

City: Highland Park



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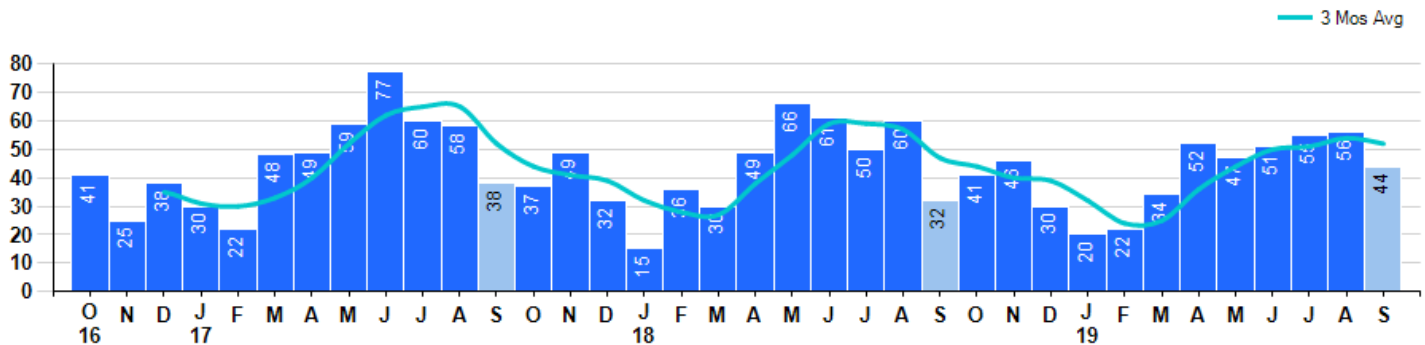
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$630,000	5%		5%				
Average List Price of all Current Listings	\$833,072	5%		2%				
September Median Sales Price	\$380,500	-19%	-18%	-21%	-22%	\$450,000	-9%	-8%
September Average Sales Price	\$481,891	-9%	-8%	-19%	-13%	\$516,923	-7%	-7%
Total Properties Currently for Sale (Inventory)	373	-6%		5%				
September Number of Properties Sold	44	-21%		38%			-5%	
September Average Days on Market (Solds)	63	9%	9%	31%	-13%	68	-3%	-6%
Asking Price per Square Foot (based on New Listings)	\$217	0%	2%	5%	1%	\$214	-1%	-1%
September Sold Price per Square Foot	\$189	-9%	-5%	-10%	-7%	\$198	-3%	-3%
September Month's Supply of Inventory	8.5	20%	11%	-23%	-2%	8.9	-1%	3%
September Sale Price vs List Price Ratio	90.1%	-3.3%	-2%	-2%	-1.2%	91.6%	-0.4%	0.5%

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

Property Sales

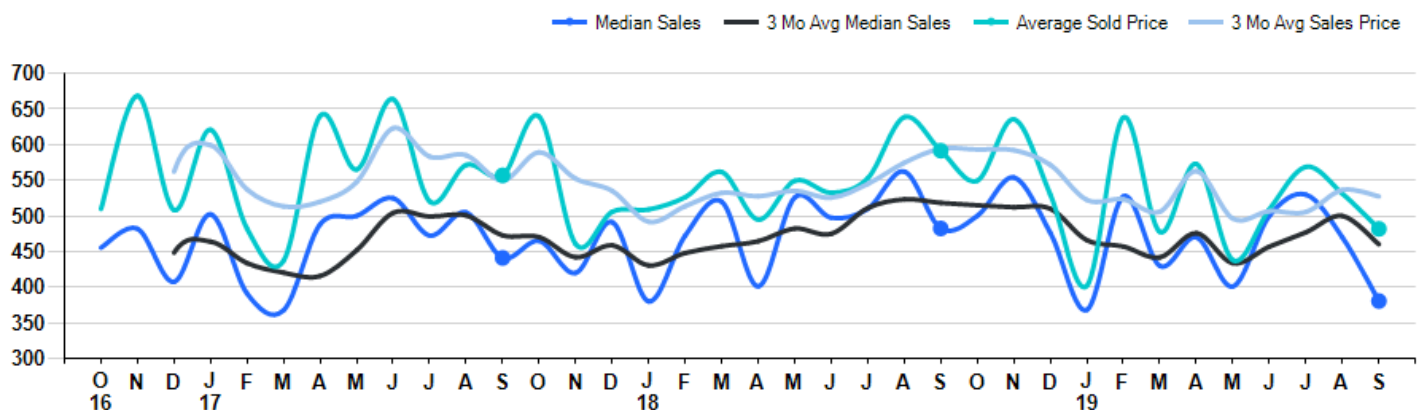
September Property sales were 44, up 37.5% from 32 in September of 2018 and -21.4% lower than the 56 sales last month. September 2019 sales were at their highest level compared to September of 2018 and 2017. September YTD sales of 381 are running -4.5% behind last year's year-to-date sales of 399.



