

MLS Area: Highland Park



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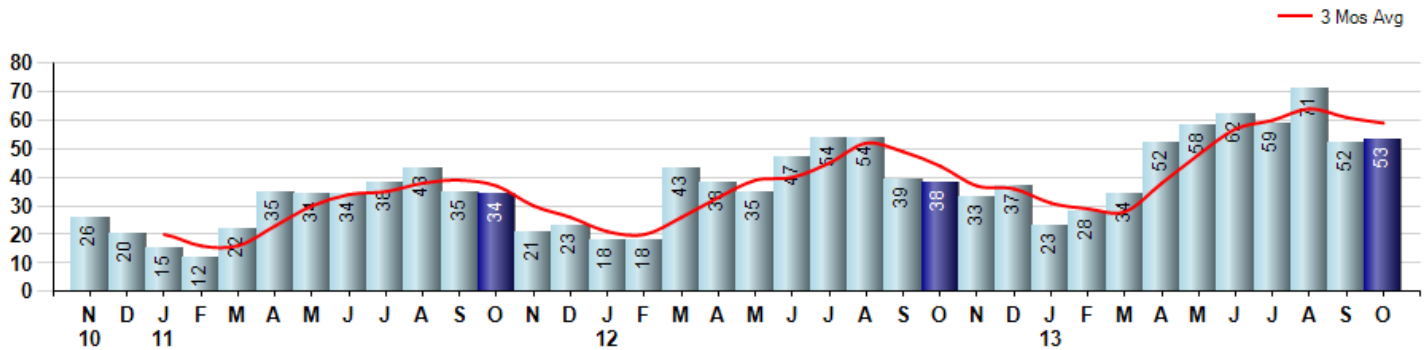
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$775,000	↑		↑				
Average List Price of all Current Listings	\$1,326,236	↑		↑				
October Median Sales Price	\$475,000	↓	↓	↑	↑	\$439,500	↑	↑
October Average Sales Price	\$566,449	↓	↓	↑	↑	\$520,259	↑	↑
Total Properties Currently for Sale (Inventory)	175	↓		↓				
October Number of Properties Sold	53	↑		↑		492	↑	
October Average Days on Market (Solds)	92	↑	↑	↑	↓	90	↓	↓
October Month's Supply of Inventory	3.3	↓	↓	↓	↓	5.3	↓	↓
October Sale Price vs List Price Ratio	95.0%	↓	↑	↑	↑	94.1%	↑	↑

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

Property Sales

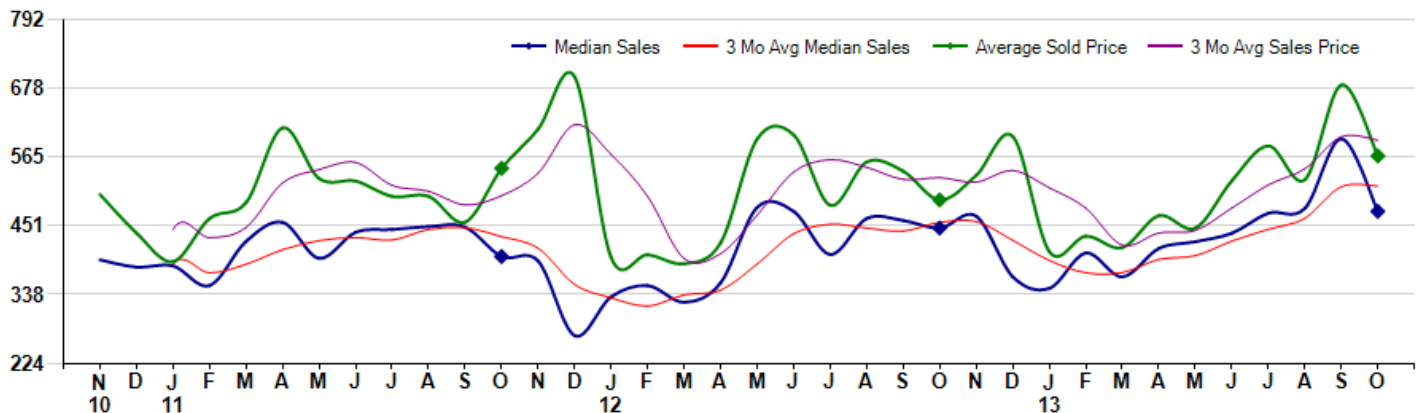
October Property sales were 53, up 39.5% from 38 in October of 2012 and 1.9% higher than the 52 sales last month. October 2013 sales were at their highest level compared to October of 2012 and 2011. October YTD sales of 492 are running 28.1% ahead of last year's year-to-date sales of 384.



