

## MLS Area: Highland Park



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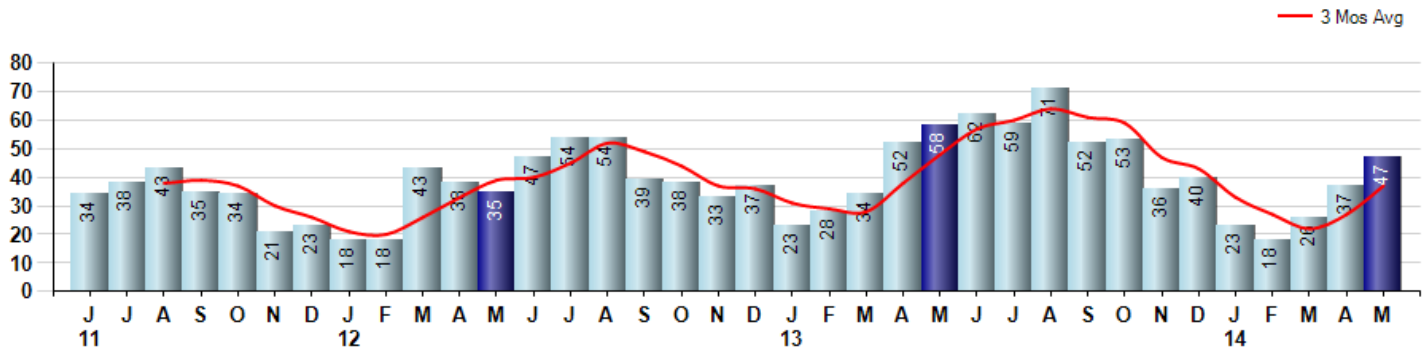
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview                | Month       | Trending Versus*: |     |     |    | YTD       | Trending Versus*: |           |
|---|-------------|-------------------|-----|-----|----|-----------|-------------------|-----------|
|   |             | LM                | L3M | PYM | LY |           | PriorYTD          | PriorYear |
| Median List Price of all Current Listings       | \$756,500   | ↓                 |     | ↑   |    |           |                   |           |
| Average List Price of all Current Listings      | \$1,190,690 | ↓                 |     | ↑   |    |           |                   |           |
| May Median Sales Price                          | \$612,500   | ↑                 | ↑   | ↑   | ↑  | \$480,000 | ↑                 | ↑         |
| May Average Sales Price                         | \$615,286   | ↑                 | ↑   | ↑   | ↑  | \$546,204 | ↑                 | ↑         |
| Total Properties Currently for Sale (Inventory) | 220         | ↑                 |     | ↓   |    |           |                   |           |
| May Number of Properties Sold                   | 47          | ↑                 |     | ↓   |    | 151       | ↓                 |           |
| May Average Days on Market (Solds)              | 56          | ↓                 | ↓   | ↓   | ↓  | 61        | ↓                 | ↓         |
| May Month's Supply of Inventory                 | 4.7         | ↓                 | ↓   | ↑   | ↓  | 6.1       | ↓                 | ↑         |
| May Sale Price vs List Price Ratio              | 94.6%       | ↓                 | ↓   | ↓   | ↑  | 94.8%     | ↑                 | ↑         |

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

### Property Sales

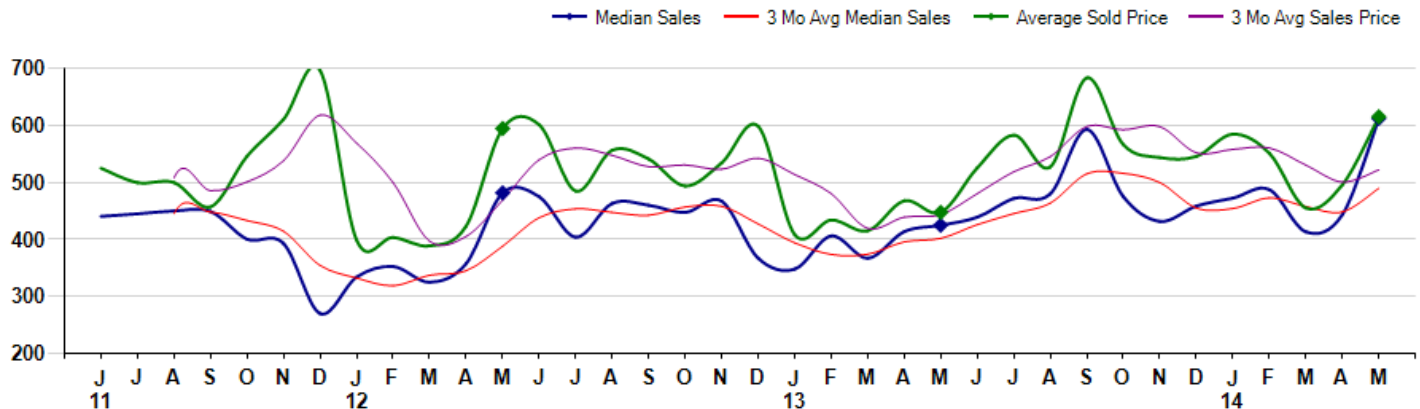
May Property sales were 47, down -19.0% from 58 in May of 2013 and 27.0% higher than the 37 sales last month. May 2014 sales were at a mid level compared to May of 2013 and 2012. May YTD sales of 151 are running -22.6% behind last year's year-to-date sales of 195.



