

MLS Area: Highland Park



ART WILSON
 Broker, Realtor
 847-363-1599
 Art.Wilson@cbexchange.com



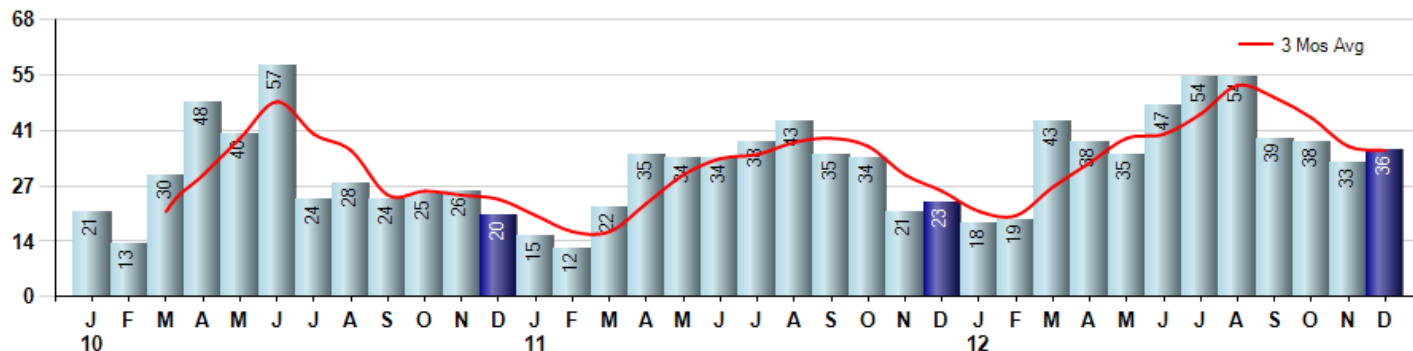
Price Range: | Properties: Single Family Home, Townhome, Condo

| 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 | \$1,122,350 | ↑ | | ↑ | | | | |
| December Median Sales Price | \$368,500 | ↓ | ↓ | ↑ | ↓ | \$420,000 | ↓ | ↓ |
| December Average Sales Price | \$609,272 | ↑ | ↑ | ↓ | ↑ | \$511,227 | ↓ | ↓ |
| Total Properties Currently for Sale (Inventory) | 195 | ↓ | | ↓ | | | | |
| December Number of Properties Sold | 36 | ↑ | | ↑ | | 454 | ↑ | |
| December Average Days on Market (Solds) | 155 | ↑ | ↑ | ↑ | ↑ | 108 | ↓ | ↓ |
| December Month's Supply of Inventory | 5.4 | ↓ | ↓ | ↓ | ↓ | 8.6 | ↓ | ↓ |
| December Sale Price vs List Price Ratio | 91.7% | ↓ | ↓ | ↑ | ↑ | 91.8% | ↑ | ↑ |

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

Property Sales

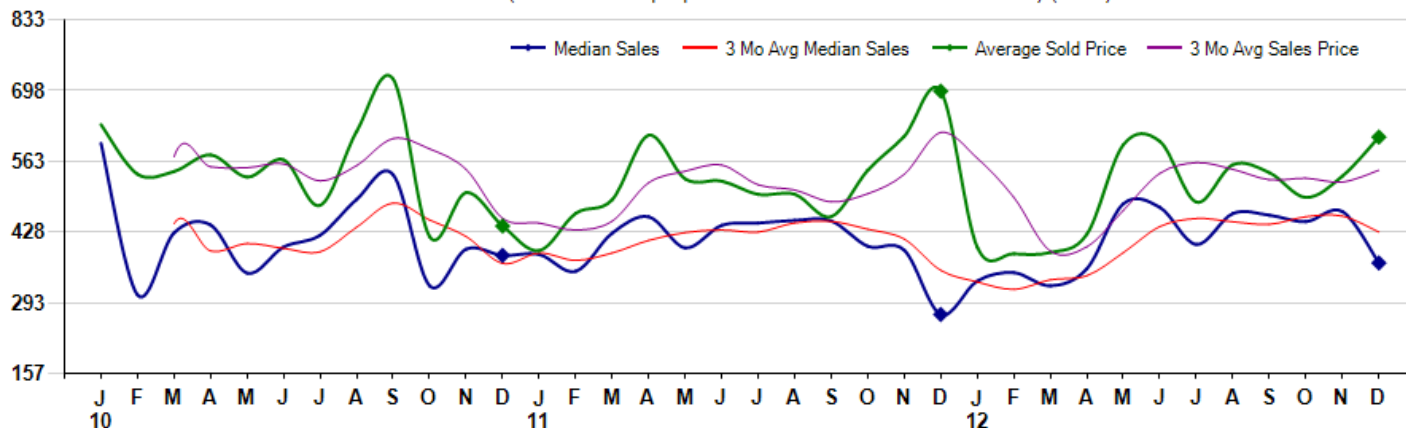
December Property sales were 36, up 56.5% from 23 in December of 2011 and 9.1% higher than the 33 sales last month. December 2012 sales were at their highest level compared to December of 2011 and 2010. December YTD sales of 454 are running 31.2% ahead of last year's year-to-date sales of 346.



