

MLS Area: Highland Park



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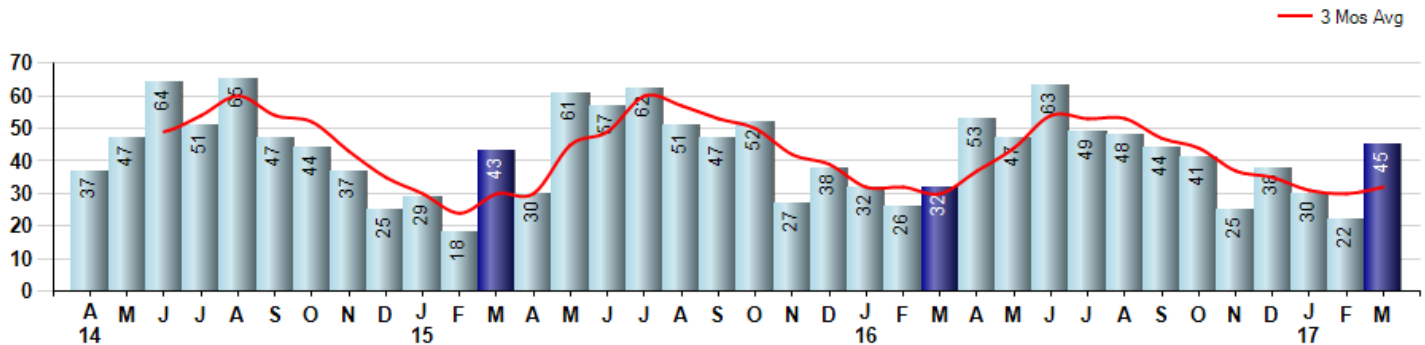
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|---|-----------|-------------------|-----|-----|----|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$699,000 | ↑ | | ↔ | | | | |
| Average List Price of all Current Listings | \$915,626 | ↑ | | ↔ | | | | |
| March Median Sales Price | \$365,000 | ↓ | ↓ | ↓ | ↓ | \$407,000 | ↓ | ↓ |
| March Average Sales Price | \$428,366 | ↓ | ↓ | ↓ | ↓ | \$500,218 | ↓ | ↓ |
| Total Properties Currently for Sale (Inventory) | 311 | ↔ | | ↑ | | | | |
| March Number of Properties Sold | 45 | ↑ | | ↑ | | 97 | ↑ | |
| March Average Days on Market (Solds) | 95 | ↓ | ↑ | ↑ | ↑ | 90 | ↓ | ↑ |
| March Month's Supply of Inventory | 6.9 | ↓ | ↔ | ↓ | ↓ | 10.0 | ↑ | ↑ |
| March Sale Price vs List Price Ratio | 89.0% | ↑ | ↔ | ↓ | ↓ | 89.2% | ↓ | ↓ |

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

Property Sales

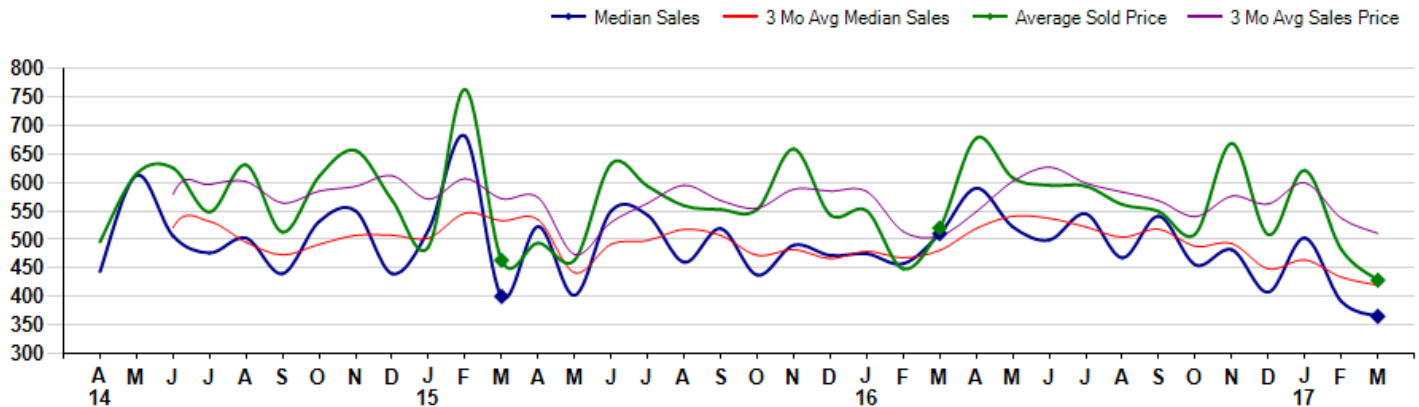
March Property sales were 45, up 40.6% from 32 in March of 2016 and 104.5% higher than the 22 sales last month. March 2017 sales were at their highest level compared to March of 2016 and 2015. March YTD sales of 97 are running 7.8% ahead of last year's year-to-date sales of 90.