### Prices

The Median Sales Price in May was \$612,500, up 44.1% from \$425,000 in May of 2013 and up 38.0% from \$443,700 last month. The Average Sales Price in May was \$615,286, up 37.5% from \$447,412 in May of 2013 and up 24.1% from \$495,949 last month. May 2014 ASP was at highest level compared to May of 2013 and 2012.

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



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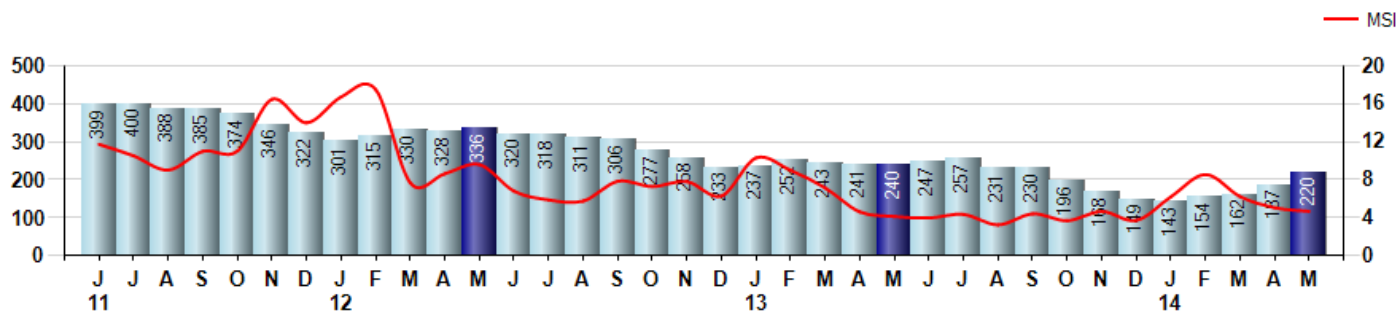
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### Inventory & MSI

The Total Inventory of Properties available for sale as of May was 220, up 17.6% from 187 last month and down -8.3% from 240 in May of last year. May 2014 Inventory was at the lowest level compared to May of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2014 MSI of 4.7 months was at a mid range compared with May of 2013 and 2012.

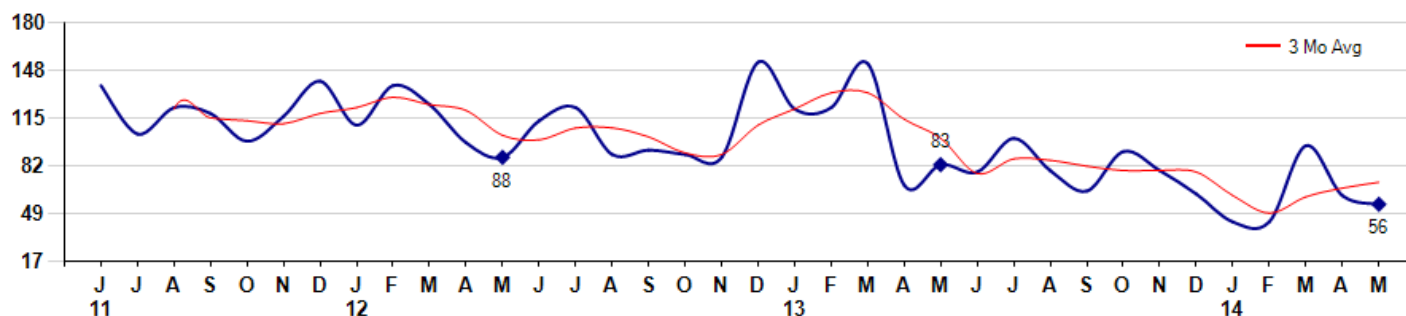
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 May was 56, down -9.7% from 62 days last month and down -32.5% from 83 days in May of last year. The May 2014 DOM was at its lowest level compared with May of 2013 and 2012.

