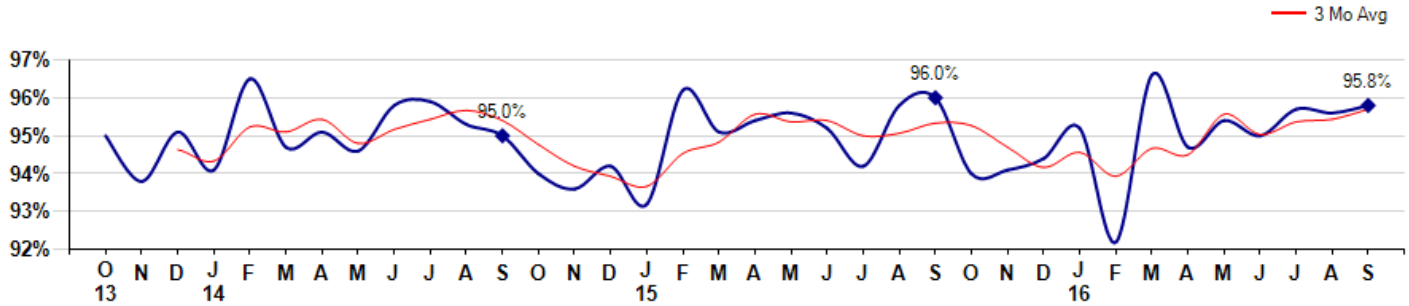


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Selling Price vs Listing Price

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 September 2016 Selling Price vs List Price of 95.8% was up from 95.6% last month and down from 96.0% in September of last year.

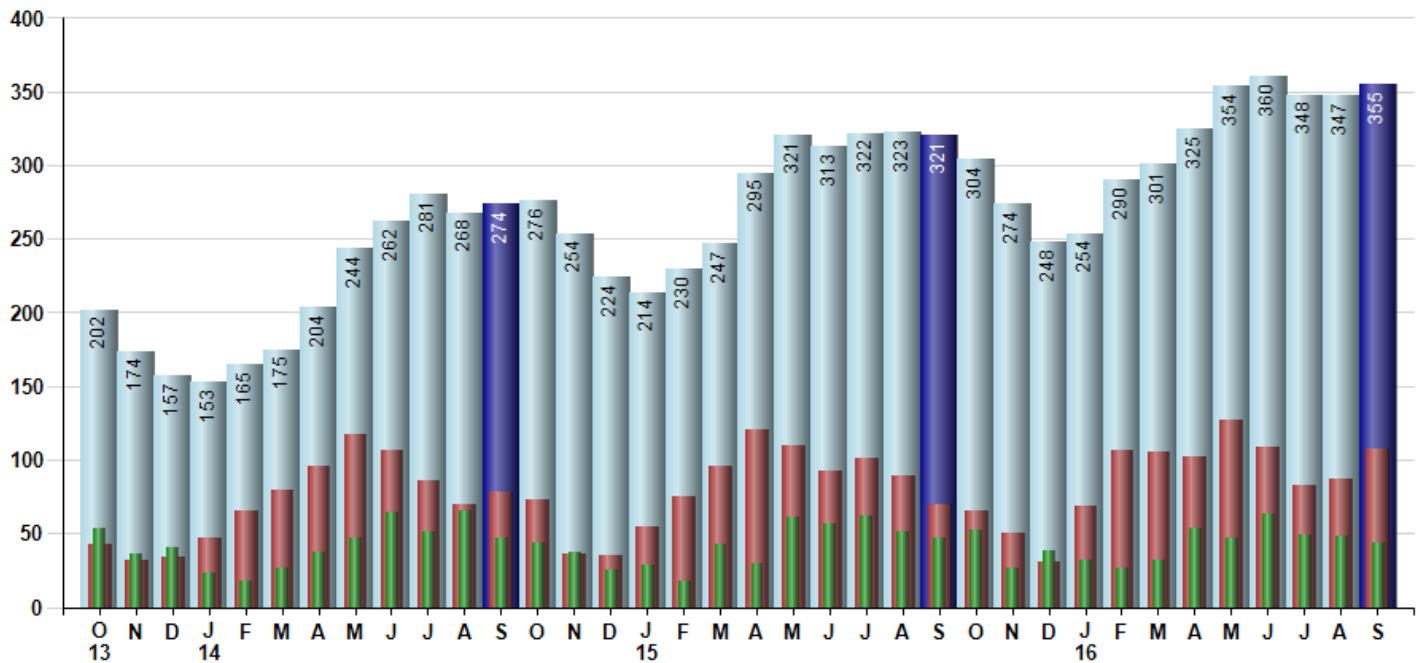
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 September 2016 was 108, up 24.1% from 87 last month and up 54.3% from 70 in September of last year.