Prices

The Median Sales Price in December was \$368,500, up 36.5% from \$270,000 in December of 2011 and down -21.1% from \$467,000 last month. The Average Sales Price in December was \$609,272, down -12.6% from \$697,139 in December of 2011 and up 14.0% from \$534,564 last month. December 2012 ASP was at a mid range compared to December of 2011 and 2010.

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



Based on information from Midwest Real Estate Data LLC for the period 1/1/2010 through 12/31/2012. 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.



MLS Area: Highland Park



ART WILSON
 Broker, Realtor
 847-363-1599
 Art.Wilson@cbexchange.com



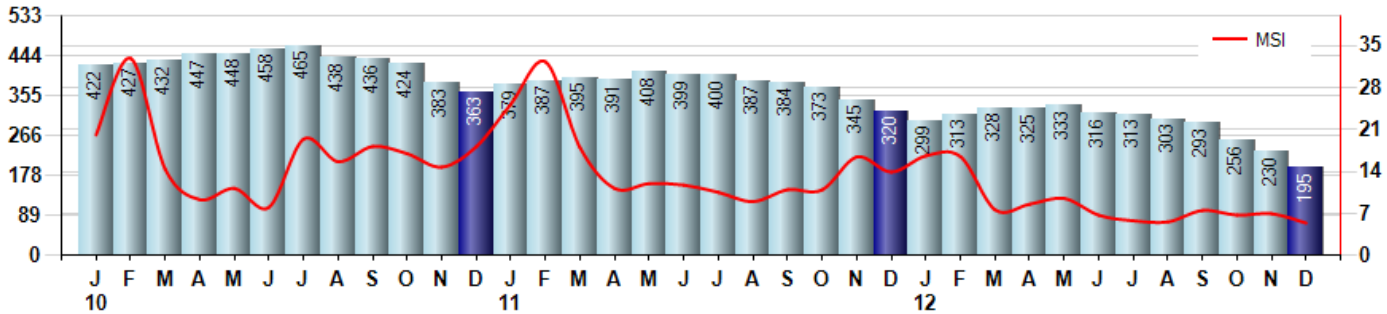
Price Range: | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of December was 195, down -15.2% from 230 last month and down -39.1% from 320 in December of last year. December 2012 Inventory was at the lowest level compared to December of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2012 MSI of 5.4 months was at its lowest level compared with December of 2011 and 2010.

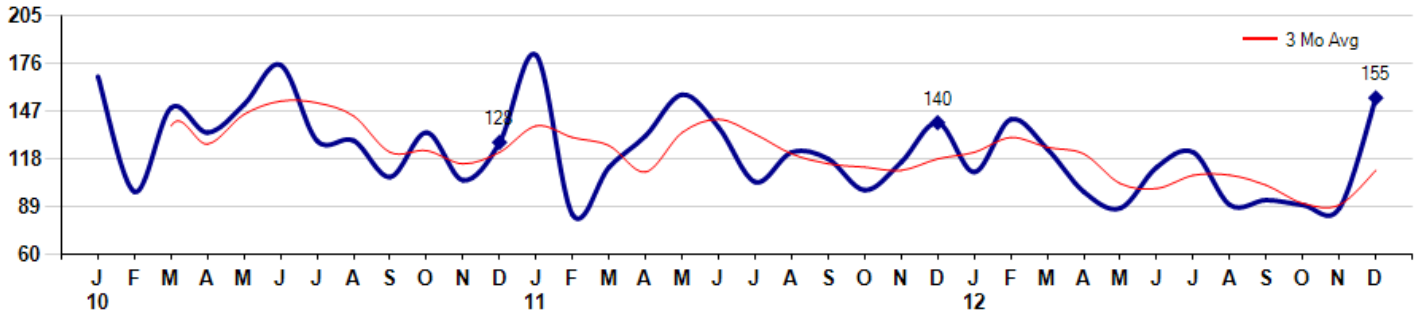
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 155, up 76.1% from 88 days last month and up 10.7% from 140 days in December of last year. The December 2012 DOM was at its highest level compared with December of 2011 and 2010.