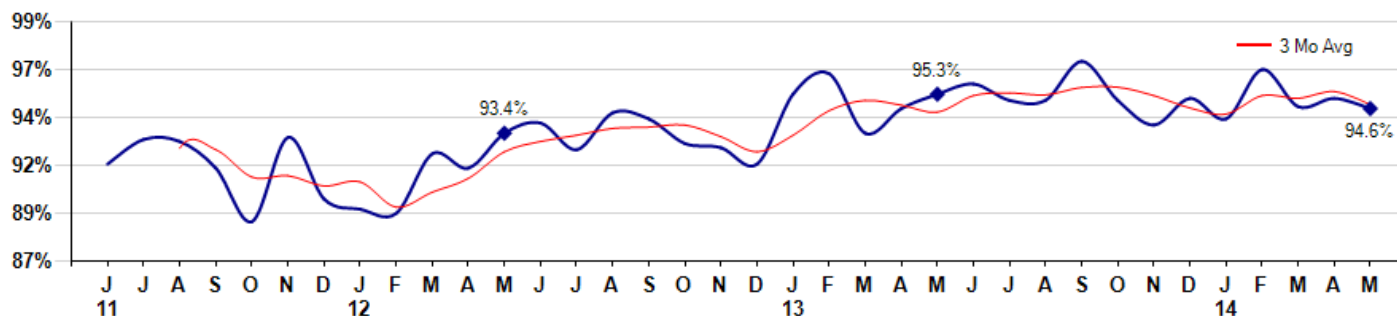
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 May 2014 Selling Price vs List Price of 94.6% was down from 95.1% last month and down from 95.3% in May of last year.

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



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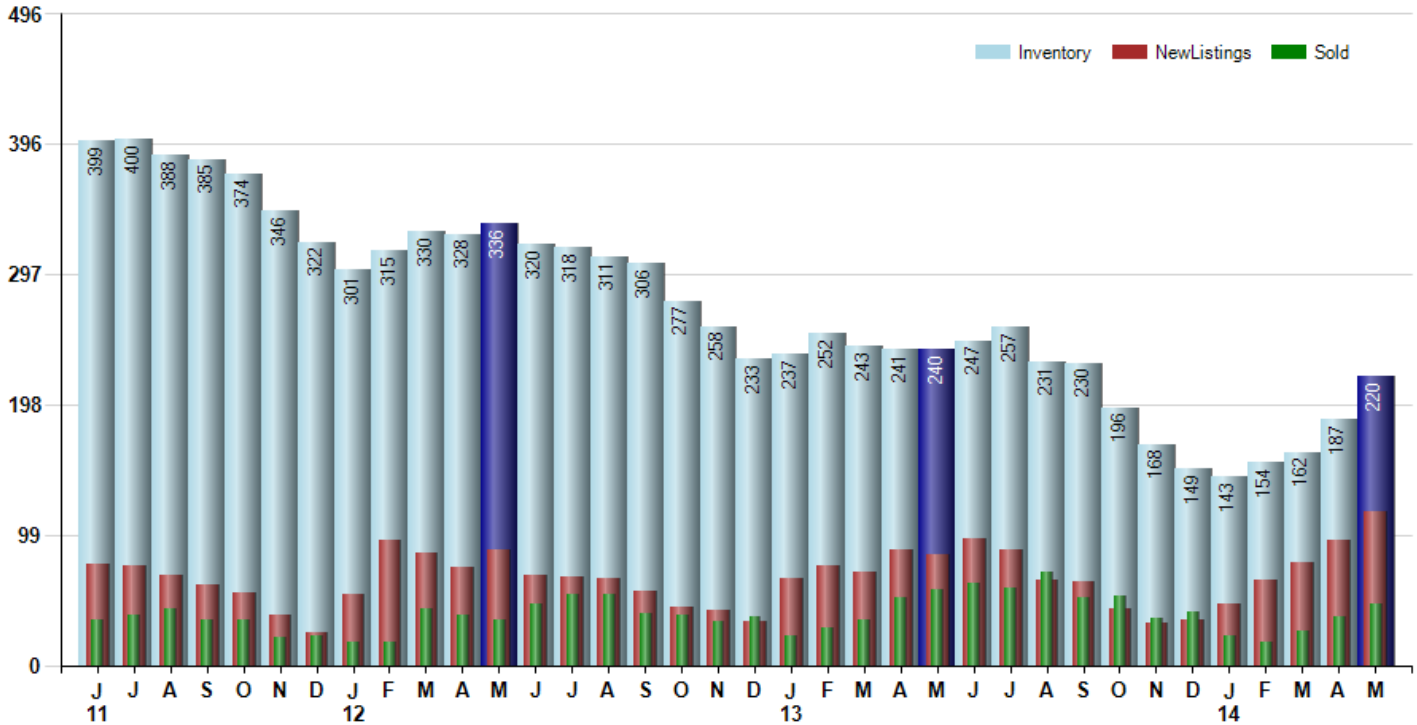
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### Inventory / New Listings / Sales

