

City: Highland Park



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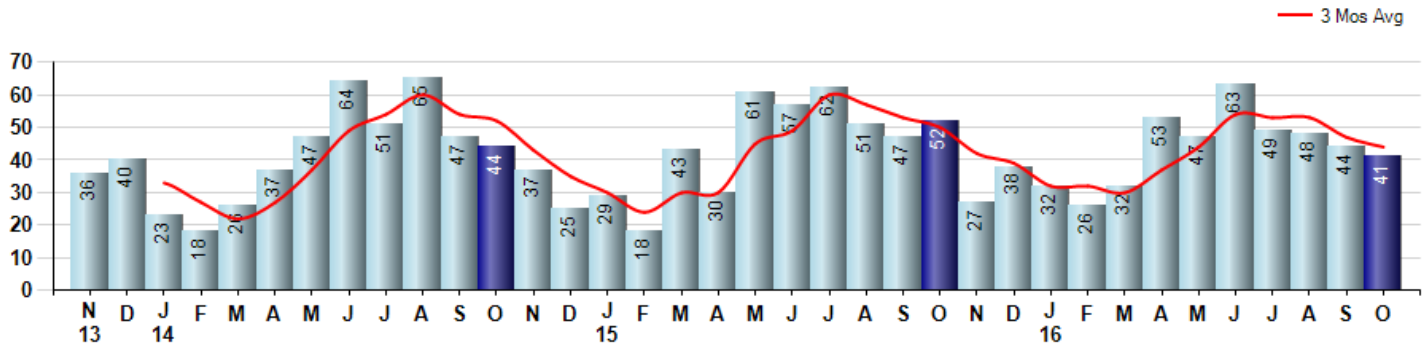
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$699,000	-2%		1%				
Average List Price of all Current Listings	\$938,497	-1%		-3%				
October Median Sales Price	\$455,500	-16%	-9%	4%	-7%	\$500,000	1%	2%
October Average Sales Price	\$509,693	-7%	-8%	-7%	-8%	\$572,292	4%	3%
Total Properties Currently for Sale (Inventory)	329	-9%		8%				
October Number of Properties Sold	41	-7%		-21%			-3%	
October Average Days on Market (Solds)	81	31%	31%	29%	8%	72	4%	-4%
Asking Price per Square Foot (based on New Listings)	\$237	0%	-7%	-4%	0%	\$246	4%	4%
October Sold Price per Square Foot	\$193	-3%	-5%	-5%	-8%	\$208	-1%	-1%
October Month's Supply of Inventory	8.0	-3%	2%	37%	10%	7.9	11%	8%
October Sale Price vs List Price Ratio	94.2%	-1.7%	-1%	0%	-0.4%	94.5%	-0.2%	-0.1%

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

Property Sales

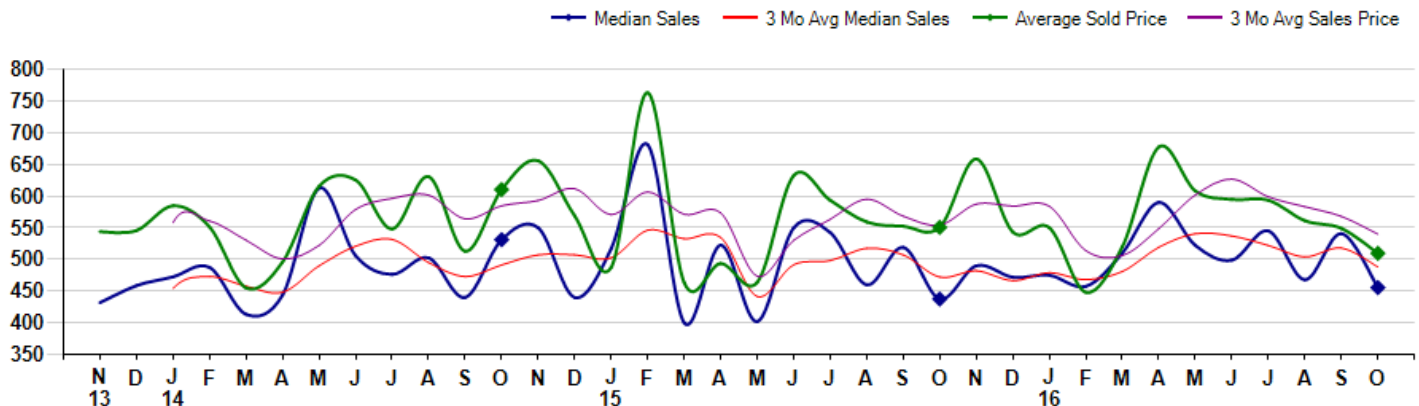
October Property sales were 41, down -21.2% from 52 in October of 2015 and -6.8% lower than the 44 sales last month. October 2016 sales were at their lowest level compared to October of 2015 and 2014. October YTD sales of 435 are running -3.3% behind last year's year-to-date sales of 450.



