

MLS Area: Highland Park



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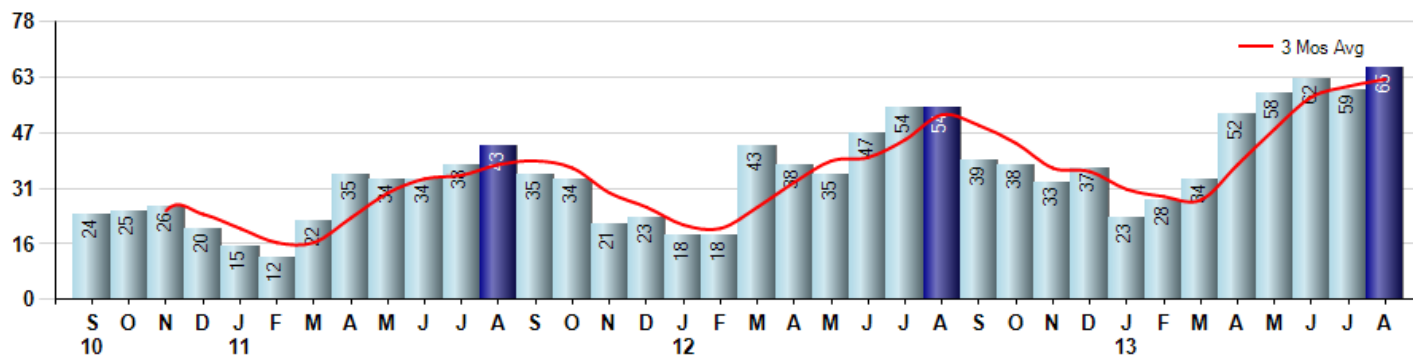
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$749,000	↑		↑				
Average List Price of all Current Listings	\$1,222,504	↑		↑				
August Median Sales Price	\$480,000	↑	↑	↑	↑	\$417,500	↓	↔
August Average Sales Price	\$544,489	↓	↑	↓	↑	\$494,331	↔	↓
Total Properties Currently for Sale (Inventory)	209	↓		↓				
August Number of Properties Sold	65	↑		↑		381	↑	
August Average Days on Market (Solds)	73	↓	↓	↓	↓	93	↓	↓
August Month's Supply of Inventory	3.2	↓	↓	↓	↓	5.7	↓	↓
August Sale Price vs List Price Ratio	95.2%	↑	↑	↑	↑	93.9%	↑	↑

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

Property Sales

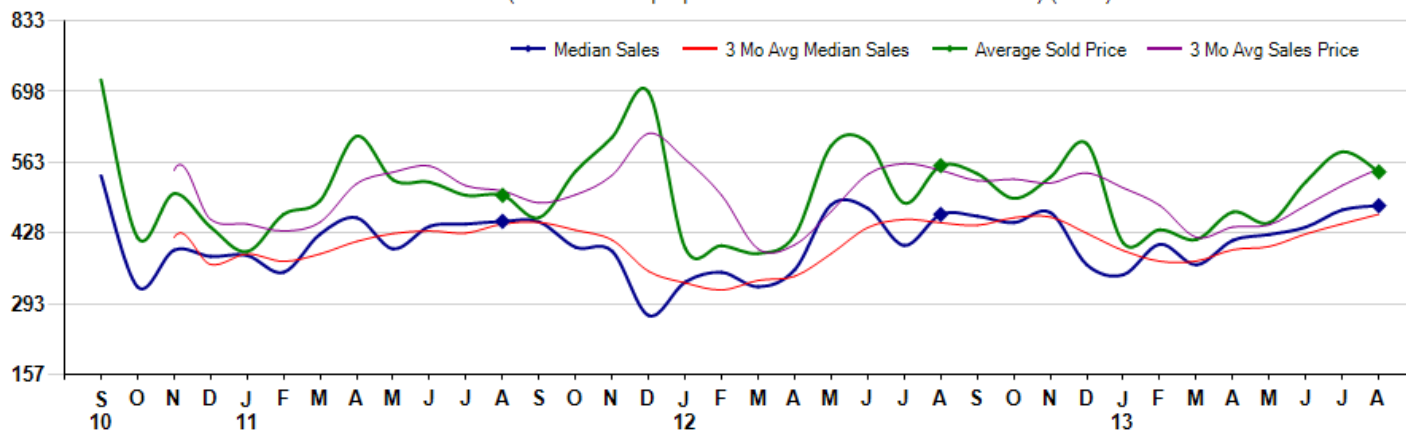
August Property sales were 65, up 20.4% from 54 in August of 2012 and 10.2% higher than the 59 sales last month. August 2013 sales were at their highest level compared to August of 2012 and 2011. August YTD sales of 381 are running 24.1% ahead of last year's year-to-date sales of 307.



Prices

The Median Sales Price in August was \$480,000, up 3.6% from \$463,250 in August of 2012 and up 1.7% from \$472,000 last month. The Average Sales Price in August was \$544,489, down -2.2% from \$556,605 in August of 2012 and down -6.6% from \$583,121 last month. August 2013 ASP was at a mid range compared to August of 2012 and 2011.