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 May 2014 was 117, up 23.2% from 95 last month and up 39.3% from 84 in May of last year.



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# MARKET ACTION REPORT

May 2014

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|                | J 11 | 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  | J 14 | F  | M  | A  | M  |
|----------------|------|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|
| Homes Sold     | 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 | 23   | 18 | 26 | 37 | 47 |
| 3 Mo. Roll Avg |      |    | 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 | 33   | 27 | 22 | 27 | 37 |

| (000's)           | J 11 | 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   | J 14 | F   | M   | A   | M   |
|-------------------|------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|
| Median Sale Price | 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 | 593 | 475 | 432 | 459 | 473  | 488 | 413 | 444 | 613 |
| 3 Mo. Roll Avg    |      |     | 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 | 515 | 516 | 500 | 455 | 454  | 473 | 458 | 448 | 490 |

|           | J 11 | 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   | J 14 | F   | M   | A   | M   |
|-----------|------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|
| Inventory | 399  | 400 | 388 | 385 | 374 | 346 | 322 | 301  | 315 | 330 | 328 | 336 | 320 | 318 | 311 | 306 | 277 | 258 | 233 | 237  | 252 | 243 | 241 | 240 | 247 | 257 | 231 | 230 | 196 | 168 | 149 | 143  | 154 | 162 | 187 | 220 |
| MSI       | 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   | 4   | 5   | 4   | 6    | 9   | 6   | 5   | 5   |

|                | J 11 | 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  | J 14 | F  | M  | A  | M  |
|----------------|------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|----|----|-----|------|-----|-----|-----|-----|----|-----|----|----|----|----|----|------|----|----|----|----|
| Days On Market | 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 | 44   | 44 | 96 | 62 | 56 |
| 3 Mo. Roll Avg |      |     | 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 | 62   | 50 | 61 | 67 | 71 |

|                 | J 11 | 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   | J 14 | F   | M   | A   | M   |
|-----------------|------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|
| Price per Sq Ft | 185  | 181 | 159 | 169 | 170 | 187 | 182 | 189  | 147 | 146 | 174 | 184 | 193 | 172 | 179 | 190 | 190 | 183 | 187 | 169  | 166 | 190 | 183 | 180 | 196 | 202 | 188 | 224 | 195 | 207 | 209 | 206  | 239 | 189 | 201 | 215 |
| 3 Mo. Roll Avg  |      |     | 175 | 170 | 166 | 175 | 180 | 186  | 173 | 161 | 156 | 168 | 184 | 183 | 181 | 180 | 186 | 188 | 187 | 180  | 174 | 175 | 180 | 184 | 186 | 193 | 195 | 205 | 202 | 209 | 204 | 207  | 218 | 211 | 210 | 202 |

|                    | J 11  | 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     | J 14  | F     | M     | A     | M     |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.941 | 0.965 | 0.947 | 0.951 | 0.946 |
| 3 Mo. Roll Avg     |       |       | 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 | 0.943 | 0.952 | 0.951 | 0.954 | 0.948 |

|              | J 11 | 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   | J 14 | F   | M   | A   | M   |
|--------------|------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|
| New Listings | 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  | 47   | 65  | 78  | 95  | 117 |
| Inventory    | 399  | 400 | 388 | 385 | 374 | 346 | 322 | 301  | 315 | 330 | 328 | 336 | 320 | 318 | 311 | 306 | 277 | 258 | 233 | 237  | 252 | 243 | 241 | 240 | 247 | 257 | 231 | 230 | 196 | 168 | 149 | 143  | 154 | 162 | 187 | 220 |
| Sales        | 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  | 23   | 18  | 26  | 37  | 47  |

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|----------------|------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|
| Avg Sale Price | 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 | 585  | 551 | 455 | 496 | 615 |
| 3 Mo. Roll Avg |      |     | 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 | 592 | 598 | 552 | 558  | 561 | 530 | 501 | 522 |

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