

MLS Area: Highland Park



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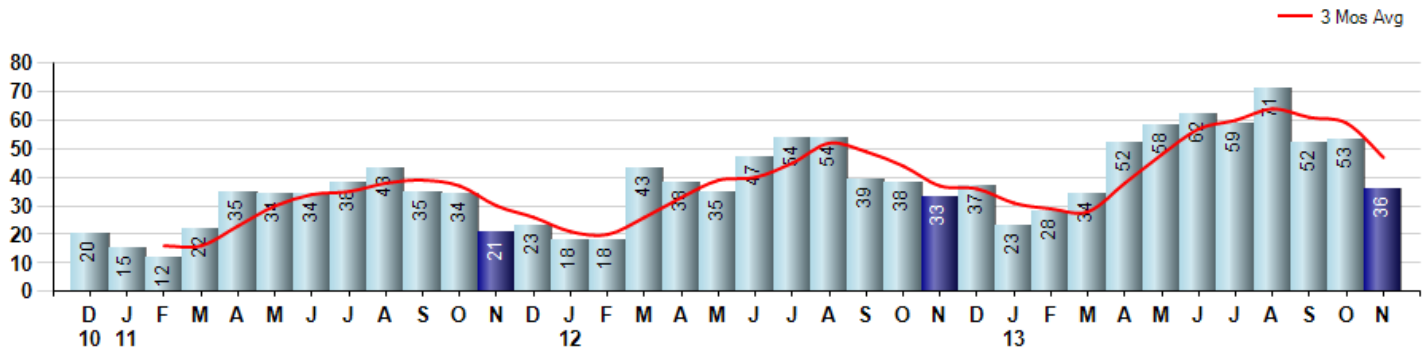
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|---|-------------|-------------------|-----|-----|----|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$722,500 | ↓ | | ↑ | | | | |
| Average List Price of all Current Listings | \$1,284,555 | ↑ | | ↑ | | | | |
| November Median Sales Price | \$431,750 | ↓ | ↓ | ↓ | ↑ | \$439,500 | ↑ | ↑ |
| November Average Sales Price | \$543,739 | ↓ | ↓ | ↑ | ↑ | \$521,860 | ↑ | ↑ |
| Total Properties Currently for Sale (Inventory) | 147 | ↓ | | ↓ | | | | |
| November Number of Properties Sold | 36 | ↓ | | ↑ | | 528 | ↑ | |
| November Average Days on Market (Solds) | 79 | ↓ | → | ↓ | ↓ | 89 | ↓ | ↓ |
| November Month's Supply of Inventory | 4.1 | ↑ | ↑ | ↓ | ↓ | 5.2 | ↓ | ↓ |
| November Sale Price vs List Price Ratio | 93.8% | ↓ | ↓ | ↑ | ↑ | 94.0% | ↑ | ↑ |

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

Property Sales

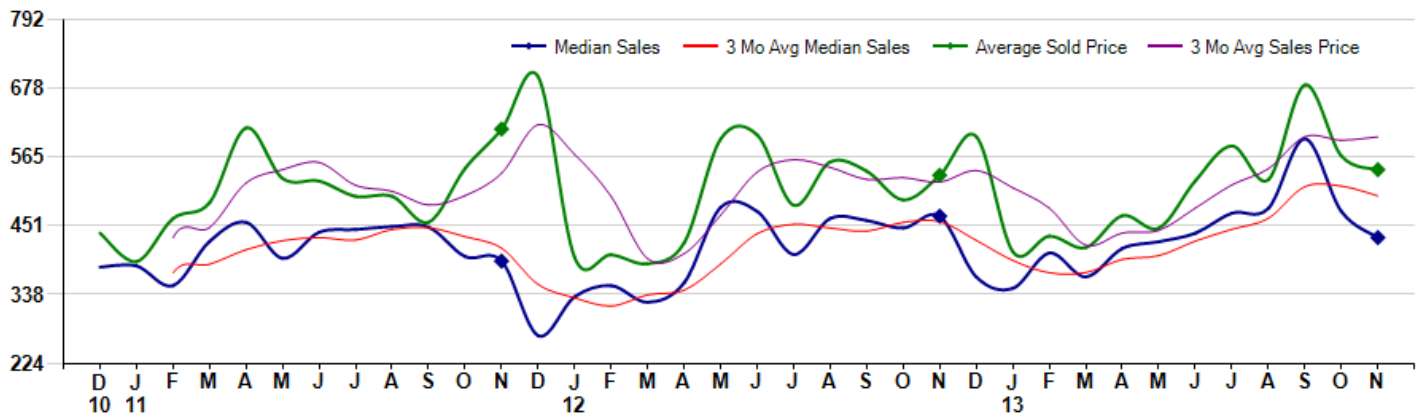
November Property sales were 36, up 9.1% from 33 in November of 2012 and -32.1% lower than the 53 sales last month. November 2013 sales were at their highest level compared to November of 2012 and 2011. November YTD sales of 528 are running 26.6% ahead of last year's year-to-date sales of 417.



