

## City: Highland Park



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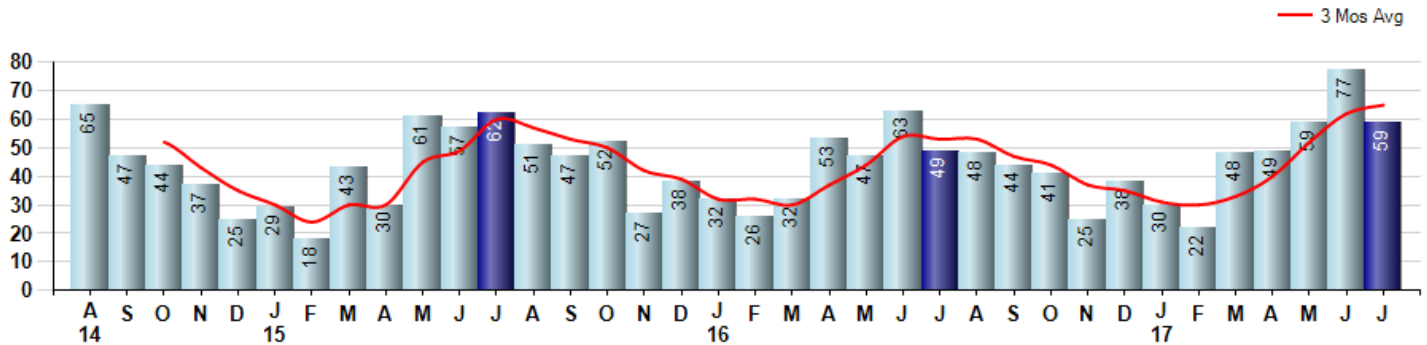
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$699,000	0%		-5%				
Average List Price of all Current Listings	\$960,995	0%		0%				
July Median Sales Price	\$475,000	-10%	-5%	-13%	-4%	\$480,000	-7%	-3%
July Average Sales Price	\$521,360	-22%	-13%	-12%	-9%	\$572,213	-2%	-1%
Total Properties Currently for Sale (Inventory)	364	-2%		3%				
July Number of Properties Sold	59	-23%		20%			14%	
July Average Days on Market (Solds)	58	-23%	-24%	18%	-21%	81	8%	11%
Asking Price per Square Foot (based on New Listings)	\$239	-1%	-1%	-25%	-2%	\$236	-5%	-3%
July Sold Price per Square Foot	\$208	-4%	-3%	-6%	1%	\$207	-2%	0%
July Month's Supply of Inventory	6.2	28%	7%	-14%	-26%	7.8	-1%	-6%
July Sale Price vs List Price Ratio	93.7%	2.1%	1%	0%	2.7%	91.5%	-0.5%	0.3%

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

### Property Sales

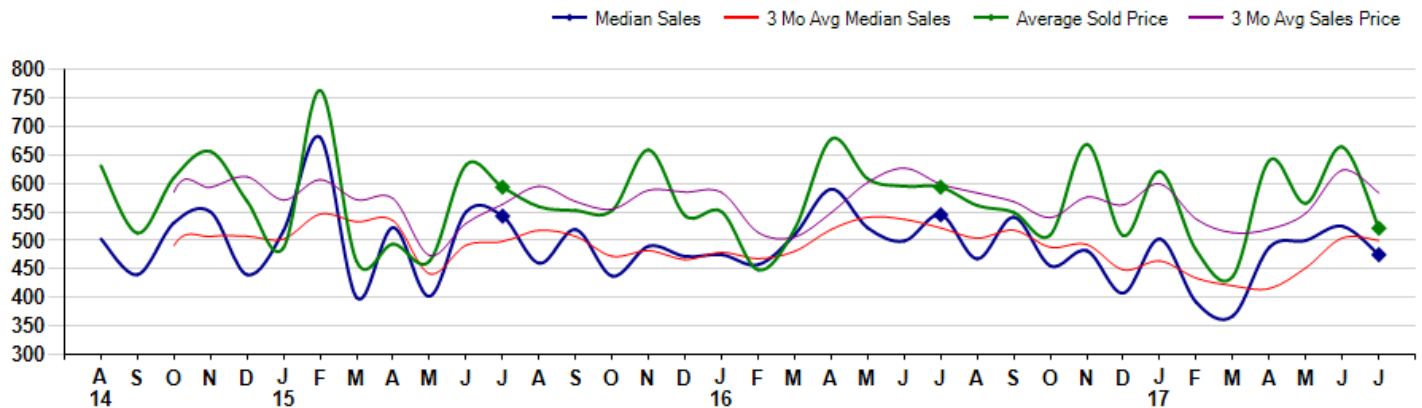
July Property sales were 59, up 20.4% from 49 in July of 2016 and -23.4% lower than the 77 sales last month. July 2017 sales were at a mid level compared to July of 2016 and 2015. July YTD sales of 344 are running 13.9% ahead of last year's year-to-date sales of 302.



