

MLS Area: Highland Park



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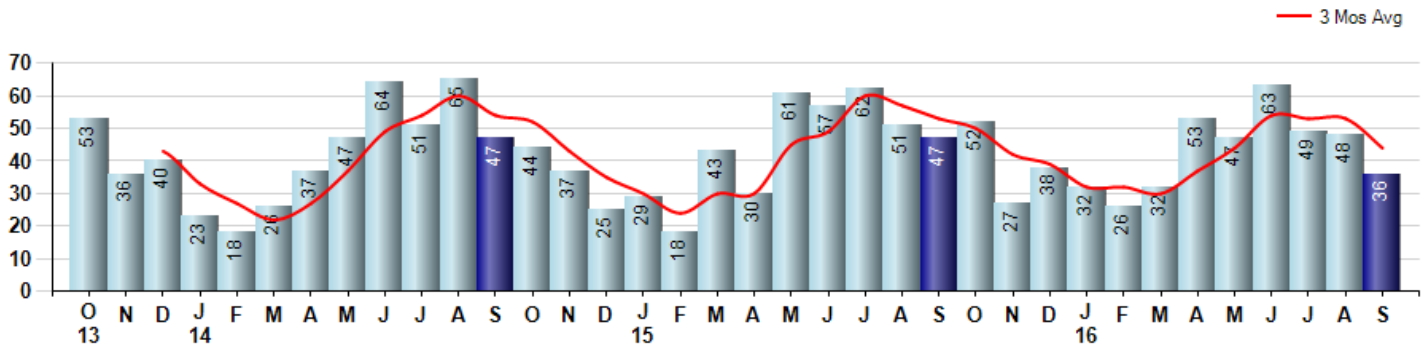
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|---|-----------|-------------------|-----|-----|----|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$749,000 | ↑ | | ↑ | | | | |
| Average List Price of all Current Listings | \$970,214 | ↔ | | ↑ | | | | |
| September Median Sales Price | \$518,750 | ↑ | ↑ | ↔ | ↑ | \$503,000 | ↔ | ↑ |
| September Average Sales Price | \$552,249 | ↓ | ↓ | ↔ | ↔ | \$579,705 | ↑ | ↑ |
| Total Properties Currently for Sale (Inventory) | 354 | ↑ | | ↑ | | | | |
| September Number of Properties Sold | 36 | ↓ | | ↓ | | 386 | ↓ | |
| September Average Days on Market (Solds) | 70 | ↑ | ↑ | ↓ | ↓ | 72 | ↑ | ↓ |
| September Month's Supply of Inventory | 9.8 | ↑ | ↑ | ↑ | ↑ | 8.0 | ↑ | ↑ |
| September Sale Price vs List Price Ratio | 95.7% | ↔ | ↑ | ↓ | ↑ | 94.5% | ↓ | ↔ |

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

Property Sales

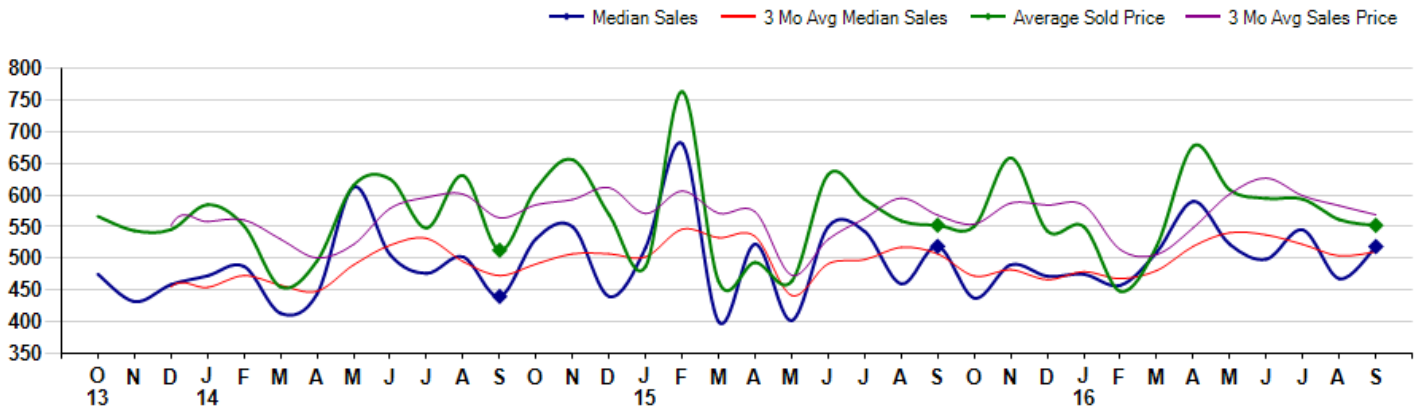
September Property sales were 36, down -23.4% from 47 in September of 2015 and -25.0% lower than the 48 sales last month. September 2016 sales were at their lowest level compared to September of 2015 and 2014. September YTD sales of 386 are running -3.0% behind last year's year-to-date sales of 398.



