

City: Highland Park



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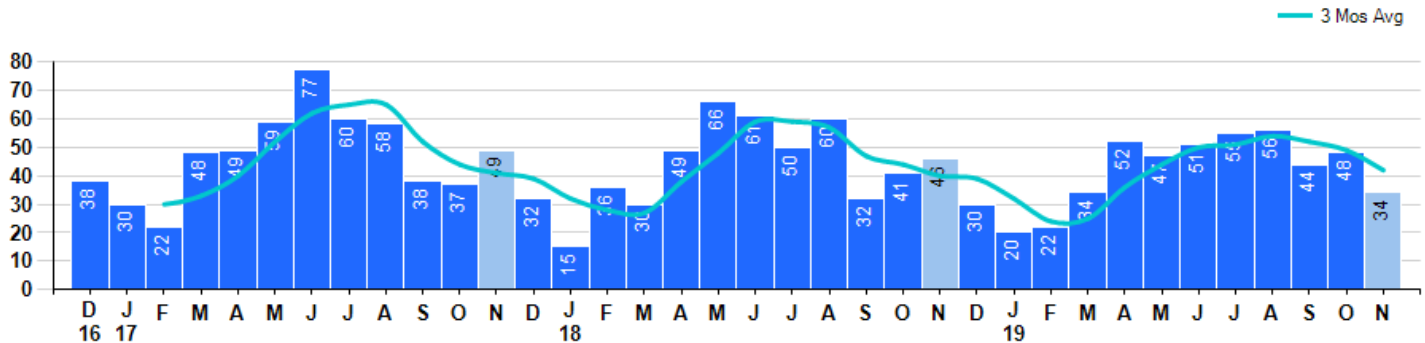
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|--|-----------|-------------------|-----|------|-------|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$579,495 | -5% | | 2% | | | | |
| Average List Price of all Current Listings | \$825,859 | 2% | | 7% | | | | |
| November Median Sales Price | \$382,500 | -9% | -8% | -31% | -22% | \$440,000 | -12% | -10% |
| November Average Sales Price | \$487,990 | -3% | -3% | -23% | -12% | \$513,455 | -9% | -7% |
| Total Properties Currently for Sale (Inventory) | 282 | -18% | | 0% | | | | |
| November Number of Properties Sold | 34 | -29% | | -26% | | | -5% | |
| November Average Days on Market (Solds) | 71 | -5% | 8% | -18% | -1% | 69 | -4% | -4% |
| Asking Price per Square Foot (based on New Listings) | \$199 | 1% | -4% | -9% | -7% | \$212 | -2% | -1% |
| November Sold Price per Square Foot | \$188 | 3% | -3% | -6% | -7% | \$195 | -4% | -4% |
| November Month's Supply of Inventory | 8.3 | 16% | 4% | 35% | -4% | 8.7 | 0% | 1% |
| November Sale Price vs List Price Ratio | 89.1% | 0.3% | -2% | -1% | -2.3% | 91.2% | -0.5% | -0.1% |

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

Property Sales

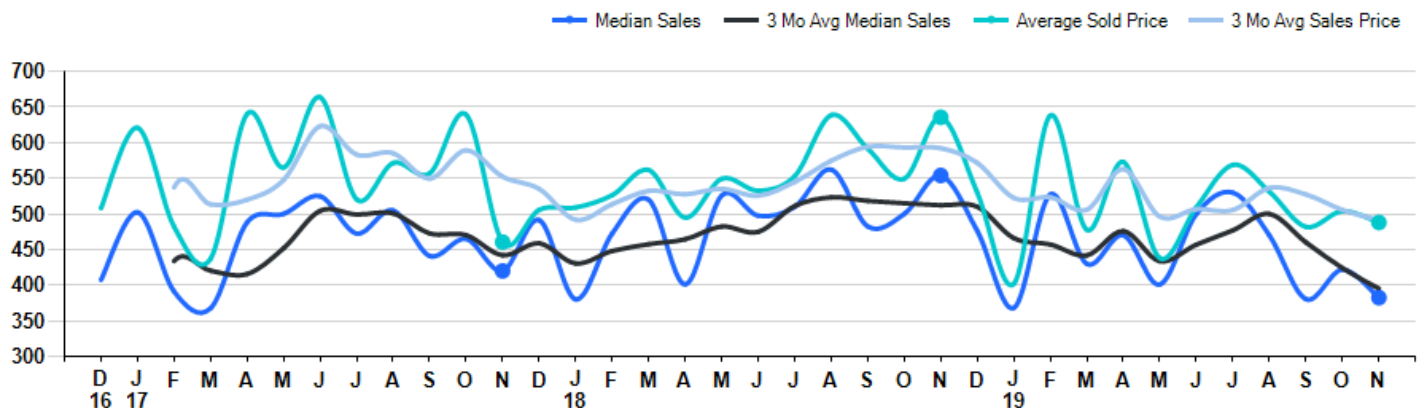
November Property sales were 34, down -26.1% from 46 in November of 2018 and -29.2% lower than the 48 sales last month. November 2019 sales were at their lowest level compared to November of 2018 and 2017. November YTD sales of 463 are running -4.7% behind last year's year-to-date sales of 486.



