

City: Highland Park



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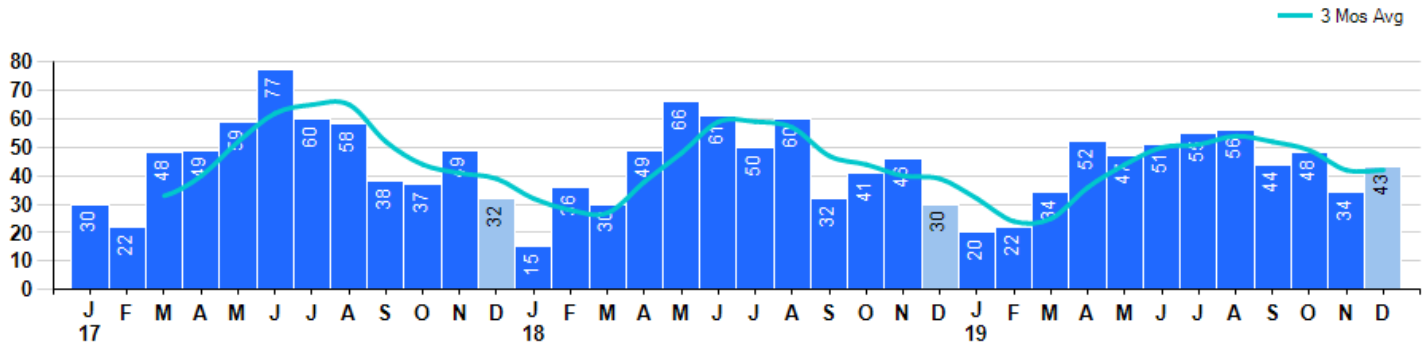
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$603,500	4%		10%				
Average List Price of all Current Listings	\$879,402	7%		14%				
December Median Sales Price	\$380,000	-1%	-5%	-20%	-22%	\$435,000	-12%	-11%
December Average Sales Price	\$433,904	-11%	-9%	-18%	-22%	\$506,695	-10%	-9%
Total Properties Currently for Sale (Inventory)	224	-21%		-9%				
December Number of Properties Sold	43	27%		43%			-2%	
December Average Days on Market (Solds)	83	17%	14%	22%	15%	70	-3%	-3%
Asking Price per Square Foot (based on New Listings)	\$225	13%	9%	17%	5%	\$212	-1%	-1%
December Sold Price per Square Foot	\$184	-2%	-1%	-1%	-9%	\$195	-4%	-4%
December Month's Supply of Inventory	5.2	-37%	-24%	-36%	-40%	8.4	-3%	-3%
December Sale Price vs List Price Ratio	89.4%	0.3%	0%	1%	-2.0%	91.0%	-0.5%	-0.2%

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

Property Sales

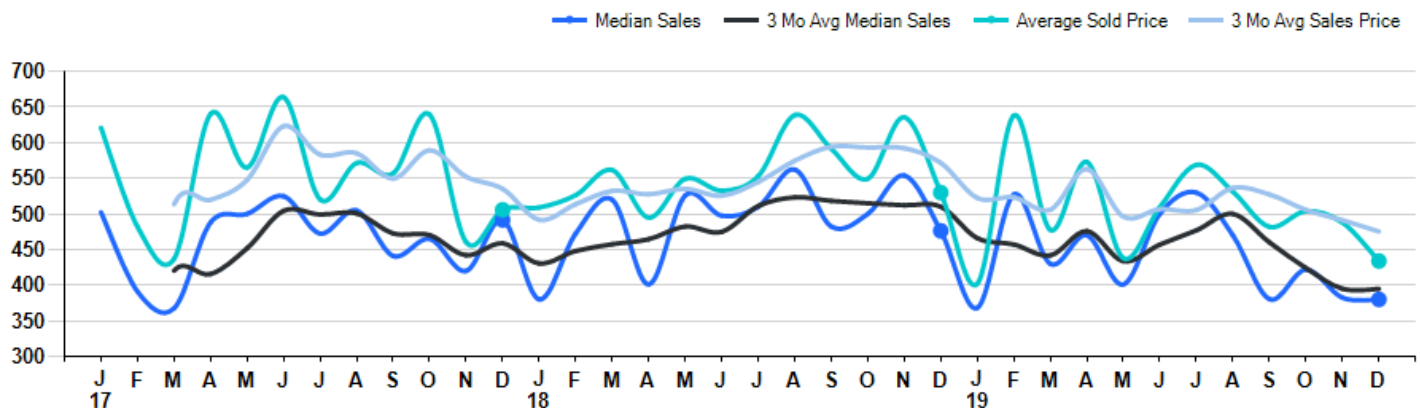
December Property sales were 43, up 43.3% from 30 in December of 2018 and 26.5% higher than the 34 sales last month. December 2019 sales were at their highest level compared to December of 2018 and 2017. December YTD sales of 506 are running -1.9% behind last year's year-to-date sales of 516.



