

MLS Area: Highland Park



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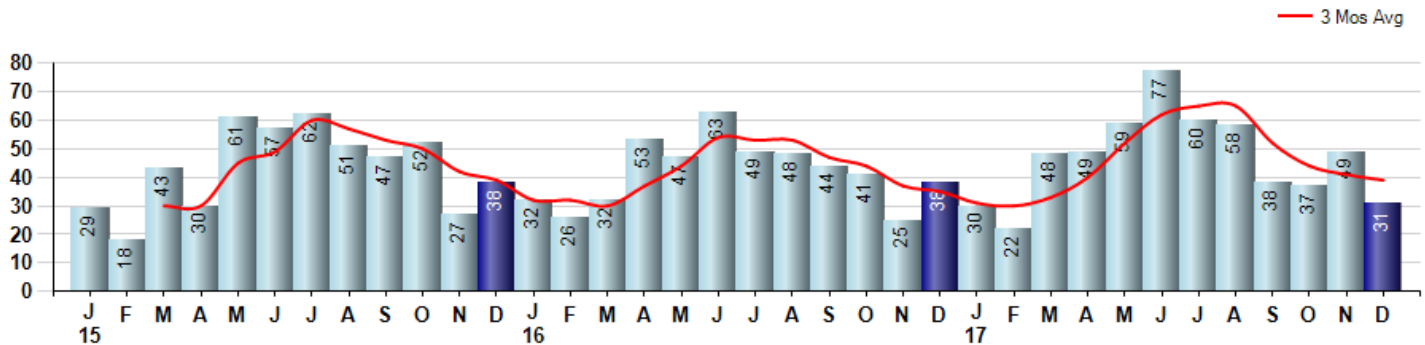
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$689,000	↑		↑				
Average List Price of all Current Listings	\$1,003,563	↑		↑				
December Median Sales Price	\$498,000	↑	↑	↑	→	\$475,000	↓	↓
December Average Sales Price	\$513,674	↑	↓	↑	↓	\$562,337	↓	↓
Total Properties Currently for Sale (Inventory)	237	↓		↓				
December Number of Properties Sold	31	↓		↓		558	↑	
December Average Days on Market (Solds)	104	↑	↑	↑	↑	79	↑	↑
December Month's Supply of Inventory	7.6	↑	↑	↑	↓	7.8	↓	↓
December Sale Price vs List Price Ratio	89.8%	↓	↓	↑	↓	91.3%	→	→

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

Property Sales

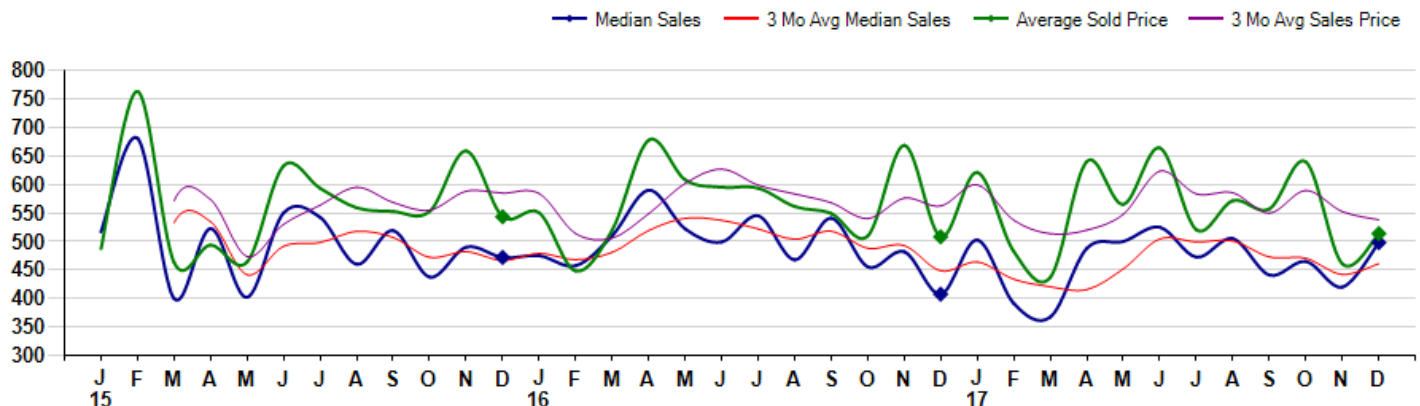
December Property sales were 31, down -18.4% from 38 in December of 2016 and -36.7% lower than the 49 sales last month. December 2017 sales were at their lowest level compared to December of 2016 and 2015. December YTD sales of 558 are running 12.0% ahead of last year's year-to-date sales of 498.



