

MLS Area: Highland Park



ART WILSON
 Broker, Realtor
 847-363-1599
 www.NorthShoreHomesOnline.com
 Art.Wilson@cbexchange.com



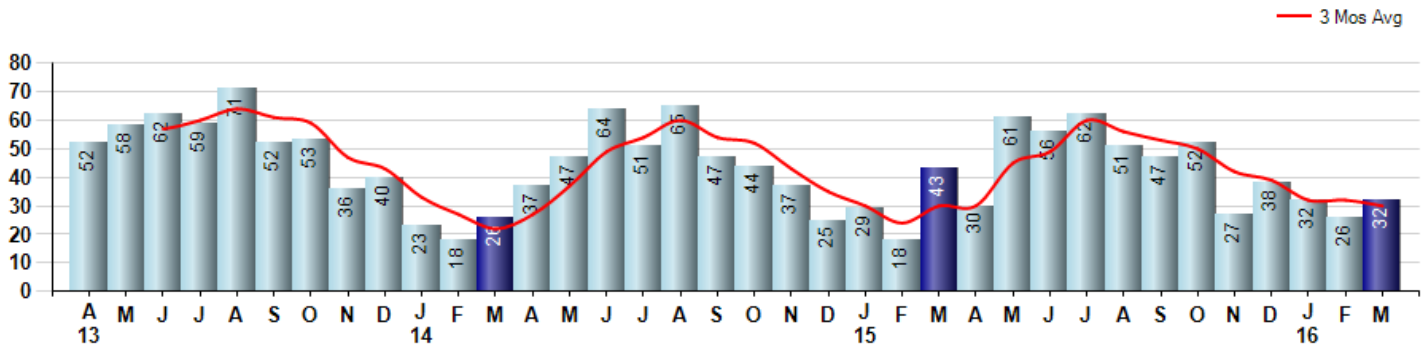
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$750,000	↔		↑				
Average List Price of all Current Listings	\$975,611	↓		↑				
March Median Sales Price	\$510,000	↑	↑	↑	↑	\$476,500	↓	↓
March Average Sales Price	\$519,942	↑	↔	↑	↓	\$509,973	↓	↓
Total Properties Currently for Sale (Inventory)	289	↑		↑				
March Number of Properties Sold	32	↑		↓		90	↔	
March Average Days on Market (Solds)	86	↓	↓	↓	↑	91	↔	↑
March Month's Supply of Inventory	9.0	↓	↓	↑	↑	9.2	↑	↑
March Sale Price vs List Price Ratio	96.6%	↑	↑	↑	↑	94.8%	↑	↑

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

Property Sales

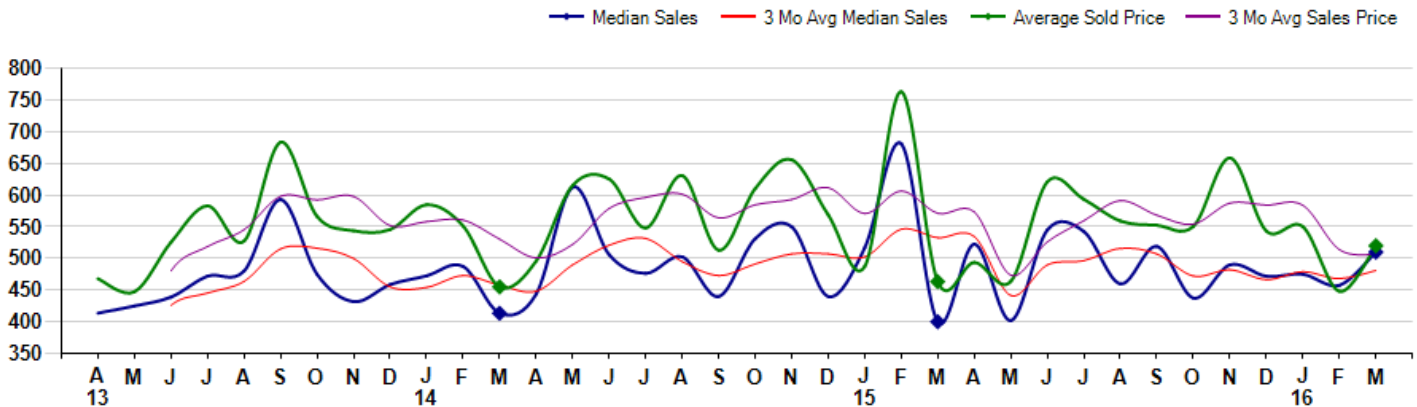
March Property sales were 32, down -25.6% from 43 in March of 2015 and 23.1% higher than the 26 sales last month. March 2016 sales were at a mid level compared to March of 2015 and 2014. March YTD sales of 90 are running equal to last year's year-to-date sales of 90.