Prices

The Median Sales Price in December was \$380,000, down -20.2% from \$476,250 in December of 2018 and down -0.7% from \$382,500 last month. The Average Sales Price in December was \$433,904, down -18.1% from \$530,017 in December of 2018 and down -11.1% from \$487,990 last month. December 2019 ASP was at the lowest level compared to December of 2018 and 2017.

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



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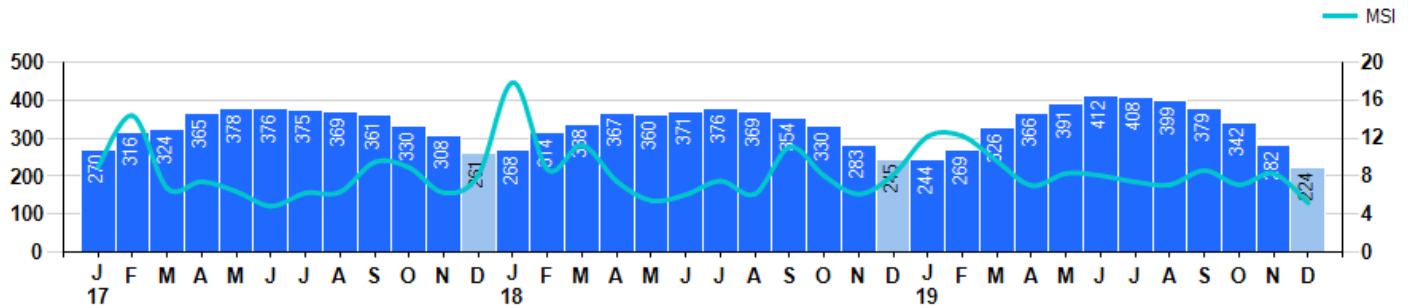
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 224, down -20.6% from 282 last month and down -8.6% from 245 in December of last year. December 2019 Inventory was at the lowest level compared to December of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2019 MSI of 5.2 months was at its lowest level compared with December of 2018 and 2017.

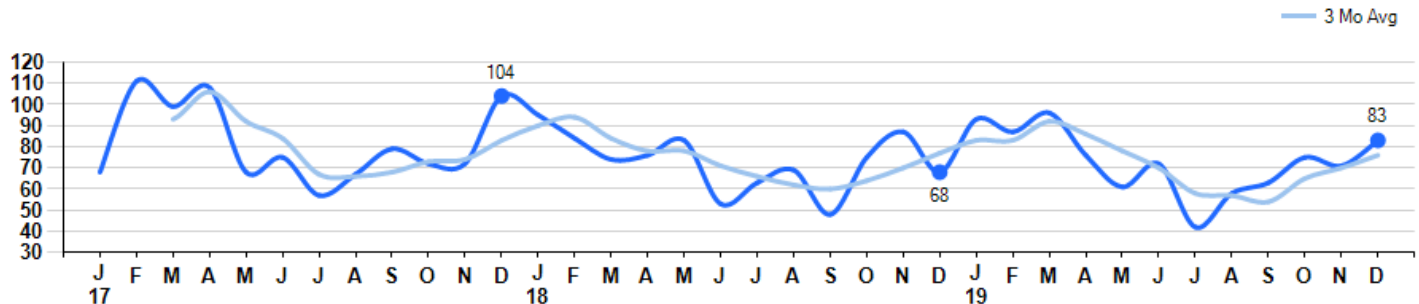
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 83, up 16.9% from 71 days last month and up 22.1% from 68 days in December of last year. The December 2019 DOM was at a mid range compared with December of 2018 and 2017.

