

## MLS Area: Highland Park



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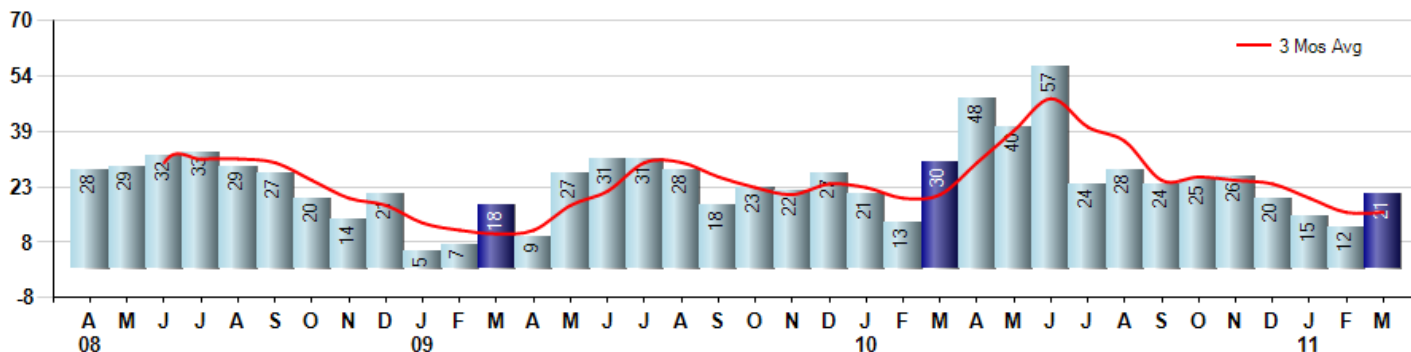
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$579,900	↓		↑				
Average List Price of all Current Listings	\$926,678	↔		↑				
March Median Sales Price	\$412,000	↑	↑	↓	↓	\$393,000	↓	↓
March Average Sales Price	\$477,757	↑	↑	↓	↓	\$447,407	↓	↓
Total Properties Currently for Sale (Inventory)	372	↔		↓				
March Number of Properties Sold	21	↑		↓		48	↓	
March Average Days on Market (Solds)	108	↑	↓	↓	↓	125	↓	↓
March Month's Supply of Inventory	17.7	↓	↓	↑	↑	24.5	↑	↑
March Sale Price vs List Price Ratio	87.4%	↓	↑	↑	↑	84.6%	↑	↑

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

### Property Sales

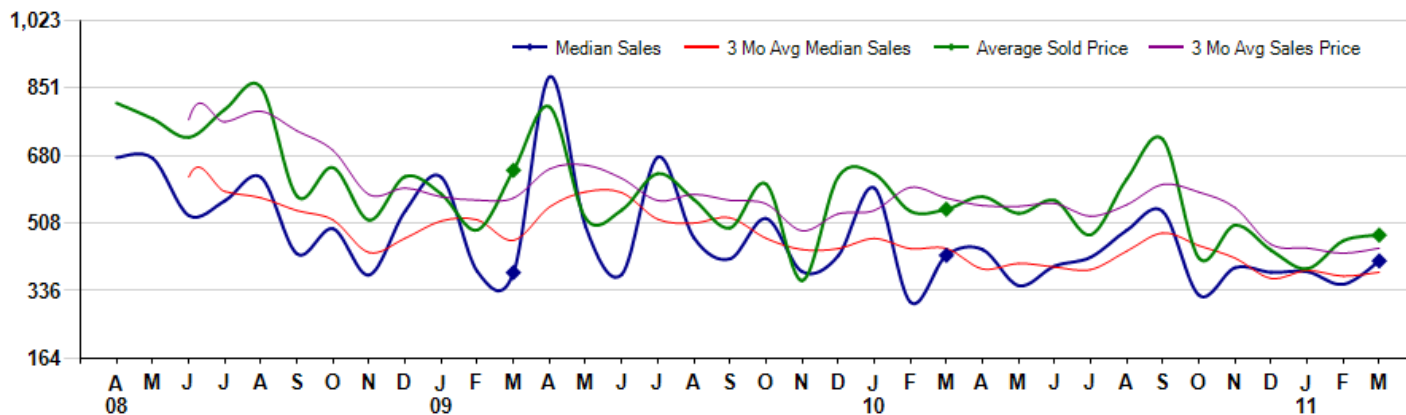
March Property sales were 21, down -30.0% from 30 in March of 2010 and 75.0% higher than the 12 sales last month. March 2011 sales were at a mid level compared to March of 2010 and 2009. March YTD sales of 48 are running -25.0% behind last year's year-to-date sales of 64.



