

MLS Area: Highland Park



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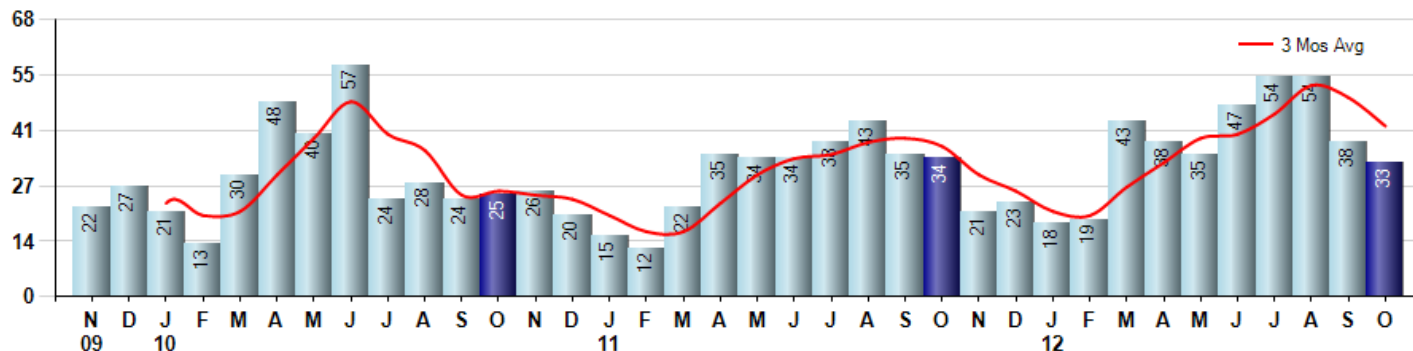
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$577,000	↑		↑				
Average List Price of all Current Listings	\$1,039,725	↑		↑				
October Median Sales Price	\$395,000	↓	↓	↓	↓	\$420,000	↓	↓
October Average Sales Price	\$467,690	↓	↓	↓	↓	\$497,137	↓	↓
Total Properties Currently for Sale (Inventory)	240	↓		↓				
October Number of Properties Sold	33	↓		↓		379	↑	
October Average Days on Market (Solds)	67	↓	↓	↓	↓	104	↓	↓
October Month's Supply of Inventory	7.3	→	↑	↓	↓	9.1	↓	↓
October Sale Price vs List Price Ratio	93.3%	↓	↑	↑	↑	92.0%	↑	↑

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

Property Sales

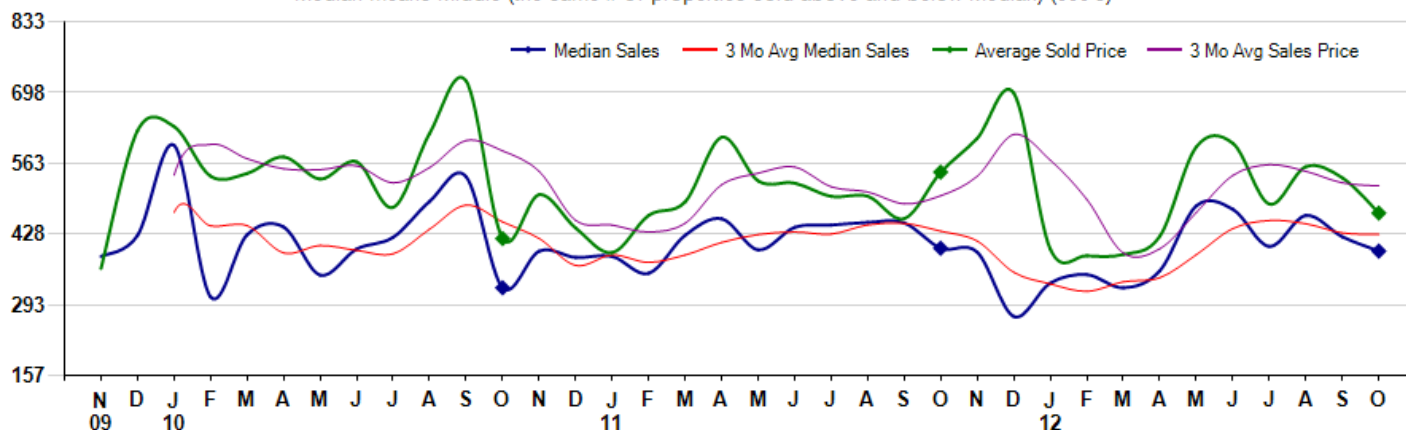
October Property sales were 33, down -2.9% from 34 in October of 2011 and -13.2% lower than the 38 sales last month. October 2012 sales were at a mid level compared to October of 2011 and 2010. October YTD sales of 379 are running 25.5% ahead of last year's year-to-date sales of 302.