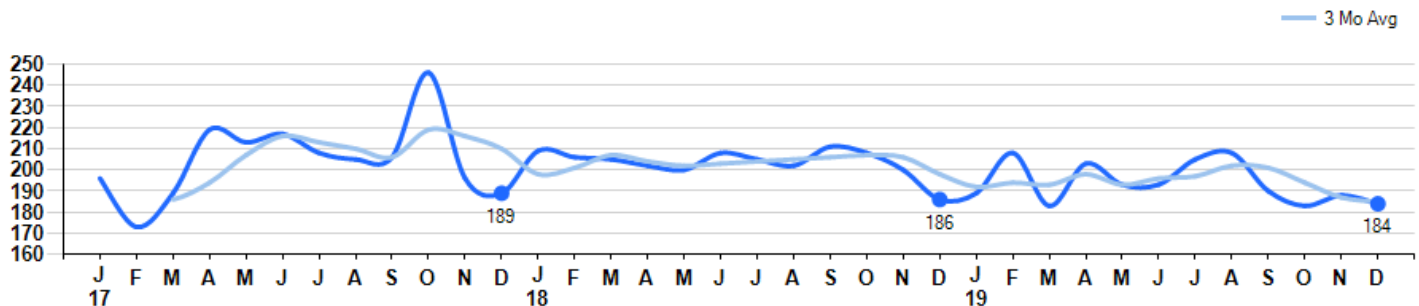
Average Days on Market(Listing to Contract) for properties sold during the month



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 December 2019 Selling Price per Square Foot of \$184 was down -2.1% from \$188 last month and down -1.1% from \$186 in December of last year.

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



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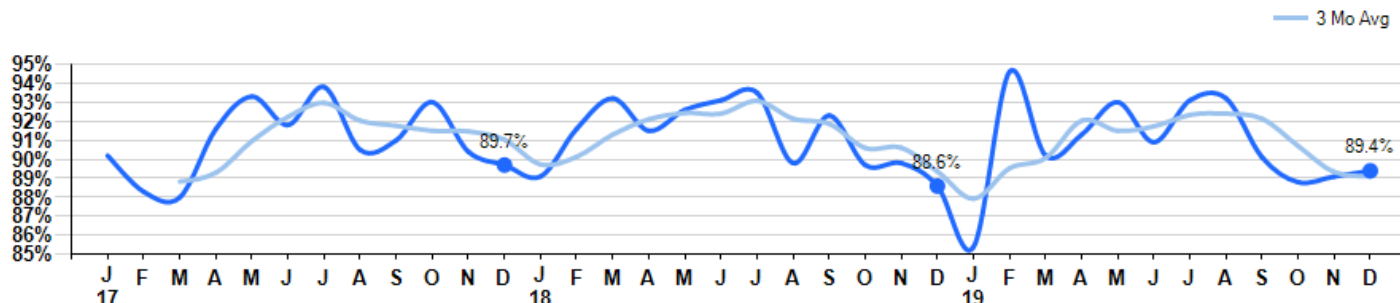
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Selling Price vs Listing Price

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 December 2019 Selling Price vs List Price of 89.4% was up from 89.1% last month and up from 88.6% in December of last year.

