

MLS Area: Highland Park

No Photo Available

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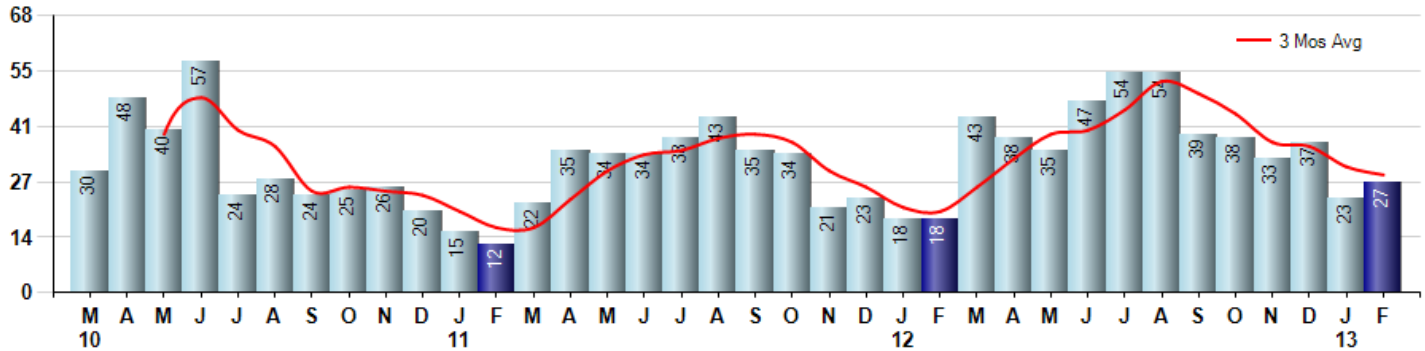
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$649,900	↑		↑				
Average List Price of all Current Listings	\$1,121,188	↑		↑				
February Median Sales Price	\$412,500	↑	↑	↑	→	\$367,500	↑	↓
February Average Sales Price	\$437,385	↑	↓	↑	↓	\$424,108	↑	↓
Total Properties Currently for Sale (Inventory)	217	↑		↓				
February Number of Properties Sold	27	↑		↑		50	↑	
February Average Days on Market (Solds)	116	↓	↓	↓	↑	118	↓	↑
February Month's Supply of Inventory	8.0	↓	↑	↓	↓	8.7	↓	↓
February Sale Price vs List Price Ratio	96.7%	↑	↑	↑	↑	95.3%	↑	↑

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

Property Sales

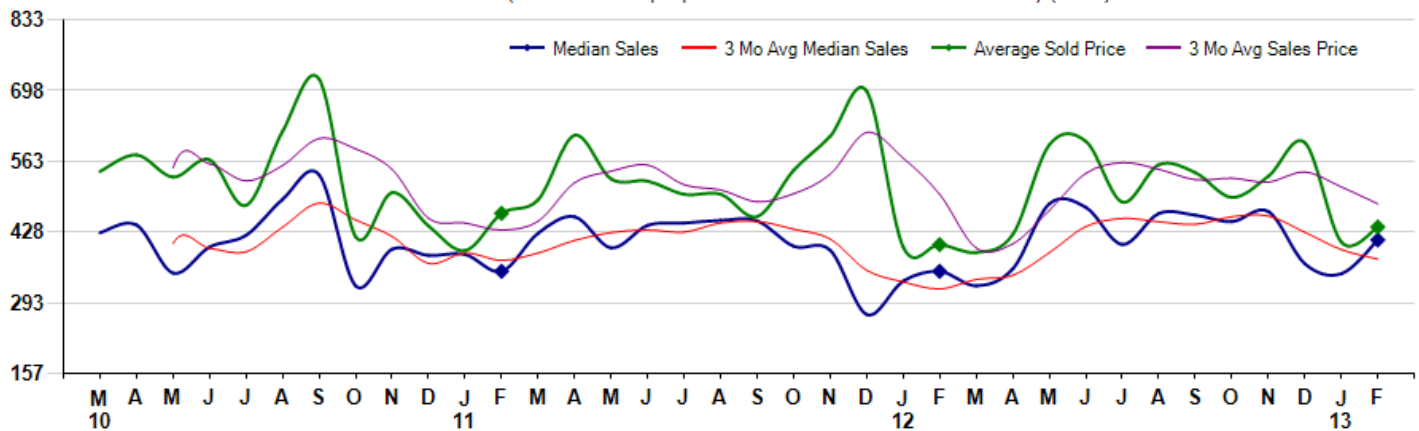
February Property sales were 27, up 50.0% from 18 in February of 2012 and 17.4% higher than the 23 sales last month. February 2013 sales were at their highest level compared to February of 2012 and 2011. February YTD sales of 50 are running 38.9% ahead of last year's year-to-date sales of 36.



