

## MLS Area: Highland Park



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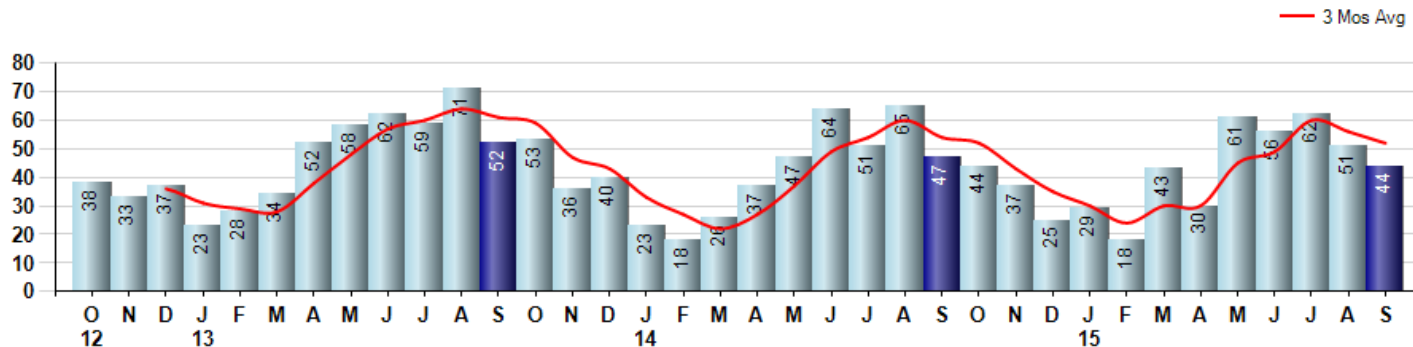
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$699,500	↔		↑				
Average List Price of all Current Listings	\$1,000,427	↑		↑				
September Median Sales Price	\$504,500	↑	↓	↑	↑	\$500,000	↑	↔
September Average Sales Price	\$548,202	↓	↓	↑	↓	\$546,098	↓	↓
Total Properties Currently for Sale (Inventory)	302	↓		↑				
September Number of Properties Sold	44	↓		↓		394	↑	
September Average Days on Market (Solds)	77	↑	↑	↑	↑	70	↑	↑
September Month's Supply of Inventory	6.9	↑	↑	↑	↑	7.1	↑	↑
September Sale Price vs List Price Ratio	96.0%	↑	↑	↑	↑	94.9%	↑	↑

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

### Property Sales

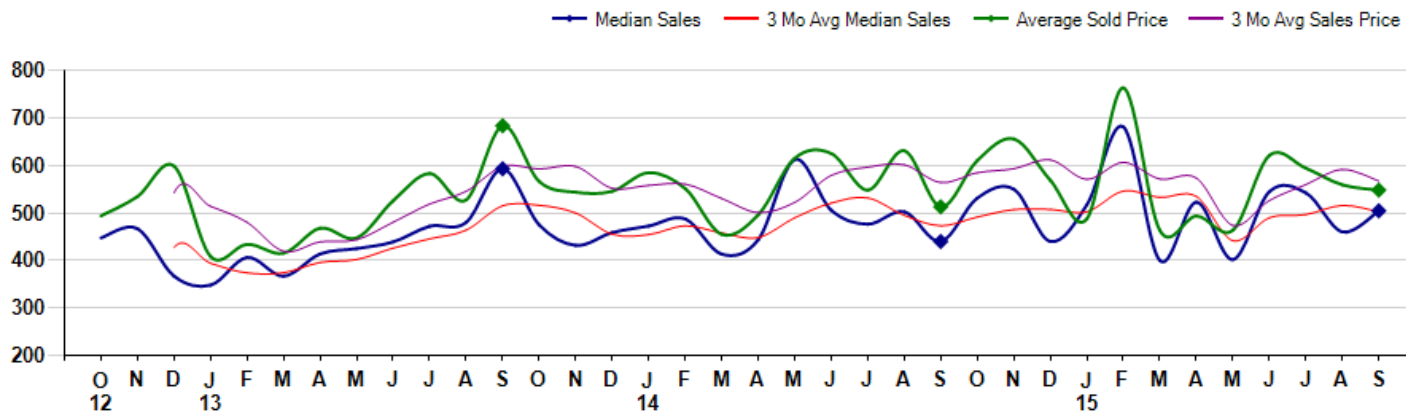
September Property sales were 44, down -6.4% from 47 in September of 2014 and -13.7% lower than the 51 sales last month. September 2015 sales were at their lowest level compared to September of 2014 and 2013. September YTD sales of 394 are running 4.2% ahead of last year's year-to-date sales of 378.