### Prices

The Median Sales Price in July was \$475,000, down -12.8% from \$545,000 in July of 2016 and down -9.5% from \$525,000 last month. The Average Sales Price in July was \$521,360, down -12.2% from \$593,515 in July of 2016 and down -21.5% from \$664,042 last month. July 2017 ASP was at the lowest level compared to July of 2016 and 2015.

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



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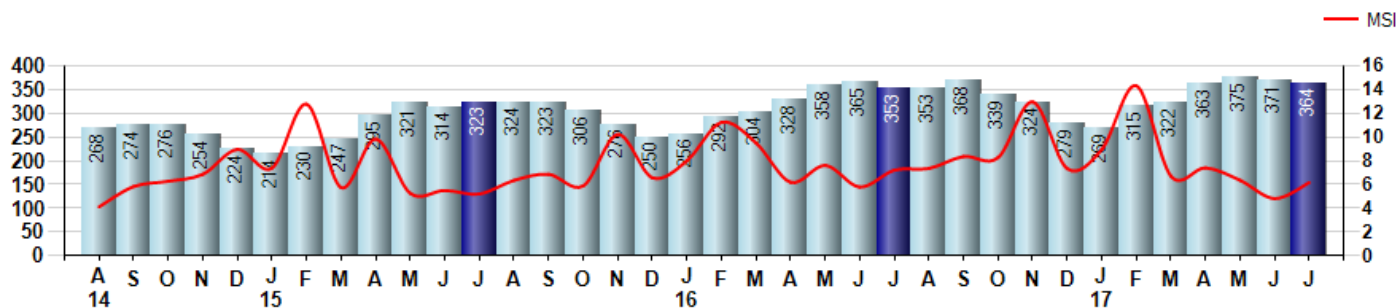
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### Inventory & MSI

The Total Inventory of Properties available for sale as of July was 364, down -1.9% from 371 last month and up 3.1% from 353 in July of last year. July 2017 Inventory was at highest level compared to July of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2017 MSI of 6.2 months was at a mid range compared with July of 2016 and 2015.

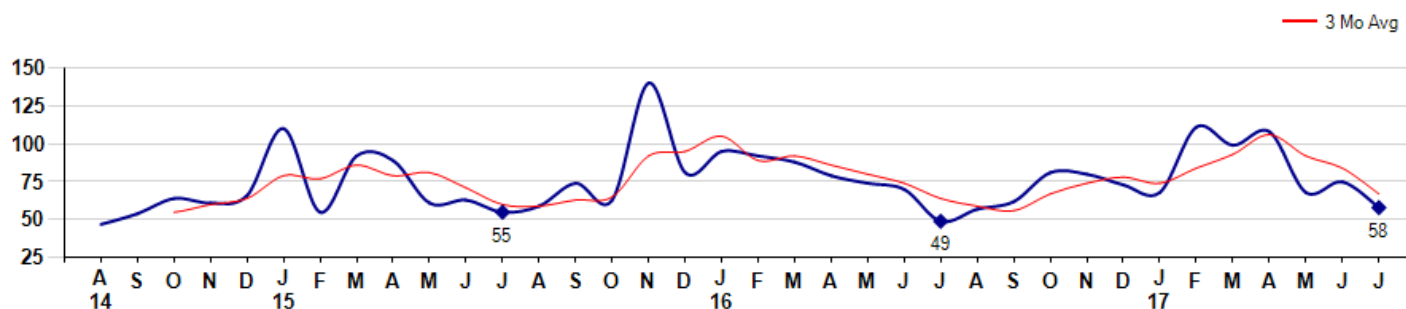
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 July was 58, down -22.7% from 75 days last month and up 18.4% from 49 days in July of last year. The July 2017 DOM was at its highest level compared with July of 2016 and 2015.