### Prices

The Median Sales Price in March was \$412,000, down -3.3% from \$426,250 in March of 2010 and up 16.9% from \$352,500 last month. The Average Sales Price in March was \$477,757, down -12.1% from \$543,492 in March of 2010 and up 3.1% from \$463,333 last month. March 2011 ASP was at the lowest level compared to March of 2010 and 2009.

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



Based on information from Midwest Real Estate Data LLC for the period 4/1/2008 through 3/31/2011. 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.



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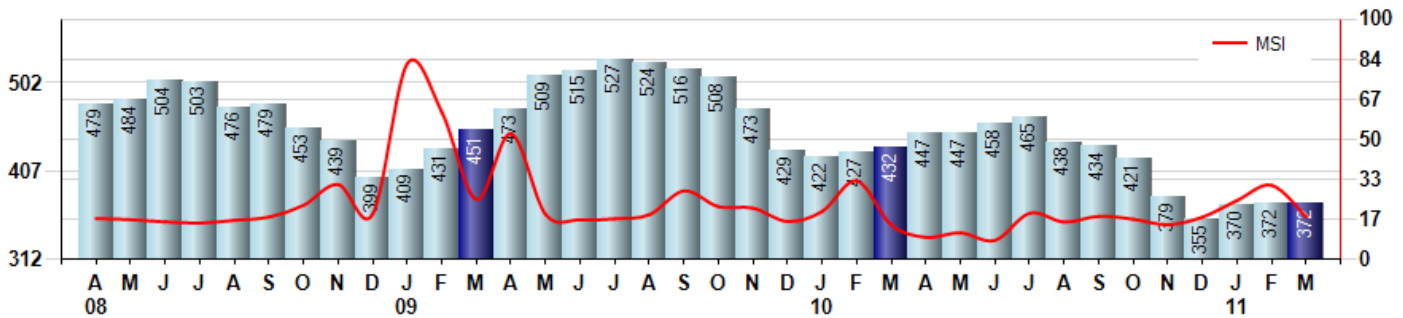
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### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 372, equal to 372 last month and down -13.9% from 432 in March of last year. March 2011 Inventory was at the lowest level compared to March of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2011 MSI of 17.7 months was at a mid range compared with March of 2010 and 2009.

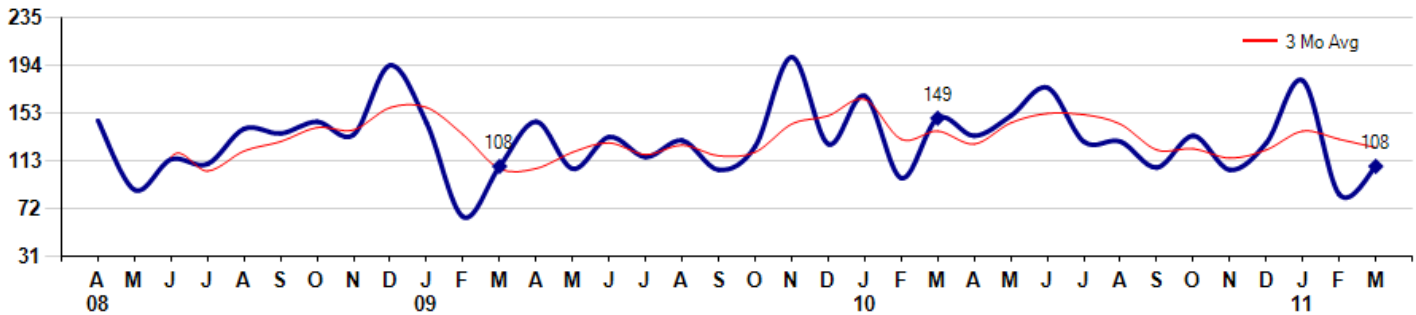
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 108, up 28.6% from 84 days last month and down -27.5% from 149 days in March of last year. The March 2011 DOM was at its lowest level compared with March of 2010 and 2009.