### Prices

The Median Sales Price in September was \$504,500, up 14.7% from \$440,000 in September of 2014 and up 9.7% from \$460,000 last month. The Average Sales Price in September was \$548,202, up 6.9% from \$512,913 in September of 2014 and down -2.0% from \$559,155 last month. September 2015 ASP was at a mid range compared to September of 2014 and 2013.

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



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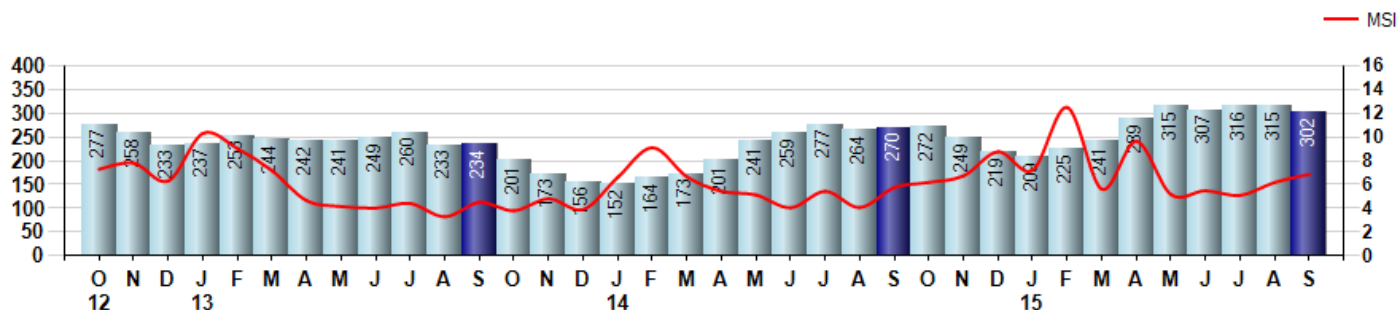
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### Inventory & MSI

The Total Inventory of Properties available for sale as of September was 302, down -4.1% from 315 last month and up 11.9% from 270 in September of last year. September 2015 Inventory was at highest level compared to September of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2015 MSI of 6.9 months was at its highest level compared with September of 2014 and 2013.

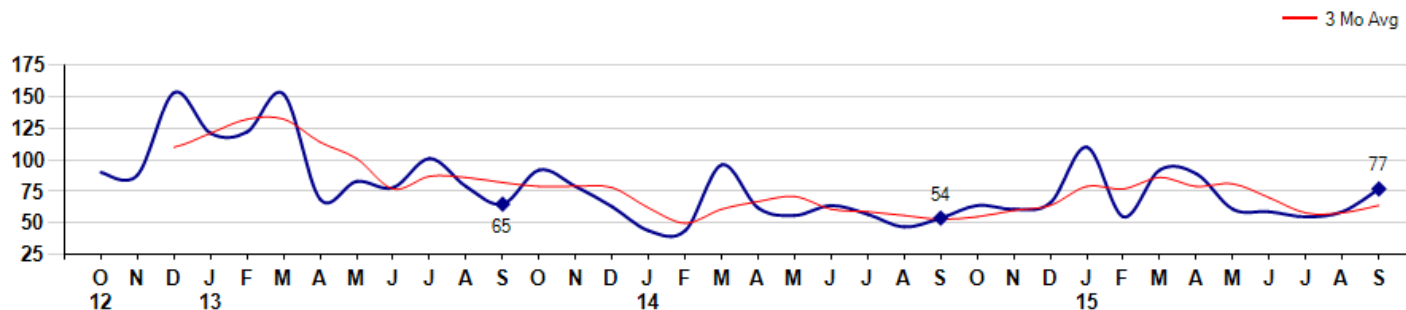
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 77, up 30.5% from 59 days last month and up 42.6% from 54 days in September of last year. The September 2015 DOM was at its highest level compared with September of 2014 and 2013.

