

## MLS Area: Highland Park



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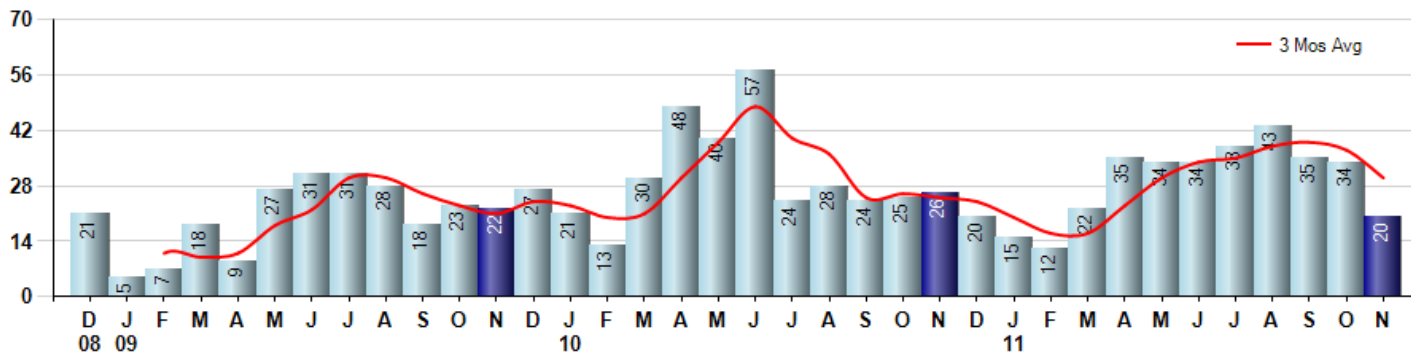
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$559,000	↑		↔				
Average List Price of all Current Listings	\$844,381	↑		↓				
November Median Sales Price	\$492,500	↑	↑	↑	↑	\$430,000	↑	↑
November Average Sales Price	\$621,720	↑	↑	↑	↑	\$518,600	↓	↓
Total Properties Currently for Sale (Inventory)	327	↓		↓				
November Number of Properties Sold	20	↓		↓		322	↓	
November Average Days on Market (Solds)	122	↑	↑	↑	↓	124	↓	↓
November Month's Supply of Inventory	16.4	↑	↑	↑	↓	15.1	↓	↓
November Sale Price vs List Price Ratio	85.0%	↑	↑	↑	↑	83.3%	↑	↑

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

### Property Sales

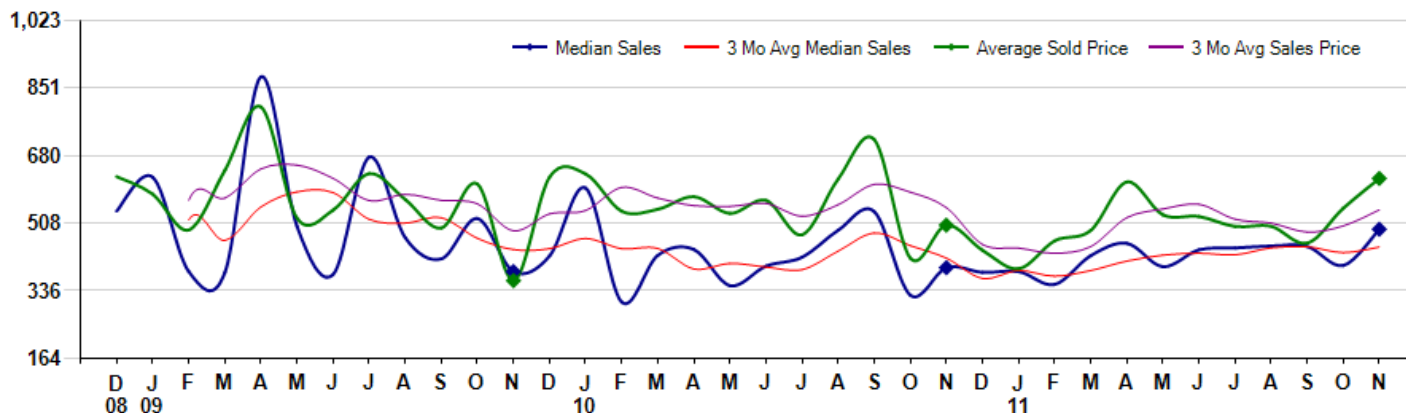
November Property sales were 20, down -23.1% from 26 in November of 2010 and -41.2% lower than the 34 sales last month. November 2011 sales were at their lowest level compared to November of 2010 and 2009. November YTD sales of 322 are running -4.2% behind last year's year-to-date sales of 336.



