

City: Highland Park



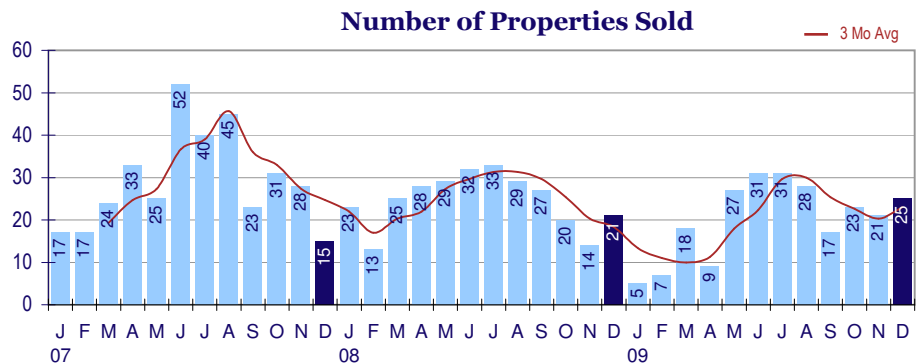
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$599,000	↓		↓				
Average List Price of all Current Listings	\$927,183	↓		↓				
December Median Sales Price	\$425,000	↑	↓	↓	↓	\$527,000	↓	↓
December Average Sales Price	\$623,634	↑	↑	↔	↓	\$567,404	↓	↓
Total Properties Currently for Sale (Inventory)	408	↓		↑				
December Number of Properties Sold	25	↑		↑		242	↓	
December Average Days on Market (Solds)	117	↓	↓	↓	↓	125	↓	↓
Asking Price per Square Foot (based on New Listings)	\$119	↓	↓	↓	↓	\$235	↓	↓
December Sold Price per Square Foot	\$191	↑	↑	↓	↓	\$217	↓	↓
December Month's Supply of Inventory	16.3	↓	↓	↓	↓	31.8	↑	↑
December Sale Price vs List Price Ratio	83.3%	↑	↑	↑	↓	81.1%	↓	↓

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

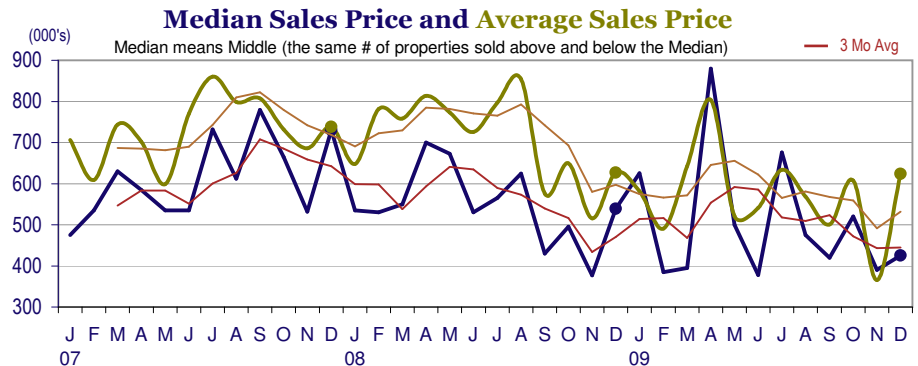
Property Sales

December Property sales were 25, up 19.0% from 21 in December of 2008 and 19.0% higher than the 21 sales last month. December 2009 sales were at their highest level compared to December of 2008 and 2007. December YTD sales of 242 are running -17.7% behind last year's year-to-date sales of 294.



Prices

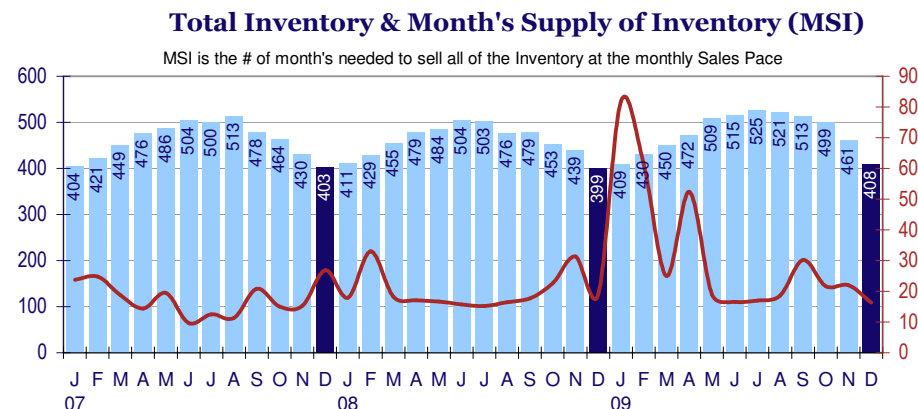
The Median Sales Price in December was \$425,000, down -21.2% from \$539,000 in December of 2008 and up 9.0% from \$390,000 last month. The Average Sales Price in December was \$623,634, down -0.5% from \$626,500 in December of 2008 and up 70.7% from \$365,310 last month. December 2009 ASP was at the lowest level compared to December of 2008 and 2007.