Prices

The Median Sales Price in March was \$510,000, up 27.5% from \$400,000 in March of 2015 and up 11.5% from \$457,500 last month. The Average Sales Price in March was \$519,942, up 12.2% from \$463,315 in March of 2015 and up 16.0% from \$448,125 last month. March 2016 ASP was at highest level compared to March of 2015 and 2014.

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



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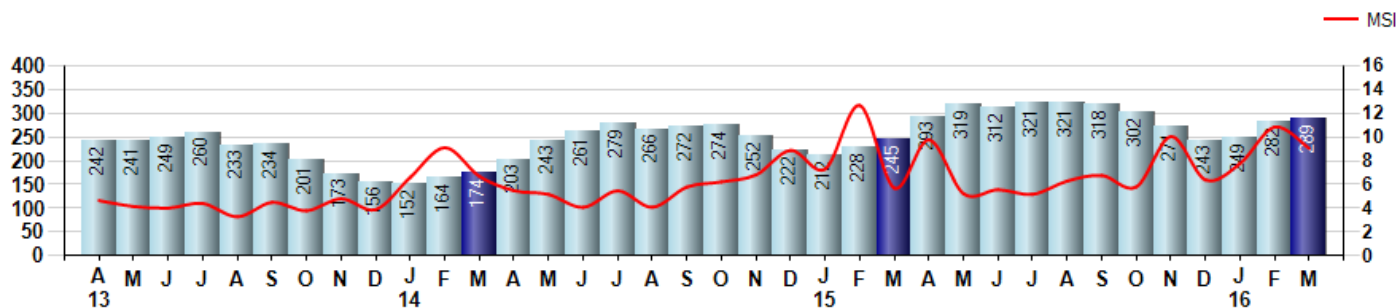
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Inventory & MSI

The Total Inventory of Properties available for sale as of March was 289, up 2.5% from 282 last month and up 18.0% from 245 in March of last year. March 2016 Inventory was at highest level compared to March of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2016 MSI of 9.0 months was at its highest level compared with March of 2015 and 2014.

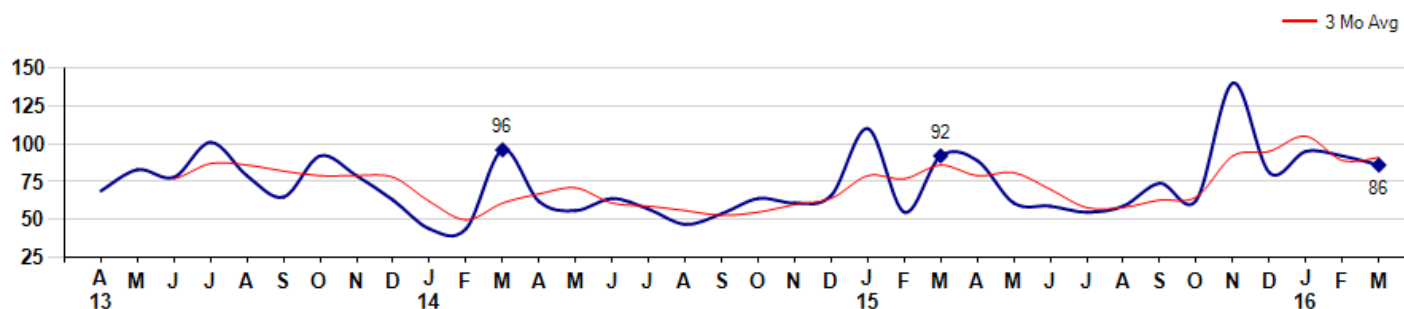
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 March was 86, down -6.5% from 92 days last month and down -6.5% from 92 days in March of last year. The March 2016 DOM was at its lowest level compared with March of 2015 and 2014.

