

## MLS Area: Highland Park



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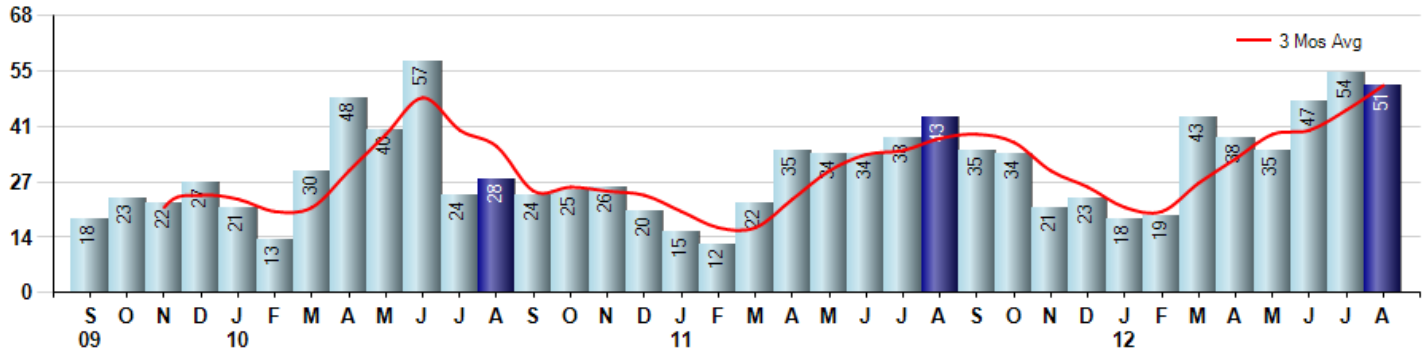
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$569,000	↔		↑				
Average List Price of all Current Listings	\$980,298	↑		↑				
August Median Sales Price	\$465,000	↑	↑	↑	↑	\$420,000	↓	↓
August Average Sales Price	\$558,690	↑	↔	↑	↑	\$495,343	↓	↓
Total Properties Currently for Sale (Inventory)	265	↓		↓				
August Number of Properties Sold	51	↓		↑		305	↑	
August Average Days on Market (Solds)	88	↓	↓	↓	↓	109	↓	↓
August Month's Supply of Inventory	5.2	↓	↓	↓	↓	9.4	↓	↓
August Sale Price vs List Price Ratio	94.4%	↑	↑	↑	↑	91.7%	↑	↑

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

### Property Sales

August Property sales were 51, up 18.6% from 43 in August of 2011 and -5.6% lower than the 54 sales last month. August 2012 sales were at their highest level compared to August of 2011 and 2010. August YTD sales of 305 are running 30.9% ahead of last year's year-to-date sales of 233.



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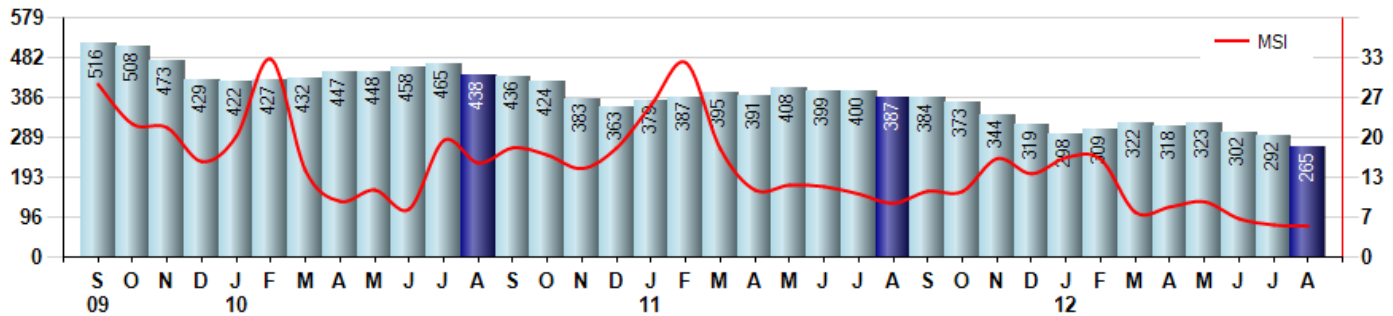
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### Inventory & MSI

The Total Inventory of Properties available for sale as of August was 265, down -9.2% from 292 last month and down -31.5% from 387 in August of last year. August 2012 Inventory was at the lowest level compared to August of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2012 MSI of 5.2 months was at its lowest level compared with August of 2011 and 2010.

