

## MLS Area: Highland Park



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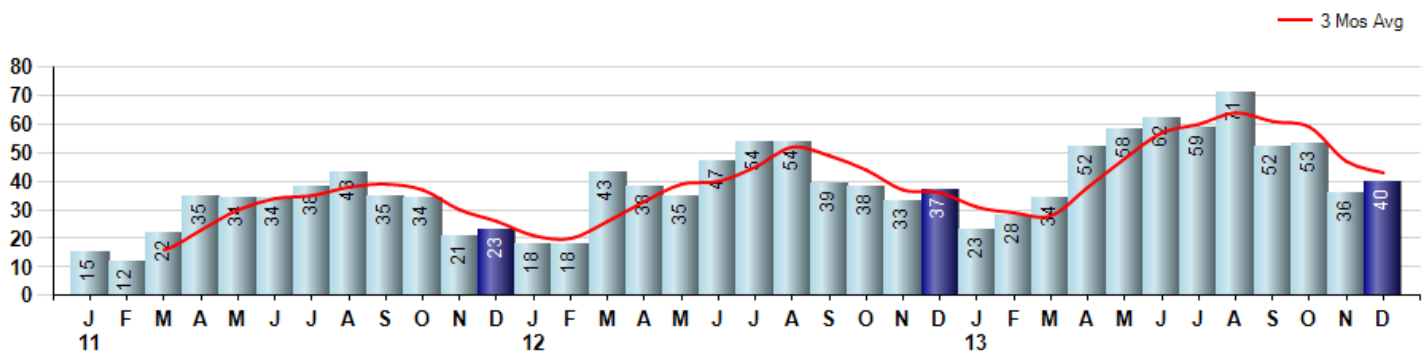
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$675,000	↓		↑				
Average List Price of all Current Listings	\$1,437,964	↑		↑				
December Median Sales Price	\$458,600	↑	↓	↑	↑	\$440,000	↑	↑
December Average Sales Price	\$545,656	→	↓	↓	↑	\$523,536	↑	↑
Total Properties Currently for Sale (Inventory)	126	↓		↓				
December Number of Properties Sold	40	↑		↑		568	↑	
December Average Days on Market (Solds)	63	↓	↓	↓	↓	88	↓	↓
Asking Price per Square Foot (based on New Listings)	\$217	↓	↓	↑	↑	\$235	↑	↑
December Sold Price per Square Foot	\$209	↑	→	↑	↑	\$194	↑	↑
December Month's Supply of Inventory	3.2	↓	↓	↓	↓	5.1	↓	↓
December Sale Price vs List Price Ratio	95.1%	↑	↑	↑	↑	94.0%	↑	↑

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

### Property Sales

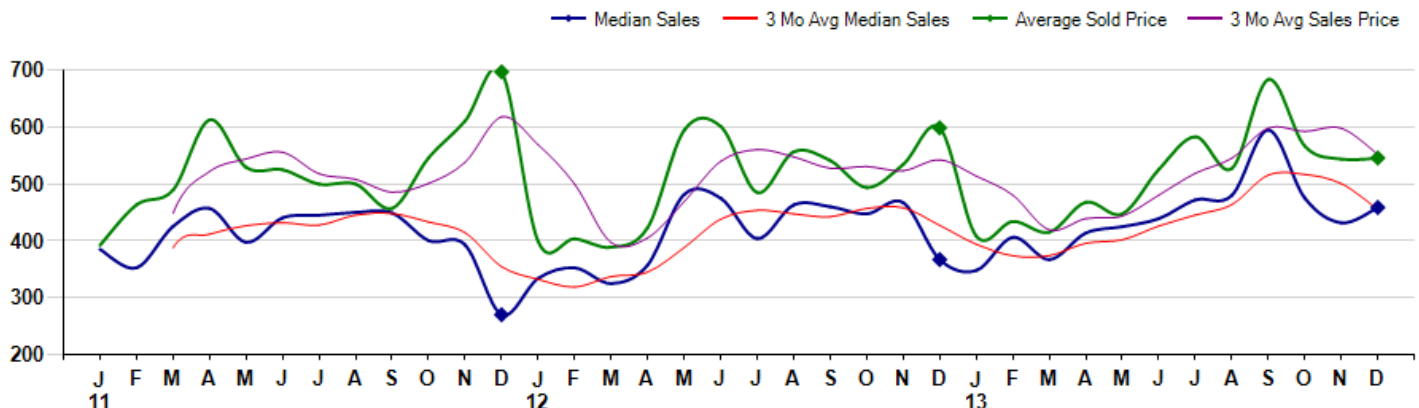
December Property sales were 40, up 8.1% from 37 in December of 2012 and 11.1% higher than the 36 sales last month. December 2013 sales were at their highest level compared to December of 2012 and 2011. December YTD sales of 568 are running 25.1% ahead of last year's year-to-date sales of 454.