Prices

The Median Sales Price in November was \$431,750, down -7.5% from \$467,000 in November of 2012 and down -9.1% from \$475,000 last month. The Average Sales Price in November was \$543,739, up 1.7% from \$534,564 in November of 2012 and down -4.0% from \$566,449 last month. November 2013 ASP was at a mid range compared to November of 2012 and 2011.

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



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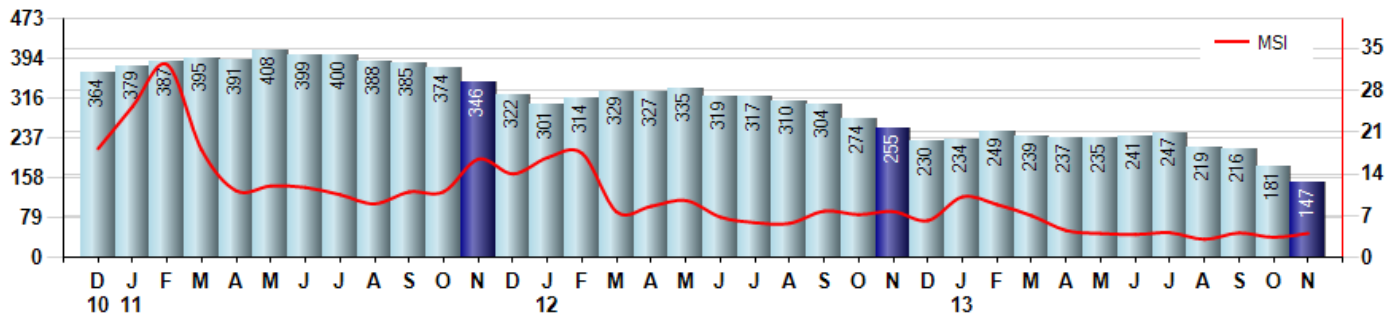
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Inventory & MSI

The Total Inventory of Properties available for sale as of November was 147, down -18.8% from 181 last month and down -42.4% from 255 in November of last year. November 2013 Inventory was at the lowest level compared to November of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2013 MSI of 4.1 months was at its lowest level compared with November of 2012 and 2011.

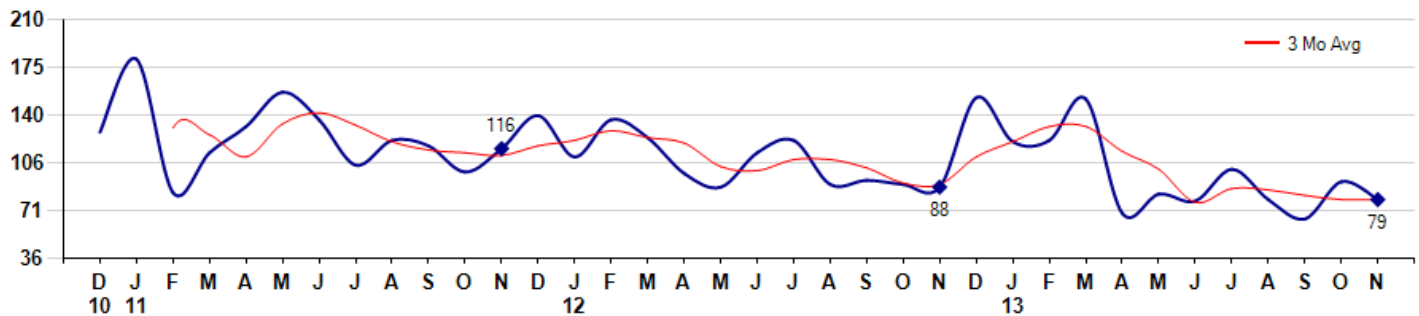
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 79, down -14.1% from 92 days last month and down -10.2% from 88 days in November of last year. The November 2013 DOM was at its lowest level compared with November of 2012 and 2011.