Prices

The Median Sales Price in October was \$475,000, up 6.1% from \$447,500 in October of 2012 and down -20.2% from \$595,000 last month. The Average Sales Price in October was \$566,449, up 14.7% from \$493,862 in October of 2012 and down -17.1% from \$683,688 last month. October 2013 ASP was at highest level compared to October of 2012 and 2011.

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



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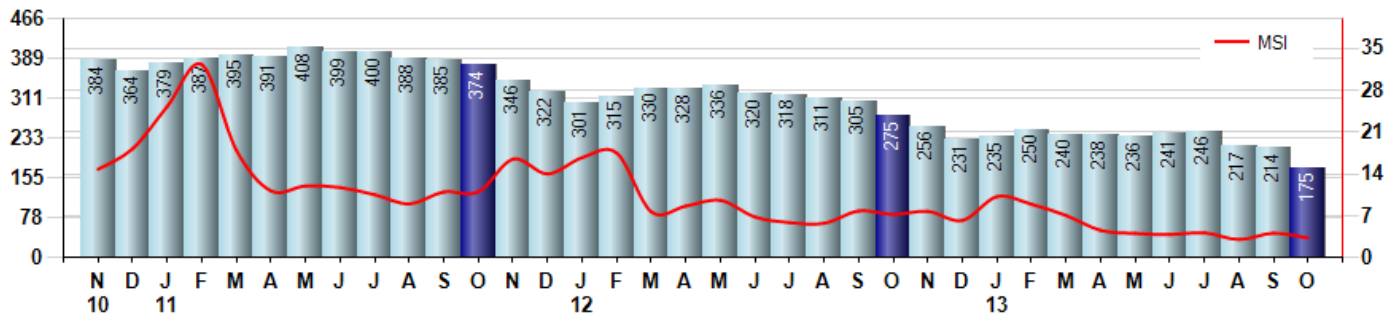
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Inventory & MSI

The Total Inventory of Properties available for sale as of October was 175, down -18.2% from 214 last month and down -36.4% from 275 in October of last year. October 2013 Inventory was at the lowest level compared to October of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2013 MSI of 3.3 months was at its lowest level compared with October of 2012 and 2011.

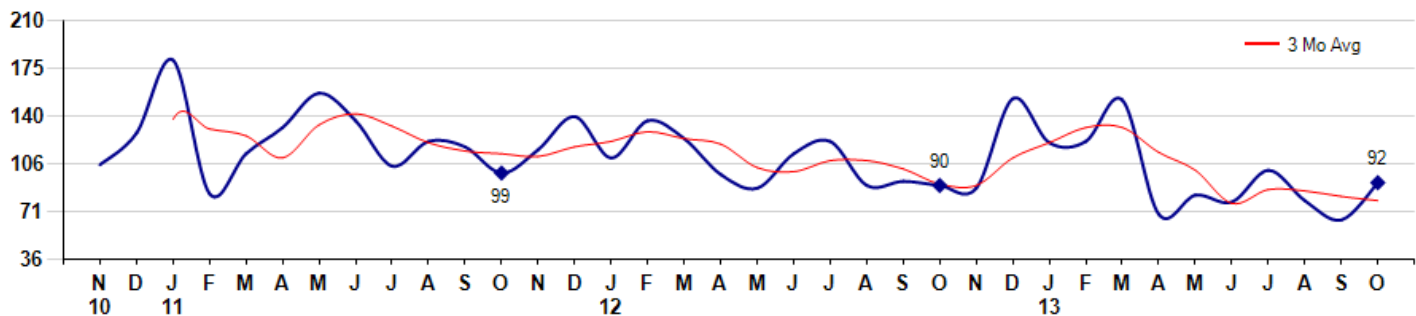
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 October was 92, up 41.5% from 65 days last month and up 2.2% from 90 days in October of last year. The October 2013 DOM was at a mid range compared with October of 2012 and 2011.