Prices

The Median Sales Price in September was \$518,750, down 0.0% from \$519,000 in September of 2015 and up 10.8% from \$468,000 last month. The Average Sales Price in September was \$552,249, down 0.0% from \$552,444 in September of 2015 and down -1.6% from \$561,253 last month. September 2016 ASP was at a mid range compared to September of 2015 and 2014.

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



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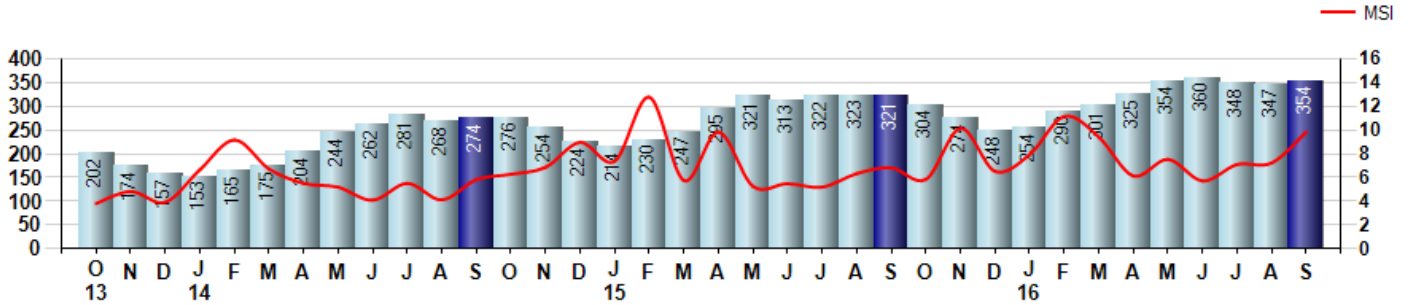
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Inventory & MSI

The Total Inventory of Properties available for sale as of September was 354, up 2.0% from 347 last month and up 10.3% from 321 in September of last year. September 2016 Inventory was at highest level compared to September of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2016 MSI of 9.8 months was at its highest level compared with September of 2015 and 2014.

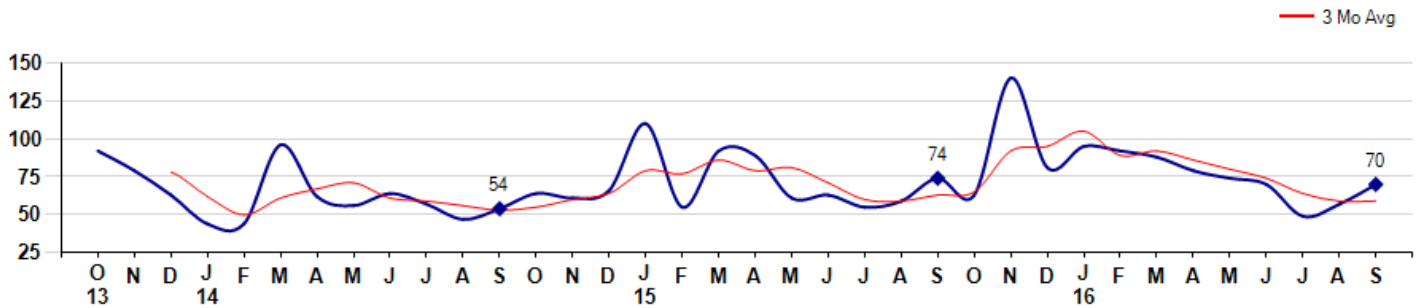
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 September was 70, up 22.8% from 57 days last month and down -5.4% from 74 days in September of last year. The September 2016 DOM was at a mid range compared with September of 2015 and 2014.

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



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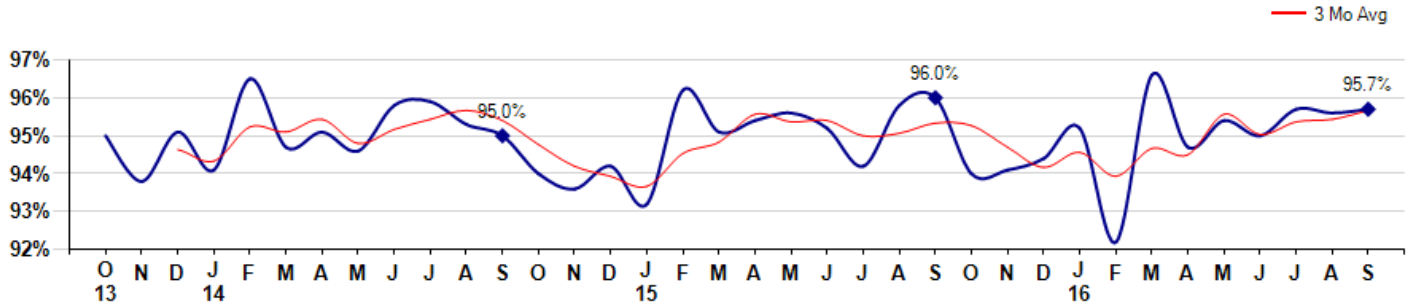


