

MLS Area: Highland Park



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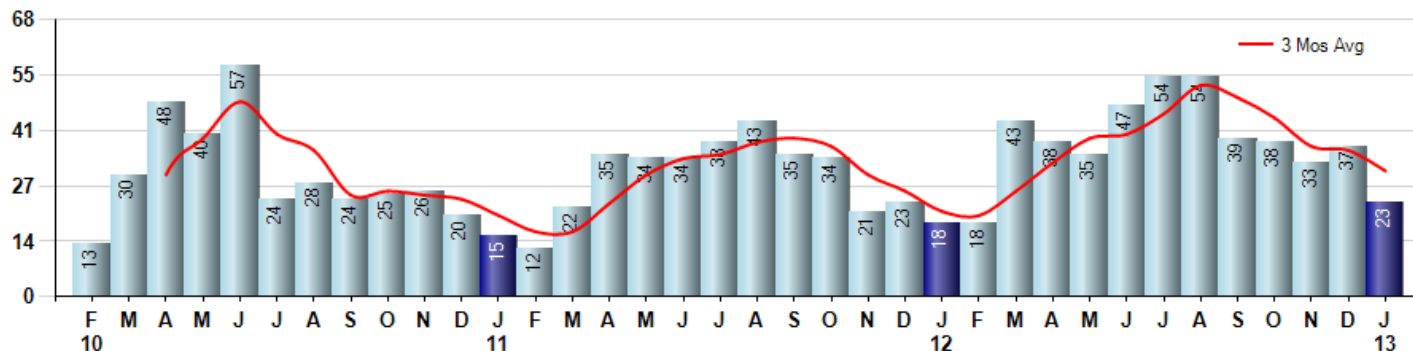
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$599,000	↑		↑				
Average List Price of all Current Listings	\$1,046,078	↑		↑				
January Median Sales Price	\$348,000	↓	↓	↑	↓	\$348,000	↑	↓
January Average Sales Price	\$408,522	↓	↓	↑	↓	\$408,522	↑	↓
Total Properties Currently for Sale (Inventory)	210	↓		↓				
January Number of Properties Sold	23	↓		↑		23	→	
January Average Days on Market (Solds)	121	↓	↑	↑	↑	121	↑	↑
January Month's Supply of Inventory	9.1	↑	↑	↓	↑	9.1	↓	↑
January Sale Price vs List Price Ratio	95.3%	↑	↑	↑	↑	94.9%	↑	↑

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

Property Sales

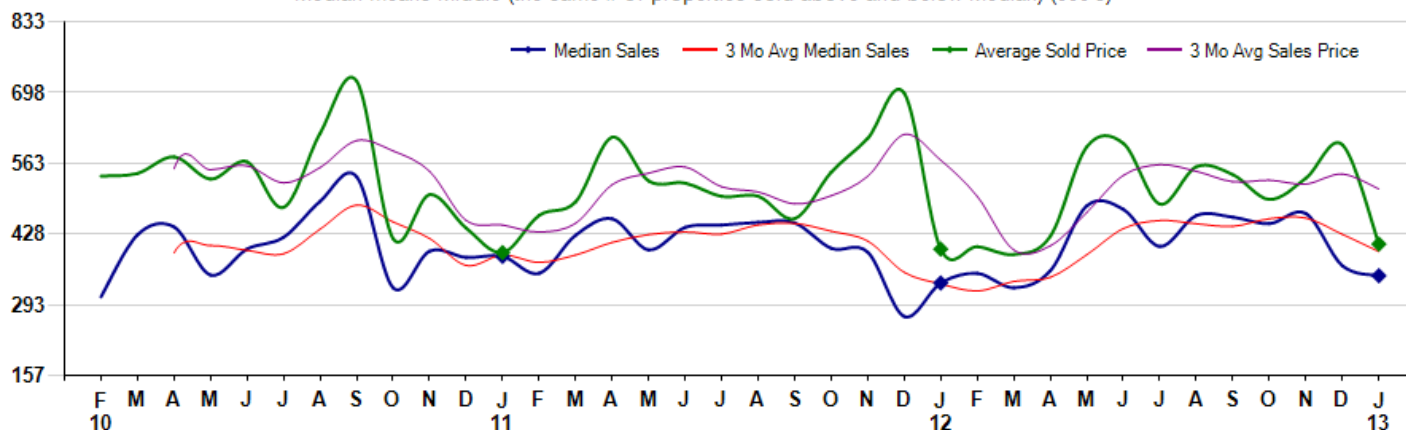
January Property sales were 23, up 27.8% from 18 in January of 2012 and -37.8% lower than the 37 sales last month. January 2013 sales were at their highest level compared to January of 2012 and 2011. January YTD sales of 23 are running 27.8% ahead of last year's year-to-date sales of 18.