Prices

The Median Sales Price in October was \$395,000, down -1.4% from \$400,500 in October of 2011 and down -6.5% from \$422,500 last month. The Average Sales Price in October was \$467,690, down -14.3% from \$545,997 in October of 2011 and down -12.6% from \$535,211 last month. October 2012 ASP was at a mid range compared to October of 2011 and 2010.

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



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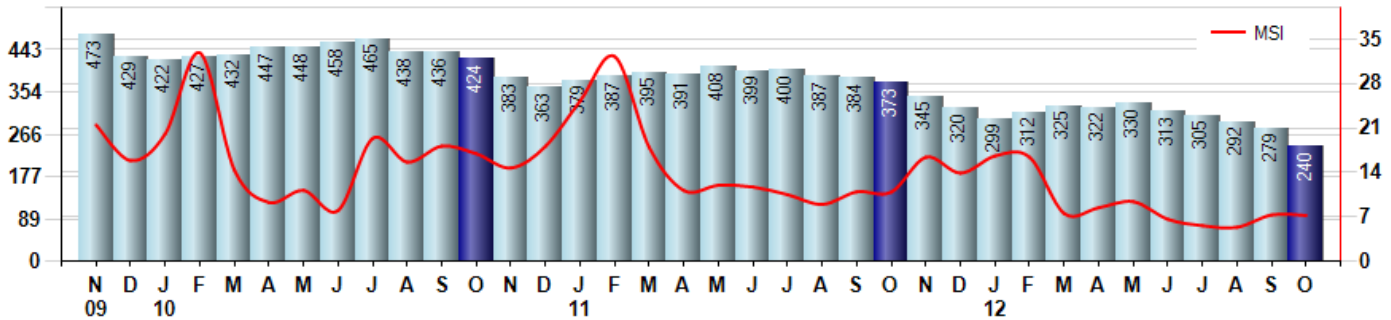
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Inventory & MSI

The Total Inventory of Properties available for sale as of October was 240, down -14.0% from 279 last month and down -35.7% from 373 in October of last year. October 2012 Inventory was at the lowest level compared to October of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2012 MSI of 7.3 months was at its lowest level compared with October of 2011 and 2010.

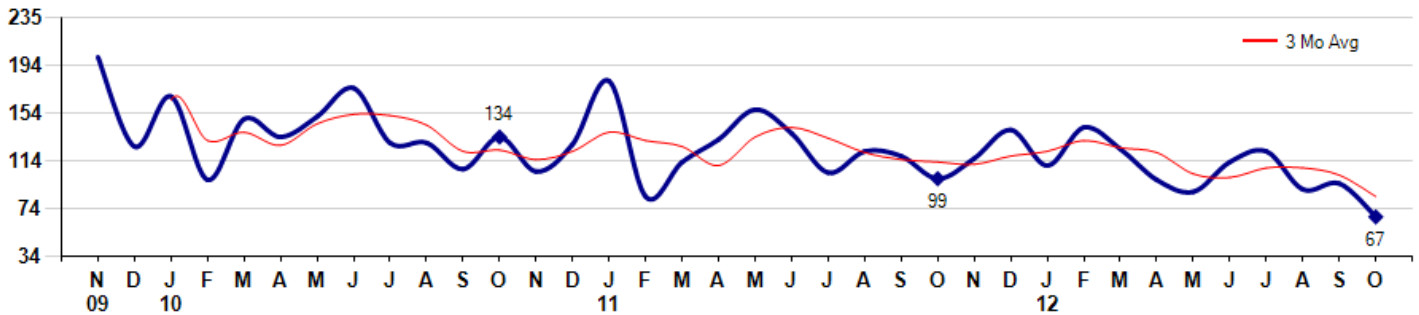
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 67, down -29.5% from 95 days last month and down -32.3% from 99 days in October of last year. The October 2012 DOM was at its lowest level compared with October of 2011 and 2010.