Prices

The Median Sales Price in March was \$365,000, down -28.4% from \$510,000 in March of 2016 and down -6.7% from \$391,200 last month. The Average Sales Price in March was \$428,366, down -17.6% from \$519,942 in March of 2016 and down -11.2% from \$482,233 last month. March 2017 ASP was at the lowest level compared to March of 2016 and 2015.

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



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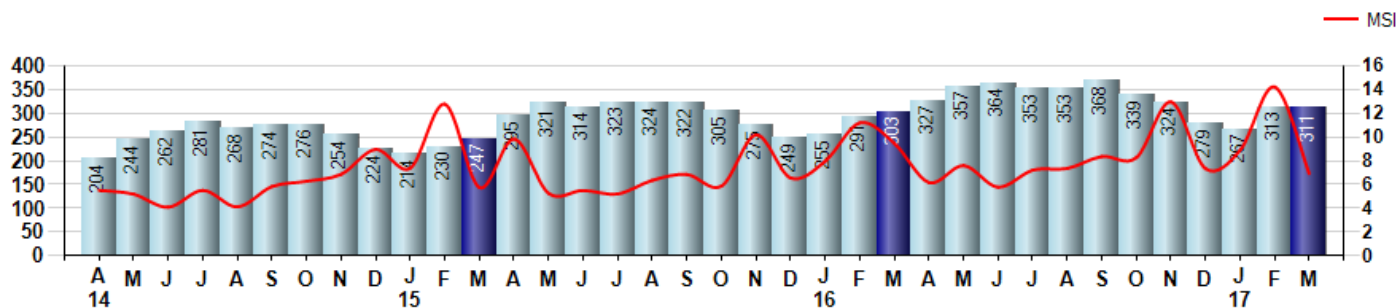
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Inventory & MSI

The Total Inventory of Properties available for sale as of March was 311, down -0.6% from 313 last month and up 2.6% from 303 in March of last year. March 2017 Inventory was at highest level compared to March of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2017 MSI of 6.9 months was at a mid range compared with March of 2016 and 2015.

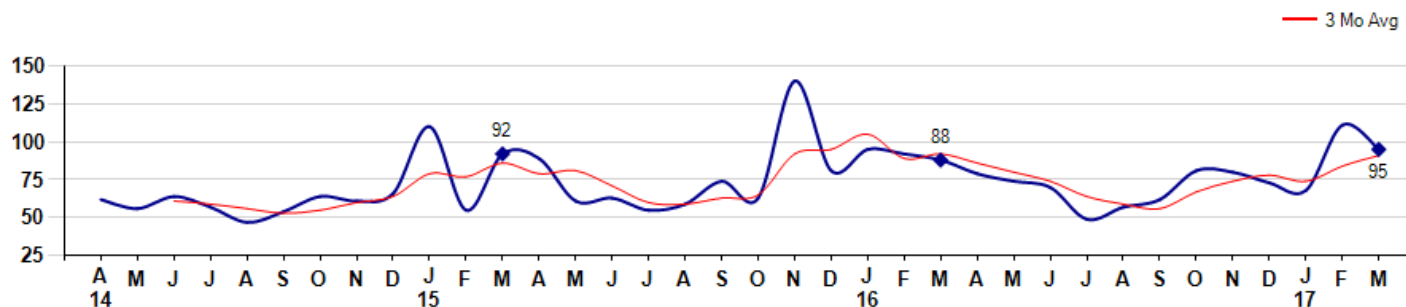
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 March was 95, down -14.4% from 111 days last month and up 8.0% from 88 days in March of last year. The March 2017 DOM was at its highest level compared with March of 2016 and 2015.