Prices

The Median Sales Price in October was \$455,500, up 4.1% from \$437,500 in October of 2015 and down -15.8% from \$540,750 last month. The Average Sales Price in October was \$509,693, down -7.4% from \$550,692 in October of 2015 and down -7.2% from \$549,192 last month. October 2016 ASP was at the lowest level compared to October of 2015 and 2014.

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



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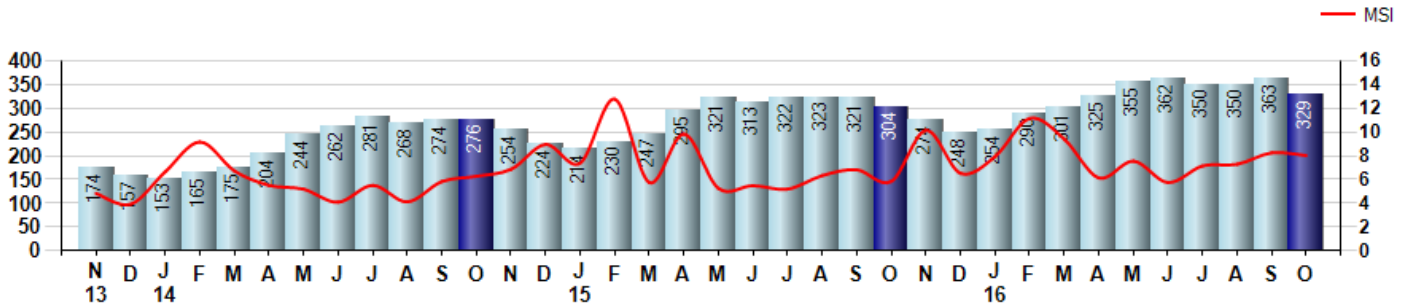
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Inventory & MSI

The Total Inventory of Properties available for sale as of October was 329, down -9.4% from 363 last month and up 8.2% from 304 in October of last year. October 2016 Inventory was at highest level compared to October of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2016 MSI of 8.0 months was at its highest level compared with October of 2015 and 2014.

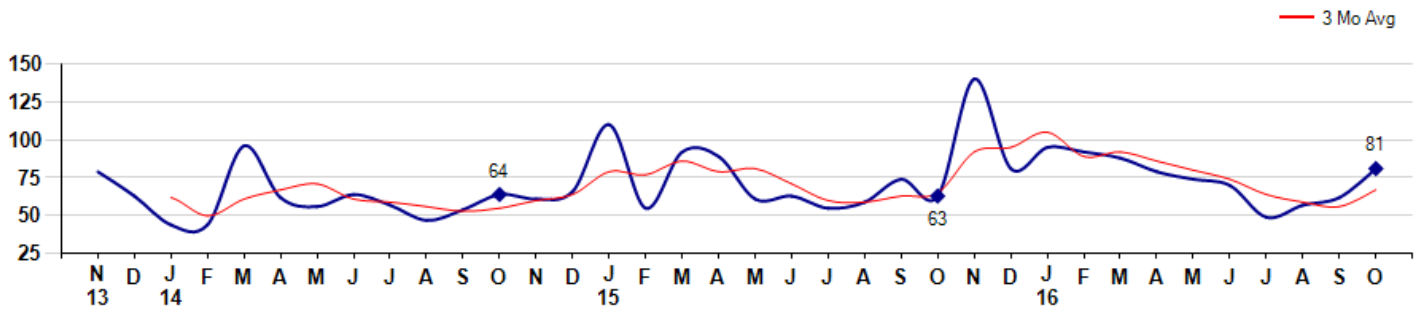
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 October was 81, up 30.6% from 62 days last month and up 28.6% from 63 days in October of last year. The October 2016 DOM was at its highest level compared with October of 2015 and 2014.