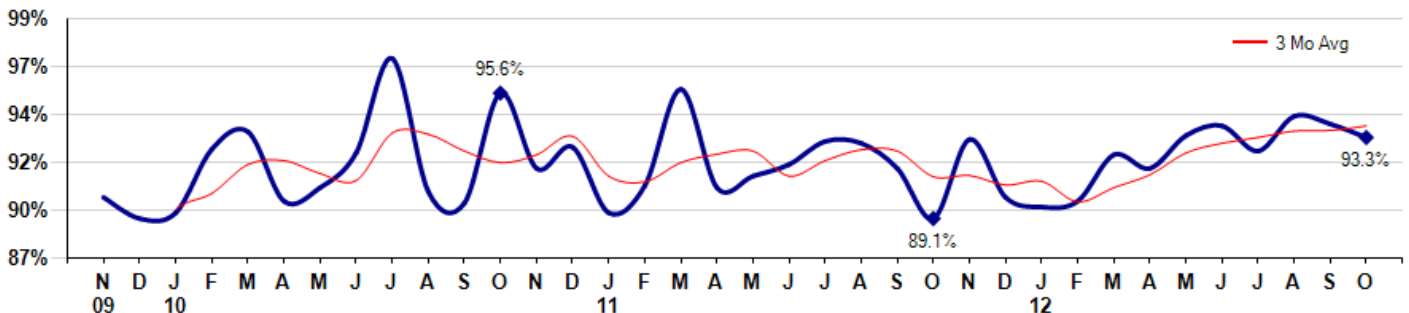
Average Days on Market (Listing to Contract) for properties sold during the month



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 2012 Selling Price vs List Price of 93.3% was down from 94.0% last month and up from 89.1% in October of last year.

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



Based on information from Midwest Real Estate Data LLC for the period 11/1/2009 through 10/31/2012. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



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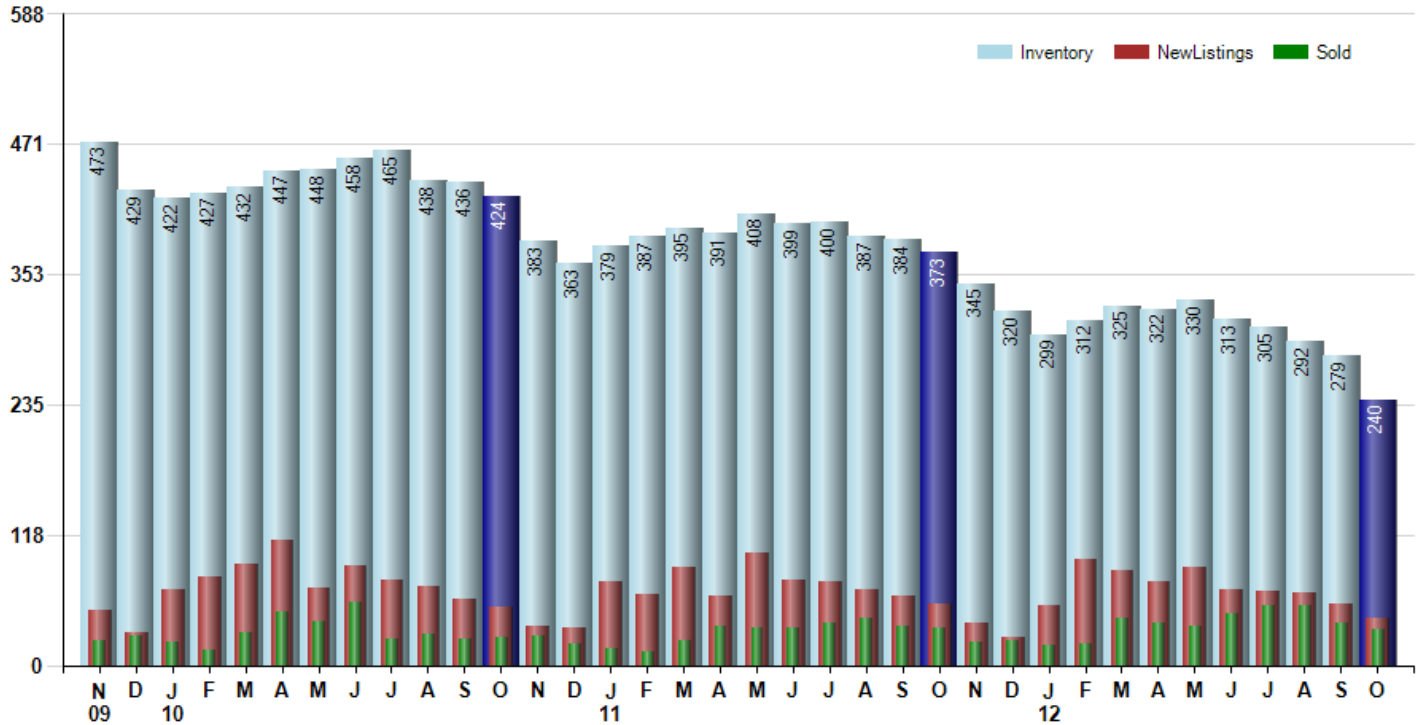
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Inventory / New Listings / Sales

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 2012 was 43, down -23.2% from 56 last month and down -21.8% from 55 in October of last year.



