

## MLS Area: Highland Park



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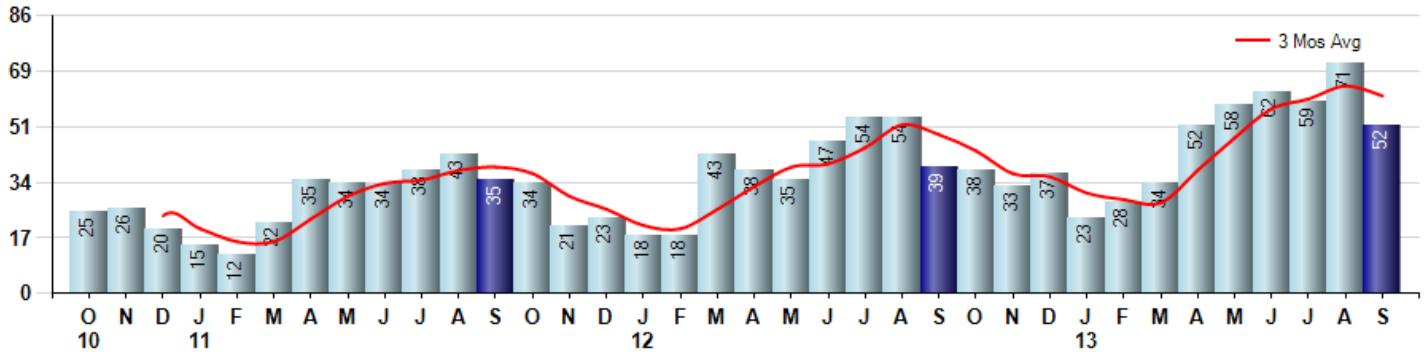
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$714,000	↓		↑				
Average List Price of all Current Listings	\$1,254,554	↑		↑				
September Median Sales Price	\$595,000	↑	↑	↑	↑	\$433,000	↑	↑
September Average Sales Price	\$683,688	↑	↑	↑	↑	\$514,683	↑	↑
Total Properties Currently for Sale (Inventory)	203	↓		↓				
September Number of Properties Sold	52	↓		↑		439	↑	
September Average Days on Market (Solds)	65	↓	↓	↓	↓	90	↓	↓
September Month's Supply of Inventory	3.9	↑	↑	↓	↓	5.5	↓	↓
September Sale Price vs List Price Ratio	96.9%	↑	↑	↑	↑	94.1%	↑	↑

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

### Property Sales

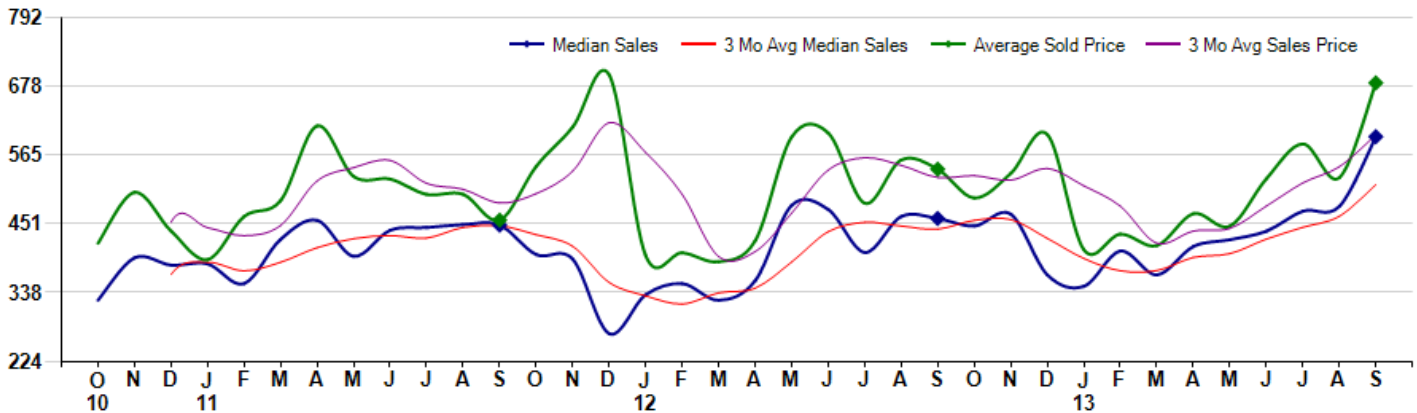
September Property sales were 52, up 33.3% from 39 in September of 2012 and -26.8% lower than the 71 sales last month. September 2013 sales were at their highest level compared to September of 2012 and 2011. September YTD sales of 439 are running 26.9% ahead of last year's year-to-date sales of 346.