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



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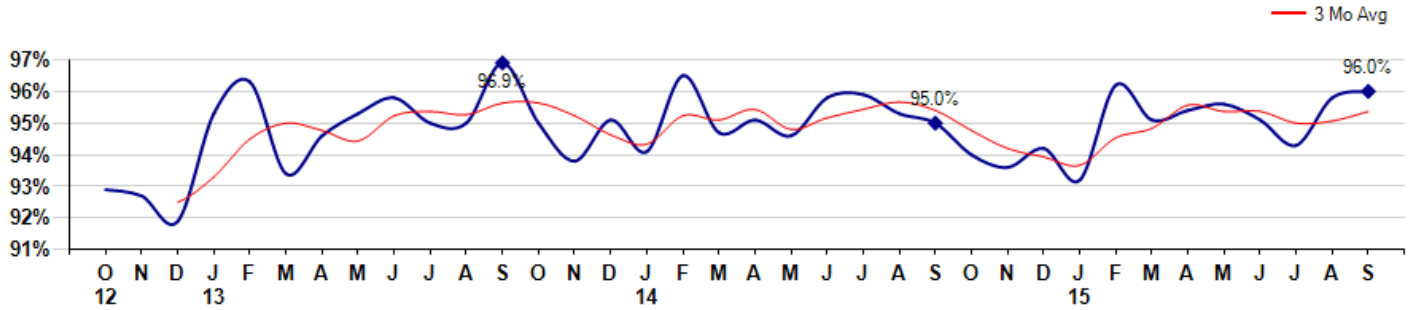


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### Selling Price vs Listing Price

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 2015 Selling Price vs List Price of 96.0% was up from 95.8% last month and up from 95.0% in September of last year.

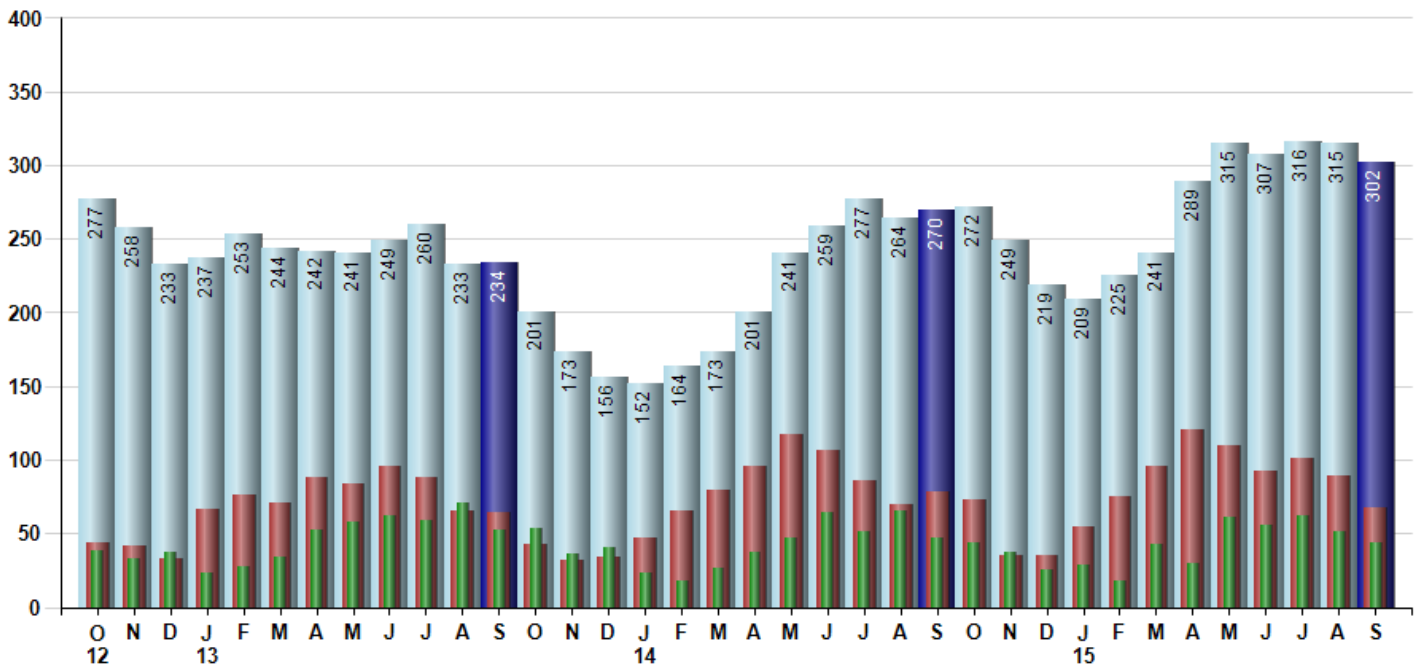
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 2015 was 68, down -23.6% from 89 last month and down -12.8% from 78 in September of last year.

