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Price Range: All | Properties: Single Family

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	\$649,900	↑						
Average List Price of all Current Listings	\$1,050,118	↔						
August Median Sales Price	\$475,000	↓	↔	↓	↓	\$470,000	↓	↓
August Average Sales Price	\$662,318	↑	↑	↑	↑	\$615,564	↔	↑
Total Properties Currently for Sale (Inventory)	305	↓						
August Number of Properties Sold	22	↑				213	↑	
August Average Days on Market (Solds)	96	↓	↓	↓	↓	137	↑	↑
August Month's Supply of Inventory	13.9	↓	↑	↓	↓	13.8	↓	↓
August Sale Price vs List Price Ratio	85.1%	↓	↑	↑	↑	81.7%	↑	↑

* 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)

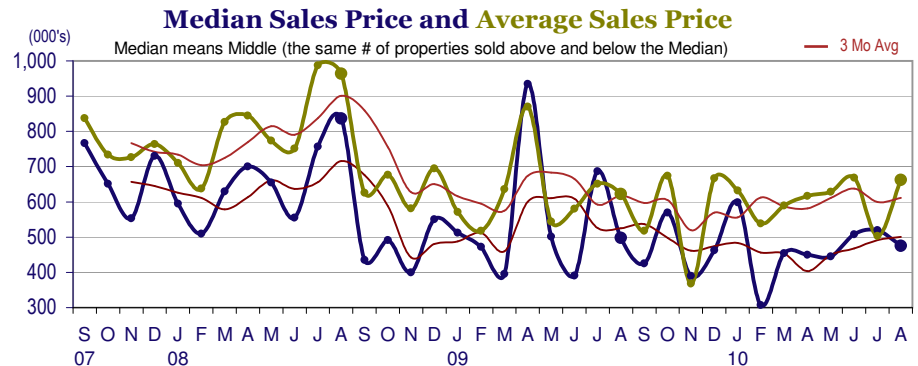
Property Sales

August Property sales were 22, down 8.3% from 24 in August of 2009 and 10.0% higher than the 20 sales last month. August 2010 sales were at their lowest level compared to August of 2009 and 2008. August YTD sales of 213 are running 55.5% ahead of last year's year-to-date sales of 137.



Prices

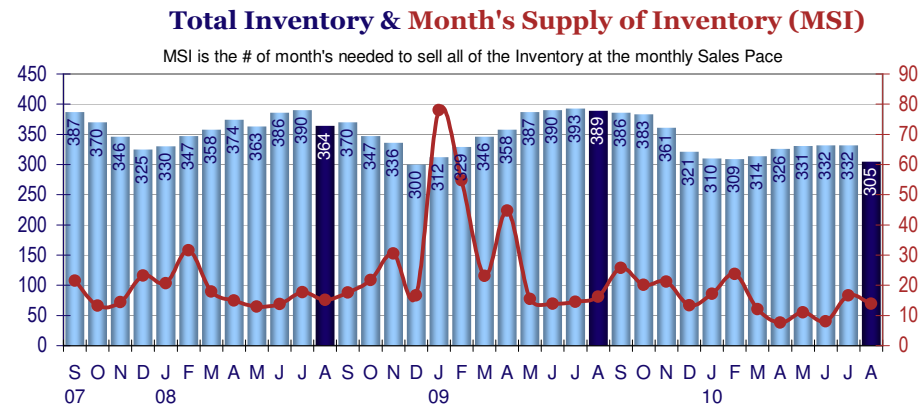
The Median Sales Price in August was \$475,000, down 4.6% from \$498,000 in August of 2009 and down 8.7% from \$520,000 last month. The Average Sales Price in August was \$662,318, up 6.4% from \$622,750 in August of 2009 and up 31.7% from \$503,025 last month. August 2010 ASP was at a mid range compared to August of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of August was 305, down 8.1% from 332 last month and down 21.6% from 389 in August of last year. August 2010 Inventory was at its lowest level compared with August of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2010 MSI of 13.9 months was at its lowest level compared with August of 2009 and 2008.