### Prices

The Median Sales Price in December was \$458,600, up 25.0% from \$367,000 in December of 2012 and up 6.2% from \$431,750 last month. The Average Sales Price in December was \$545,656, down -8.9% from \$598,684 in December of 2012 and up 0.4% from \$543,739 last month. December 2013 ASP was at the lowest level compared to December of 2012 and 2011.

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



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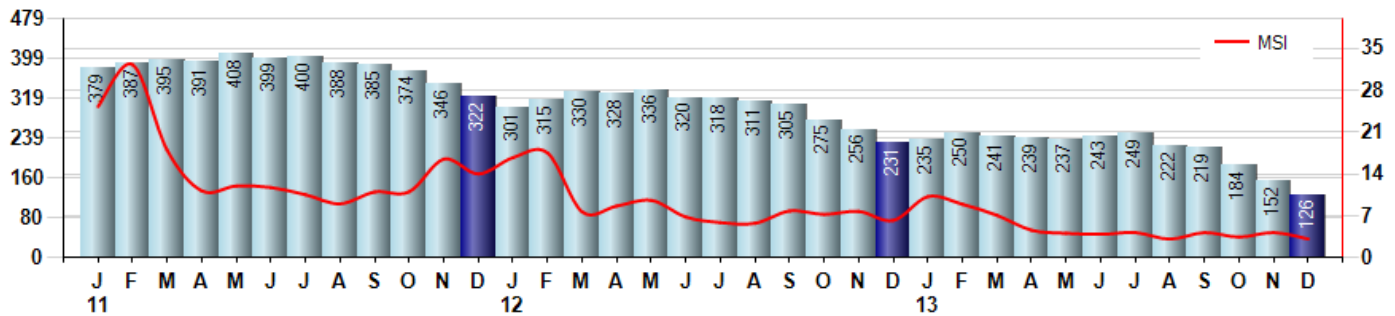
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### Inventory & MSI

The Total Inventory of Properties available for sale as of December was 126, down -17.1% from 152 last month and down -45.5% from 231 in December of last year. December 2013 Inventory was at the lowest level compared to December of 2012 and 2011.

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

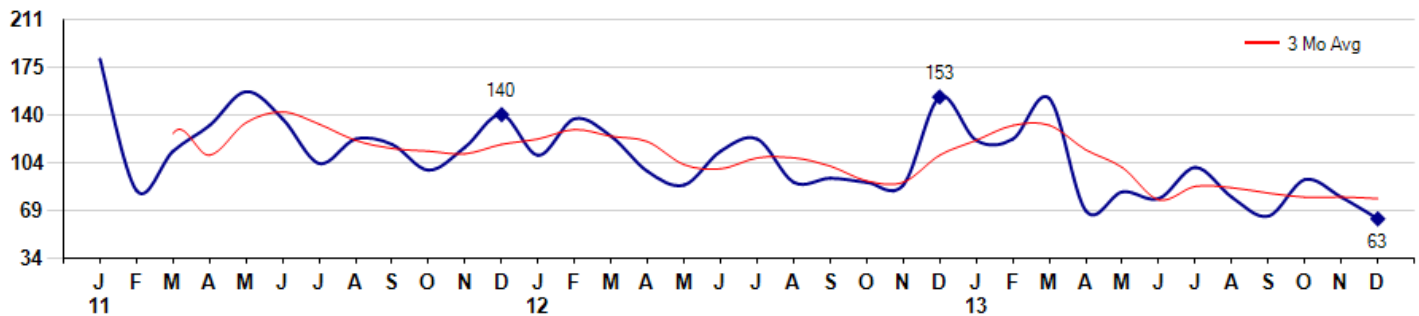
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 December was 63, down -20.3% from 79 days last month and down -58.8% from 153 days in December of last year. The December 2013 DOM was at its lowest level compared with December of 2012 and 2011.