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



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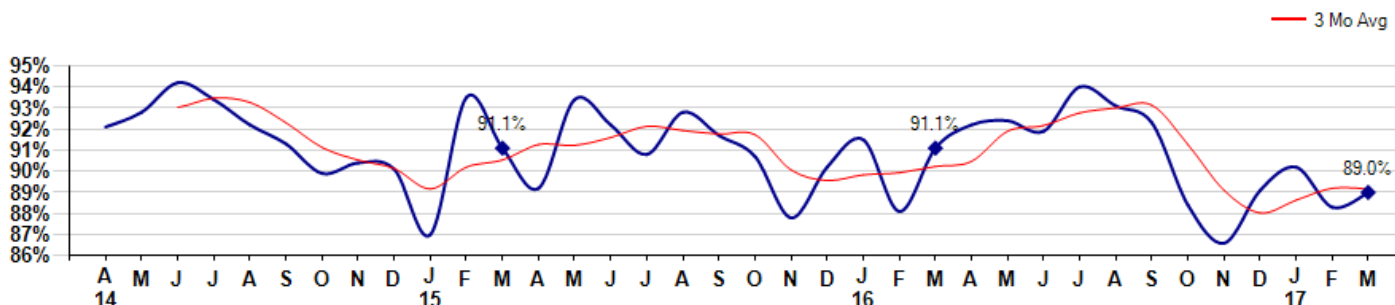


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Selling Price vs Listing Price

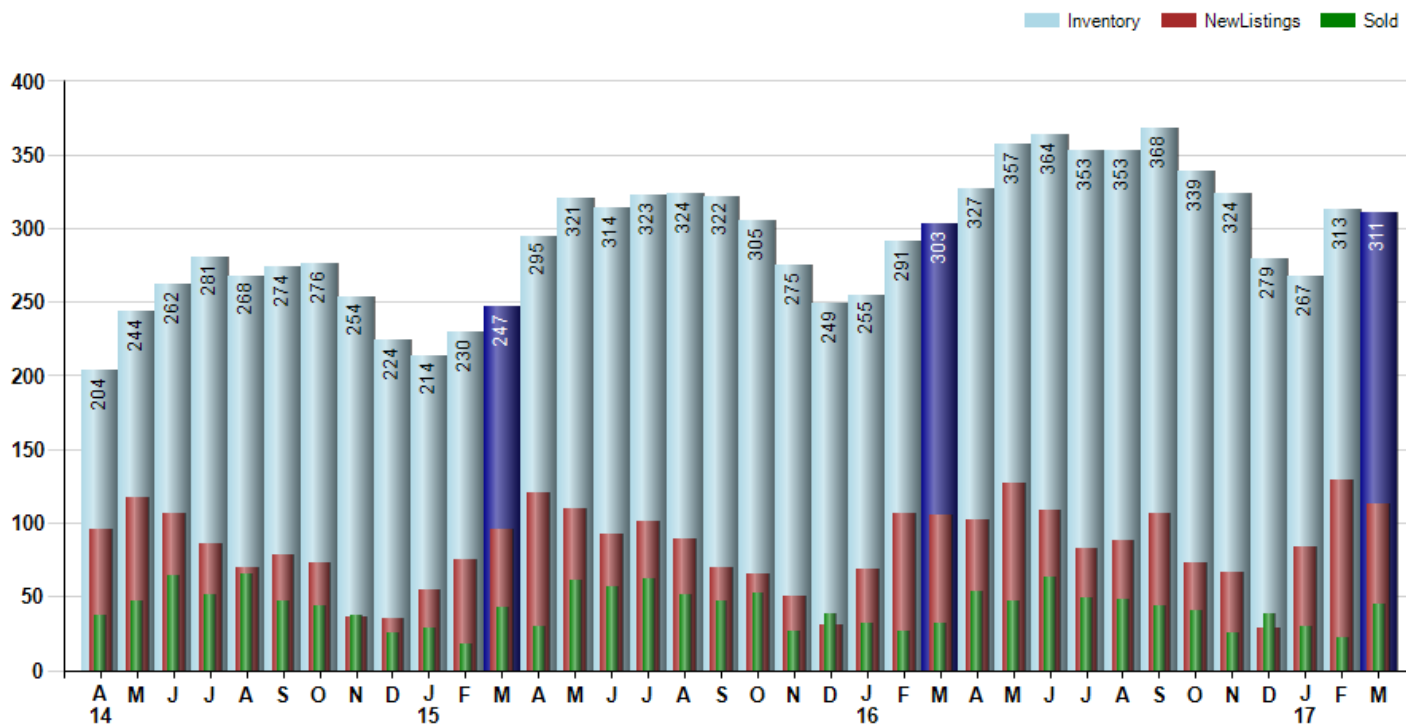
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2017 Selling Price vs List Price of 89.0% was up from 88.3% last month and down from 91.1% in March 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 March 2017 was 113, down -12.4% from 129 last month and up 7.6% from 105 in March of last year.