Prices

The Median Sales Price in September was \$380,500, down -21.1% from \$482,500 in September of 2018 and down -19.0% from \$470,000 last month. The Average Sales Price in September was \$481,891, down -18.6% from \$591,679 in September of 2018 and down -9.3% from \$531,419 last month. September 2019 ASP was at the lowest level compared to September of 2018 and 2017.

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



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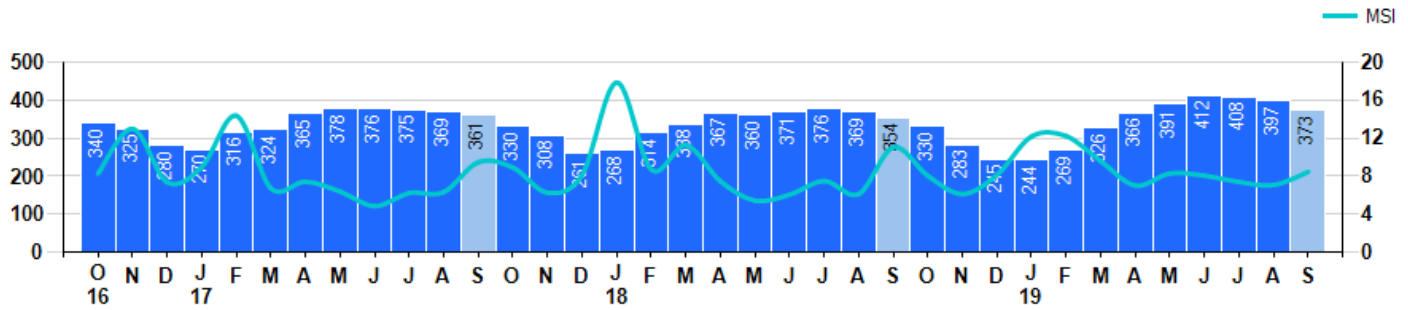
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Inventory & MSI

The Total Inventory of Properties available for sale as of September was 373, down -6.0% from 397 last month and up 5.4% from 354 in September of last year. September 2019 Inventory was at highest level compared to September of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2019 MSI of 8.5 months was at its lowest level compared with September of 2018 and 2017.

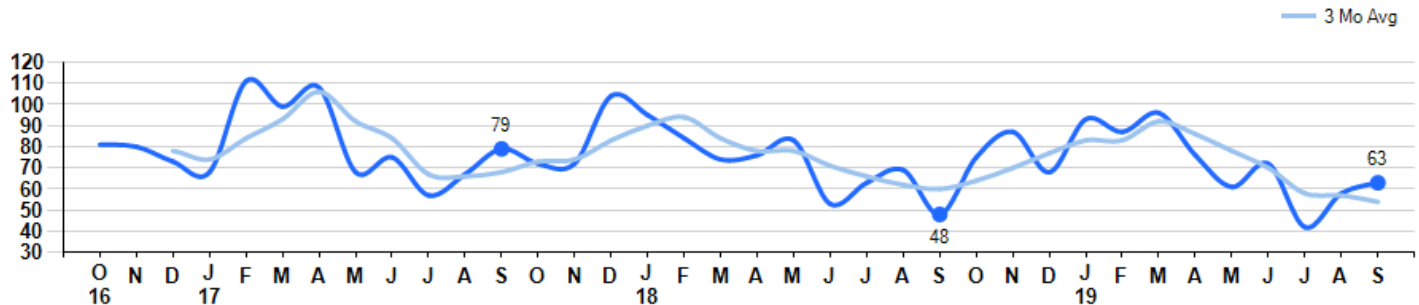
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 63, up 8.6% from 58 days last month and up 31.3% from 48 days in September of last year. The September 2019 DOM was at a mid range compared with September of 2018 and 2017.