Prices

The Median Sales Price in December was \$498,000, up 22.2% from \$407,500 in December of 2016 and up 18.6% from \$420,000 last month. The Average Sales Price in December was \$513,674, up 1.1% from \$508,121 in December of 2016 and up 11.5% from \$460,528 last month. December 2017 ASP was at a mid range compared to December of 2016 and 2015.

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



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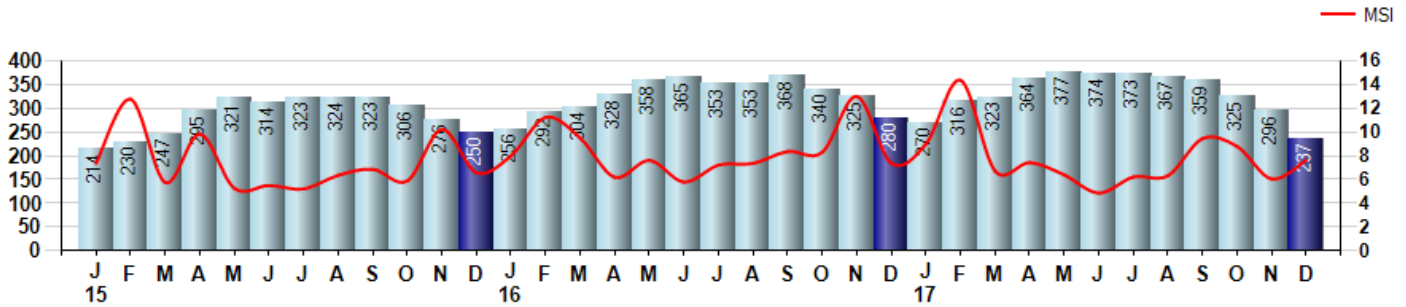
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 237, down -19.9% from 296 last month and down -15.4% from 280 in December of last year. December 2017 Inventory was at the lowest level compared to December of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2017 MSI of 7.6 months was at its highest level compared with December of 2016 and 2015.

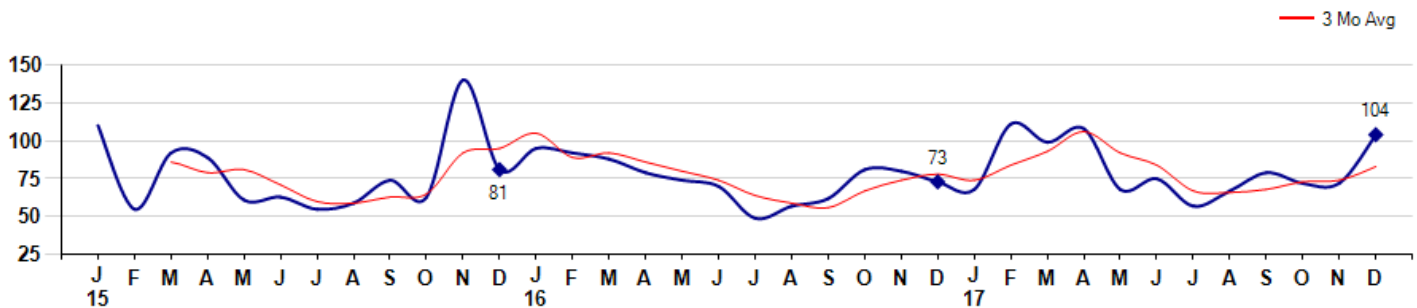
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 104, up 44.4% from 72 days last month and up 42.5% from 73 days in December of last year. The December 2017 DOM was at its highest level compared with December of 2016 and 2015.