Prices

The Median Sales Price in January was \$348,000, up 4.2% from \$334,000 in January of 2012 and down -5.2% from \$367,000 last month. The Average Sales Price in January was \$408,522, up 2.4% from \$398,839 in January of 2012 and down -31.8% from \$598,684 last month. January 2013 ASP was at highest level compared to January of 2012 and 2011.

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



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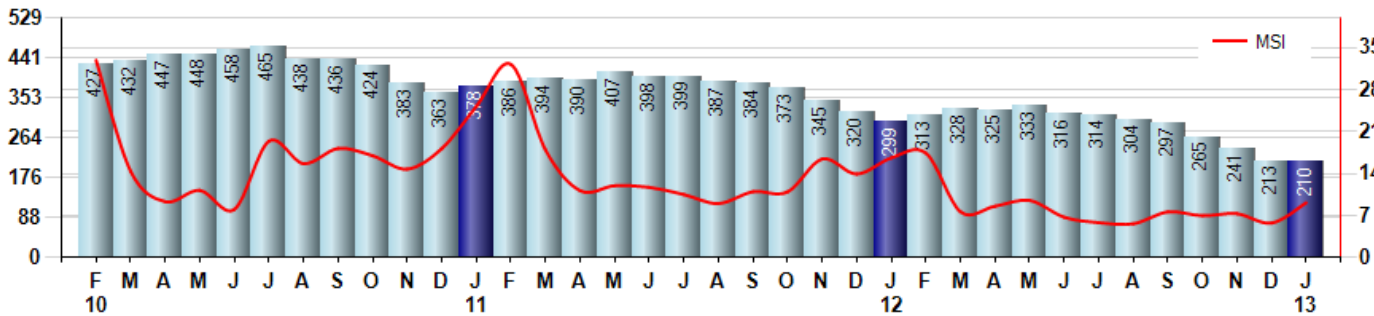
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 210, down -1.4% from 213 last month and down -29.8% from 299 in January of last year. January 2013 Inventory was at the lowest level compared to January of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2013 MSI of 9.1 months was at its lowest level compared with January of 2012 and 2011.

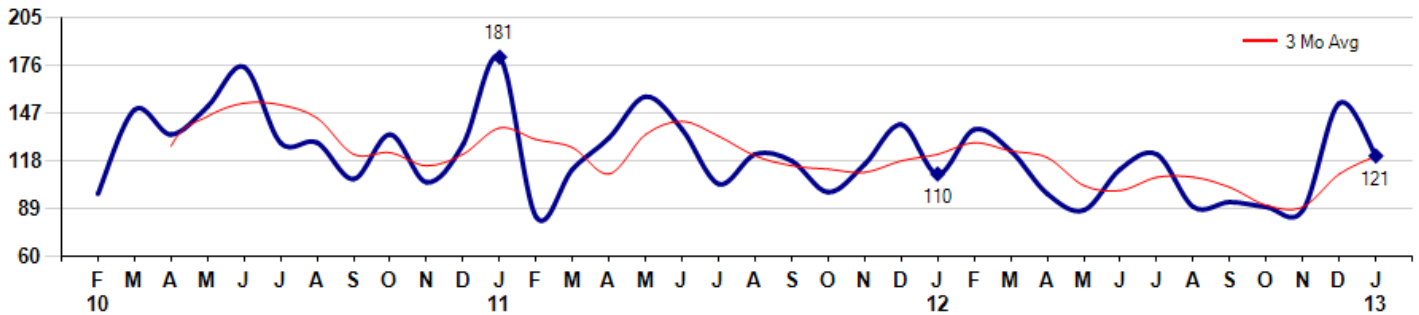
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 121, down -20.9% from 153 days last month and up 10.0% from 110 days in January of last year. The January 2013 DOM was at a mid range compared with January of 2012 and 2011.