Prices

The Median Sales Price in November was \$382,500, down -31.0% from \$554,000 in November of 2018 and down -9.4% from \$422,000 last month. The Average Sales Price in November was \$487,990, down -23.2% from \$635,766 in November of 2018 and down -3.2% from \$503,969 last month. November 2019 ASP was at a mid range compared to November of 2018 and 2017.

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



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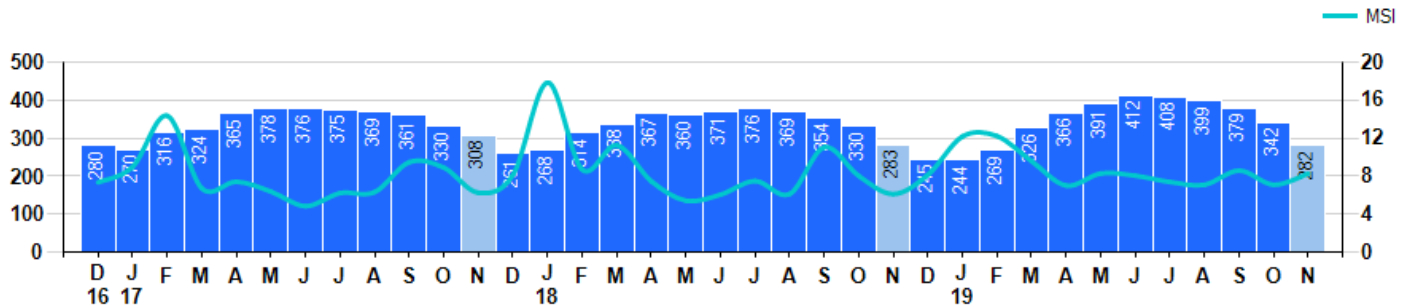
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of November was 282, down -17.5% from 342 last month and down -0.4% from 283 in November of last year. November 2019 Inventory was at the lowest level compared to November of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2019 MSI of 8.3 months was at its highest level compared with November of 2018 and 2017.

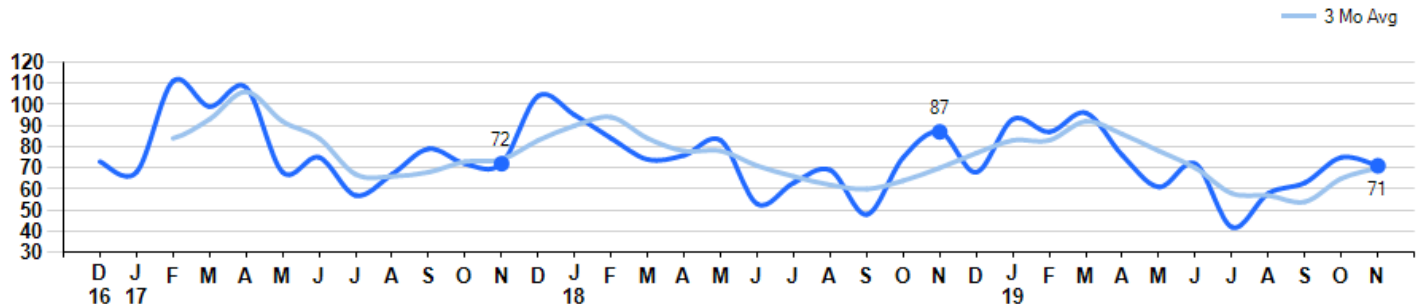
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 November was 71, down -5.3% from 75 days last month and down -18.4% from 87 days in November of last year. The November 2019 DOM was at its lowest level compared with November of 2018 and 2017.

