

MLS Area: Highland Park

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Price Range: All | Properties: Single Family - Condo - TwnHm

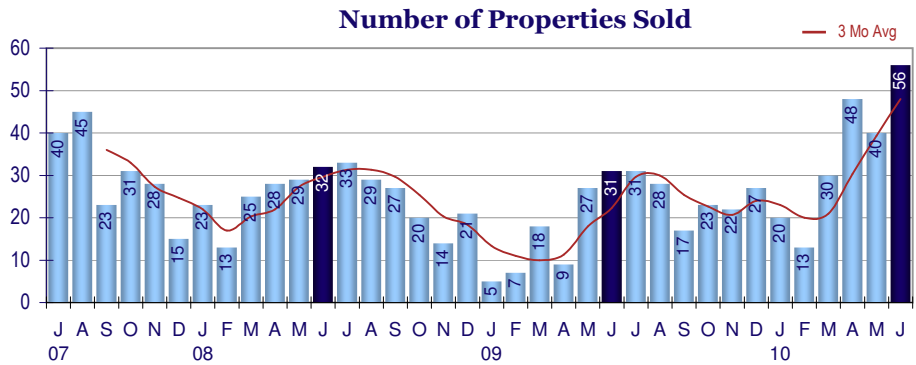
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$549,000	↔		↓				
Average List Price of all Current Listings	\$899,516	↔		↓				
June Median Sales Price	\$394,500	↑	↓	↑	\$427,500	↑	↓	
June Average Sales Price	\$565,160	↑	↑	↑	\$558,653	↓	↓	
Total Properties Currently for Sale (Inventory)	434	↓		↓				
June Number of Properties Sold	56	↑		↑	207	↑		
June Average Days on Market (Solds)	176	↑	↑	↑	151	↑	↑	
June Month's Supply of Inventory	7.8	↓	↓	↓	16.0	↓	↓	
June Sale Price vs List Price Ratio	83.0%	↓	↑	↑	80.9%	↑	↓	

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

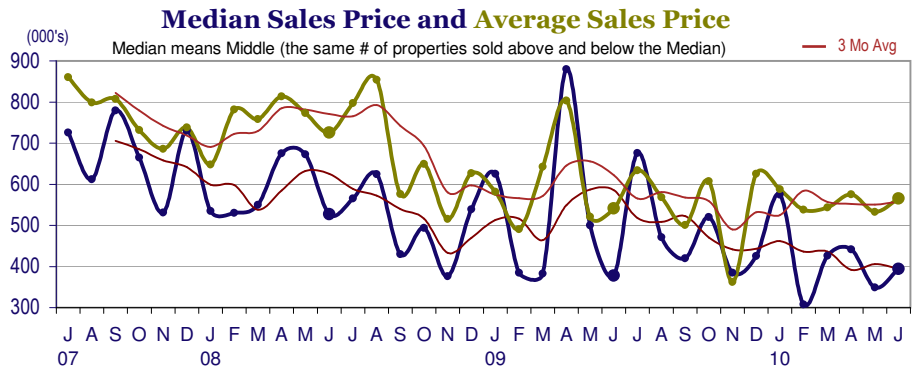
Property Sales

June Property sales were 56, up 80.6% from 31 in June of 2009 and 40.0% higher than the 40 sales last month. June 2010 sales were at their highest level compared to June of 2009 and 2008. June YTD sales of 207 are running 113.4% ahead of last year's year-to-date sales of 97.