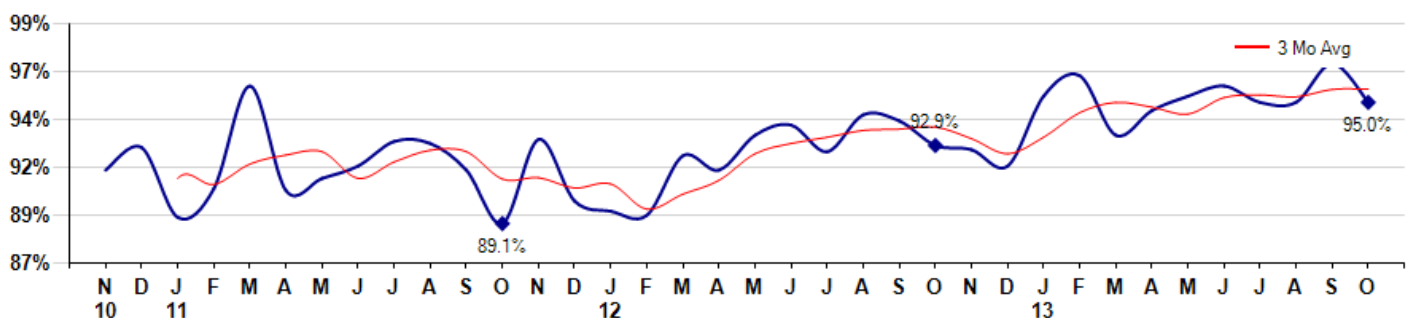
Average Days on Market(Listing to Contract) for properties sold during the month



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 October 2013 Selling Price vs List Price of 95.0% was down from 96.9% last month and up from 92.9% in October of last year.

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



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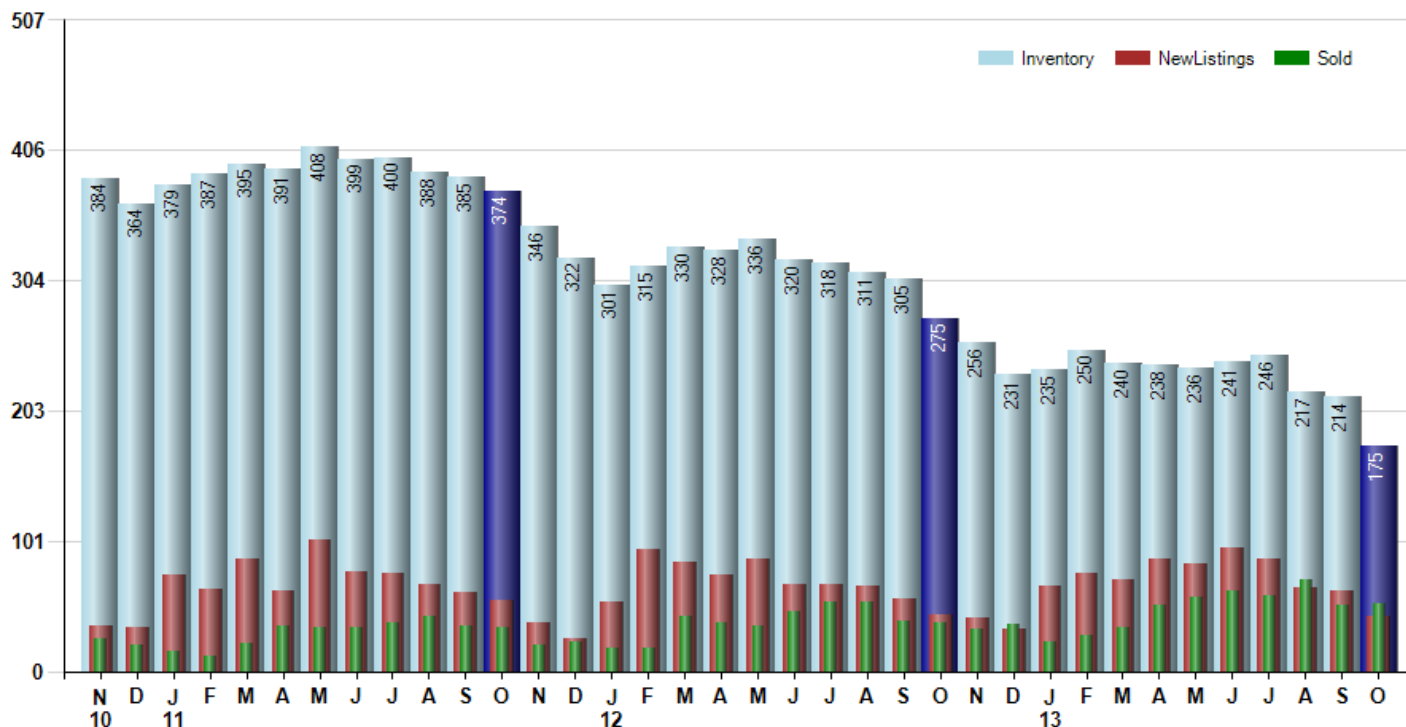
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Inventory / New Listings / Sales