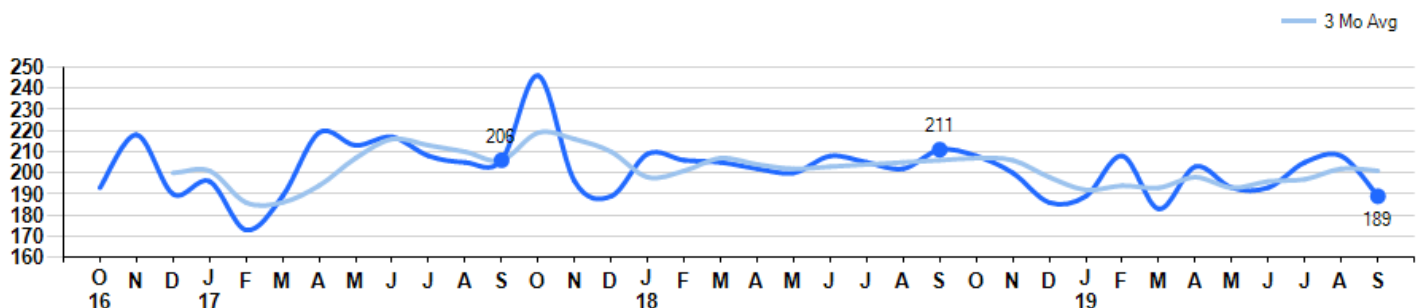
Average Days on Market(Listing to Contract) for properties sold during the month



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 2019 Selling Price per Square Foot of \$189 was down -9.1% from \$208 last month and down -10.4% from \$211 in September of last year.

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





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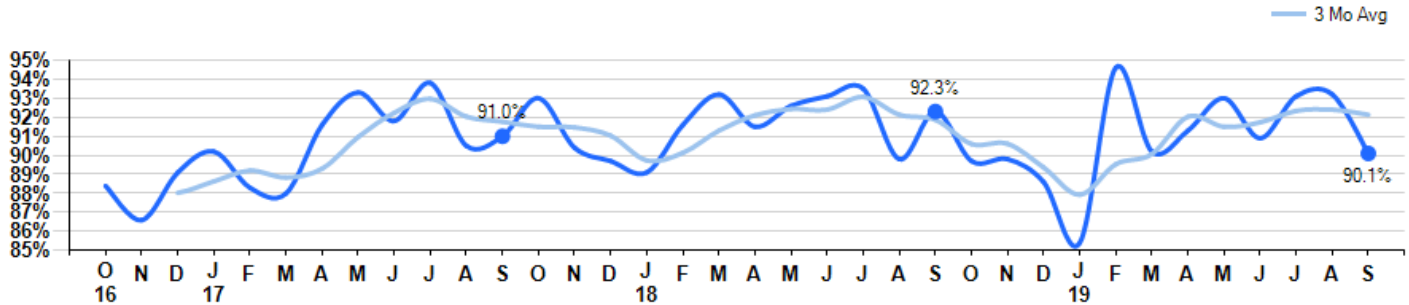
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Selling Price vs Listing Price

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 2019 Selling Price vs List Price of 90.1% was down from 93.2% last month and down from 92.3% in September of last year.