Prices

The Median Sales Price in February was \$412,500, up 17.0% from \$352,500 in February of 2012 and up 18.5% from \$348,000 last month. The Average Sales Price in February was \$437,385, up 8.4% from \$403,528 in February of 2012 and up 7.1% from \$408,522 last month. February 2013 ASP was at a mid range compared to February of 2012 and 2011.

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



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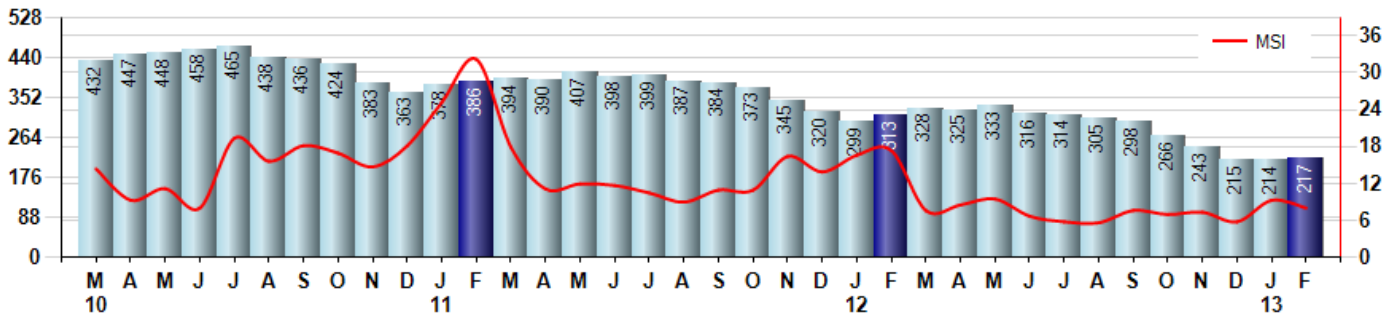
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 217, up 1.4% from 214 last month and down -30.7% from 313 in February of last year. February 2013 Inventory was at the lowest level compared to February of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2013 MSI of 8.0 months was at its lowest level compared with February of 2012 and 2011.

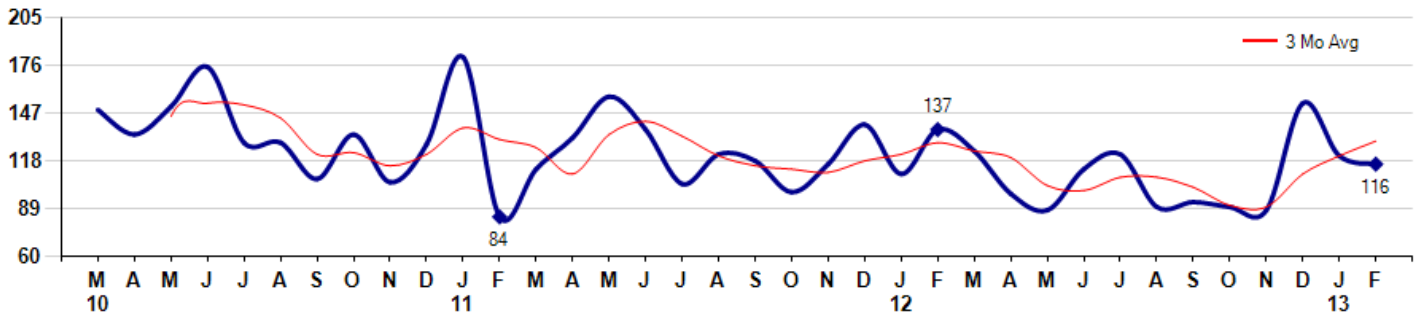
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 February was 116, down -4.1% from 121 days last month and down -15.3% from 137 days in February of last year. The February 2013 DOM was at a mid range compared with February of 2012 and 2011.