### Prices

The Median Sales Price in September was \$595,000, up 29.3% from \$460,000 in September of 2012 and up 24.0% from \$480,000 last month. The Average Sales Price in September was \$683,688, up 26.3% from \$541,359 in September of 2012 and up 29.6% from \$527,405 last month. September 2013 ASP was at highest level compared to September of 2012 and 2011.

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



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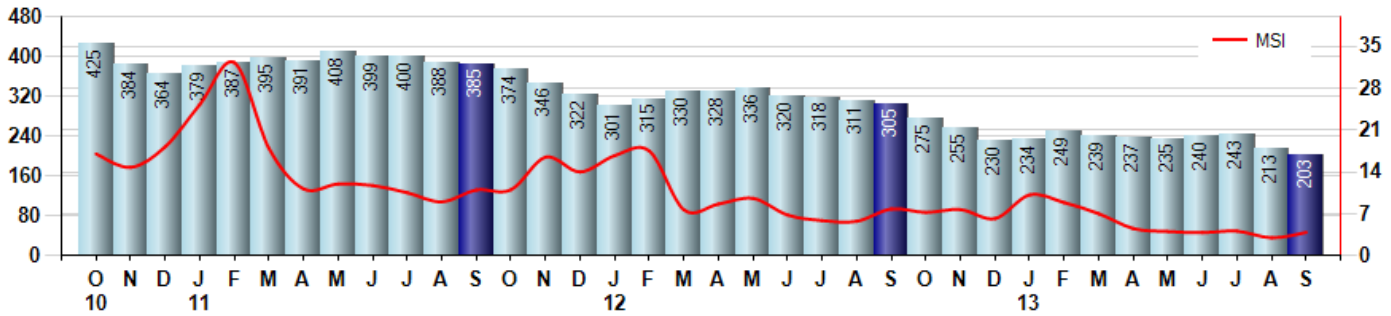
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### Inventory & MSI

The Total Inventory of Properties available for sale as of September was 203, down -4.7% from 213 last month and down -33.4% from 305 in September of last year. September 2013 Inventory was at the lowest level compared to September of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2013 MSI of 3.9 months was at its lowest level compared with September of 2012 and 2011.

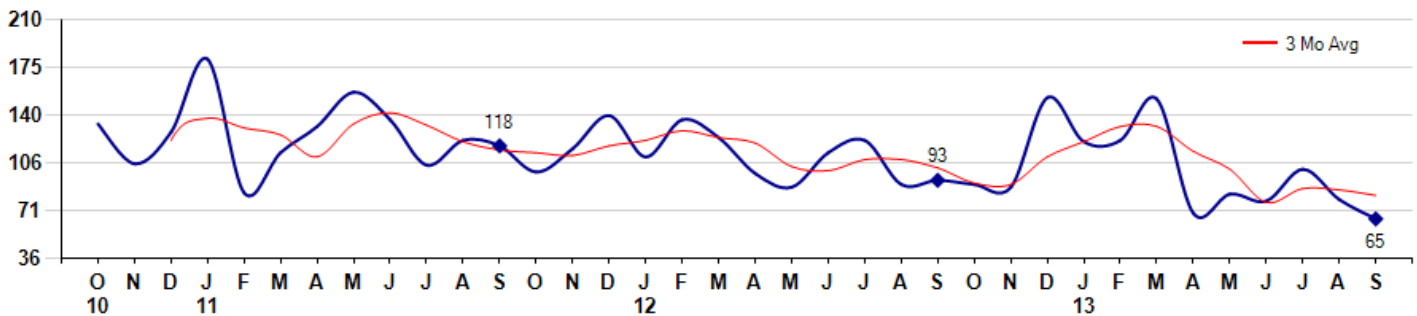
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 September was 65, down -17.7% from 79 days last month and down -30.1% from 93 days in September of last year. The September 2013 DOM was at its lowest level compared with September of 2012 and 2011.

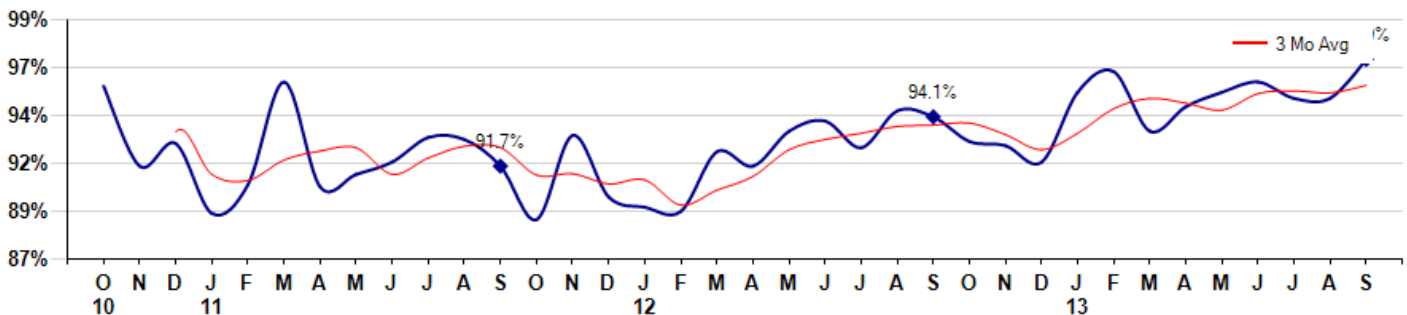
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 September 2013 Selling Price vs List Price of 96.9% was up from 95.0% last month and up from 94.1% in September of last year.