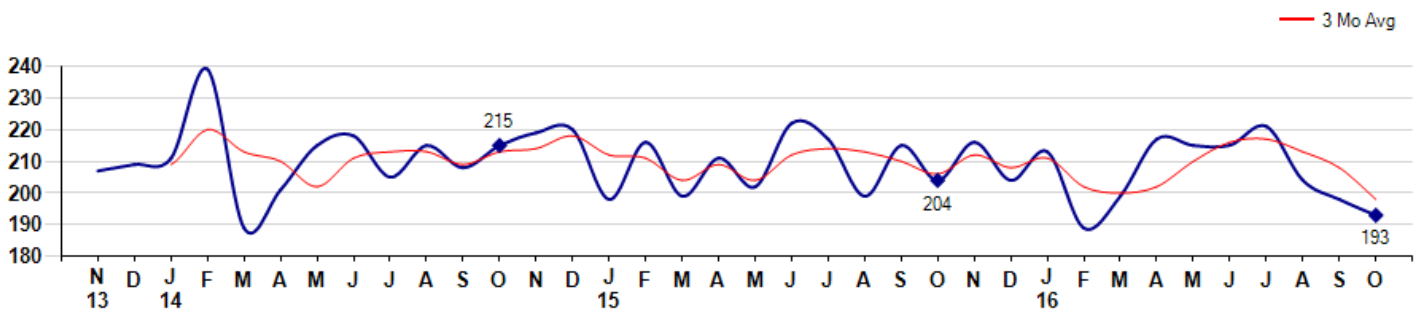
Average Days on Market(Listing to Contract) for properties sold during the month



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 October 2016 Selling Price per Square Foot of \$193 was down -2.5% from \$198 last month and down -5.4% from \$204 in October of last year.

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



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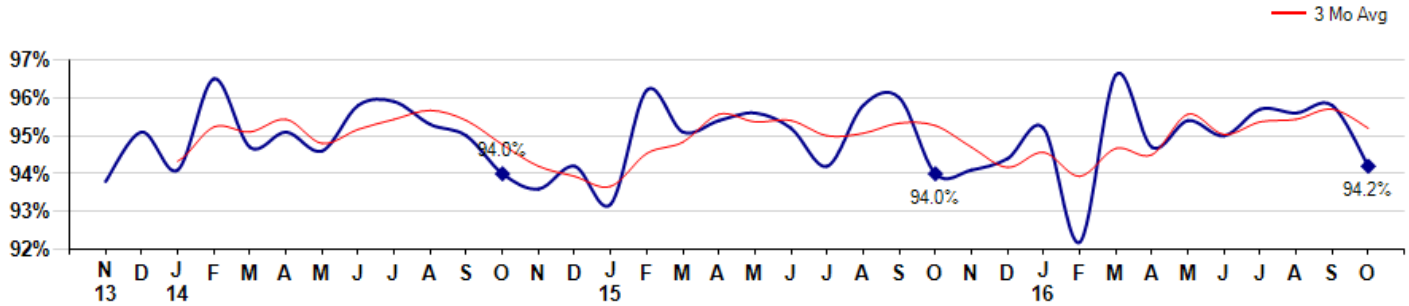


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Selling Price vs Listing Price

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 October 2016 Selling Price vs List Price of 94.2% was down from 95.8% last month and up from 94.0% in October of last year.

