

MLS Area: Highland Park

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

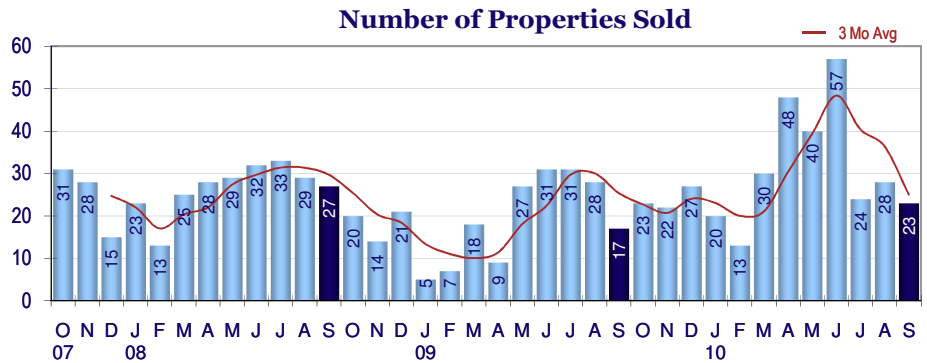
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$550,000	↔		↓				
Average List Price of all Current Listings	\$915,638	↑		↔				
September Median Sales Price	\$550,000	↑	↑	↑	\$431,000	↓	↓	
September Average Sales Price	\$735,424	↑	↑	↑	\$572,491	↓	↔	
Total Properties Currently for Sale (Inventory)	419	↓		↓				
September Number of Properties Sold	23	↓		↑	283	↑		
September Average Days on Market (Solds)	111	↓	↓	↑	144	↑	↑	
September Month's Supply of Inventory	18.2	↑	↑	↓	16.6	↓	↓	
September Sale Price vs List Price Ratio	85.3%	↑	↑	↑	81.8%	↑	↑	

\* 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)

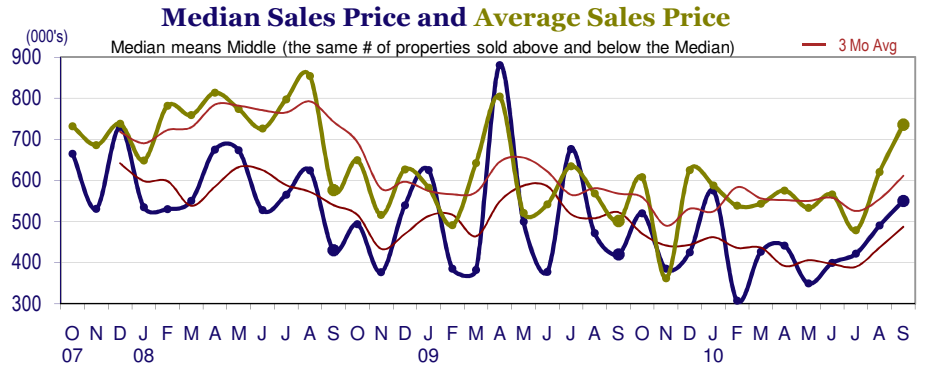
## Property Sales

September Property sales were 23, up 35.3% from 17 in September of 2009 and 17.9% lower than the 28 sales last month. September 2010 sales were at a mid level compared to September of 2009 and 2008. September YTD sales of 283 are running 63.6% ahead of last year's year-to-date sales of 173.



## Prices

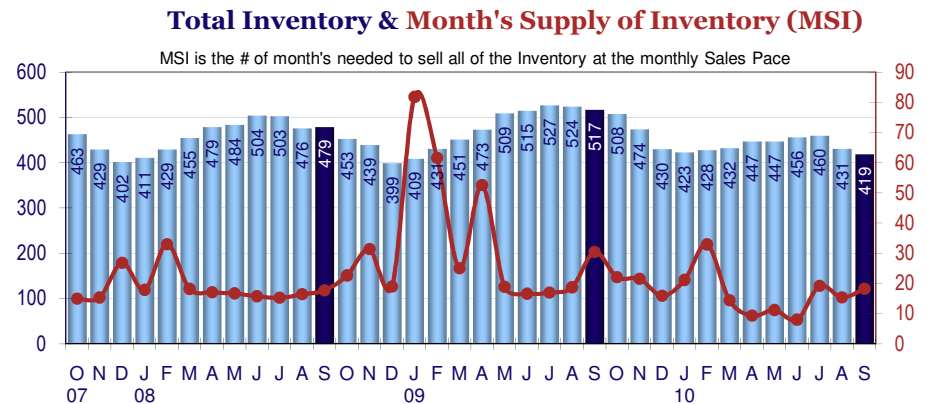
The Median Sales Price in September was \$550,000, up 31.0% from \$420,000 in September of 2009 and up 12.2% from \$490,000 last month. The Average Sales Price in September was \$735,424, up 46.8% from \$501,118 in September of 2009 and up 18.6% from \$620,214 last month. September 2010 ASP was at the highest level compared to September of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of September was 419, down 2.8% from 431 last month and down 19.0% from 517 in September of last year. September 2010 Inventory was at its lowest level compared with September of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2010 MSI of 18.2 months was at a mid level compared with September of 2009 and 2008.