Inventory & MSI

The Total Inventory of Properties available for sale as of December was 408, down -11.5% from 461 last month and up 2.3% from 399 in December of last year. December 2009 Inventory was at its highest level compared with December of 2008 and 2007.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2009 MSI of 16.3 months was at its lowest level compared with December of 2008 and 2007.



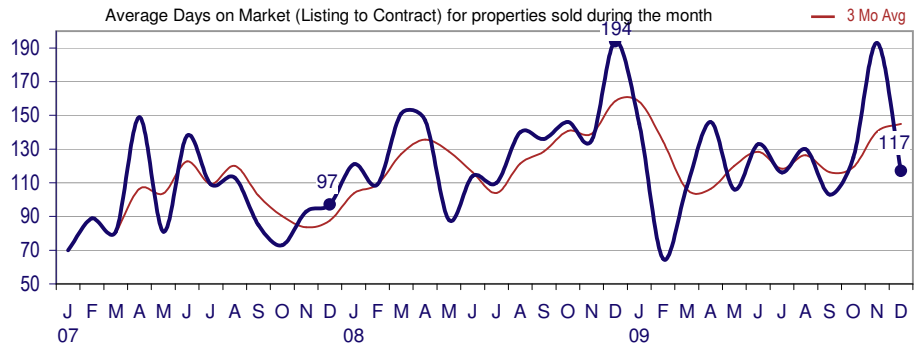
City: Highland Park



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 December was 117, down -39.4% from 193 days last month and down -39.7% from 194 days in December of last year. The December 2009 DOM was at a mid level compared with December of 2008 and 2007.

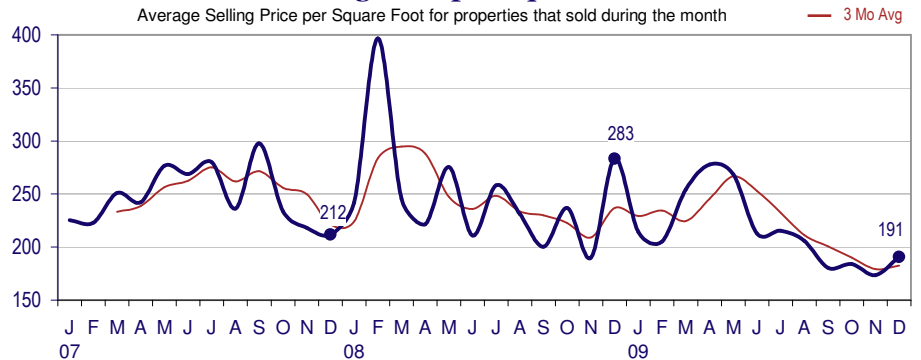
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The December 2009 Selling Price per Square Foot of \$191 was up 9.9% from \$173 last month and down -32.8% from 283 in December of last year.

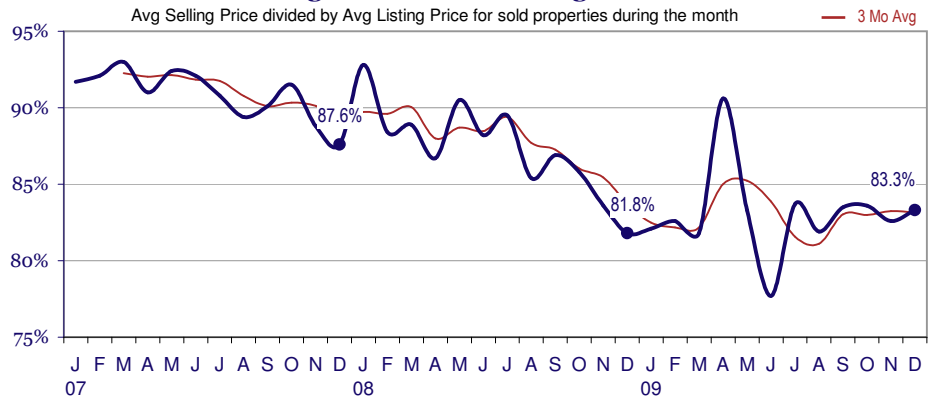
Selling Price per Square Foot



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 December 2009 Selling Price vs Original List Price of 83.3% was up from 82.6% last month and up from 81.8% in December of last year.