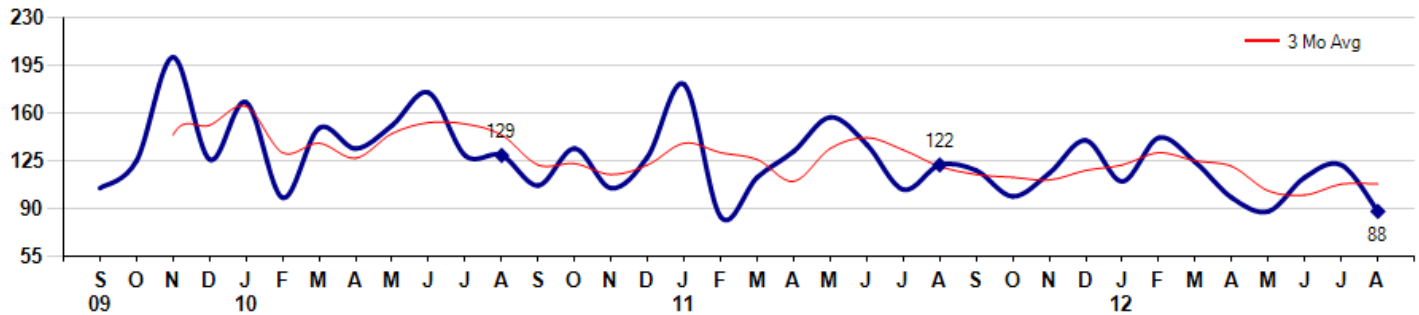
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 August was 88, down -27.9% from 122 days last month and down -27.9% from 122 days in August of last year. The August 2012 DOM was at its lowest level compared with August of 2011 and 2010.