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Based on information from Midwest Real Estate Data LLC for the period 4/1/2014 through 3/31/2017. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



MARKET ACTION REPORT

March 2017

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| | A 14 | M | J | J | A | S | O | N | D | J 15 | F | M | A | M | J | J | A | S | O | N | D | J 16 | F | M | A | M | J | J | A | S | O | N | D | J 17 | F | M |
|----------------|------|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|
| Homes Sold | 37 | 47 | 64 | 51 | 65 | 47 | 44 | 37 | 25 | 29 | 18 | 43 | 30 | 61 | 57 | 62 | 51 | 47 | 52 | 27 | 38 | 32 | 26 | 32 | 53 | 47 | 63 | 49 | 48 | 44 | 41 | 25 | 38 | 30 | 22 | 45 |
| 3 Mo. Roll Avg | | | 49 | 54 | 60 | 54 | 52 | 43 | 35 | 30 | 24 | 30 | 30 | 45 | 49 | 60 | 57 | 53 | 50 | 42 | 39 | 32 | 32 | 30 | 37 | 44 | 54 | 53 | 53 | 47 | 44 | 37 | 35 | 31 | 30 | 32 |

| | (000's) A 14 | M | J | J | A | S | O | N | D | J 15 | F | M | A | M | J | J | A | S | O | N | D | J 16 | F | M | A | M | J | J | A | S | O | N | D | J 17 | F | M |
|-------------------|--------------|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|
| Median Sale Price | 444 | 613 | 506 | 476 | 503 | 440 | 531 | 550 | 440 | 517 | 681 | 400 | 523 | 402 | 550 | 543 | 460 | 519 | 438 | 490 | 472 | 475 | 458 | 510 | 590 | 522 | 499 | 545 | 468 | 541 | 456 | 482 | 408 | 503 | 391 | 365 |
| 3 Mo. Roll Avg | | | 521 | 532 | 495 | 473 | 491 | 507 | 507 | 502 | 546 | 533 | 535 | 442 | 492 | 498 | 518 | 507 | 472 | 482 | 466 | 479 | 468 | 481 | 519 | 541 | 537 | 522 | 504 | 518 | 488 | 493 | 448 | 464 | 434 | 420 |

| | A 14 | M | J | J | A | S | O | N | D | J 15 | F | M | A | M | J | J | A | S | O | N | D | J 16 | F | M | A | M | J | J | A | S | O | N | D | J 17 | F | M |
|-----------|------|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|
| Inventory | 204 | 244 | 262 | 281 | 268 | 274 | 276 | 254 | 224 | 214 | 230 | 247 | 295 | 321 | 314 | 323 | 324 | 322 | 305 | 275 | 249 | 255 | 291 | 303 | 327 | 357 | 364 | 353 | 353 | 368 | 339 | 324 | 279 | 267 | 313 | 311 |
| MSI | 6 | 5 | 4 | 6 | 4 | 6 | 6 | 7 | 9 | 7 | 13 | 6 | 10 | 5 | 6 | 5 | 6 | 7 | 6 | 10 | 7 | 8 | 11 | 9 | 6 | 8 | 6 | 7 | 7 | 8 | 8 | 13 | 7 | 9 | 14 | 7 |

| | A 14 | M | J | J | A | S | O | N | D | J 15 | F | M | A | M | J | J | A | S | O | N | D | J 16 | F | M | A | M | J | J | A | S | O | N | D | J 17 | F | M |
|----------------|------|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|-----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|-----|----|
| Days On Market | 62 | 56 | 64 | 57 | 47 | 54 | 64 | 61 | 66 | 110 | 55 | 92 | 89 | 61 | 63 | 55 | 59 | 74 | 63 | 140 | 81 | 95 | 92 | 88 | 79 | 74 | 70 | 49 | 57 | 62 | 81 | 80 | 73 | 68 | 111 | 95 |
| 3 Mo. Roll Avg | | | 61 | 59 | 56 | 53 | 55 | 60 | 64 | 79 | 77 | 86 | 79 | 81 | 71 | 60 | 59 | 63 | 65 | 92 | 95 | 105 | 89 | 92 | 86 | 80 | 74 | 64 | 59 | 56 | 67 | 74 | 78 | 74 | 84 | 91 |