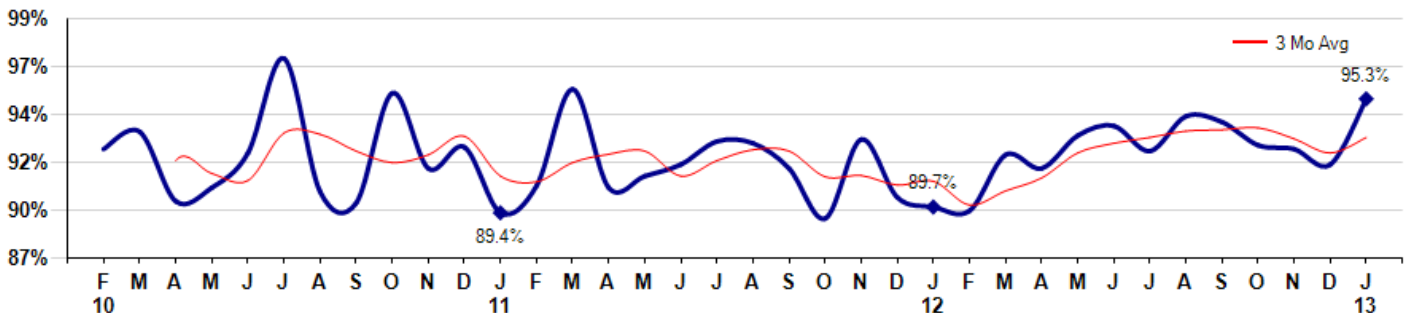
Average Days on Market (Listing to Contract) for properties sold during the month



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 January 2013 Selling Price vs List Price of 95.3% was up from 91.9% last month and up from 89.7% in January 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 2/1/2010 through 1/31/2013. 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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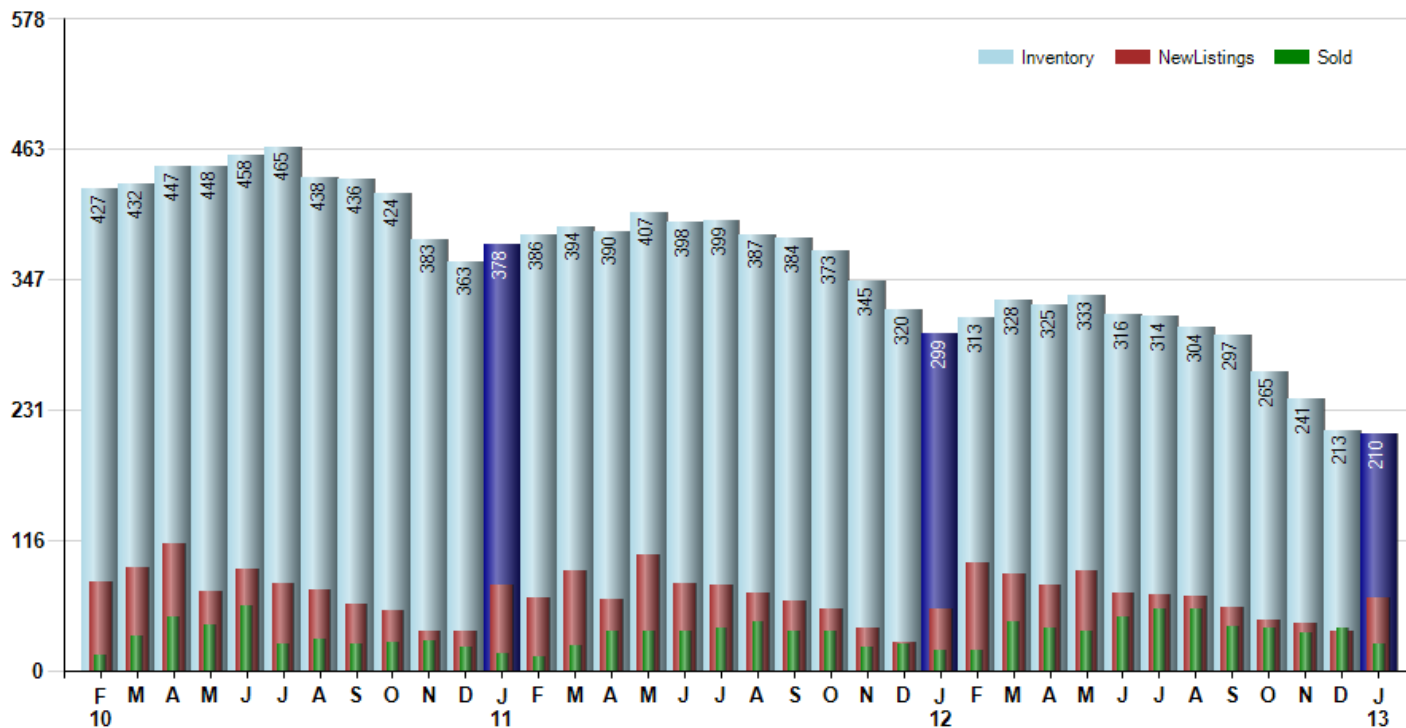
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Inventory / New Listings / Sales