Inventory New Listings Sold



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MARKET ACTION REPORT

September 2016

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	O 13	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	J	J	A	S
Homes Sold	53	36	40	23	18	26	37	47	64	51	65	47	44	37	25	29	18	43	30	61	57	62	51	47	52	27	38	32	26	32	53	47	63	49	48	44
3 Mo. Roll Avg			43	33	27	22	27	37	49	54	60	54	52	43	35	30	24	30	30	45	49	60	57	53	50	42	39	32	32	30	37	44	54	53	53	47

	(000's) O 13	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	J	J	A	S
Median Sale Price	475	432	459	473	488	413	444	613	506	476	503	440	531	550	440	517	681	400	523	402	550	543	460	519	438	490	472	475	458	510	590	522	499	545	468	541
3 Mo. Roll Avg			455	454	473	458	448	490	521	532	495	473	491	507	507	502	546	533	535	442	492	498	518	507	472	482	466	479	468	481	519	541	537	522	504	518

	O 13	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	J	J	A	S
Inventory	202	174	157	153	165	175	204	244	262	281	268	274	276	254	224	214	230	247	295	321	313	322	323	321	304	274	248	254	290	301	325	354	360	348	347	355
MSI	4	5	4	7	9	7	6	5	4	6	4	6	6	7	9	7	13	6	10	5	5	5	6	7	6	10	7	8	11	9	6	8	6	7	7	8

	O 13	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	J	J	A	S
Days On Market	92	79	63	44	44	96	62	56	64	57	47	54	64	61	66	110	55	92	89	61	63	55	59	74	63	140	81	95	92	88	79	74	70	49	57	62
3 Mo. Roll Avg			78	62	50	61	67	71	61	59	56	53	55	60	64	79	77	86	79	81	71	60	59	63	65	92	95	105	89	92	86	80	74	64	59	56

	O 13	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	J	J	A	S
Price per Sq Ft	195	207	209	211	239	189	201	215	218	205	215	208	215	219	220	198	216	199	211	202	222	217	199	215	204	216	204	213	189	199	217	215	215	221	203	198
3 Mo. Roll Avg			204	209	220	213	210	202	211	213	213	209	213	214	218	212	211	204	209	204	212	214	213	210	206	212	208	211	202	200	202	210	216	217	213	207

	O 13	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	J	J	A	S
Sale to List Price	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	0.952	0.942	0.958	0.960	0.940	0.941	0.944	0.952	0.922	0.966	0.947	0.954	0.950	0.957	0.956	0.958
3 Mo. Roll Avg			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	0.951	0.953	0.953	0.947	0.942	0.946	0.939	0.947	0.945	0.956	0.950	0.954	0.954	0.957

	O 13	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	J	J	A	S
New Listings	43	32	34	47	65	79	96	117	107	86	70	78	73	36	35	55	75	96	121	110	92	101	89	70	65	50	31	69	106	105	102	127	109	83	87	108
Inventory	202	174	157	153	165	175	204	244	262	281	268	274	276	254	224	214	230	247	295	321	313	322	323	321	304	274	248	254	290	301	325	354	360	348	347	355
Sales	53	36	40	23	18	26	37	47	64	51	65	47	44	37	25	29	18	43	30	61	57	62	51	47	52	27	38	32	26	32	53	47	63	49	48	44

	(000's) O 13	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	J	J	A	S
Avg Sale Price	566	544	546	585	551	455	496	615	625	548	631	513	610	656	569	487	763	463	494	464	633	593	559	552	551	659	543	550	448	520	678	608	595	594	561	549
3 Mo. Roll Avg			552	558	561	530	501	522	579	596	601	564	585	593	612	571	607	571	573	474	530	563	595	568	554	587	584	584	514	506	549	602	627	599	583	568

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