Prices

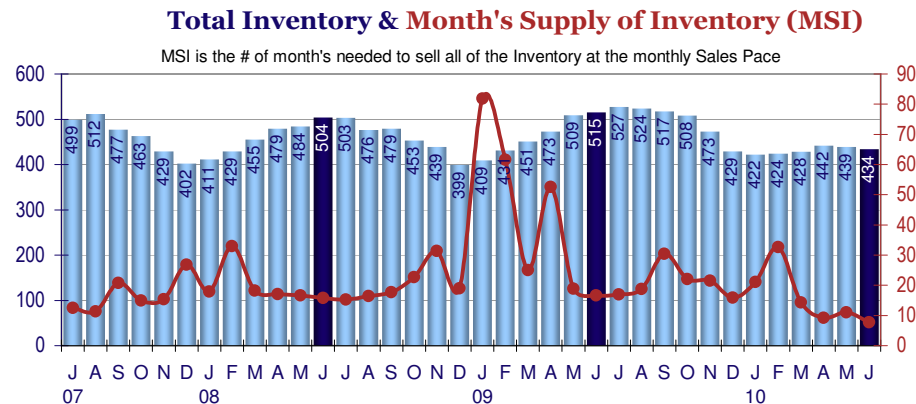
The Median Sales Price in June was \$394,500, up 4.5% from \$377,500 in June of 2009 and up 12.9% from \$349,375 last month. The Average Sales Price in June was \$565,160, up 4.4% from \$541,287 in June of 2009 and up 6.1% from \$532,784 last month. June 2010 ASP was at a mid range compared to June of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of June was 434, down -1.1% from 439 last month and down -15.7% from 515 in June of last year. June 2010 Inventory was at its lowest level compared with June of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2010 MSI of 7.8 months was at its lowest level compared with June of 2009 and 2008.



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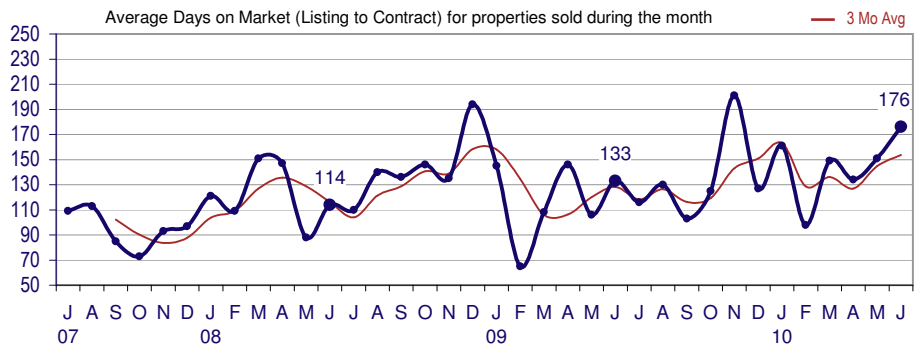


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Market Time

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 June was 176, up 16.6% from 151 days last month and up 32.3% from 133 days in June of last year. The June 2010 DOM was at a mid level compared with June of 2009 and 2008.

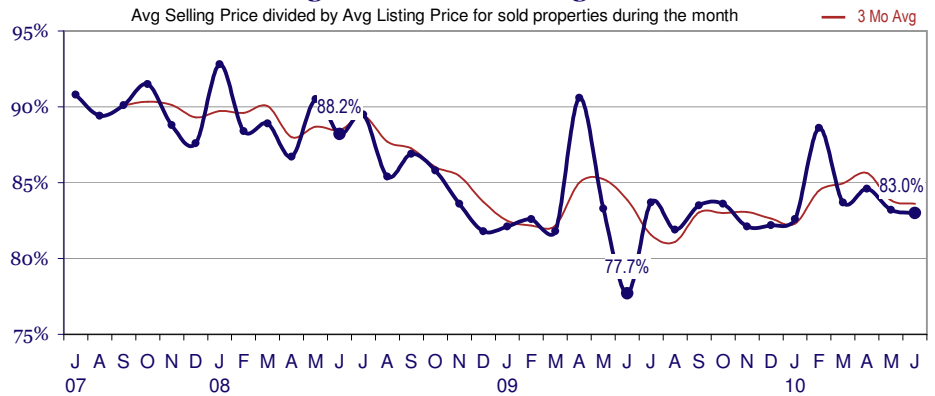
Days On Market for Sold Properties



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 June 2010 Selling Price vs Original List Price of 83.0% was down from 83.2% last month and up from 77.7% in June of last year.