| | A 14 | M | J | J | A | S | O | N | D | J 15 | F | M | A | M | J | J | A | S | O | N | D | J 16 | F | M | A | M | J | J | A | S | O | N | D | J 17 | F | M |
|-----------------|------|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|
| Price per Sq Ft | 201 | 215 | 218 | 205 | 215 | 208 | 215 | 219 | 220 | 198 | 216 | 199 | 211 | 202 | 222 | 217 | 199 | 215 | 205 | 216 | 204 | 213 | 189 | 199 | 217 | 215 | 215 | 221 | 204 | 198 | 193 | 218 | 190 | 196 | 173 | 185 |
| 3 Mo. Roll Avg | | | 211 | 213 | 213 | 209 | 213 | 214 | 218 | 212 | 211 | 204 | 209 | 204 | 212 | 214 | 213 | 210 | 206 | 212 | 208 | 211 | 202 | 200 | 202 | 210 | 216 | 217 | 213 | 208 | 198 | 203 | 200 | 201 | 186 | 185 |

| | A 14 | M | J | J | A | S | O | N | D | J 15 | F | M | A | M | J | J | A | S | O | N | D | J 16 | F | M | A | M | J | J | A | S | O | N | D | J 17 | F | M |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 0.921 | 0.928 | 0.942 | 0.934 | 0.922 | 0.913 | 0.899 | 0.904 | 0.901 | 0.870 | 0.935 | 0.911 | 0.892 | 0.934 | 0.922 | 0.908 | 0.928 | 0.917 | 0.907 | 0.878 | 0.902 | 0.915 | 0.881 | 0.911 | 0.922 | 0.924 | 0.919 | 0.940 | 0.931 | 0.923 | 0.884 | 0.866 | 0.891 | 0.902 | 0.883 | 0.890 |
| 3 Mo. Roll Avg | | | 0.930 | 0.935 | 0.933 | 0.923 | 0.911 | 0.905 | 0.901 | 0.892 | 0.902 | 0.905 | 0.913 | 0.912 | 0.916 | 0.921 | 0.919 | 0.918 | 0.917 | 0.901 | 0.896 | 0.898 | 0.899 | 0.902 | 0.905 | 0.919 | 0.922 | 0.928 | 0.930 | 0.931 | 0.913 | 0.891 | 0.880 | 0.886 | 0.892 | 0.892 |

| | A 14 | M | J | J | A | S | O | N | D | J 15 | F | M | A | M | J | J | A | S | O | N | D | J 16 | F | M | A | M | J | J | A | S | O | N | D | J 17 | F | M |
|--------------|------|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|
| New Listings | 96 | 117 | 107 | 86 | 70 | 78 | 73 | 36 | 35 | 55 | 75 | 96 | 121 | 110 | 92 | 101 | 89 | 70 | 65 | 50 | 31 | 69 | 106 | 105 | 102 | 127 | 109 | 83 | 88 | 107 | 73 | 67 | 29 | 84 | 129 | 113 |
| Inventory | 204 | 244 | 262 | 281 | 268 | 274 | 276 | 254 | 224 | 214 | 230 | 247 | 295 | 321 | 314 | 323 | 324 | 322 | 305 | 275 | 249 | 255 | 291 | 303 | 327 | 357 | 364 | 353 | 353 | 368 | 339 | 324 | 279 | 267 | 313 | 311 |
| Sales | 37 | 47 | 64 | 51 | 65 | 47 | 44 | 37 | 25 | 29 | 18 | 43 | 30 | 61 | 57 | 62 | 51 | 47 | 52 | 27 | 38 | 32 | 26 | 32 | 53 | 47 | 63 | 49 | 48 | 44 | 41 | 25 | 38 | 30 | 22 | 45 |

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|----------------|--------------|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|
| Avg Sale Price | 496 | 615 | 625 | 548 | 631 | 513 | 610 | 656 | 569 | 487 | 763 | 463 | 494 | 464 | 633 | 593 | 559 | 552 | 553 | 659 | 543 | 550 | 448 | 520 | 678 | 608 | 595 | 594 | 561 | 549 | 510 | 669 | 508 | 621 | 482 | 428 |
| 3 Mo. Roll Avg | | | 579 | 596 | 601 | 564 | 585 | 593 | 612 | 571 | 607 | 571 | 573 | 474 | 530 | 563 | 595 | 568 | 555 | 588 | 585 | 584 | 514 | 506 | 549 | 602 | 627 | 599 | 583 | 568 | 540 | 576 | 562 | 599 | 537 | 511 |

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