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



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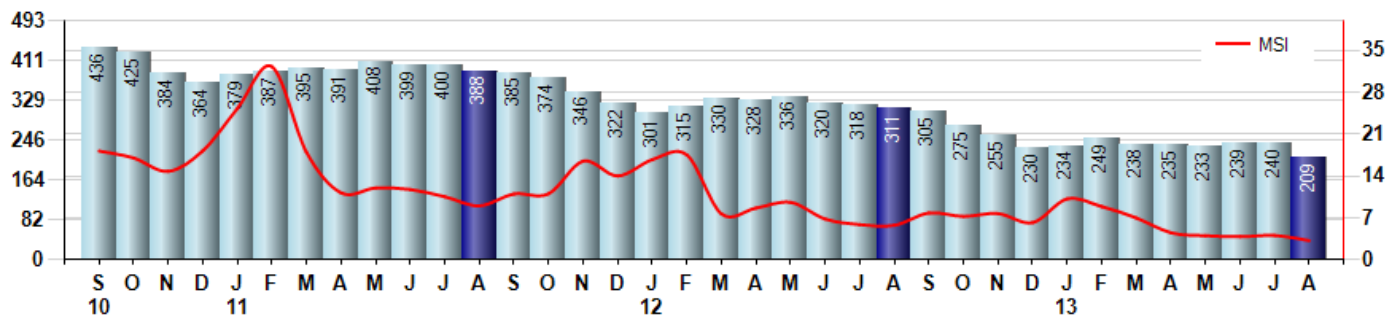
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Inventory & MSI

The Total Inventory of Properties available for sale as of August was 209, down -12.9% from 240 last month and down -32.8% from 311 in August of last year. August 2013 Inventory was at the lowest level compared to August of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2013 MSI of 3.2 months was at its lowest level compared with August of 2012 and 2011.

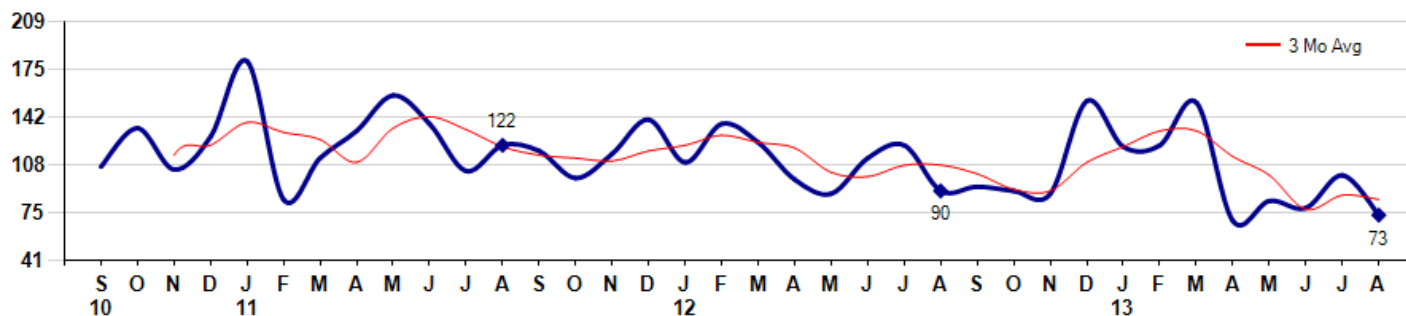
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 August was 73, down -27.7% from 101 days last month and down -18.9% from 90 days in August of last year. The August 2013 DOM was at its lowest level compared with August of 2012 and 2011.

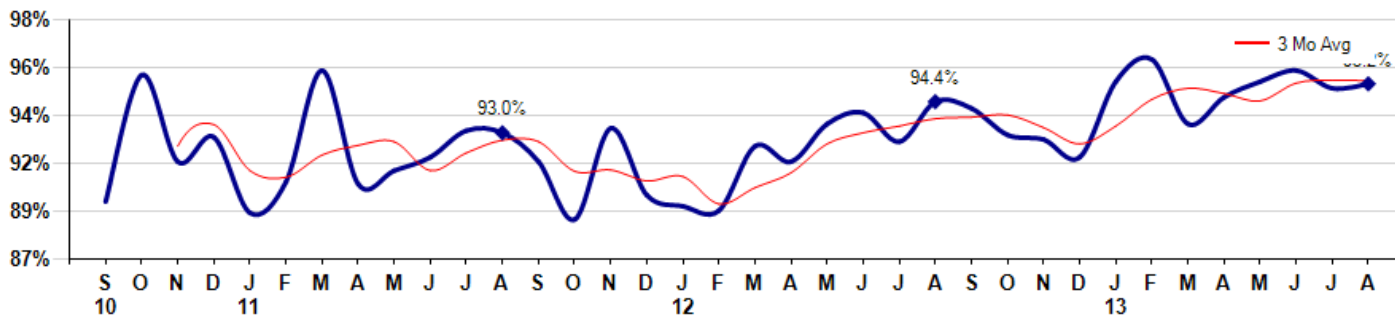
Average Days on Market(Listing to Contract) for properties sold during the month



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 August 2013 Selling Price vs List Price of 95.2% was up from 95.0% last month and up from 94.4% in August of last year.