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Selling Price vs Listing Price

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 September 2016 Selling Price vs List Price of 95.7% was up from 95.6% last month and down from 96.0% in September of last year.

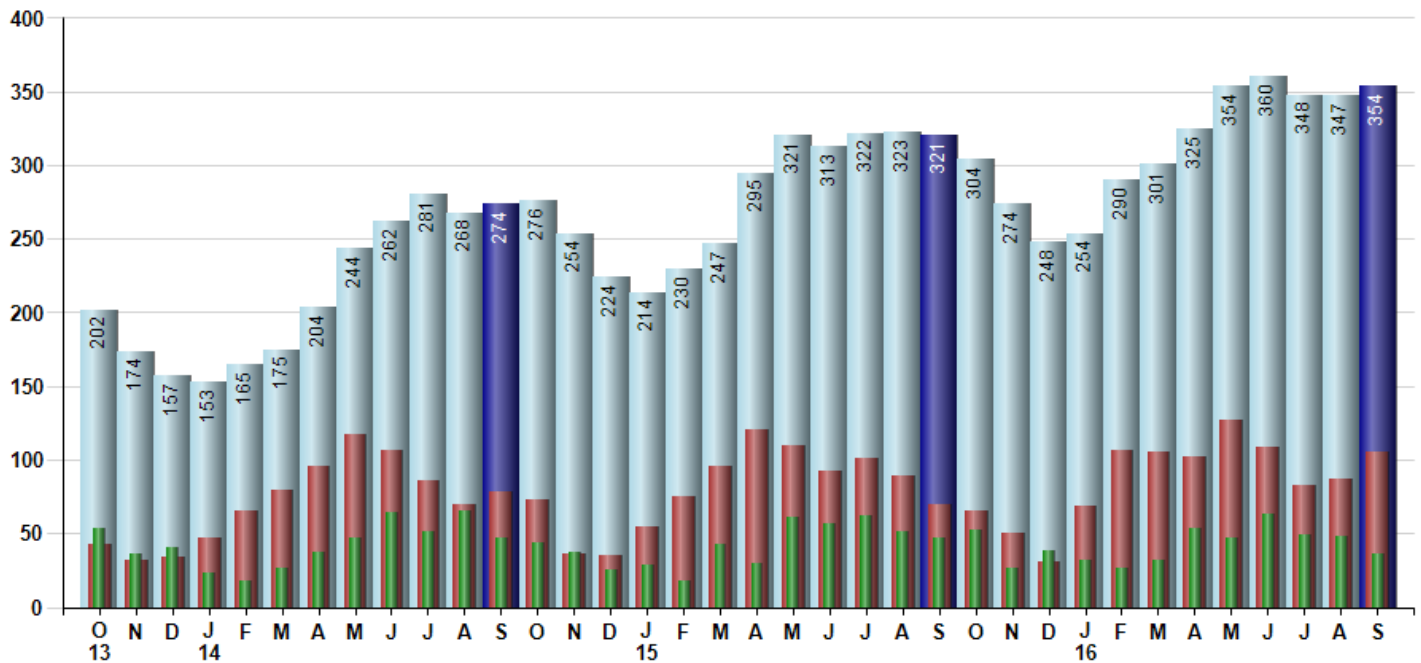
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 September 2016 was 105, up 20.7% from 87 last month and up 50.0% from 70 in September of last year.