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 October 2013 was 43, down -31.7% from 63 last month and down -2.3% from 44 in October of last year.



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MARKET ACTION REPORT

October 2013

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	N 10	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	F	M	A	M	J	J	A	S	O
Homes Sold	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	28	34	52	58	62	59	71	52	53
3 Mo. Roll Avg			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	29	28	38	48	57	60	64	61	59

	(000's) N 10	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	F	M	A	M	J	J	A	S	O
Median Sale Price	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	406	367	414	425	439	472	480	595	475
3 Mo. Roll Avg			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	374	374	396	402	426	445	464	516	517

	N 10	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	F	M	A	M	J	J	A	S	O
Inventory	384	364	379	387	395	391	408	399	400	388	385	374	346	322	301	315	330	328	336	320	318	311	305	275	256	231	235	250	240	238	236	241	246	217	214	175
MSI	15	18	25	32	18	11	12	12	11	9	11	11	16	14	17	18	8	9	10	7	6	6	8	7	8	6	10	9	7	5	4	4	4	3	4	3

	N 10	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	F	M	A	M	J	J	A	S	O
Days On Market	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	122	152	69	83	78	101	79	65	92
3 Mo. Roll Avg			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	132	132	114	101	77	87	86	82	79

	N 10	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	F	M	A	M	J	J	A	S	O
Price per Sq Ft	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	166	190	183	179	195	202	188	223	195
3 Mo. Roll Avg			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	174	175	180	184	186	192	195	204	202

	N 10	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	F	M	A	M	J	J	A	S	O
Sale to List Price	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	0.963	0.934	0.946	0.953	0.958	0.950	0.950	0.969	0.950
3 Mo. Roll Avg			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	0.945	0.950	0.948	0.944	0.952	0.954	0.953	0.956	0.956

	N 10	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	F	M	A	M	J	J	A	S	O
New Listings	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	33	66	76	71	88	84	96	88	65	63	43
Inventory	384	364	379	387	395	391	408	399	400	388	385	374	346	322	301	315	330	328	336	320	318	311	305	275	256	231	235	250	240	238	236	241	246	217	214	175
Sales	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	28	34	52	58	62	59	71	52	53

	(000's) N 10	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	F	M	A	M	J	J	A	S	O
Avg Sale Price	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	434	415	468	447	526	583	527	684	566
3 Mo. Roll Avg			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	480	419	439	444	480	519	545	598	593

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