### Prices

The Median Sales Price in November was \$492,500, up 24.7% from \$395,000 in November of 2010 and up 23.0% from \$400,500 last month. The Average Sales Price in November was \$621,720, up 23.6% from \$503,067 in November of 2010 and up 13.9% from \$545,997 last month. November 2011 ASP was at highest level compared to November 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 12/1/2008 through 11/30/2011. 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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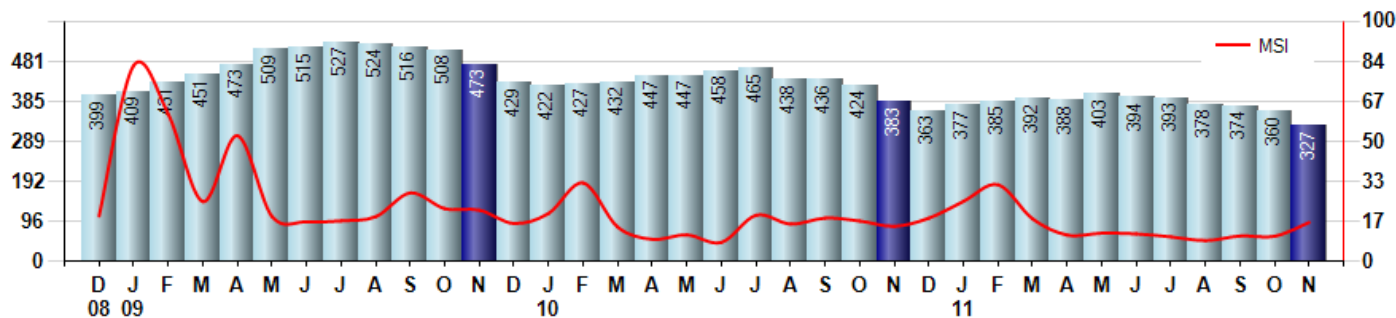
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### Inventory & MSI

The Total Inventory of Properties available for sale as of November was 327, down -9.2% from 360 last month and down -14.6% from 383 in November of last year. November 2011 Inventory was at the lowest level compared to November of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2011 MSI of 16.4 months was at a mid range compared with November of 2010 and 2009.

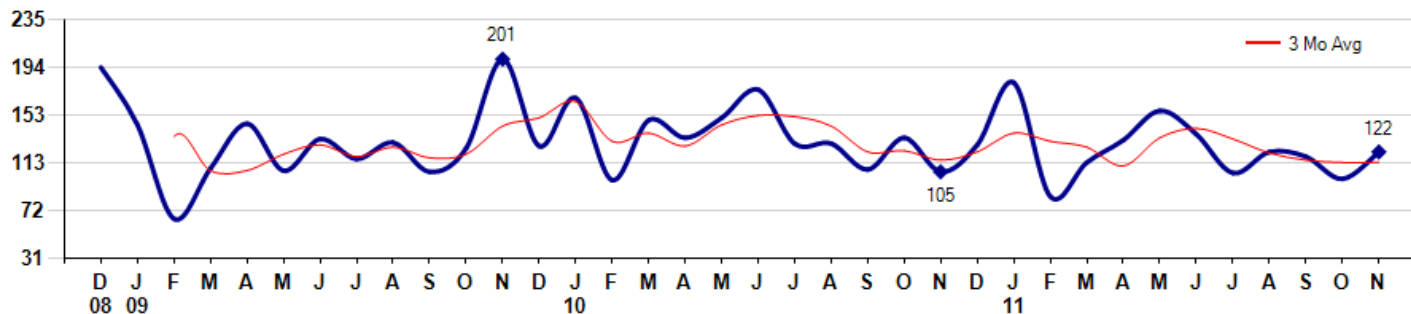
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 November was 122, up 23.2% from 99 days last month and up 16.2% from 105 days in November of last year. The November 2011 DOM was at a mid range compared with November of 2010 and 2009.