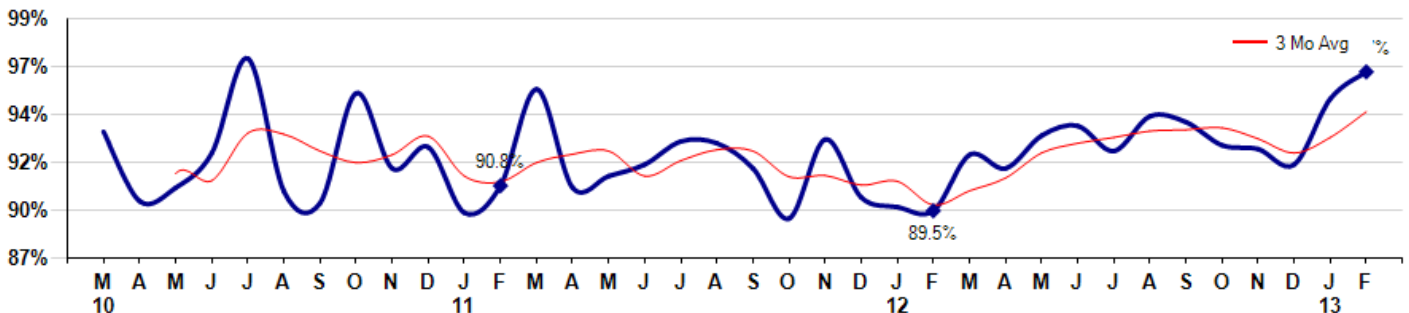
Average Days on Market (Listing to Contract) for properties sold during the month



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 February 2013 Selling Price vs List Price of 96.7% was up from 95.3% last month and up from 89.5% in February of last year.

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



Based on information from Midwest Real Estate Data LLC for the period 3/1/2010 through 2/28/2013. 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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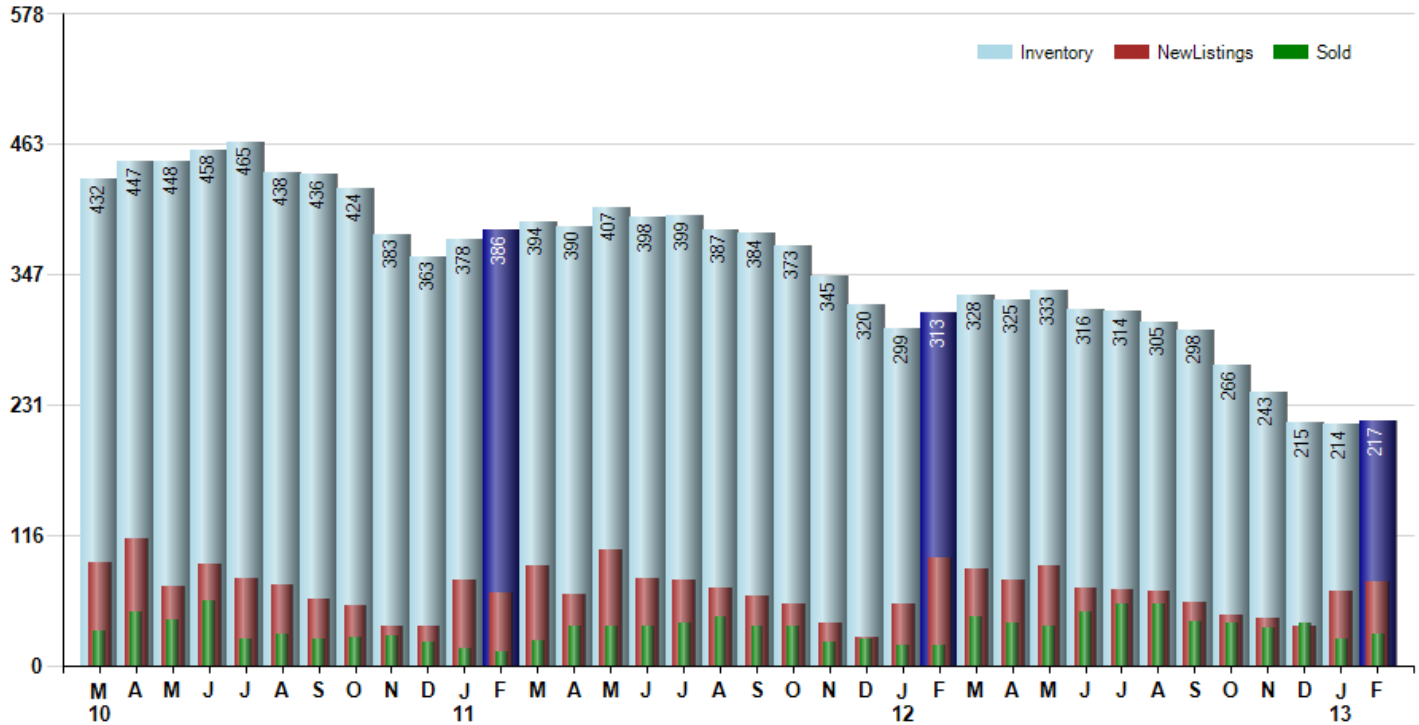
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Inventory / New Listings / Sales

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 February 2013 was 74, up 12.1% from 66 last month and down -22.1% from 95 in February of last year.