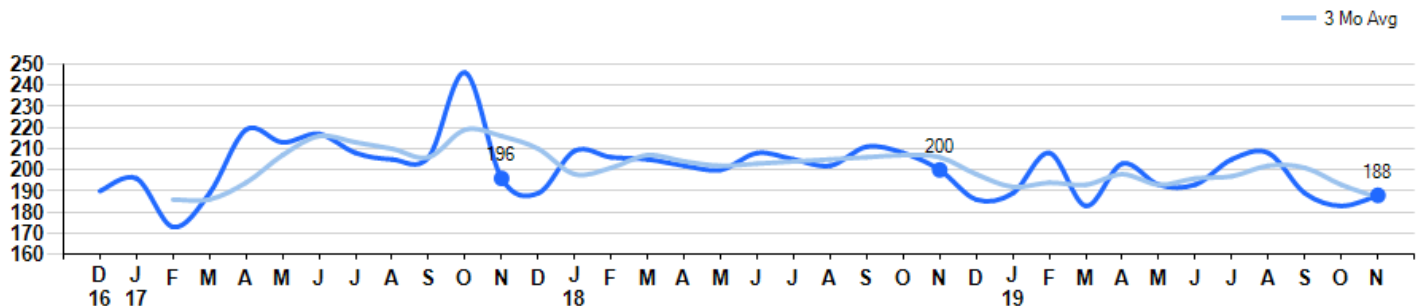
Average Days on Market(Listing to Contract) for properties sold during the month



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 November 2019 Selling Price per Square Foot of \$188 was up 2.7% from \$183 last month and down -6.0% from \$200 in November of last year.

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



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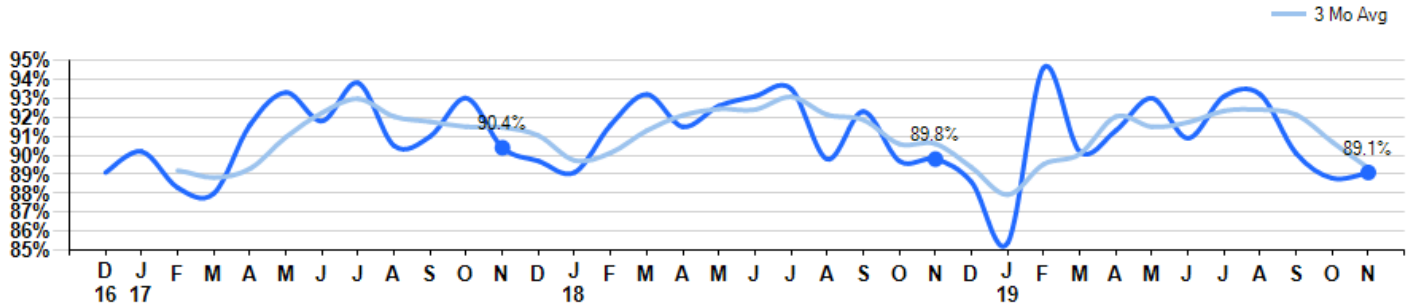
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Selling Price vs Listing Price

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 November 2019 Selling Price vs List Price of 89.1% was up from 88.8% last month and down from 89.8% in November of last year.