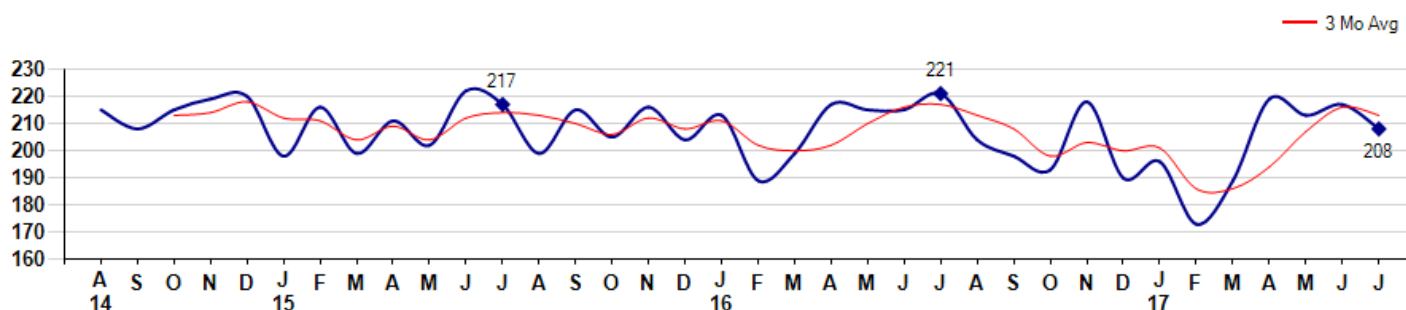
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 July 2017 Selling Price per Square Foot of \$208 was down -4.1% from \$217 last month and down -5.9% from \$221 in July of last year.

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



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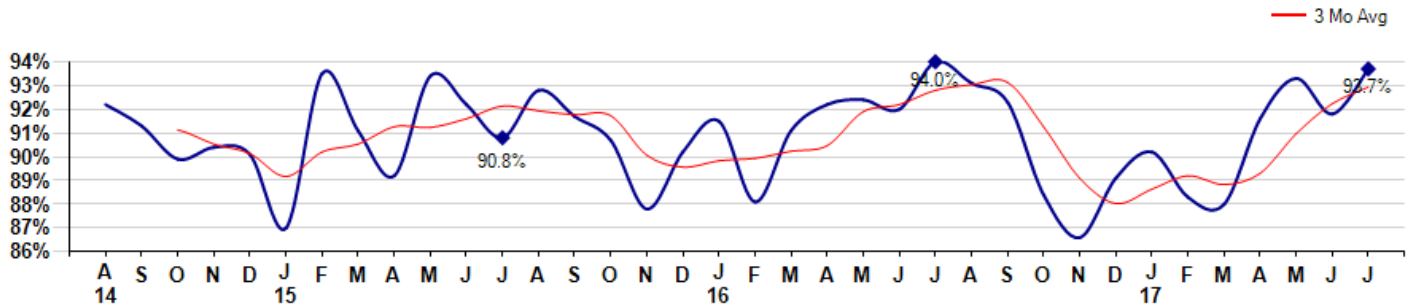


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### Selling Price vs Listing Price

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 July 2017 Selling Price vs List Price of 93.7% was up from 91.8% last month and down from 94.0% in July of last year.

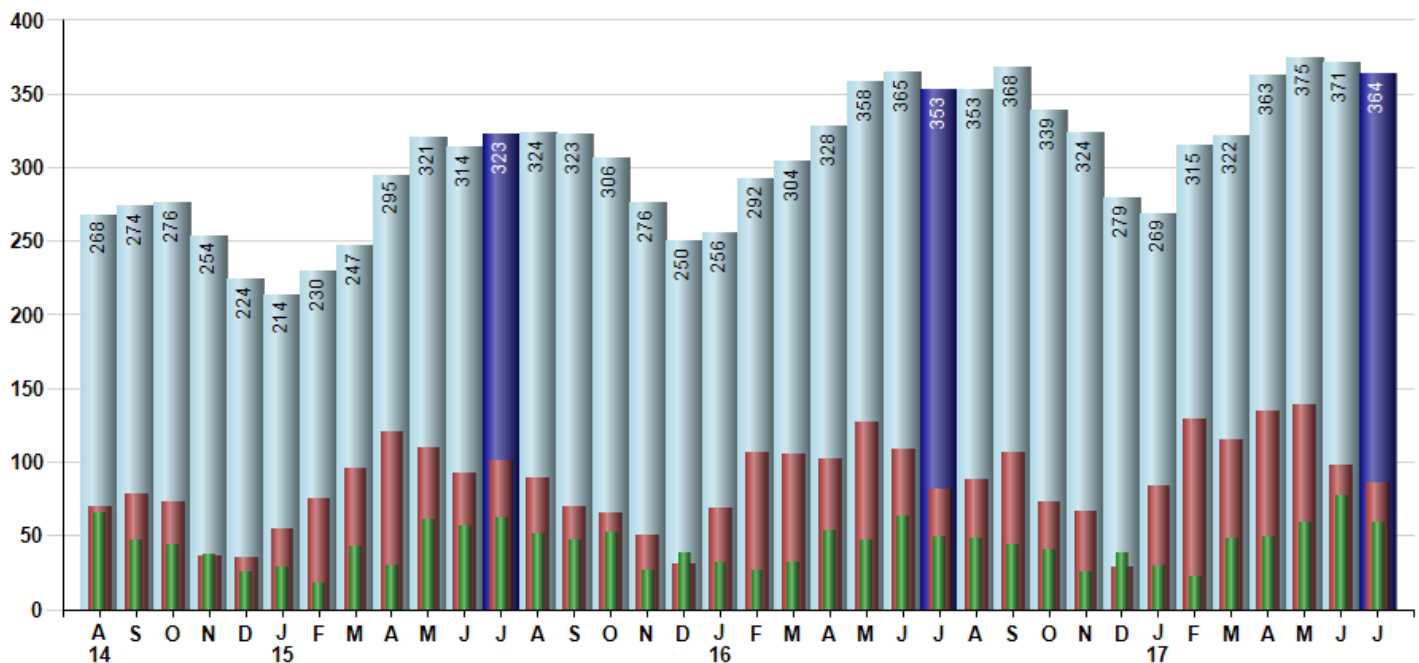
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 July 2017 was 86, down -12.2% from 98 last month and up 4.9% from 82 in July of last year.