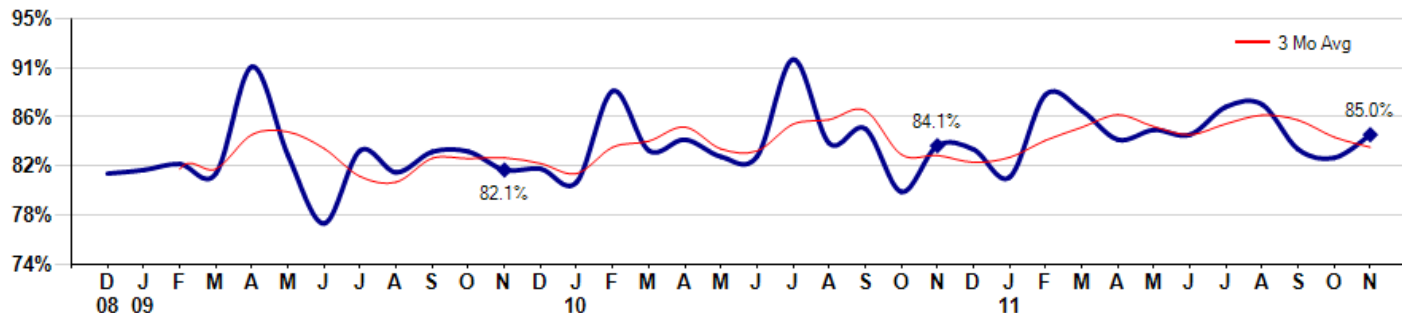
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 November 2011 Selling Price vs Original List Price of 85.0% was up from 83.1% last month and up from 84.1% in November of last year.

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



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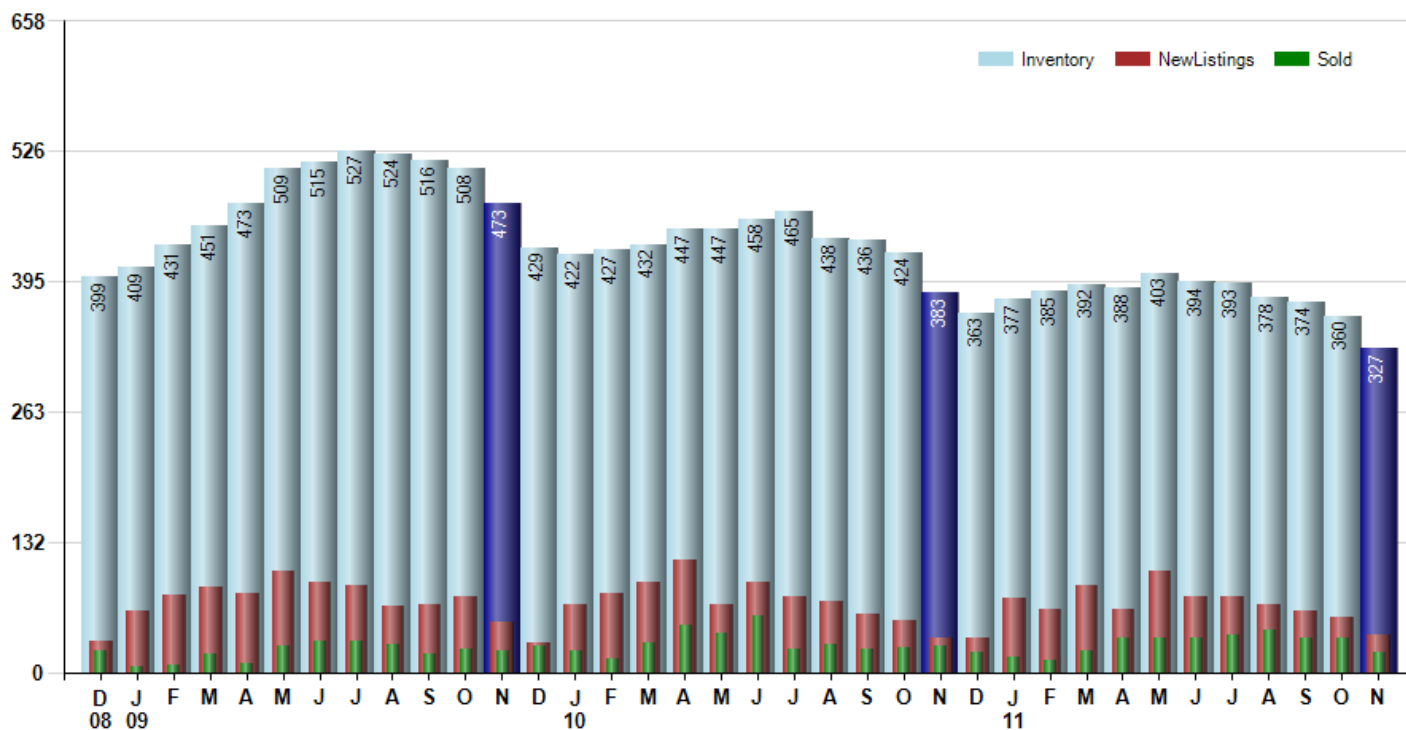
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### Inventory / New Listings / Sales