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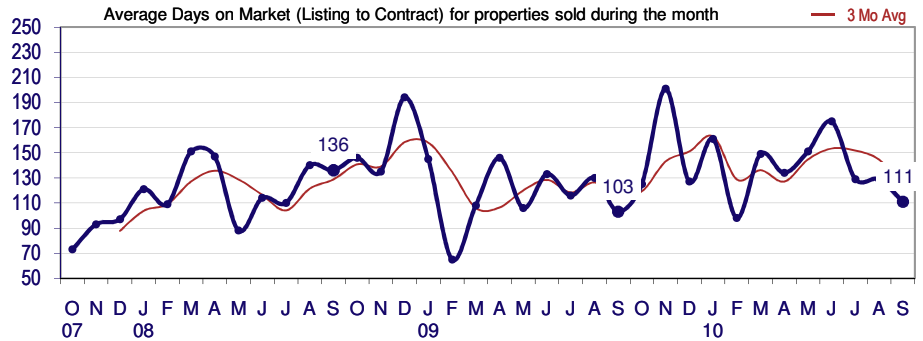


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## Market Time

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 September was 111, down 14.0% from 129 days last month and up 7.8% from 103 days in September of last year. The September 2010 DOM was at a mid level compared with September 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 September 2010 Selling Price vs Original List Price of 85.3% was up from 84.3% last month and up from 83.5% in September of last year.

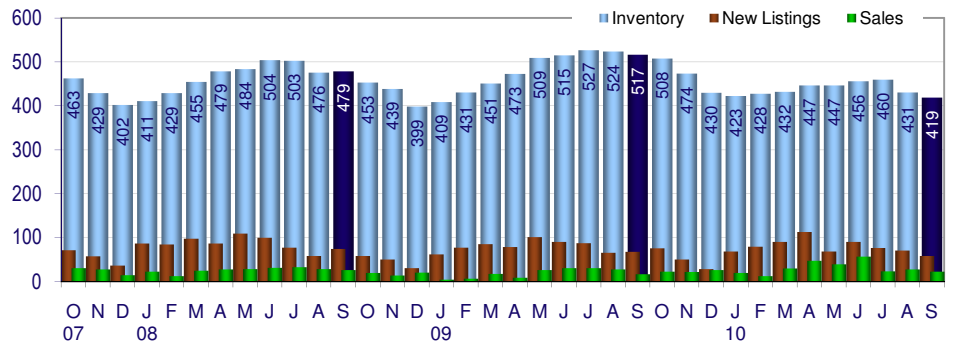
## Selling Price versus Listing Price Ratio



## 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 September 2010 was 59, down 16.9% from 71 last month and down 13.2% from 68 in September of last year.

## Inventory / New Listings / Sales



# Inventory / Listings / Sales

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September 2010

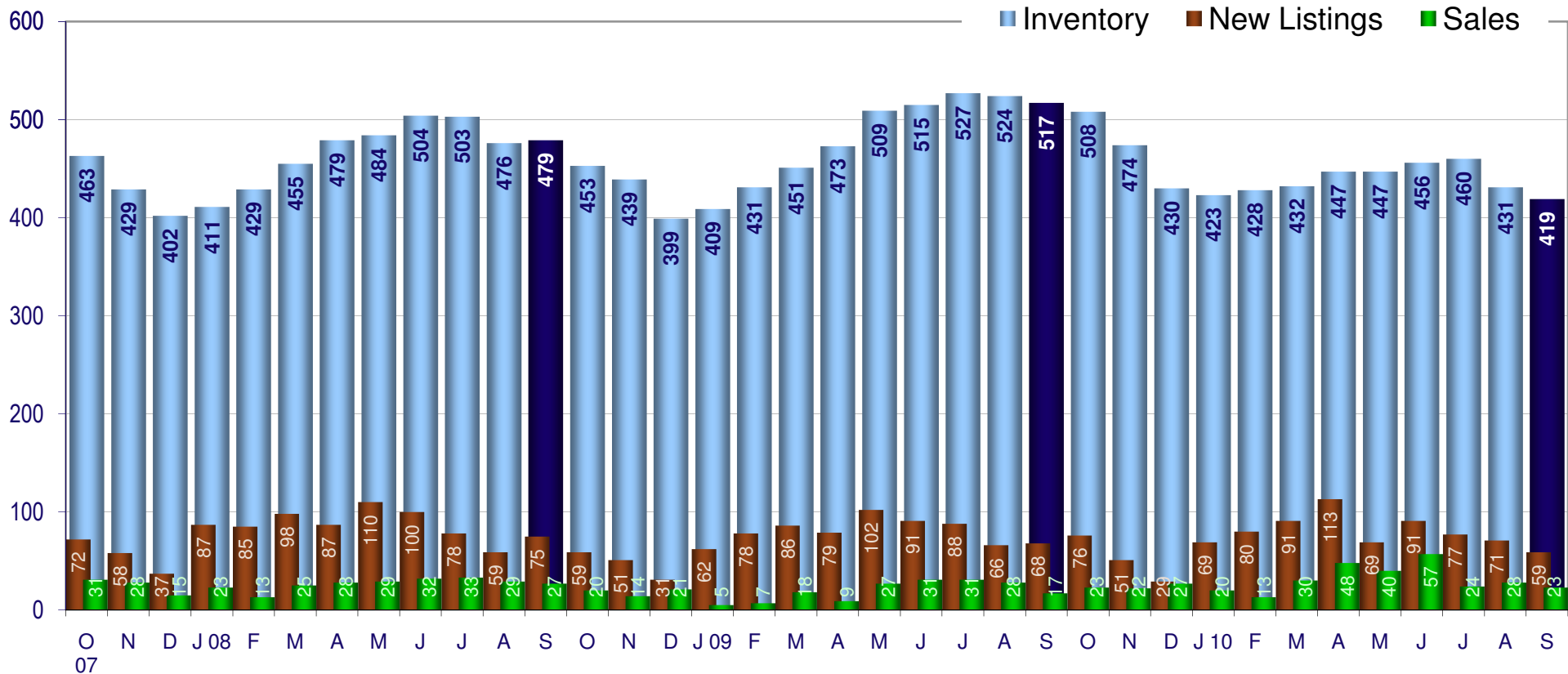
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