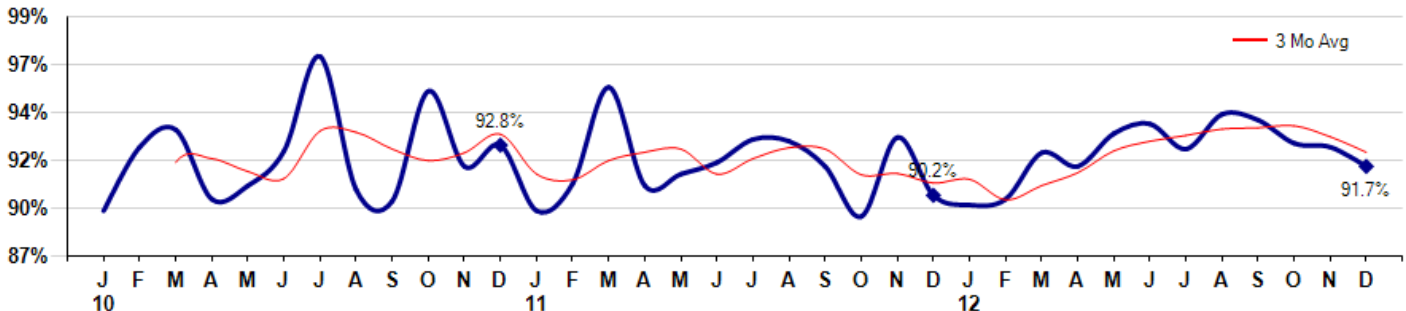
Average Days on Market(Listing to Contract) for properties sold during the month



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 December 2012 Selling Price vs List Price of 91.7% was down from 92.7% last month and up from 90.2% in December 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 1/1/2010 through 12/31/2012. 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.