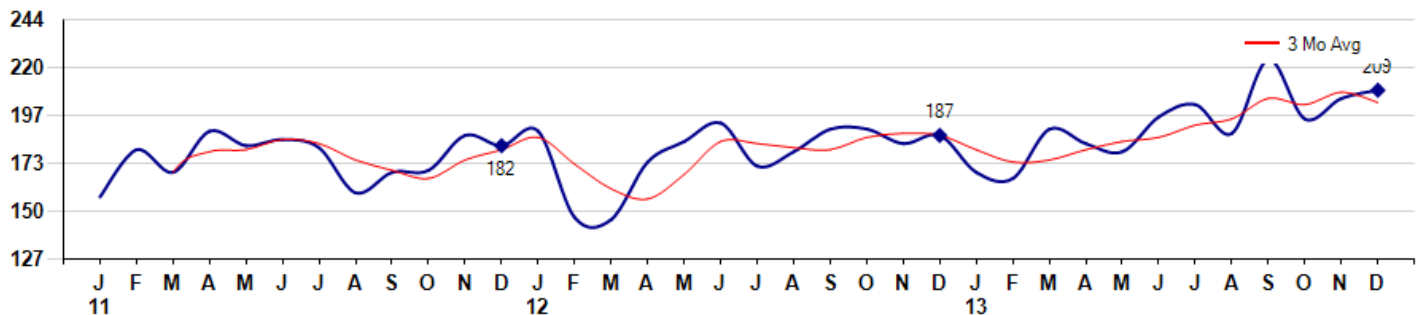
Average Days on Market(Listing to Contract) for properties sold during the month



### Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The December 2013 Selling Price per Square Foot of \$209 was up 2.0% from \$205 last month and up 11.8% from \$187 in December of last year.

Average Selling Price per Square Foot for properties that sold during the month



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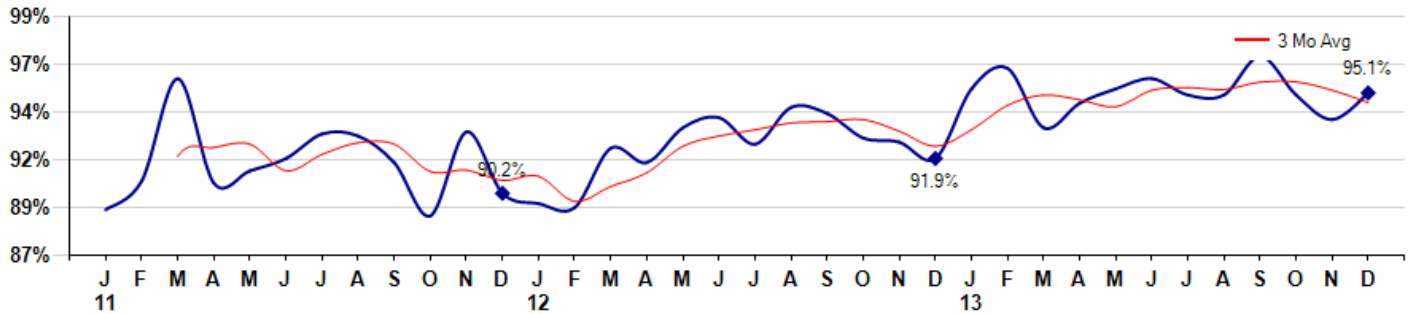


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### Selling Price vs Listing Price