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MARKET ACTION REPORT

October 2012

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	N 09	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O
Homes Sold	22	27	21	13	30	48	40	57	24	28	24	25	26	20	15	12	22	35	34	34	38	43	35	34	21	23	18	19	43	38	35	47	54	54	38	33
3 Mo. Roll Avg			23	20	21	30	39	48	40	36	25	26	25	24	20	16	16	23	30	34	35	38	39	37	30	26	21	20	27	33	39	40	45	52	49	42

	(000's) N 09	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O
Median Sale Price	385	425	598	308	426	441	349	399	422	490	538	325	395	383	385	353	426	457	398	441	445	450	449	401	393	270	334	350	325	358	482	475	404	463	423	395
3 Mo. Roll Avg			469	443	444	392	406	397	390	437	483	451	419	368	388	374	388	412	427	432	428	445	448	433	414	355	332	318	336	344	388	438	454	447	430	427

	N 09	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O
Inventory	473	429	422	427	432	447	448	458	465	438	436	424	383	363	379	387	395	391	408	399	400	387	384	373	345	320	299	312	325	322	330	313	305	292	279	240
MSI	22	16	20	33	14	9	11	8	19	16	18	17	15	18	25	32	18	11	12	12	11	9	11	11	16	14	17	16	8	8	9	7	6	5	7	7

	N 09	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O
Days On Market	201	126	168	98	149	134	151	175	129	129	107	134	105	128	181	84	113	132	157	137	104	122	118	99	116	140	110	142	124	98	88	113	122	90	95	67
3 Mo. Roll Avg			165	131	138	127	145	153	152	144	122	123	115	122	138	131	126	110	134	142	133	121	115	113	111	118	122	131	125	121	103	100	108	108	102	84

	N 09	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O
Price per Sq Ft	173	193	194	224	189	198	175	171	202	187	210	159	158	158	157	180	169	189	182	185	181	159	169	170	187	182	189	147	146	174	184	193	172	179	191	189
3 Mo. Roll Avg			187	204	202	204	187	181	183	187	200	185	176	158	158	165	169	179	180	185	183	175	170	166	175	180	186	173	161	156	168	184	183	181	181	186

	N 09	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O
Sale to List Price	0.902	0.891	0.894	0.927	0.936	0.900	0.907	0.925	0.974	0.905	0.899	0.956	0.917	0.928	0.894	0.908	0.958	0.907	0.913	0.919	0.931	0.930	0.917	0.891	0.932	0.902	0.897	0.900	0.924	0.917	0.934	0.939	0.926	0.944	0.940	0.933
3 Mo. Roll Avg			0.896	0.904	0.919	0.921	0.914	0.911	0.935	0.935	0.926	0.920	0.924	0.934	0.913	0.910	0.920	0.924	0.926	0.913	0.921	0.927	0.926	0.913	0.913	0.908	0.910	0.900	0.907	0.914	0.925	0.930	0.933	0.936	0.937	0.939

	N 09	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O
New Listings	50	29	69	80	91	113	70	90	77	71	59	53	35	34	76	64	88	63	102	77	76	69	62	55	38	25	54	95	85	75	88	68	67	65	56	43
Inventory	473	429	422	427	432	447	448	458	465	438	436	424	383	363	379	387	395	391	408	399	400	387	384	373	345	320	299	312	325	322	330	313	305	292	279	240
Sales	22	27	21	13	30	48	40	57	24	28	24	25	26	20	15	12	22	35	34	34	38	43	35	34	21	23	18	19	43	38	35	47	54	54	38	33

	(000's) N 09	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O
Avg Sale Price	362	625	633	538	543	575	533	566	479	620	721	419	503	439	392	463	489	613	529	525	500	500	457	546	611	697	399	386	389	423	595	601	485	557	535	468
3 Mo. Roll Avg			540	599	572	552	551	558	526	555	606	587	548	454	445	432	448	522	544	556	518	508	486	501	538	618	569	494	391	399	469	540	560	548	526	520

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