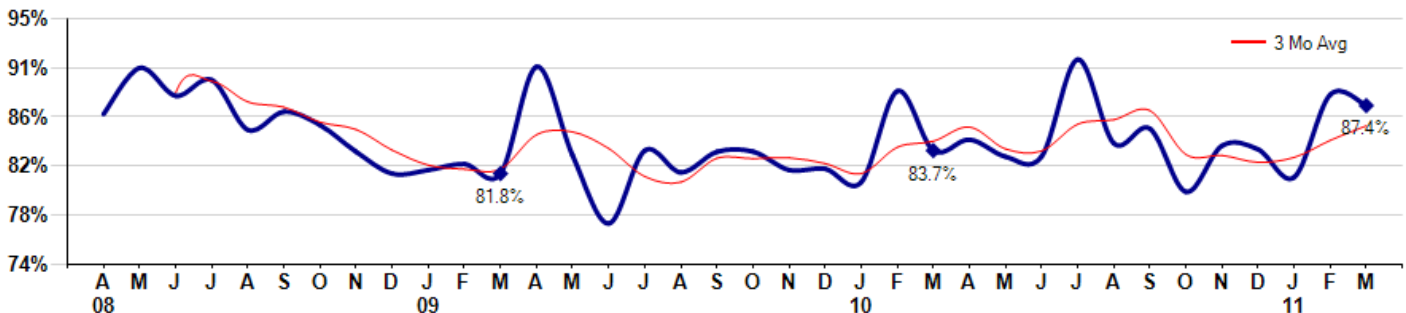
Average Days on Market(Listing to Contract) for properties sold during the month



### Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original 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 2011 Selling Price vs Original List Price of 87.4% was down from 88.3% last month and up from 83.7% in March of last year.

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



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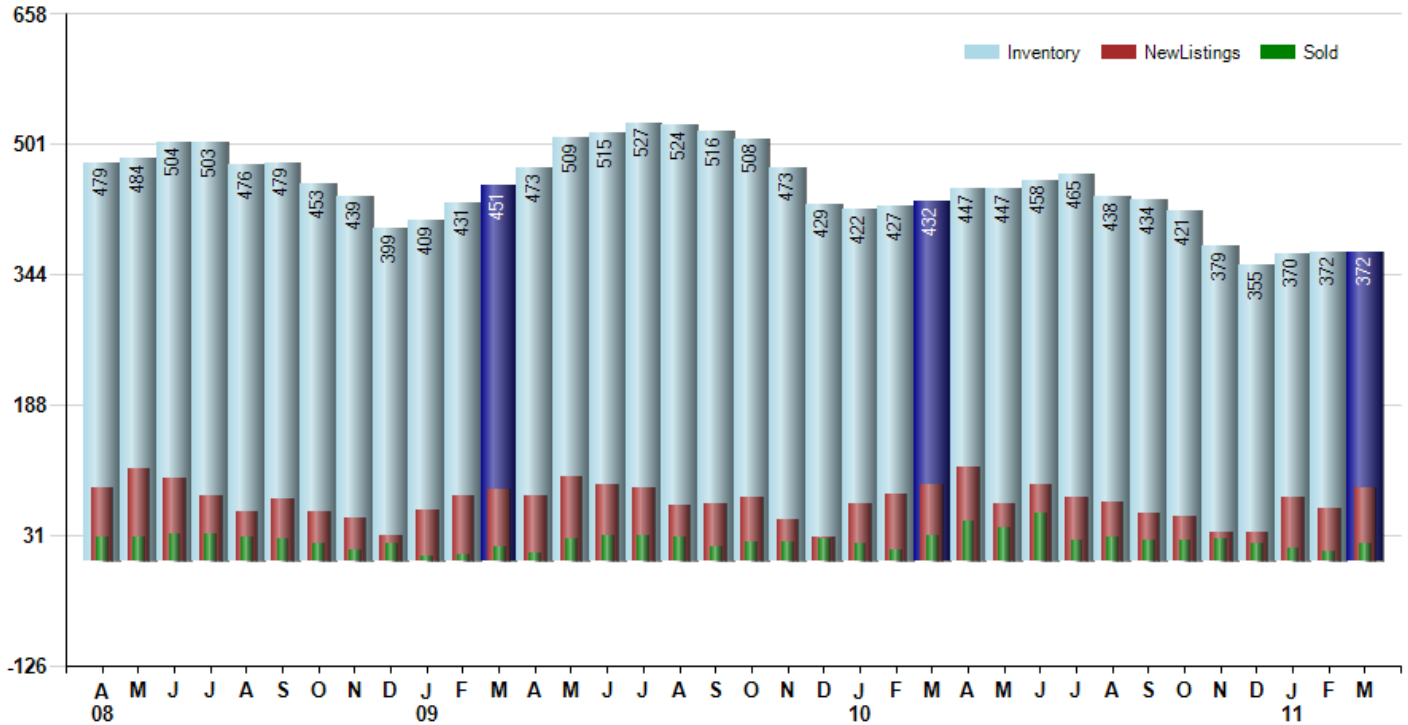
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### Inventory / New Listings / Sales

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 March 2011 was 88, up 37.5% from 64 last month and down -3.3% from 91 in March of last year.