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



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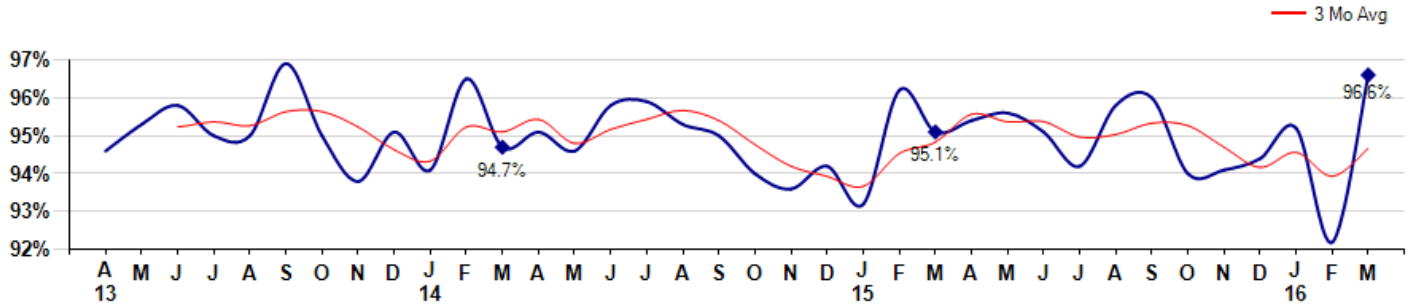


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Selling Price vs Listing Price

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 March 2016 Selling Price vs List Price of 96.6% was up from 92.2% last month and up from 95.1% in March of last year.