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



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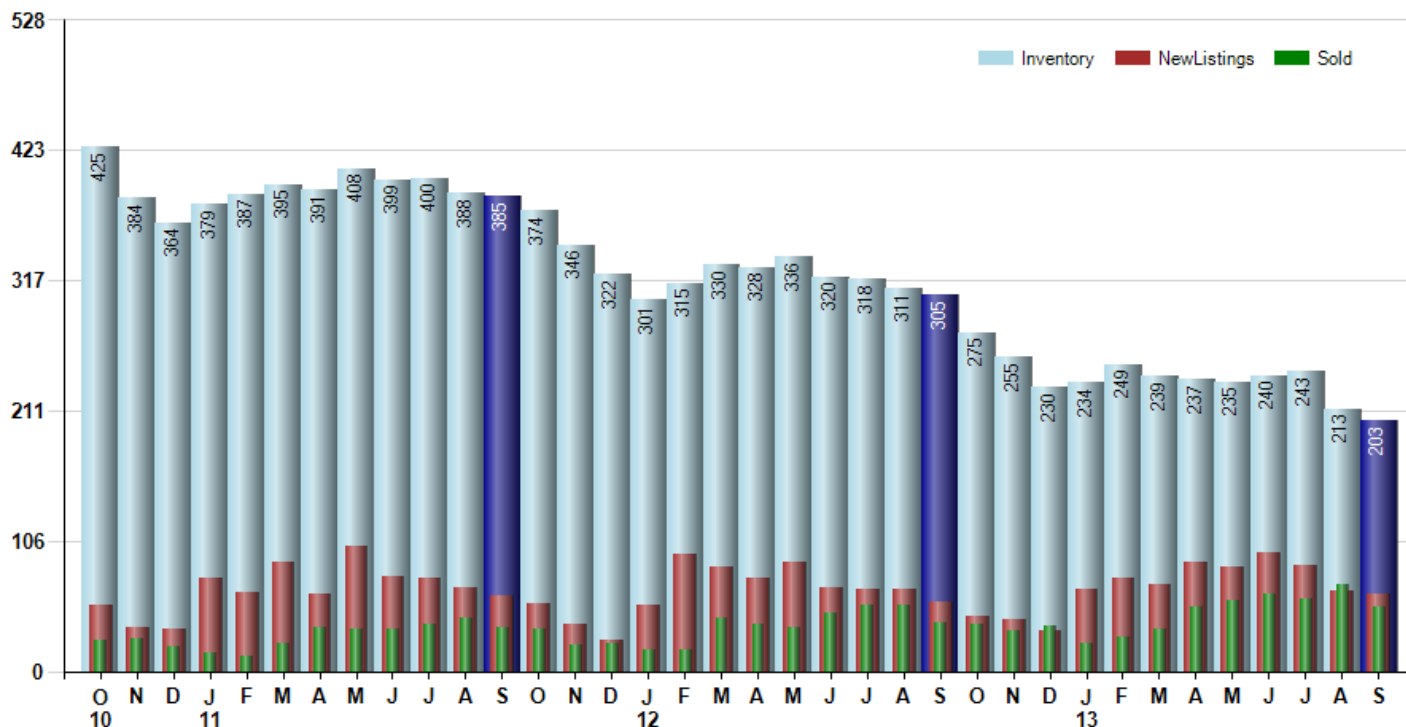
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### Inventory / New Listings / Sales

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 September 2013 was 63, down -3.1% from 65 last month and up 12.5% from 56 in September of last year.



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# MARKET ACTION REPORT

September 2013

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

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

	O 10	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	F	M	A	M	J	J	A	S
Inventory	425	384	364	379	387	395	391	408	399	400	388	385	374	346	322	301	315	330	328	336	320	318	311	305	275	255	230	234	249	239	237	235	240	243	213	203
MSI	17	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

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

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

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

	O 10	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	F	M	A	M	J	J	A	S
New Listings	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	33	66	76	71	88	84	96	86	65	63
Inventory	425	384	364	379	387	395	391	408	399	400	388	385	374	346	322	301	315	330	328	336	320	318	311	305	275	255	230	234	249	239	237	235	240	243	213	203
Sales	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	28	34	52	58	62	59	71	52

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

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