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# MARKET ACTION REPORT

March 2011

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	A 08	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M
Homes Sold	28	29	32	33	29	27	20	14	21	5	7	18	9	27	31	31	28	18	23	22	27	21	13	30	48	40	57	24	28	24	25	26	20	15	12	21
3 Mo. Roll Avg			30	31	31	30	25	20	18	13	11	10	11	18	22	30	30	26	23	21	24	23	20	21	30	39	48	40	36	25	26	25	24	20	16	16

	(000's) A 08	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M
Median Sale Price	675	673	528	565	625	430	494	377	539	625	385	383	880	500	378	676	471	418	520	385	425	598	308	426	441	349	399	422	490	538	325	395	383	385	353	412
3 Mo. Roll Avg			625	589	572	540	516	433	470	514	516	464	549	588	586	518	508	522	470	441	443	469	443	444	392	406	397	390	437	483	451	419	368	388	374	383

	A 08	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M
Inventory	479	484	504	503	476	479	453	439	399	409	431	451	473	509	515	527	524	516	508	473	429	422	427	432	447	447	458	465	438	434	421	379	355	370	372	372
MSI	17	17	16	15	16	18	23	31	19	82	62	25	53	19	17	17	19	29	22	22	16	20	33	14	9	11	8	19	16	18	17	15	18	25	31	18

	A 08	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M
Days On Market	147	88	114	110	140	136	146	135	194	145	65	108	146	106	133	116	130	105	125	201	127	168	98	149	134	151	175	129	129	107	134	105	128	181	84	108
3 Mo. Roll Avg			116	104	121	129	141	139	158	158	135	106	106	120	128	118	126	117	120	144	151	165	131	138	127	145	153	152	144	122	123	115	122	138	131	124

	A 08	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M
Price per Sq Ft	222	275	211	258	231	201	237	190	283	214	205	254	278	268	213	215	206	180	184	173	193	194	224	189	198	175	171	202	187	210	159	158	158	157	180	169
3 Mo. Roll Avg			236	248	233	230	223	209	237	229	234	224	246	267	253	232	211	200	190	179	183	187	204	202	204	187	181	183	187	200	185	176	158	158	165	169

	A 08	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M
Sale to List Price	0.867	0.905	0.882	0.895	0.854	0.869	0.858	0.836	0.818	0.821	0.826	0.818	0.906	0.833	0.777	0.837	0.819	0.836	0.836	0.821	0.822	0.811	0.886	0.837	0.846	0.832	0.832	0.912	0.843	0.855	0.803	0.841	0.838	0.815	0.883	0.874
3 Mo. Roll Avg			0.885	0.894	0.877	0.873	0.860	0.854	0.837	0.825	0.822	0.822	0.850	0.852	0.839	0.816	0.811	0.831	0.830	0.831	0.826	0.818	0.840	0.845	0.856	0.838	0.837	0.859	0.862	0.870	0.834	0.833	0.827	0.831	0.845	0.857

	A 08	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M
New Listings	87	110	100	78	59	75	59	51	31	62	78	86	79	102	91	88	66	68	76	50	29	69	80	91	113	69	91	77	71	57	53	35	34	76	64	88
Inventory	479	484	504	503	476	479	453	439	399	409	431	451	473	509	515	527	524	516	508	473	429	422	427	432	447	447	458	465	438	434	421	379	355	370	372	372
Sales	28	29	32	33	29	27	20	14	21	5	7	18	9	27	31	31	28	18	23	22	27	21	13	30	48	40	57	24	28	24	25	26	20	15	12	21

	(000's) A 08	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M
Avg Sale Price	813	773	726	797	854	576	649	516	627	582	491	642	804	521	541	634	568	496	608	362	625	633	538	543	575	533	566	479	620	721	419	503	439	392	463	478
3 Mo. Roll Avg			771	765	792	742	693	581	597	575	566	572	646	656	622	565	581	566	557	488	532	540	599	572	552	551	558	526	555	606	587	548	454	445	432	444

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