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MARKET ACTION REPORT

February 2013

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	M 10	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F
Homes Sold	30	48	40	57	24	28	24	25	26	20	15	12	22	35	34	34	38	43	35	34	21	23	18	18	43	38	35	47	54	54	39	38	33	37	23	27
3 Mo. Roll Avg			39	48	40	36	25	26	25	24	20	16	16	23	30	34	35	38	39	37	30	26	21	20	26	33	39	40	45	52	49	44	37	36	31	29

	(000's) M 10	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F
Median Sale Price	426	441	349	399	422	490	538	325	395	383	385	353	426	457	398	441	445	450	449	401	393	270	334	353	325	358	482	475	404	463	460	448	467	367	348	413
3 Mo. Roll Avg			406	397	390	437	483	451	419	368	388	374	388	412	427	432	428	445	448	433	414	355	332	319	337	345	388	438	454	447	442	457	458	427	394	376

	M 10	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F
Inventory	432	447	448	458	465	438	436	424	383	363	378	386	394	390	407	398	399	387	384	373	345	320	299	313	328	325	333	316	314	305	298	266	243	215	214	217
MSI	14	9	11	8	19	16	18	17	15	18	25	32	18	11	12	12	11	9	11	11	16	14	17	17	8	9	10	7	6	6	8	7	7	6	9	8

	M 10	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F
Days On Market	149	134	151	175	129	129	107	134	105	128	181	84	113	132	157	137	104	122	118	99	116	140	110	137	124	98	88	113	122	90	93	90	88	153	121	116
3 Mo. Roll Avg			145	153	152	144	122	123	115	122	138	131	126	110	134	142	133	121	115	113	111	118	122	129	124	120	103	100	108	108	102	91	90	110	121	130

	M 10	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F
Price per Sq Ft	189	198	175	171	202	187	210	159	158	158	157	180	169	189	182	185	181	159	169	170	187	182	189	147	146	174	184	193	172	179	190	190	183	187	169	167
3 Mo. Roll Avg			187	181	183	187	200	185	176	158	158	165	169	179	180	185	183	175	170	166	175	180	186	173	161	156	168	184	183	181	180	186	188	187	180	174

	M 10	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F
Sale to List Price	0.936	0.900	0.907	0.925	0.974	0.905	0.899	0.956	0.917	0.928	0.894	0.908	0.958	0.907	0.913	0.919	0.931	0.930	0.917	0.891	0.932	0.902	0.897	0.895	0.924	0.917	0.934	0.939	0.926	0.944	0.941	0.929	0.927	0.919	0.953	0.967
3 Mo. Roll Avg			0.914	0.911	0.935	0.935	0.926	0.920	0.924	0.934	0.913	0.910	0.920	0.924	0.926	0.913	0.921	0.927	0.926	0.913	0.913	0.908	0.910	0.898	0.905	0.912	0.925	0.930	0.933	0.936	0.937	0.938	0.932	0.925	0.933	0.946

	M 10	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F
New Listings	91	113	70	90	77	71	59	53	35	34	75	64	88	63	102	77	76	68	61	55	38	25	54	95	85	75	88	68	67	66	56	44	42	34	66	74
Inventory	432	447	448	458	465	438	436	424	383	363	378	386	394	390	407	398	399	387	384	373	345	320	299	313	328	325	333	316	314	305	298	266	243	215	214	217
Sales	30	48	40	57	24	28	24	25	26	20	15	12	22	35	34	34	38	43	35	34	21	23	18	18	43	38	35	47	54	54	39	38	33	37	23	27

	(000's) M 10	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F
Avg Sale Price	543	575	533	566	479	620	721	419	503	439	392	463	489	613	529	525	500	500	457	546	611	697	399	404	389	423	595	601	485	557	541	494	535	599	409	437
3 Mo. Roll Avg			551	558	526	555	606	587	548	454	445	432	448	522	544	556	518	508	486	501	538	618	569	500	397	405	469	540	560	548	528	531	523	542	514	482