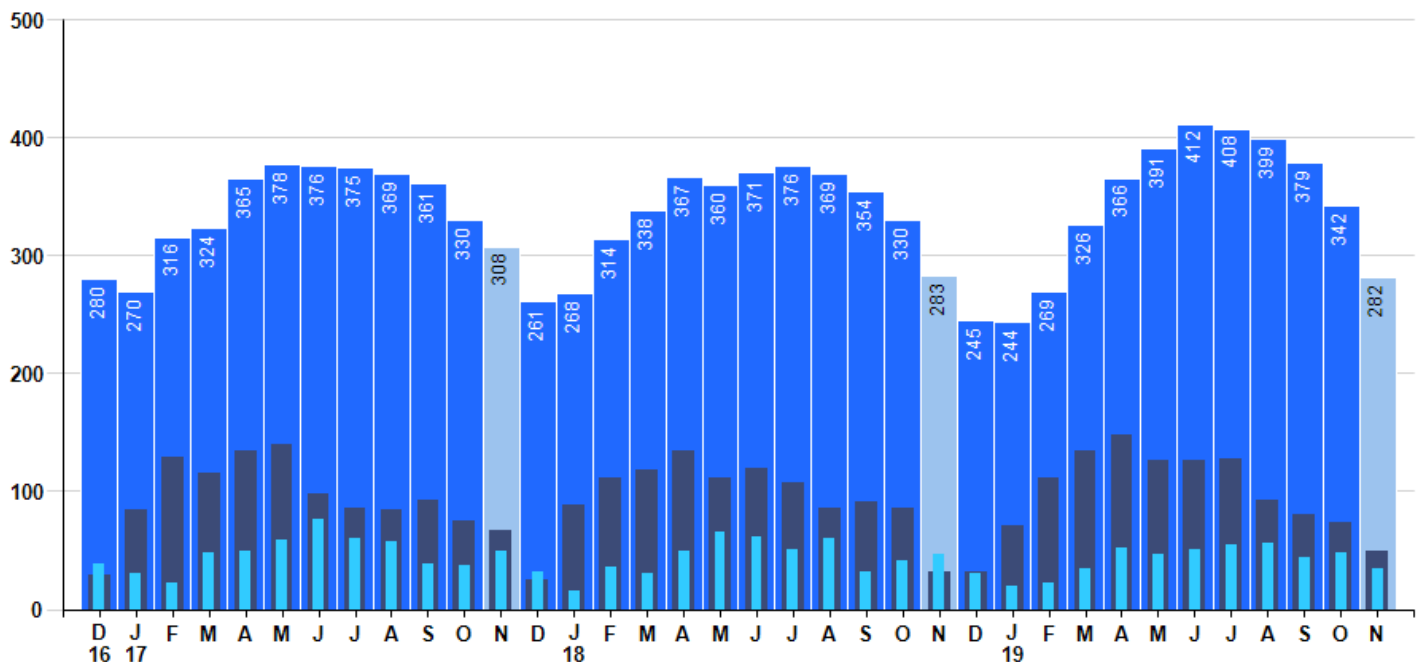
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 November 2019 was 49, down -33.8% from 74 last month and up 53.1% from 32 in November of last year.

Inventory New Listings Sold



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| | D 16 | 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 | O | N |
|----------------|------|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|
| Homes Sold | 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 | 48 | 34 |
| 3 Mo. Roll Avg | | | 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 | 49 | 42 |

| (000's) | D 16 | 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 | O | N |
|-----------------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| MedianSalePrice | 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 | 422 | 383 |
| 3 Mo. Roll Avg | | | 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 | 424 | 395 |

| | D 16 | 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 | O | N |
|-----------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Inventory | 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 | 399 | 379 | 342 | 282 |
| MSI | 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 | 9 | 7 | 8 |

| | D 16 | 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 | O | N |
|----------------|------|------|-----|----|-----|----|----|----|----|----|----|----|-----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|
| Days On Market | 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 | 75 | 71 |
| 3 Mo. Roll Avg | | | 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 | 65 | 70 |

| | D 16 | 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 | O | N |
|-----------------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Price per Sq Ft | 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 | 183 | 188 |
| 3 Mo. Roll Avg | | | 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 | 193 | 187 |

| | D 16 | 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 | O | N |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.888 | 0.891 |
| 3 Mo. Roll Avg | | | 0.892 | 0.888 | 0.893 | 0.910 | 0.922 | 0.930 | 0.920 | 0.918 | 0.915 | 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 | 0.907 | 0.893 |

| | D 16 | 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 | O | N |
|--------------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| New Listings | 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 | 93 | 81 | 74 | 49 |
| Inventory | 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 | 399 | 379 | 342 | 282 |
| Sales | 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 | 48 | 34 |

| (000's) | D 16 | 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 | O | N |
|----------------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Avg Sale Price | 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 | 504 | 488 |
| 3 Mo. Roll Avg | | | 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 | 506 | 491 |