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



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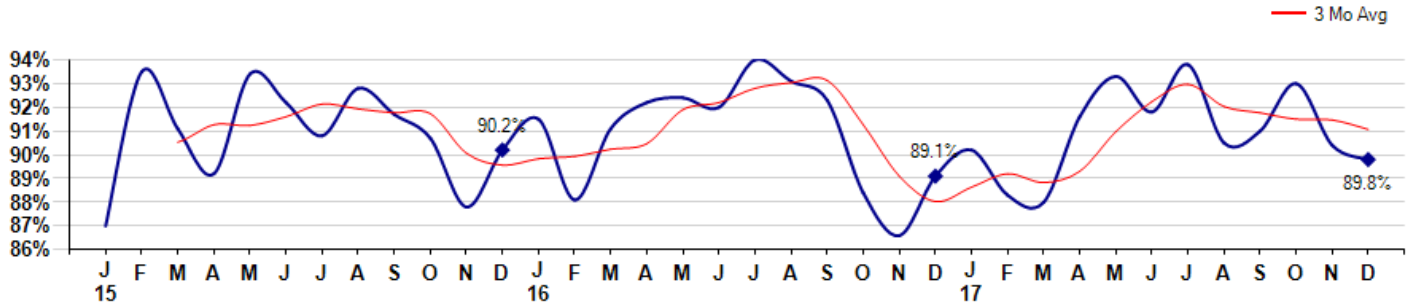


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Selling Price vs Listing Price

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 December 2017 Selling Price vs List Price of 89.8% was down from 90.4% last month and up from 89.1% in December of last year.

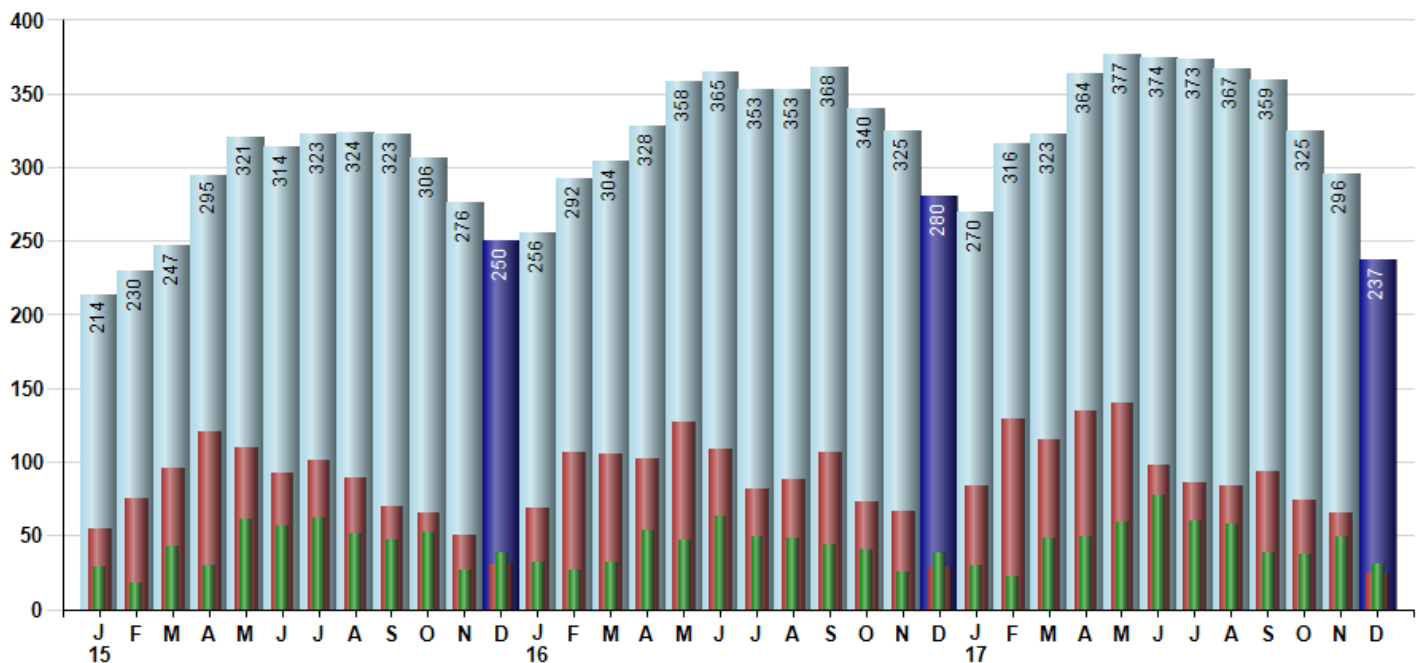
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2017 was 24, down -63.1% from 65 last month and down -17.2% from 29 in December of last year.