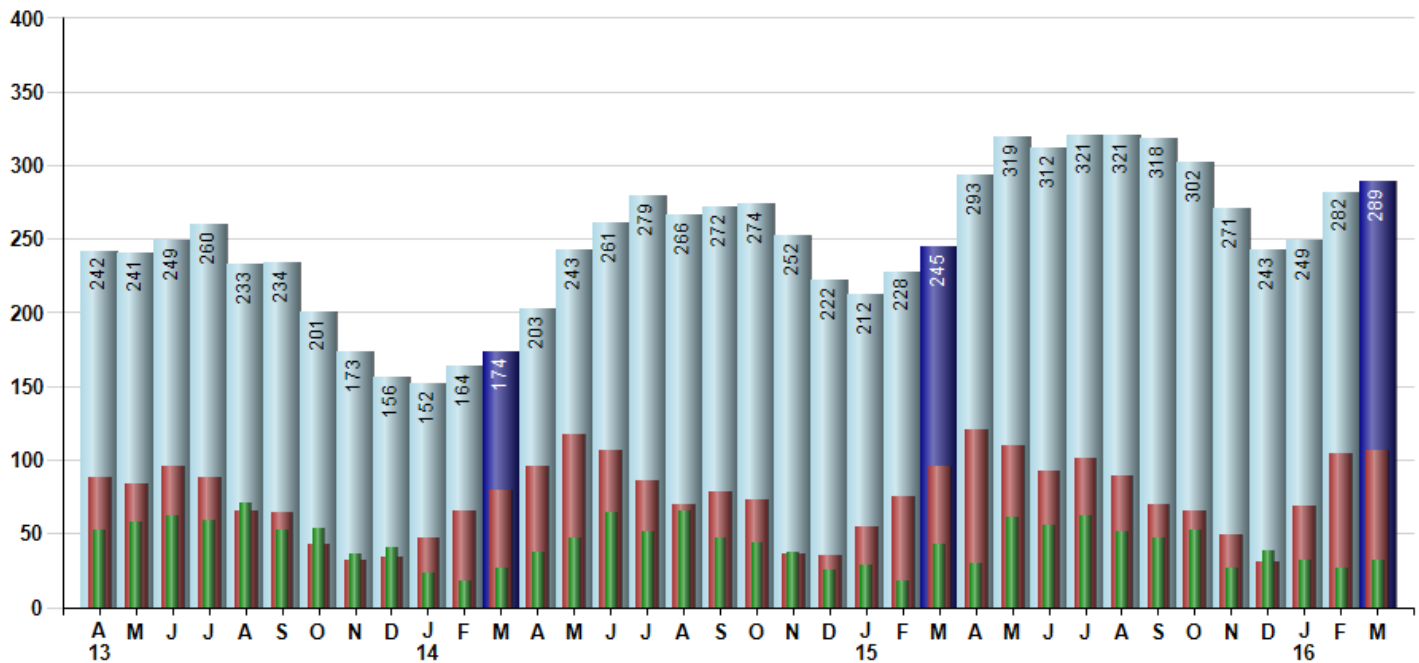
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 March 2016 was 106, up 1.9% from 104 last month and up 10.4% from 96 in March of last year.

Inventory New Listings Sold



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MARKET ACTION REPORT

March 2016

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	A 13	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	O	N	D	J 16	F	M
Homes Sold	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	47	52	27	38	32	26	32
3 Mo. Roll Avg			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	53	50	42	39	32	32	30

	(000's) A 13	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	O	N	D	J 16	F	M
Median Sale Price	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	519	438	490	472	475	458	510
3 Mo. Roll Avg			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	507	472	482	466	479	468	481

	A 13	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	O	N	D	J 16	F	M
Inventory	242	241	249	260	233	234	201	173	156	152	164	174	203	243	261	279	266	272	274	252	222	212	228	245	293	319	312	321	321	318	302	271	243	249	282	289
MSI	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	6	5	6	7	6	10	6	8	11	9

	A 13	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	O	N	D	J 16	F	M
Days On Market	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	74	63	140	81	95	92	86
3 Mo. Roll Avg			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	63	65	92	95	105	89	91

	A 13	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	O	N	D	J 16	F	M
Price per Sq Ft	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	215	204	216	204	213	189	199
3 Mo. Roll Avg			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	210	206	212	208	211	202	200

	A 13	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	O	N	D	J 16	F	M
Sale to List Price	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	0.942	0.958	0.960	0.940	0.941	0.944	0.952	0.966	
3 Mo. Roll Avg			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	0.950	0.953	0.953	0.947	0.942	0.946	0.939	0.947

	A 13	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	O	N	D	J 16	F	M
New Listings	88	84	96	88	65	64	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	49	31	69	104	106
Inventory	242	241	249	260	233	234	201	173	156	152	164	174	203	243	261	279	266	272	274	252	222	212	228	245	293	319	312	321	321	318	302	271	243	249	282	289
Sales	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	47	52	27	38	32	26	32

	(000's) A 13	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	O	N	D	J 16	F	M
Avg Sale Price	468	447	526	583	527	684	566	544	546	585	551	496	615	625	548	631	513	610	656	569	487	763	463	494	464	621	593	559	552	551	659	543	550	448	520	
3 Mo. Roll Avg			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	559	591	568	554	587	584	584	514	506

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