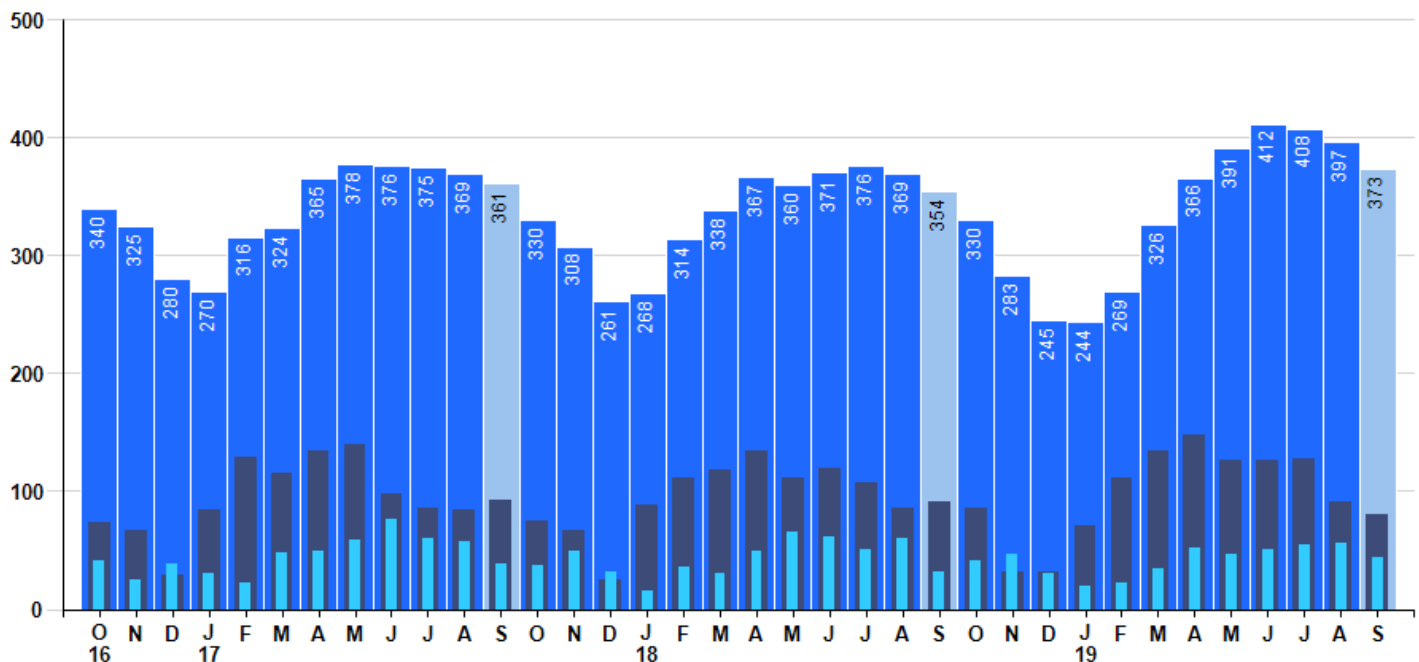
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2019 was 80, down -12.1% from 91 last month and down -12.1% from 91 in September of last year.

Inventory NewListings Sold



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	O 16	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S
Homes Sold	41	25	38	30	22	48	49	59	77	60	58	38	37	49	32	15	36	30	49	66	61	50	60	32	41	46	30	20	22	34	52	47	51	55	56	44
3 Mo. Roll Avg			35	31	30	33	40	52	62	65	65	52	44	41	39	32	28	27	38	48	59	59	57	47	44	40	39	32	24	25	36	44	50	51	54	52

(000's)	O	16	N	D	J	17	F	M	A	M	J	J	A	S	O	N	D	J	18	F	M	A	M	J	J	A	S	O	N	D	J	19	F	M	A	M	J	J	A	S
MedianSalePrice	456	482	408	503	391	368	488	500	525	473	505	441	465	420	492	380	473	520	401	526	498	510	563	483	500	554	476	368	528	430	470	401	500	530	470	381				
3 Mo. Roll Avg			448	464	434	420	416	452	504	499	501	473	470	442	459	431	448	458	465	482	475	511	523	518	515	512	510	466	457	442	476	434	457	477	500	460				