Inventory (light blue), New Listings (red), Sold (green)



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MARKET ACTION REPORT

December 2017

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	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	A	M	J	J	A	S	O	N	D
Homes Sold	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	48	49	59	77	60	58	38	37	49	31
3 Mo. Roll Avg			30	30	45	49	60	57	53	50	42	39	32	32	30	37	44	54	53	53	47	44	37	35	31	30	33	40	52	62	65	65	52	44	41	39

(000's)	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	A	M	J	J	A	S	O	N	D
Median Sale Price	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	368	488	500	525	473	505	441	465	420	498
3 Mo. Roll Avg			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	416	452	504	499	501	473	470	442	461

	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	A	M	J	J	A	S	O	N	D
Inventory	214	230	247	295	321	314	323	324	323	306	276	250	256	292	304	328	358	365	353	353	368	340	325	280	270	316	323	364	377	374	373	367	359	325	296	237
MSI	7	13	6	10	5	6	5	6	7	6	10	7	8	11	10	6	8	6	7	7	8	8	13	7	9	14	7	7	6	5	6	6	9	9	6	8

	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	A	M	J	J	A	S	O	N	D
Days On Market	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	99	108	68	75	57	67	79	72	72	104
3 Mo. Roll Avg			86	79	81	71	60	59	63	65	92	95	105	89	92	86	80	74	64	59	56	67	74	78	74	84	93	106	92	84	67	66	68	73	74	83

	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	A	M	J	J	A	S	O	N	D
Price per Sq Ft	198	216	199	211	202	222	217	199	215	205	216	204	213	189	199	217	215	221	204	198	193	218	190	196	173	189	219	213	217	208	205	206	246	196	189	
3 Mo. Roll Avg			204	209	204	212	214	213	210	206	212	208	211	202	200	202	210	216	217	213	208	198	203	200	201	186	186	194	207	216	213	210	206	219	216	210

	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	A	M	J	J	A	S	O	N	D
Sale to List Price	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	0.920	0.940	0.931	0.923	0.884	0.866	0.891	0.902	0.883	0.880	0.916	0.933	0.918	0.938	0.905	0.910	0.930	0.904	0.898
3 Mo. Roll Avg			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	0.888	0.893	0.910	0.922	0.930	0.920	0.918	0.915	0.915	0.911

	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	A	M	J	J	A	S	O	N	D
New Listings	55	75	96	121	110	92	101	89	70	65	50	31	69	106	105	102	127	109	82	88	107	73	67	29	84	129	115	135	140	98	86	84	93	74	65	24
Inventory	214	230	247	295	321	314	323	324	323	306	276	250	256	292	304	328	358	365	353	353	368	340	325	280	270	316	323	364	377	374	373	367	359	325	296	237
Sales	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	48	49	59	77	60	58	38	37	49	31

(000's)	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	A	M	J	J	A	S	O	N	D
Avg Sale Price	487	763	463	494	464	633	593	559	553	553	659	543	550	448	520	678	608	595	594	561	549	510	669	508	621	482	437	641	565	664	521	572	557	640	461	514
3 Mo. Roll Avg			571	573	474	530	563	595	568	555	588	585	584	514	506	549	602	627	599	583	568	540	576	562	599	537	513	520	548	623	583	585	550	589	552	538

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