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



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# MARKET ACTION REPORT

July 2017

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	A 14	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	N	D	J 17	F	M	A	M	J	J
Homes Sold	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	25	38	30	22	48	49	59	77	59
3 Mo. Roll Avg			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	37	35	31	30	33	40	52	62	65

	(000's) A 14	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	N	D	J 17	F	M	A	M	J	J
Median Sale Price	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	482	408	503	391	368	488	500	525	475
3 Mo. Roll Avg			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	493	448	464	434	420	416	452	504	500

	A 14	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	N	D	J 17	F	M	A	M	J	J
Inventory	268	274	276	254	224	214	230	247	295	321	314	323	324	323	306	276	250	256	292	304	328	358	365	353	353	368	339	324	279	269	315	322	363	375	371	364
MSI	4	6	6	7	9	7	13	6	10	5	6	5	6	7	6	10	7	8	11	10	6	8	6	7	7	8	8	13	7	9	14	7	7	6	5	6

	A 14	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	N	D	J 17	F	M	A	M	J	J
Days On Market	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	80	73	68	111	99	108	68	75	58
3 Mo. Roll Avg			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	74	78	74	84	93	106	92	84	67

	A 14	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	N	D	J 17	F	M	A	M	J	J
Price per Sq Ft	215	208	215	219	220	198	216	199	211	202	222	217	199	215	205	216	204	213	189	199	217	215	221	204	198	193	218	190	196	173	189	219	213	217	208	
3 Mo. Roll Avg			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	203	200	201	186	186	194	207	216	213

	A 14	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	N	D	J 17	F	M	A	M	J	J
Sale to List Price	0.922	0.913	0.899	0.904	0.901	0.870	0.935	0.911	0.892	0.934	0.922	0.908	0.928	0.917	0.907	0.878	0.902	0.915	0.881	0.911	0.922	0.924	0.920	0.940	0.931	0.923	0.884	0.866	0.891	0.902	0.883	0.880	0.916	0.933	0.918	0.937
3 Mo. Roll Avg			0.911	0.905	0.901	0.892	0.902	0.905	0.913	0.912	0.916	0.921	0.919	0.918	0.917	0.901	0.896	0.898	0.899	0.902	0.905	0.919	0.922	0.928	0.930	0.931	0.913	0.891	0.880	0.886	0.892	0.888	0.893	0.910	0.922	0.929

	A 14	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	N	D	J 17	F	M	A	M	J	J
New Listings	70	78	73	36	35	55	75	96	121	110	92	101	89	70	65	50	31	69	106	105	102	127	109	82	88	107	73	67	29	84	129	115	135	139	98	86
Inventory	268	274	276	254	224	214	230	247	295	321	314	323	324	323	306	276	250	256	292	304	328	358	365	353	353	368	339	324	279	269	315	322	363	375	371	364
Sales	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	25	38	30	22	48	49	59	77	59

	(000's) A 14	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	N	D	J 17	F	M	A	M	J	J
Avg Sale Price	631	513	610	656	569	487	763	463	494	464	633	593	559	552	553	659	543	550	448	520	678	608	595	594	561	549	510	669	508	621	482	437	641	565	664	521
3 Mo. Roll Avg			585	593	612	571	607	571	573	474	530	563	595	568	555	588	585	584	514	506	549	602	627	599	583	568	540	576	562	599	537	513	520	548	623	584

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