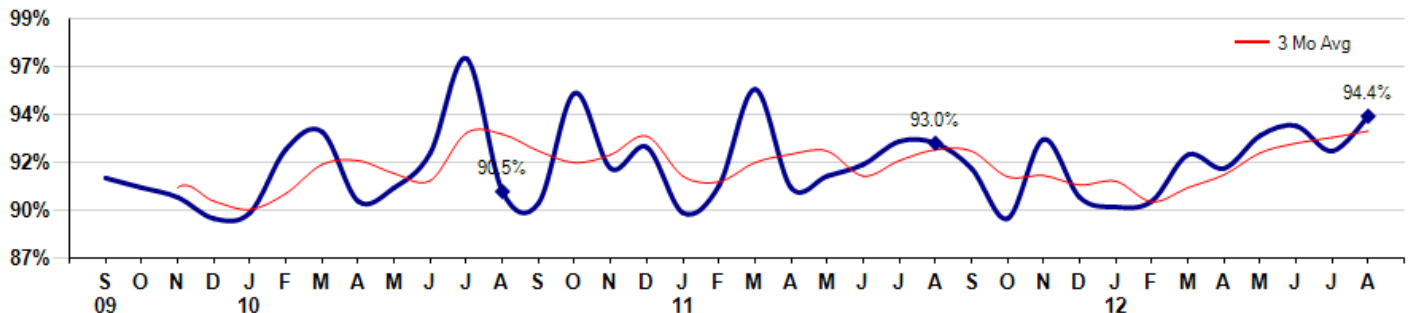
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 August 2012 Selling Price vs List Price of 94.4% was up from 92.6% last month and up from 93.0% in August 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 9/1/2009 through 8/31/2012. 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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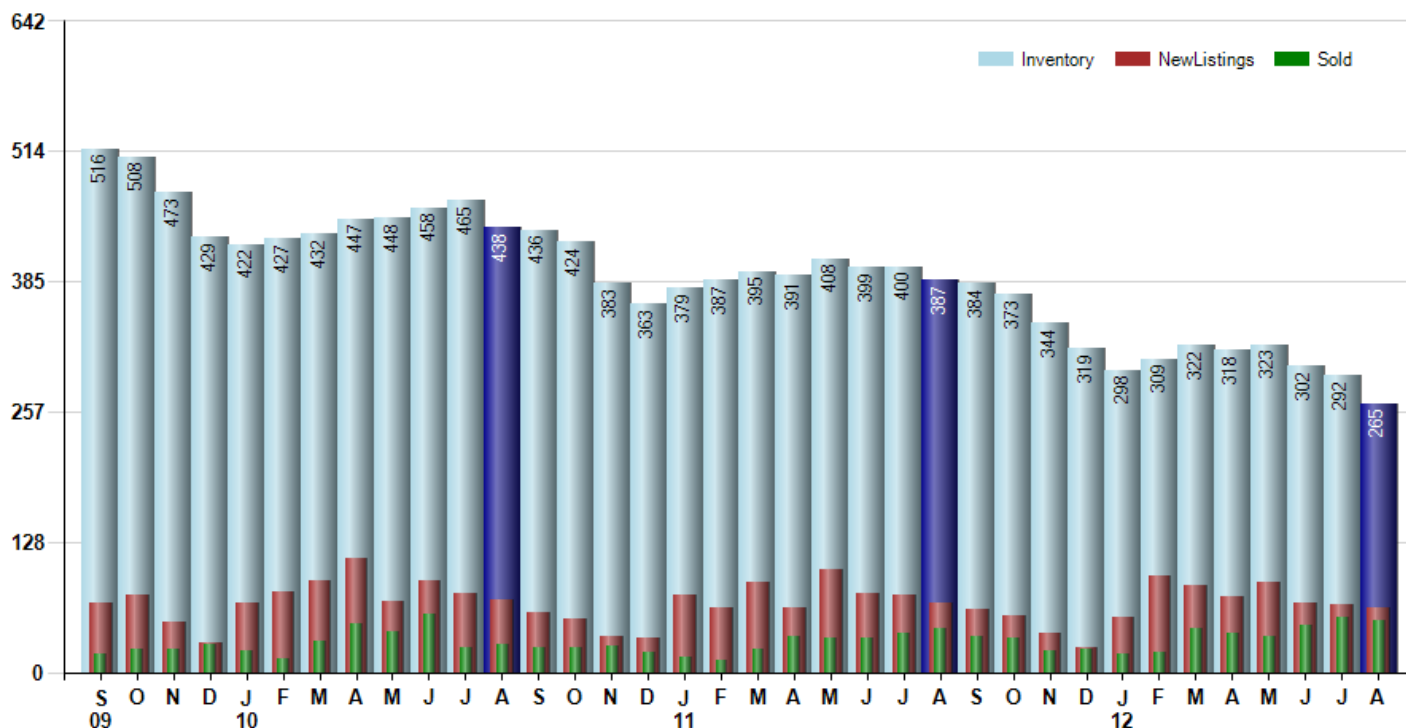
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### Inventory / New Listings / Sales

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 August 2012 was 63, down -6.0% from 67 last month and down -8.7% from 69 in August of last year.



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# MARKET ACTION REPORT

August 2012

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	S 09	O	N	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
Homes Sold	18	23	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	51
3 Mo. Roll Avg			21	24	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	51

	(000's) S 09	O	N	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
Median Sale Price	418	520	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	465
3 Mo. Roll Avg			441	443	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	448

	S 09	O	N	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
Inventory	516	508	473	429	422	427	432	447	448	458	465	438	436	424	383	363	379	387	395	391	408	399	400	387	384	373	344	319	298	309	322	318	323	302	292	265
MSI	29	22	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	7	8	9	6	5	5

	S 09	O	N	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
Days On Market	105	125	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	88
3 Mo. Roll Avg			144	151	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

	S 09	O	N	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
Price per Sq Ft	180	184	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
3 Mo. Roll Avg			179	183	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

	S 09	O	N	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
Sale to List Price	0.912	0.907	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
3 Mo. Roll Avg			0.907	0.900	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

	S 09	O	N	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
New Listings	68	76	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	63
Inventory	516	508	473	429	422	427	432	447	448	458	465	438	436	424	383	363	379	387	395	391	408	399	400	387	384	373	344	319	298	309	322	318	323	302	292	265
Sales	18	23	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	51

	(000's) S 09	O	N	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
Avg Sale Price	496	608	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	559
3 Mo. Roll Avg			488	532	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