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



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Based on information from Midwest Real Estate Data LLC for the period 10/1/2013 through 9/30/2016. 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

September 2016

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| | O | 13 | N | D | J 14 | F | M | A | 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 |
|----------------|---|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|
| Homes Sold | | 53 | 36 | 40 | 23 | 18 | 26 | 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 | 36 |
| 3 Mo. Roll Avg | | | | 43 | 33 | 27 | 22 | 27 | 37 | 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 | 44 |

| | (000's) | O | 13 | N | D | J 14 | F | M | A | 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 |
|-------------------|---------|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|---|
| Median Sale Price | | 475 | 432 | 459 | 473 | 488 | 413 | 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 | 519 | |
| 3 Mo. Roll Avg | | | | 455 | 454 | 473 | 458 | 448 | 490 | 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 | 511 | |

| | O | 13 | N | D | J 14 | F | M | A | 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 |
|-----------|---|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|
| Inventory | | 202 | 174 | 157 | 153 | 165 | 175 | 204 | 244 | 262 | 281 | 268 | 274 | 276 | 254 | 224 | 214 | 230 | 247 | 295 | 321 | 313 | 322 | 323 | 321 | 304 | 274 | 248 | 254 | 290 | 301 | 325 | 354 | 360 | 348 | 347 | 354 |
| MSI | | 4 | 5 | 4 | 7 | 9 | 7 | 6 | 5 | 4 | 6 | 4 | 6 | 6 | 7 | 9 | 7 | 13 | 6 | 10 | 5 | 5 | 5 | 6 | 7 | 6 | 10 | 7 | 8 | 11 | 9 | 6 | 8 | 6 | 7 | 7 | 10 |

| | O | 13 | N | D | J 14 | F | M | A | 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 |
|----------------|---|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|-----|----|------|----|----|----|----|----|----|----|----|
| Days On Market | | 92 | 79 | 63 | 44 | 44 | 96 | 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 | 70 |
| 3 Mo. Roll Avg | | | | 78 | 62 | 50 | 61 | 67 | 71 | 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 | 59 |

| | O | 13 | N | D | J 14 | F | M | A | 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 |
|-----------------|---|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|
| Price per Sq Ft | | 195 | 207 | 209 | 211 | 239 | 189 | 201 | 215 | 218 | 205 | 215 | 208 | 215 | 219 | 220 | 198 | 216 | 199 | 211 | 202 | 222 | 217 | 199 | 215 | 204 | 216 | 204 | 213 | 189 | 199 | 217 | 215 | 215 | 221 | 203 | 198 |
| 3 Mo. Roll Avg | | | | 204 | 209 | 220 | 213 | 210 | 202 | 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 | 207 |

| | O | 13 | N | D | J 14 | F | M | A | 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 |
|--------------------|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | | 0.950 | 0.938 | 0.951 | 0.941 | 0.965 | 0.947 | 0.951 | 0.946 | 0.958 | 0.959 | 0.953 | 0.950 | 0.940 | 0.936 | 0.942 | 0.932 | 0.962 | 0.951 | 0.954 | 0.956 | 0.952 | 0.942 | 0.958 | 0.960 | 0.940 | 0.941 | 0.944 | 0.952 | 0.922 | 0.966 | 0.947 | 0.954 | 0.950 | 0.957 | 0.956 | 0.957 |
| 3 Mo. Roll Avg | | | | 0.946 | 0.943 | 0.952 | 0.951 | 0.954 | 0.948 | 0.952 | 0.954 | 0.957 | 0.954 | 0.948 | 0.942 | 0.939 | 0.937 | 0.945 | 0.948 | 0.956 | 0.954 | 0.954 | 0.950 | 0.951 | 0.953 | 0.953 | 0.947 | 0.942 | 0.946 | 0.939 | 0.947 | 0.945 | 0.956 | 0.950 | 0.954 | 0.954 | 0.957 |

| | O | 13 | N | D | J 14 | F | M | A | 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 |
|--------------|---|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|
| New Listings | | 43 | 32 | 34 | 47 | 65 | 79 | 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 | 87 | 105 |
| Inventory | | 202 | 174 | 157 | 153 | 165 | 175 | 204 | 244 | 262 | 281 | 268 | 274 | 276 | 254 | 224 | 214 | 230 | 247 | 295 | 321 | 313 | 322 | 323 | 321 | 304 | 274 | 248 | 254 | 290 | 301 | 325 | 354 | 360 | 348 | 347 | 354 |
| Sales | | 53 | 36 | 40 | 23 | 18 | 26 | 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 | 36 |

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|----------------|---------|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|---|
| Avg Sale Price | | 566 | 544 | 546 | 585 | 551 | 455 | 496 | 615 | 625 | 548 | 631 | 513 | 610 | 656 | 569 | 487 | 763 | 463 | 494 | 464 | 633 | 593 | 559 | 552 | 551 | 659 | 543 | 550 | 448 | 520 | 678 | 608 | 595 | 594 | 561 | 552 | |
| 3 Mo. Roll Avg | | | | 552 | 558 | 561 | 530 | 501 | 522 | 579 | 596 | 601 | 564 | 585 | 593 | 612 | 571 | 607 | 571 | 573 | 474 | 530 | 563 | 595 | 568 | 554 | 587 | 584 | 584 | 514 | 506 | 549 | 602 | 627 | 599 | 583 | 569 | |

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