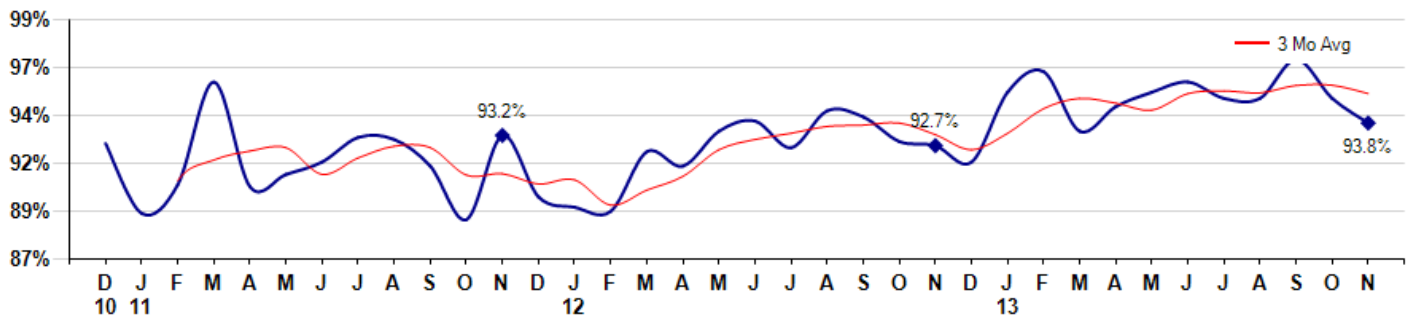
Average Days on Market(Listing to Contract) for properties sold during the month



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 November 2013 Selling Price vs List Price of 93.8% was down from 95.0% last month and up from 92.7% in November of last year.

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



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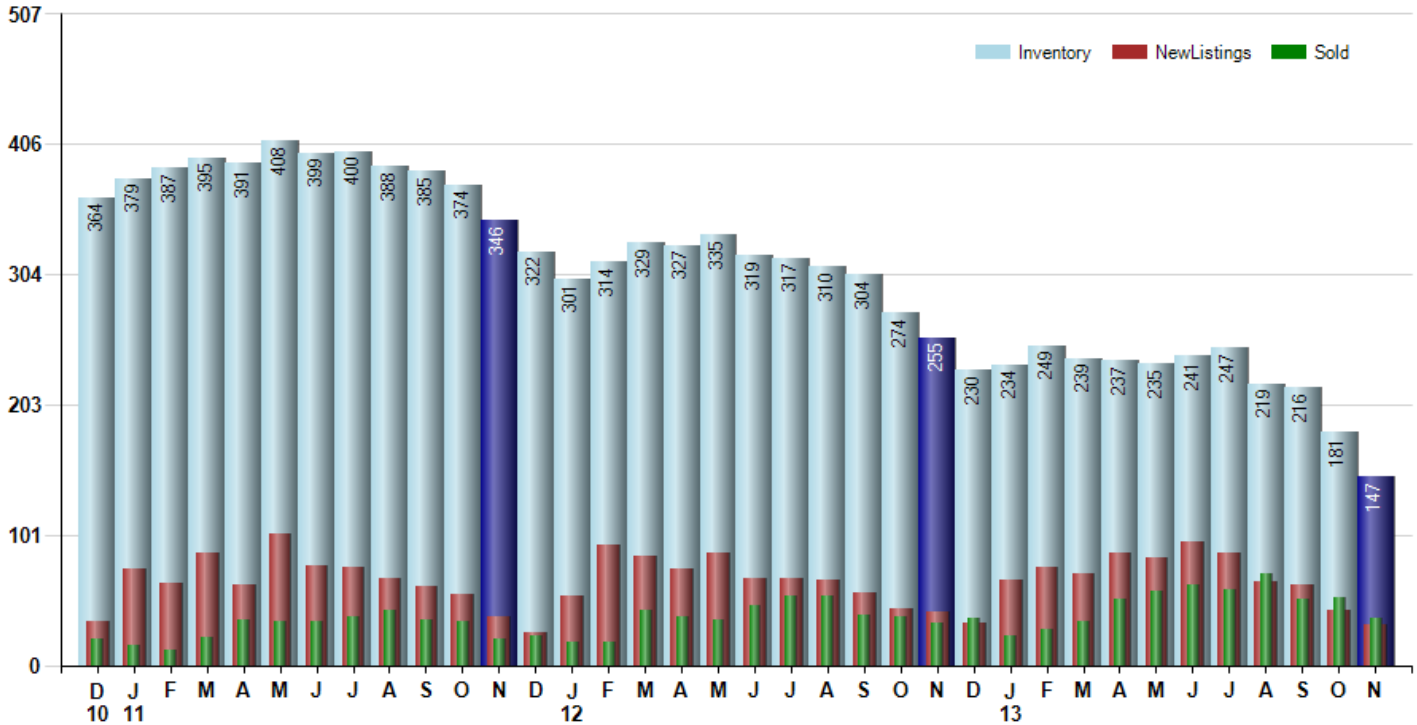
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Inventory / New Listings / Sales