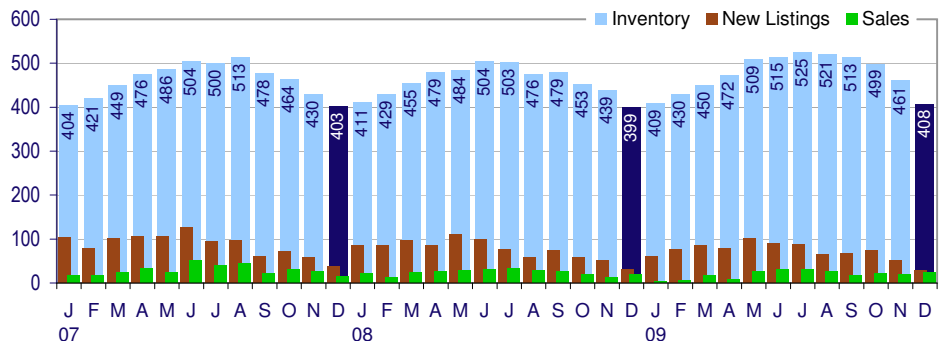
Selling Price versus Listing Price Ratio



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 December 2009 was 29, down -43.1% from 51 last month and down -6.5% from 31 in December of last year.

Inventory / New Listings / Sales



City: Highland Park

Price Range: All | Property Types: Single Family - Condo - TwnHm

	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	17	17	24	33	25	52	40	45	23	31	28	15	23	13	25	28	29	32	33	29	27	20	14	21	5	7	18	9	27	31	31	28	17	23	21	25
3 Mo. Roll Avg			19	25	27	37	39	46	36	33	27	25	22	17	20	22	27	30	31	31	30	25	20	18	13	11	10	11	18	22	30	30	25	23	20	23

(000's)	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	475	535	630	585	535	535	732	612	779	665	532	730	535	530	550	700	673	530	565	625	430	495	377	539	625	385	395	880	500	378	676	475	420	520	390	425
3 Mo. Roll Avg			547	583	583	552	601	626	708	685	659	642	599	598	538	593	641	634	589	573	540	517	434	470	514	516	468	553	592	586	518	510	524	472	443	445

	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
Inventory	404	421	449	476	486	504	500	513	478	464	430	403	411	429	455	479	484	504	503	476	479	453	439	399	409	430	450	472	509	515	525	521	513	499	461	408
MSI	24	25	19	14	19	10	13	11	21	15	15	27	18	33	18	17	17	16	15	16	18	23	31	19	82	61	25	52	19	17	17	19	30	22	22	16

	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
Days on Market	70	89	81	149	81	138	109	113	85	73	93	97	121	109	151	147	88	114	110	140	136	146	135	194	145	65	108	146	106	133	116	130	103	125	193	117
3 Mo. Roll Avg			80	106	104	123	109	120	102	90	84	88	104	109	127	136	129	116	104	121	129	141	139	158	158	135	106	106	120	128	118	126	116	119	140	145

	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	225	223	251	242	277	269	280	236	298	234	218	212	242	397	246	222	275	211	258	231	201	237	190	283	214	205	254	278	268	213	215	206	180	184	173	191
3 Mo. Roll Avg			233	239	257	263	275	262	271	256	250	221	224	284	295	288	248	236	248	233	230	223	209	237	229	234	225	246	267	253	232	211	201	190	179	183

	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	0.917	0.921	0.930	0.910	0.924	0.921	0.908	0.894	0.901	0.915	0.888	0.876	0.928	0.884	0.889	0.867	0.905	0.882	0.895	0.854	0.869	0.858	0.836	0.818	0.821	0.826	0.818	0.906	0.833	0.777	0.837	0.819	0.835	0.836	0.826	0.833
3 Mo. Roll Avg			0.923	0.920	0.921	0.918	0.918	0.908	0.901	0.903	0.901	0.893	0.897	0.896	0.900	0.880	0.887	0.885	0.894	0.877	0.873	0.860	0.854	0.837	0.825	0.822	0.822	0.850	0.852	0.839	0.816	0.811	0.830	0.830	0.832	0.832

	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
New Listings	105	80	101	106	107	126	95	97	61	72	58	37	87	85	98	87	110	100	78	59	75	59	51	31	62	78	86	79	103	91	88	66	68	76	51	29
Inventory	404	421	449	476	486	504	500	513	478	464	430	403	411	429	455	479	484	504	503	476	479	453	439	399	409	430	450	472	509	515	525	521	513	499	461	408
Sales	17	17	24	33	25	52	40	45	23	31	28	15	23	13	25	28	29	32	33	29	27	20	14	21	5	7	18	9	27	31	31	28	17	23	21	25

(000's)	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	707	609	744	702	599	770	861	799	808	732	686	738	648	782	759	813	773	726	797	854	576	649	516	627	582	491	642	804	521	541	634	568	501	608	365	624
3 Mo. Roll Avg			686	685	681	690	743	810	822	779	742	718	691	723	730	785	782	771	765	792	742	693	581	597	575	566	572	646	656	622	565	581	568	559	491	532

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