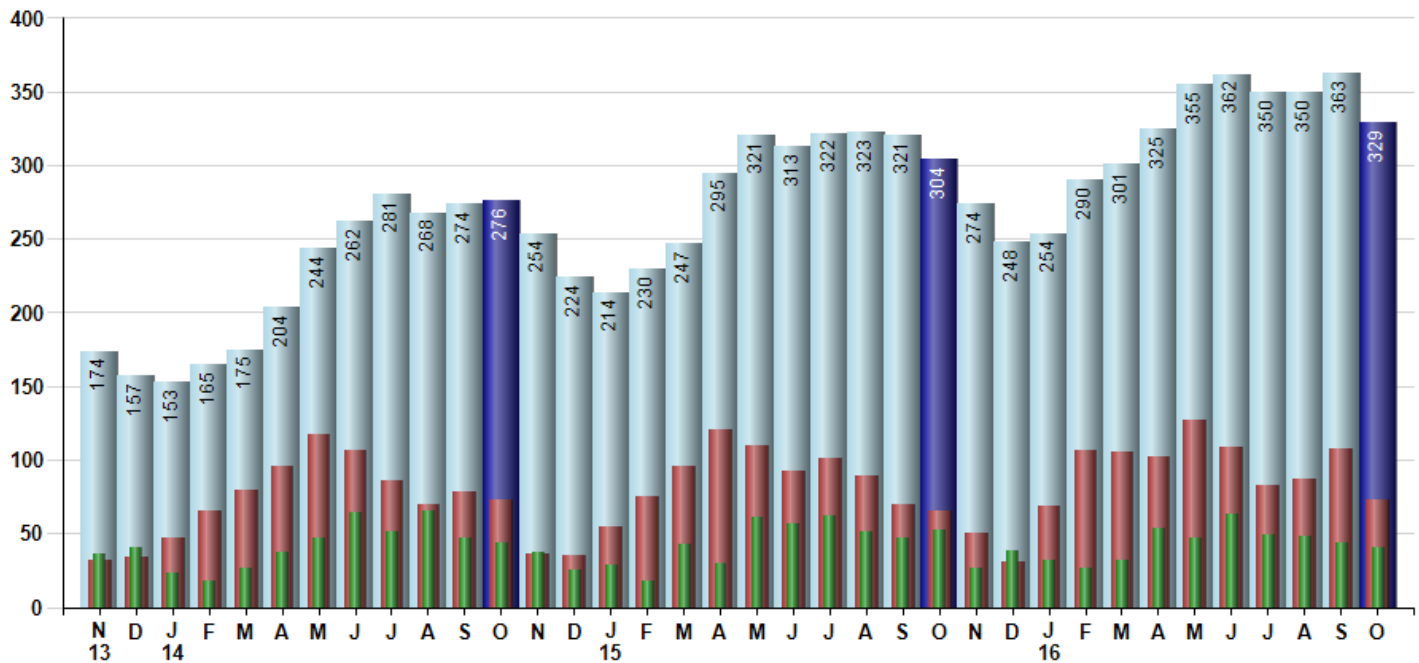
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 October 2016 was 73, down -32.4% from 108 last month and up 12.3% from 65 in October of last year.

Inventory (light blue), New Listings (red), Sold (green)



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Homes Sold	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	41
3 Mo. Roll Avg			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	44

	(000's) N 13	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	O
Median Sale Price	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	456
3 Mo. Roll Avg			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	488

	N 13	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	O
Inventory	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	355	362	350	350	363	329
MSI	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	8

	N 13	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	O
Days On Market	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	81
3 Mo. Roll Avg			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	67

	N 13	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	O
Price per Sq Ft	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	204	198	193
3 Mo. Roll Avg			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	208	198

	N 13	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	O
Sale to List Price	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	0.942
3 Mo. Roll Avg			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	0.952

	N 13	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	O
New Listings	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	73
Inventory	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	355	362	350	350	363	329
Sales	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	41

	(000's) N 13	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	O
Avg Sale Price	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	510
3 Mo. Roll Avg			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	540

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