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 November 2013 was 32, down -25.6% from 43 last month and down -23.8% from 42 in November of last year.



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MARKET ACTION REPORT

November 2013

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| | D 10 | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F | M | A | M | J | J | A | S | O | N |
|----------------|------|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|
| Homes Sold | 20 | 15 | 12 | 22 | 35 | 34 | 34 | 38 | 43 | 35 | 34 | 21 | 23 | 18 | 18 | 43 | 38 | 35 | 47 | 54 | 54 | 39 | 38 | 33 | 37 | 23 | 28 | 34 | 52 | 58 | 62 | 59 | 71 | 52 | 53 | 36 |
| 3 Mo. Roll Avg | | | 16 | 16 | 23 | 30 | 34 | 35 | 38 | 39 | 37 | 30 | 26 | 21 | 20 | 26 | 33 | 39 | 40 | 45 | 52 | 49 | 44 | 37 | 36 | 31 | 29 | 28 | 38 | 48 | 57 | 60 | 64 | 61 | 59 | 47 |

| | (000's) D 10 | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F | M | A | M | J | J | A | S | O | N |
|-------------------|--------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Median Sale Price | 383 | 385 | 353 | 426 | 457 | 398 | 441 | 445 | 450 | 449 | 401 | 393 | 270 | 334 | 353 | 325 | 358 | 482 | 475 | 404 | 463 | 460 | 448 | 467 | 367 | 348 | 406 | 367 | 414 | 425 | 439 | 472 | 480 | 595 | 475 | 432 |
| 3 Mo. Roll Avg | | | 374 | 388 | 412 | 427 | 432 | 428 | 445 | 448 | 433 | 414 | 355 | 332 | 319 | 337 | 345 | 388 | 438 | 454 | 447 | 442 | 457 | 458 | 427 | 394 | 374 | 374 | 396 | 402 | 426 | 445 | 464 | 516 | 517 | 501 |

| | D 10 | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F | M | A | M | J | J | A | S | O | N |
|-----------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Inventory | 364 | 379 | 387 | 395 | 391 | 408 | 399 | 400 | 388 | 385 | 374 | 346 | 322 | 301 | 314 | 329 | 327 | 335 | 319 | 317 | 310 | 304 | 274 | 255 | 230 | 234 | 249 | 239 | 237 | 235 | 241 | 247 | 219 | 216 | 181 | 147 |
| MSI | 18 | 25 | 32 | 18 | 11 | 12 | 12 | 11 | 9 | 11 | 11 | 16 | 14 | 17 | 17 | 8 | 9 | 10 | 7 | 6 | 6 | 8 | 7 | 8 | 6 | 10 | 9 | 7 | 5 | 4 | 4 | 4 | 3 | 4 | 3 | 4 |

| | D 10 | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F | M | A | M | J | J | A | S | O | N |
|----------------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|----|----|-----|------|-----|-----|-----|-----|----|-----|----|----|----|----|
| Days On Market | 128 | 181 | 84 | 113 | 132 | 157 | 137 | 104 | 122 | 118 | 99 | 116 | 140 | 110 | 137 | 124 | 98 | 88 | 113 | 122 | 90 | 93 | 90 | 88 | 153 | 121 | 122 | 152 | 69 | 83 | 78 | 101 | 79 | 65 | 92 | 79 |
| 3 Mo. Roll Avg | | | 131 | 126 | 110 | 134 | 142 | 133 | 121 | 115 | 113 | 111 | 118 | 122 | 129 | 124 | 120 | 103 | 100 | 108 | 108 | 102 | 91 | 90 | 110 | 121 | 132 | 132 | 114 | 101 | 77 | 87 | 86 | 82 | 79 | 79 |