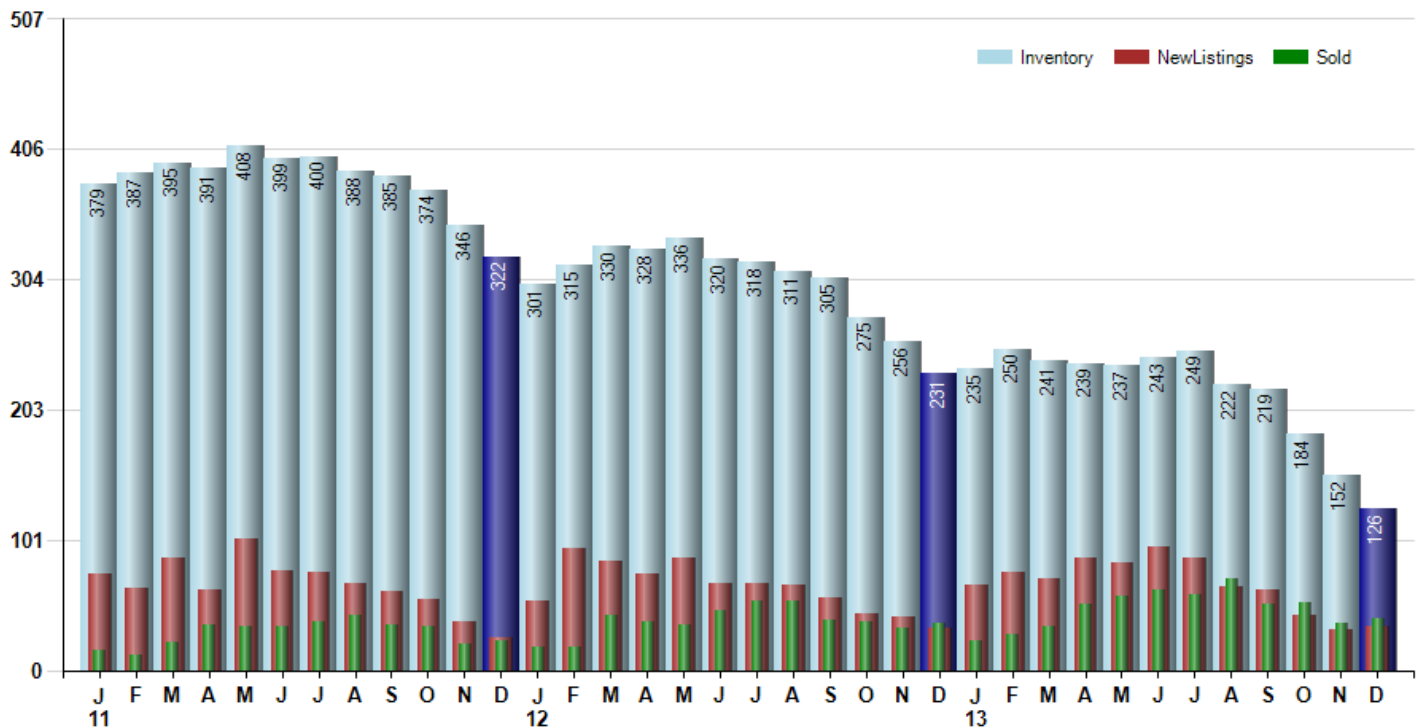
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2013 Selling Price vs List Price of 95.1% was up from 93.8% last month and up from 91.9% in December of last year.

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



### 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 2013 was 34, up 6.3% from 32 last month and up 3.0% from 33 in December of last year.



# MARKET ACTION REPORT

December 2013

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	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	N	D
Homes Sold	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	36	40
3 Mo. Roll Avg			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	47	43

(000's)	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	N	D
Median Sale Price	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	432	459
3 Mo. Roll Avg			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	501	455

	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	N	D
Inventory	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	241	239	237	243	249	222	219	184	152	126
MSI	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	4	3

	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	N	D
Days On Market	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	79	63
3 Mo. Roll Avg			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	79	78

	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	N	D
Price per Sq Ft	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	196	202	188	224	195	205	209
3 Mo. Roll Avg			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	205	202	208	203

	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	N	D
Sale to List Price	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	0.938	0.951
3 Mo. Roll Avg			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	0.952	0.946

	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	N	D
New Listings	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	32	34
Inventory	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	241	239	237	243	249	222	219	184	152	126
Sales	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	36	40

(000's)	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	N	D
Avg Sale Price	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	544	546
3 Mo. Roll Avg			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	598	552

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