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 January 2013 was 65, up 91.2% from 34 last month and up 20.4% from 54 in January of last year.



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MARKET ACTION REPORT

January 2013

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	F 10	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	N	D	J 13
Homes Sold	13	30	48	40	57	24	28	24	25	26	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
3 Mo. Roll Avg			30	39	48	40	36	25	26	25	24	20	16	16	23	30	34	35	38	39	37	30	26	21	20	26	33	39	40	45	52	49	44	37	36	31

	(000's) F 10	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	N	D	J 13
Median Sale Price	308	426	441	349	399	422	490	538	325	395	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
3 Mo. Roll Avg			392	406	397	390	437	483	451	419	368	388	374	388	412	427	432	428	445	448	433	414	355	332	319	337	345	388	438	454	447	442	457	458	427	394

	F 10	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	N	D	J 13
Inventory	427	432	447	448	458	465	438	436	424	383	363	378	386	394	390	407	398	399	387	384	373	345	320	299	313	328	325	333	316	314	304	297	265	241	213	210
MSI	33	14	9	11	8	19	16	18	17	15	18	25	32	18	11	12	12	11	9	11	11	16	14	17	17	8	9	10	7	6	6	8	7	7	6	9

	F 10	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	N	D	J 13
Days On Market	98	149	134	151	175	129	129	107	134	105	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
3 Mo. Roll Avg			127	145	153	152	144	122	123	115	122	138	131	126	110	134	142	133	121	115	113	111	118	122	129	124	120	103	100	108	108	102	91	90	110	121

	F 10	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	N	D	J 13
Price per Sq Ft	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	190	190	183	187	169
3 Mo. Roll Avg			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	180	186	188	187	180

	F 10	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	N	D	J 13
Sale to List Price	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	0.895	0.924	0.917	0.934	0.939	0.926	0.944	0.941	0.929	0.927	0.919	0.953
3 Mo. Roll Avg			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	0.898	0.905	0.912	0.925	0.930	0.933	0.936	0.937	0.938	0.932	0.925	0.933

	F 10	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	N	D	J 13
New Listings	79	91	113	70	90	77	71	59	53	35	34	75	64	88	63	102	77	76	68	61	55	38	25	54	95	85	75	88	68	67	66	56	44	42	34	65
Inventory	427	432	447	448	458	465	438	436	424	383	363	378	386	394	390	407	398	399	387	384	373	345	320	299	313	328	325	333	316	314	304	297	265	241	213	210
Sales	13	30	48	40	57	24	28	24	25	26	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

	(000's) F 10	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	N	D	J 13
Avg Sale Price	538	543	575	533	566	479	620	721	419	503	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
3 Mo. Roll Avg			552	551	558	526	555	606	587	548	454	445	432	448	522	544	556	518	508	486	501	538	618	569	500	397	405	469	540	560	548	528	531	523	542	514