| | D 10 | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F | M | A | M | J | J | A | S | O | N |
|-----------------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Price per Sq Ft | 158 | 157 | 180 | 169 | 189 | 182 | 185 | 181 | 159 | 169 | 170 | 187 | 182 | 189 | 147 | 146 | 174 | 184 | 193 | 172 | 179 | 190 | 190 | 183 | 187 | 169 | 166 | 190 | 183 | 179 | 195 | 202 | 188 | 223 | 195 | 205 |
| 3 Mo. Roll Avg | | | 165 | 169 | 179 | 180 | 185 | 183 | 175 | 170 | 166 | 175 | 180 | 186 | 173 | 161 | 156 | 168 | 184 | 183 | 181 | 180 | 186 | 188 | 187 | 180 | 174 | 175 | 180 | 184 | 186 | 192 | 195 | 204 | 202 | 208 |

| | D 10 | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F | M | A | M | J | J | A | S | O | N |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.895 | 0.924 | 0.917 | 0.934 | 0.939 | 0.926 | 0.944 | 0.941 | 0.929 | 0.927 | 0.919 | 0.953 | 0.963 | 0.934 | 0.946 | 0.953 | 0.958 | 0.950 | 0.950 | 0.969 | 0.950 | 0.938 |
| 3 Mo. Roll Avg | | | 0.910 | 0.920 | 0.924 | 0.926 | 0.913 | 0.921 | 0.927 | 0.926 | 0.913 | 0.913 | 0.908 | 0.910 | 0.898 | 0.905 | 0.912 | 0.925 | 0.930 | 0.933 | 0.936 | 0.937 | 0.938 | 0.932 | 0.925 | 0.933 | 0.945 | 0.950 | 0.948 | 0.944 | 0.952 | 0.954 | 0.953 | 0.956 | 0.956 | 0.952 |

| | D 10 | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F | M | A | M | J | J | A | S | O | N |
|--------------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| New Listings | 34 | 75 | 64 | 88 | 63 | 102 | 77 | 76 | 68 | 61 | 55 | 38 | 25 | 54 | 94 | 85 | 75 | 88 | 68 | 67 | 66 | 56 | 44 | 42 | 33 | 66 | 76 | 71 | 88 | 84 | 96 | 88 | 65 | 63 | 43 | 32 |
| Inventory | 364 | 379 | 387 | 395 | 391 | 408 | 399 | 400 | 388 | 385 | 374 | 346 | 322 | 301 | 314 | 329 | 327 | 335 | 319 | 317 | 310 | 304 | 274 | 255 | 230 | 234 | 249 | 239 | 237 | 235 | 241 | 247 | 219 | 216 | 181 | 147 |
| Sales | 20 | 15 | 12 | 22 | 35 | 34 | 34 | 38 | 43 | 35 | 34 | 21 | 23 | 18 | 18 | 43 | 38 | 35 | 47 | 54 | 54 | 39 | 38 | 33 | 37 | 23 | 28 | 34 | 52 | 58 | 62 | 59 | 71 | 52 | 53 | 36 |

| | (000's) D 10 | J 11 | F | M | A | M | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F | M | A | M | J | J | A | S | O | N |
|----------------|--------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Avg Sale Price | 439 | 392 | 463 | 489 | 613 | 529 | 525 | 500 | 500 | 457 | 546 | 611 | 697 | 399 | 404 | 389 | 423 | 595 | 601 | 485 | 557 | 541 | 494 | 535 | 599 | 409 | 434 | 415 | 468 | 447 | 526 | 583 | 527 | 684 | 566 | 544 |
| 3 Mo. Roll Avg | | | 432 | 448 | 522 | 544 | 556 | 518 | 508 | 486 | 501 | 538 | 618 | 569 | 500 | 397 | 405 | 469 | 540 | 560 | 548 | 528 | 531 | 523 | 542 | 514 | 480 | 419 | 439 | 444 | 480 | 519 | 545 | 598 | 593 | 598 |

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