MLS Area: Highland Park

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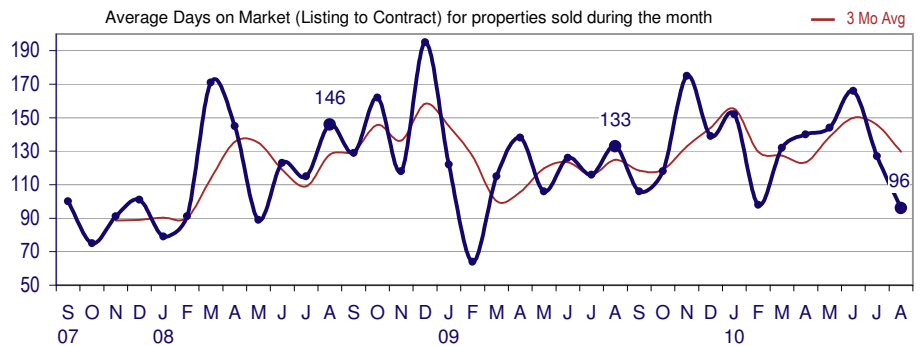


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Market Time

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 August was 96, down 24.4% from 127 days last month and down 27.8% from 133 days in August of last year. The August 2010 DOM was at its lowest level compared with August of 2009 and 2008.

Days On Market for Sold Properties



Inventory / Listings / Sales

MLS Area: Highland Park

August 2010

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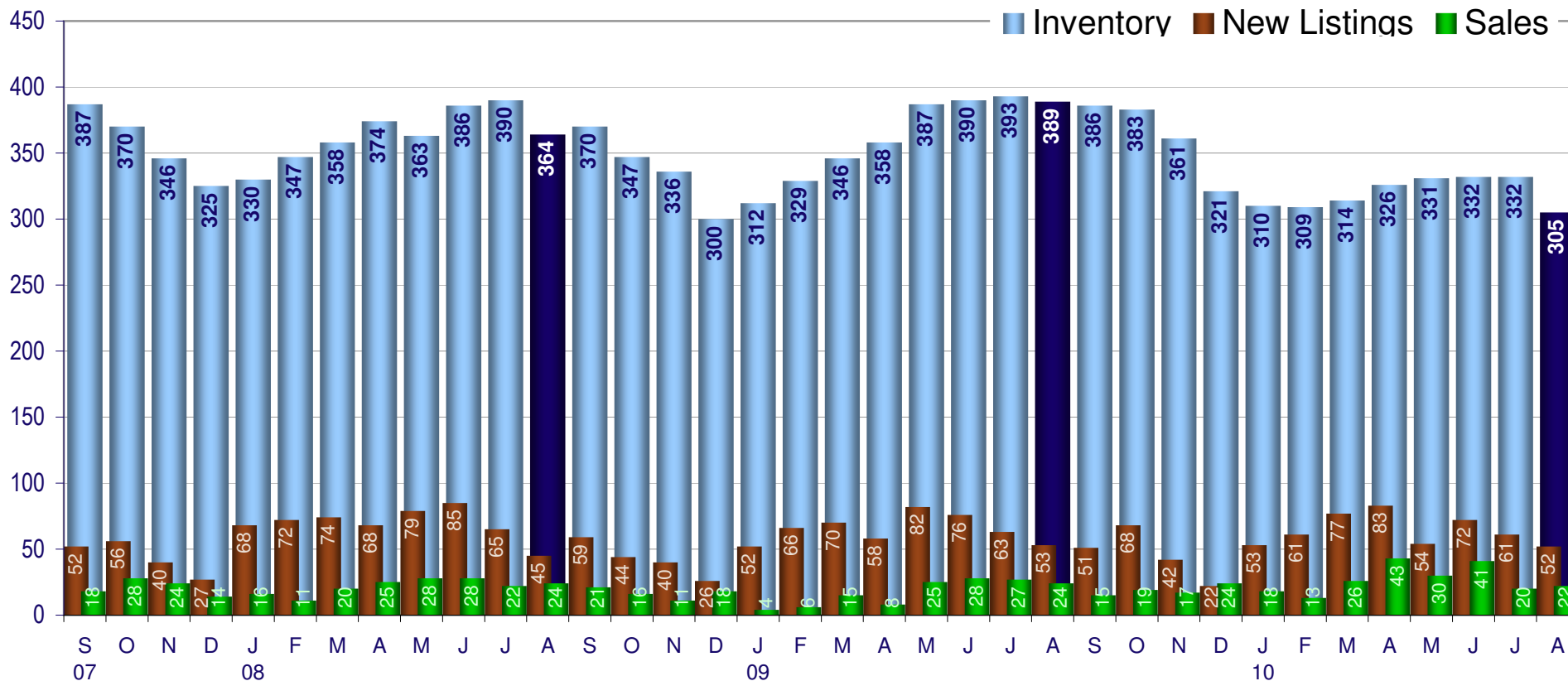


RESIDENTIAL BROKERAGE

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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 August 2010 was 52, down 14.8% from 61 last month and down 1.9% from 53 in August of last year.



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