	O	16	N	D	J	17	F	M	A	M	J	J	A	S	O	N	D	J	18	F	M	A	M	J	J	A	S	O	N	D	J	19	F	M	A	M	J	J	A	S
Inventory	340	325	280	270	316	324	365	378	376	375	369	361	330	308	261	268	314	338	367	360	371	376	369	354	330	283	245	244	269	326	366	391	412	408	397	373				
MSI	8	13	7	9	14	7	7	6	5	6	6	10	9	6	8	18	9	11	7	5	6	8	6	11	8	6	8	12	12	10	7	8	8	7	7	8				

	O 16	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S
Days On Market	81	80	73	68	111	99	108	68	75	57	67	79	72	72	104	95	84	74	76	83	53	63	69	48	75	87	68	93	87	96	76	61	72	42	58	63
3 Mo. Roll Avg			78	74	84	93	106	92	84	67	66	68	73	74	83	90	94	84	78	78	71	66	62	60	64	70	77	83	83	92	86	78	70	58	57	54

	O 16	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S
Price per Sq Ft	193	218	190	196	173	189	219	213	217	208	205	206	246	196	189	209	206	205	202	200	208	205	202	211	208	200	186	189	208	183	203	193	193	205	208	189
3 Mo. Roll Avg			200	201	186	186	194	207	216	213	210	206	219	216	210	198	201	207	204	202	203	204	205	206	207	206	198	192	194	193	198	193	196	197	202	201

	O 16	N	D J 17	F	M	A	M	J	J	A	S	O	N	D J 18	F	M	A	M	J	J	A	S	O	N	D J 19	F	M	A	M	J	J	A	S			
Sale to List Price	0.884	0.866	0.891	0.902	0.883	0.880	0.916	0.933	0.918	0.938	0.905	0.910	0.930	0.904	0.897	0.891	0.916	0.932	0.915	0.926	0.931	0.935	0.898	0.923	0.897	0.898	0.886	0.854	0.946	0.902	0.913	0.930	0.909	0.931	0.932	0.901
3 Mo. Roll Avg			0.880	0.886	0.892	0.888	0.893	0.910	0.922	0.930	0.920	0.918	0.915	0.910	0.897	0.901	0.913	0.921	0.924	0.924	0.931	0.921	0.919	0.906	0.906	0.894	0.879	0.895	0.901	0.920	0.915	0.917	0.923	0.924	0.921	

	O	16	N	D	J	17	F	M	A	M	J	J	A	S	O	N	D	J	18	F	M	A	M	J	J	A	S	O	N	D	J	19	F	M	A	M	J	J	A	S
New Listings	73	67	29	84	129	115	135	140	98	86	84	93	75	67	25	89	112	118	134	112	119	108	86	91	86	32	32	71	112	134	148	126	127	128	91	80				
Inventory	340	325	280	270	316	324	365	378	376	375	369	361	330	308	261	268	314	338	367	360	371	376	369	354	330	283	245	244	269	326	366	391	412	408	397	373				
Sales	41	25	38	30	22	48	49	59	77	60	58	38	37	49	32	15	36	30	49	66	61	50	60	32	41	46	30	20	22	34	52	47	51	55	56	44				

(000's)	O	16	N	D	J	17	F	M	A	M	J	J	A	S	O	N	D	J	18	F	M	A	M	J	J	A	S	O	N	D	J	19	F	M	A	M	J	J	A	S
Avg Sale Price	510	669	508	621	482	437	641	565	664	521	572	557	640	461	506	509	526	562	495	549	533	553	639	592	549	636	530	402	638	478	573	438	509	569	531	482				
3 Mo. Roll Avg			562	599	537	513	520	548	623	583	585	550	589	552	535	492	514	532	528	535	526	545	575	594	593	592	572	523	523	506	563	496	507	505	537	527				