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



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# MARKET ACTION REPORT

September 2015

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	O 12	N	D	J 13	F	M	A	M	J	J	A	S	O	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
Homes Sold	38	33	37	23	28	34	52	58	62	59	71	52	53	36	40	23	18	26	37	47	64	51	65	47	44	37	25	29	18	43	30	61	56	62	51	44
3 Mo. Roll Avg			36	31	29	28	38	48	57	60	64	61	59	47	43	33	27	22	27	37	49	54	60	54	52	43	35	30	24	30	30	45	49	60	56	52

	(000's) O 12	N	D	J 13	F	M	A	M	J	J	A	S	O	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
Median Sale Price	448	467	367	348	406	367	414	425	439	472	480	593	475	432	459	473	488	413	444	613	506	476	503	440	531	550	440	517	681	400	523	402	545	543	460	505
3 Mo. Roll Avg			427	394	374	374	396	402	426	445	464	515	516	500	455	454	473	458	448	490	521	532	495	473	491	507	507	502	546	533	535	442	490	496	516	502

	O 12	N	D	J 13	F	M	A	M	J	J	A	S	O	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
Inventory	277	258	233	237	253	244	242	241	249	260	233	234	201	173	156	152	164	173	201	241	259	277	264	270	272	249	219	209	225	241	289	315	307	316	315	302
MSI	7	8	6	10	9	7	5	4	4	4	3	5	4	5	4	7	9	7	5	5	4	5	4	6	6	7	9	7	13	6	10	5	5	5	6	7

	O 12	N	D	J 13	F	M	A	M	J	J	A	S	O	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
Days On Market	90	88	153	121	122	152	69	83	78	101	79	65	92	79	63	44	44	96	62	56	64	57	47	54	64	61	66	110	55	92	89	61	59	55	59	77
3 Mo. Roll Avg			110	121	132	132	114	101	77	87	86	82	79	79	78	62	50	61	67	71	61	59	56	53	55	60	64	79	77	86	79	81	70	58	58	64

	O 12	N	D	J 13	F	M	A	M	J	J	A	S	O	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
Price per Sq Ft	190	183	187	169	166	190	183	180	196	202	188	224	195	207	209	211	239	189	201	215	218	205	215	208	215	219	220	198	216	199	211	202	221	217	199	212
3 Mo. Roll Avg			187	180	174	175	180	184	186	193	195	205	202	209	204	209	220	213	210	202	211	213	213	209	213	214	218	212	211	204	209	204	211	213	212	209

	O 12	N	D	J 13	F	M	A	M	J	J	A	S	O	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
Sale to List Price	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	0.958	0.959	0.953	0.950	0.940	0.936	0.942	0.932	0.962	0.951	0.954	0.956	0.951	0.943	0.958	0.960
3 Mo. Roll Avg			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	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	0.954

	O 12	N	D	J 13	F	M	A	M	J	J	A	S	O	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
New Listings	44	42	33	66	76	71	88	84	96	88	65	64	43	32	34	47	65	79	96	117	107	86	70	78	73	35	35	55	75	96	121	110	92	101	89	68
Inventory	277	258	233	237	253	244	242	241	249	260	233	234	201	173	156	152	164	173	201	241	259	277	264	270	272	249	219	209	225	241	289	315	307	316	315	302
Sales	38	33	37	23	28	34	52	58	62	59	71	52	53	36	40	23	18	26	37	47	64	51	65	47	44	37	25	29	18	43	30	61	56	62	51	44

	(000's) O 12	N	D	J 13	F	M	A	M	J	J	A	S	O	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
Avg Sale Price	494	535	599	409	434	415	468	447	526	583	527	684	566	544	546	585	551	455	496	615	625	548	631	513	610	656	569	487	763	463	494	464	621	594	559	548
3 Mo. Roll Avg			542	514	480	419	439	444	480	519	545	598	592	598	552	558	561	530	501	522	579	596	601	564	585	593	612	571	607	571	573	474	526	560	591	567

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