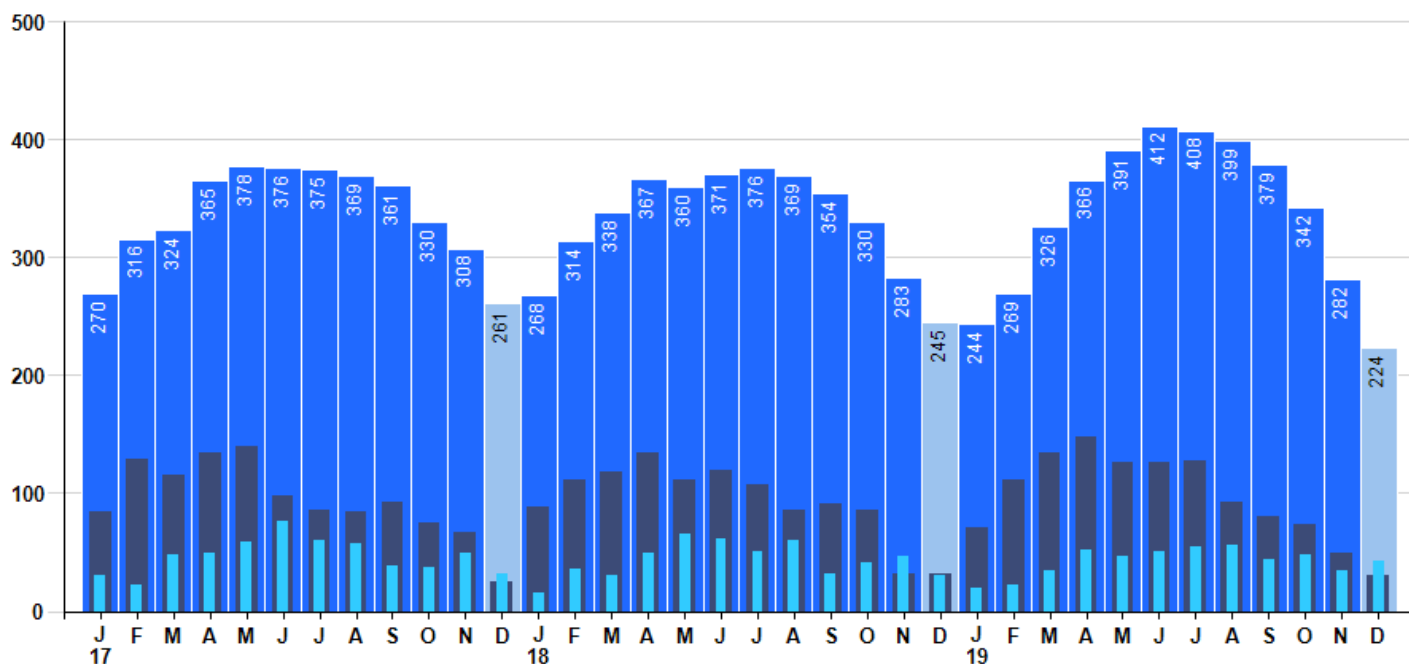
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 December 2019 was 31, down -36.7% from 49 last month and down -3.1% from 32 in December of last year.

Inventory New Listings Sold



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	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	D
Homes Sold	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	43
3 Mo. Roll Avg			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	42

(000's)	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	D
MedianSalePrice	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	380
3 Mo. Roll Avg			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	395

	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	D
Inventory	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	224
MSI	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	5

	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	D
Days On Market	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	83
3 Mo. Roll Avg			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	76

	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	D
Price per Sq Ft	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	190	183	188	184
3 Mo. Roll Avg			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	194	187	185

	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	D
Sale to List Price	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	0.894
3 Mo. Roll Avg			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	0.891

	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	D
New Listings	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	31
Inventory	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	224
Sales	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	43

(000's)	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	D
Avg Sale Price	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	434
3 Mo. Roll Avg			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	475