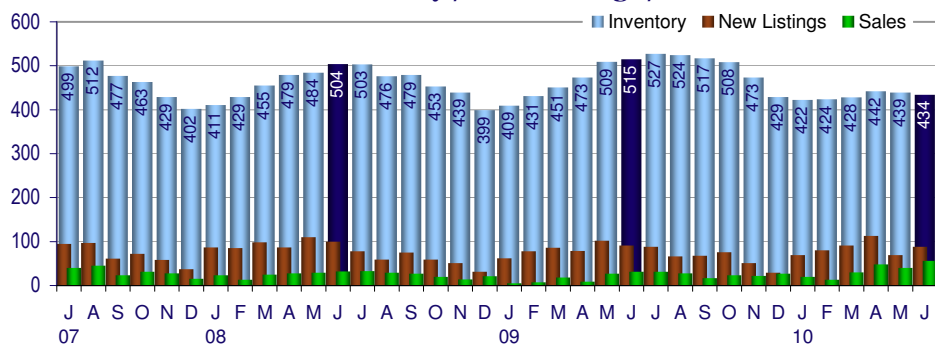
Selling Price versus Listing Price Ratio



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 June 2010 was 88, up 27.5% from 69 last month and down -3.3% from 91 in June of last year.

Inventory / New Listings / Sales



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Inventory / Listings / Sales

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June 2010

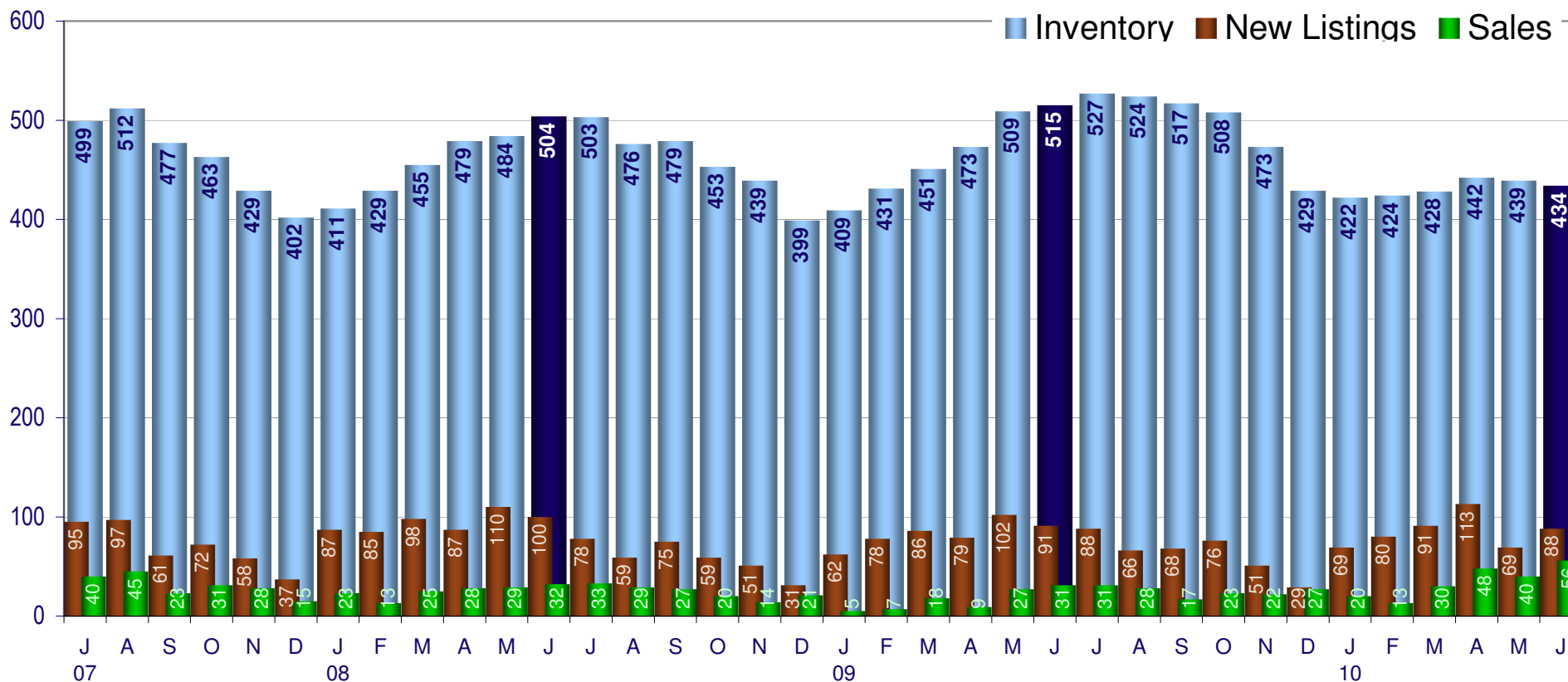
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