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



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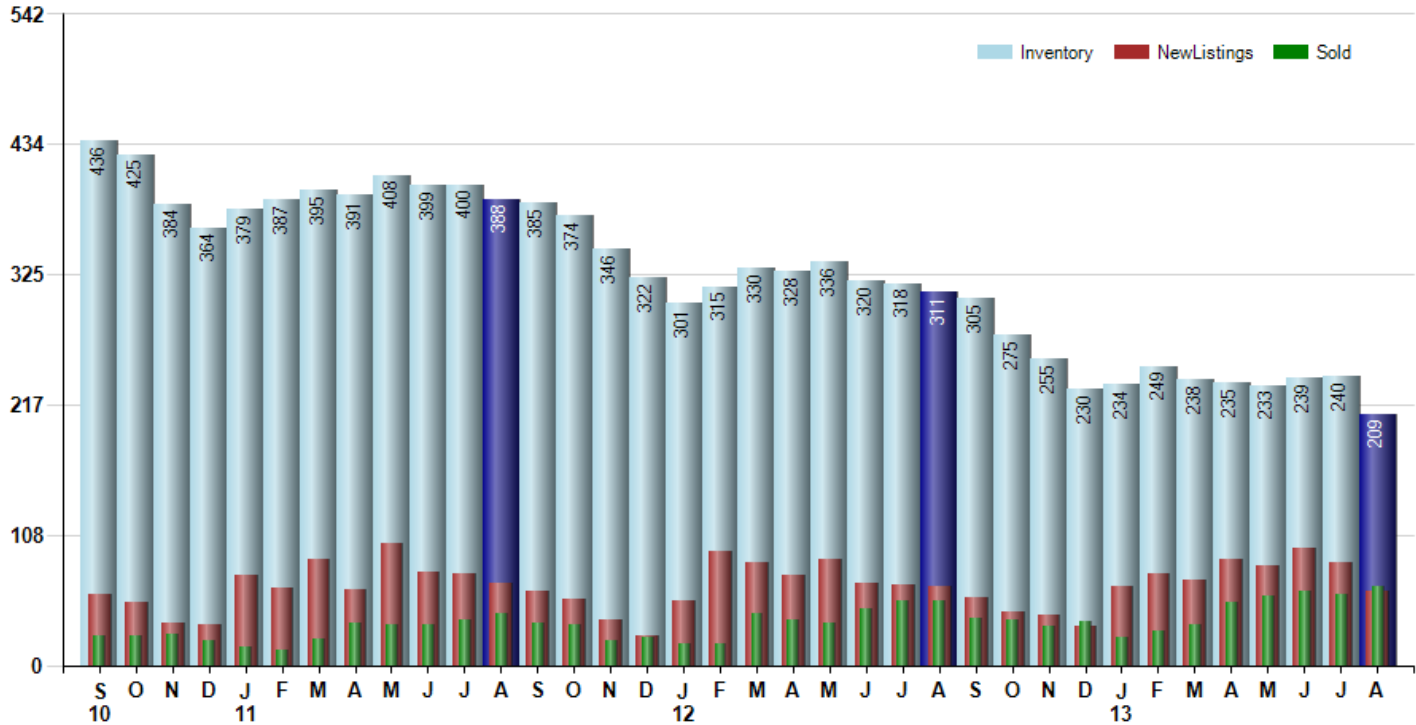
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Inventory / New Listings / Sales

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 August 2013 was 62, down -27.9% from 86 last month and down -6.1% from 66 in August of last year.



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MARKET ACTION REPORT

August 2013

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	S 10	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	F	M	A	M	J	J	A
Homes Sold	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	28	34	52	58	62	59	65
3 Mo. Roll Avg			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	29	28	38	48	57	60	62

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

	S 10	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	F	M	A	M	J	J	A
Inventory	436	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	238	235	233	239	240	209
MSI	18	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

	S 10	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	F	M	A	M	J	J	A
Days On Market	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	122	152	69	83	78	101	73
3 Mo. Roll Avg			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	132	132	114	101	77	87	84

	S 10	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	F	M	A	M	J	J	A
Price per Sq Ft	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	166	190	183	179	195	202	186
3 Mo. Roll Avg			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	174	175	180	184	186	192	194

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

	S 10	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	F	M	A	M	J	J	A
New Listings	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	33	66	76	71	88	83	97	86	62
Inventory	436	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	238	235	233	239	240	209
Sales	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	28	34	52	58	62	59	65

	(000's) S 10	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	F	M	A	M	J	J	A
Avg Sale Price	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	434	415	468	447	526	583	544
3 Mo. Roll Avg			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	480	419	439	444	480	519	551

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