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 November 2011 was 38, down -30.9% from 55 last month and up 8.6% from 35 in November of last year.



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# MARKET ACTION REPORT

November 2011

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	D 08	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	A	M	J	J	A	S	O	N
Homes Sold	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	22	35	34	34	38	43	35	34	20
3 Mo. Roll Avg			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	23	30	34	35	38	39	37	30

(000's)	D 08	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	A	M	J	J	A	S	O	N
MedianSalePrice	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	426	457	398	441	445	450	449	401	493
3 Mo. Roll Avg			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	388	412	427	432	428	445	448	433	447

	D 08	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	A	M	J	J	A	S	O	N
Inventory	399	409	431	451	473	509	515	527	524	516	508	473	429	422	427	432	447	447	458	465	438	436	424	383	363	377	385	392	388	403	394	393	378	374	360	327
MSI	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	32	18	11	12	12	10	9	11	11	16

	D 08	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	A	M	J	J	A	S	O	N
Days On Market	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	113	132	157	137	104	122	118	99	122
3 Mo. Roll Avg			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	126	110	134	142	133	121	115	113	113

	D 08	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	A	M	J	J	A	S	O	N
Price per Sq Ft	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	189	178	185	181	159	169	170	186
3 Mo. Roll Avg			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	179	179	184	181	175	170	166	175

	D 08	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	A	M	J	J	A	S	O	N
Sale to List Price	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	0.870	0.846	0.854	0.850	0.873	0.875	0.838	0.831	0.850
3 Mo. Roll Avg			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	0.856	0.866	0.857	0.850	0.859	0.866	0.862	0.848	0.840

	D 08	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	A	M	J	J	A	S	O	N
New Listings	31	62	78	86	79	102	91	88	66	68	76	50	29	69	80	91	113	69	91	77	71	59	53	35	34	75	64	88	63	102	77	76	69	62	55	38
Inventory	399	409	431	451	473	509	515	527	524	516	508	473	429	422	427	432	447	447	458	465	438	436	424	383	363	377	385	392	388	403	394	393	378	374	360	327
Sales	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	22	35	34	34	38	43	35	34	20

(000's)	D 08	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	A	M	J	J	A	S	O	N
Avg Sale Price	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	489	613	529	525	500	500	457	546	622
3 Mo. Roll Avg			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	448	522	544	556	518	508	486	501	542

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