MLS Area: Highland Park



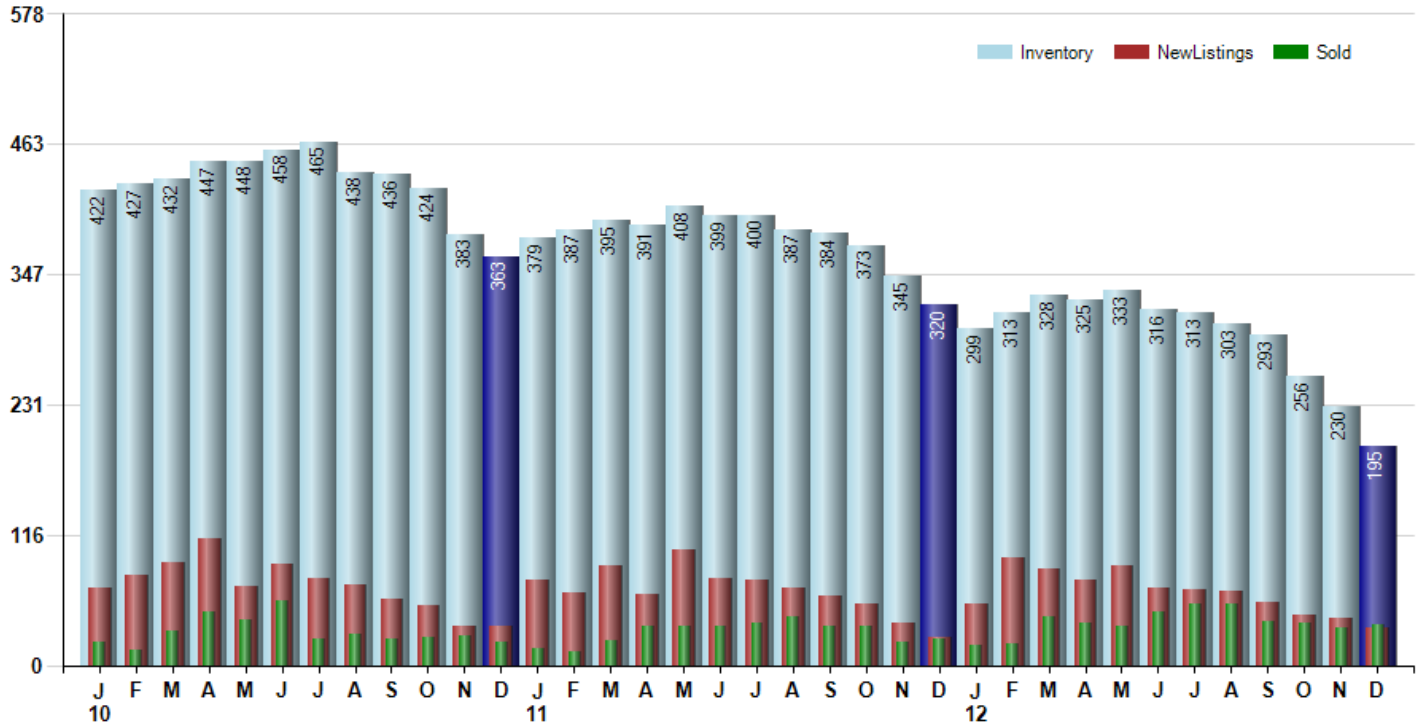
ART WILSON
 Broker, Realtor
 847-363-1599
 Art.Wilson@cbexchange.com



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

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 2012 was 33, down -21.4% from 42 last month and up 32.0% from 25 in December of last year.



Based on information from Midwest Real Estate Data LLC for the period 1/1/2010 through 12/31/2012. 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.



MARKET ACTION REPORT

December 2012

MLS Area: Highland Park



ART WILSON
 Broker, Realtor
 847-363-1599
 Art.Wilson@cbexchange.com



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

| | 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 | N | D |
|----------------|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|
| Homes Sold | 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 | 39 | 38 | 33 | 36 |
| 3 Mo. Roll Avg | | | 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 | 44 | 37 | 36 |

| (000's) | 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 | N | D |
|-------------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Median Sale Price | 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 | 460 | 448 | 467 | 369 |
| 3 Mo. Roll Avg | | | 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 | 442 | 457 | 458 | 428 |

| | 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 | N | D |
|-----------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Inventory | 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 | 313 | 328 | 325 | 333 | 316 | 313 | 303 | 293 | 256 | 230 | 195 |
| MSI | 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 | 9 | 10 | 7 | 6 | 6 | 8 | 7 | 7 | 5 |

| | 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 | N | D |
|----------------|------|----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|----|----|-----|
| Days On Market | 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 | 93 | 90 | 88 | 155 |
| 3 Mo. Roll Avg | | | 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 | 91 | 90 | 111 |

| | 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 | N | D |
|-----------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Price per Sq Ft | 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 | 190 | 190 | 183 | 187 |
| 3 Mo. Roll Avg | | | 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 | 180 | 186 | 188 | 187 |

| | 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 | N | D |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.941 | 0.929 | 0.927 | 0.917 |
| 3 Mo. Roll Avg | | | 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 | 0.938 | 0.932 | 0.924 |

| | 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 | N | D |
|--------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| New Listings | 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 | 66 | 56 | 44 | 42 | 33 |
| Inventory | 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 | 313 | 328 | 325 | 333 | 316 | 313 | 303 | 293 | 256 | 230 | 195 |
| Sales | 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 | 39 | 38 | 33 | 36 |

| (000's) | 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 | N | D |
|----------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Avg Sale Price | 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 | 541 | 494 | 535 | 609 |
| 3 Mo. Roll Avg | | | 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 | 528 | 531 | 523 | 546 |

Based on information from Midwest Real Estate Data LLC for the period 1/1/2010 through 12/31/2012. 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.

