

City: Highland Park



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

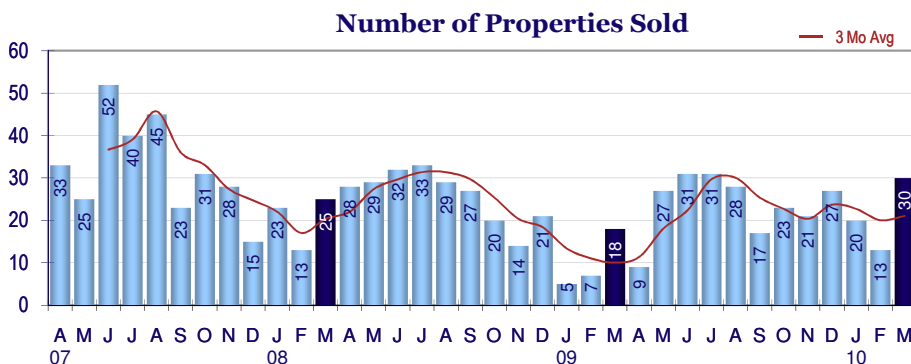
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$545,000	-1%		-13%				
Average List Price of all Current Listings	\$861,470	0%		-0%				
March Median Sales Price	\$426,250	39%	-3%	11%	-7%	\$443,000	14%	-3%
March Average Sales Price	\$543,492	1%	-6%	-15%	-5%	\$556,504	-7%	-2%
Total Properties Currently for Sale (Inventory)	415	0%		-8%				
March Number of Properties Sold	30	131%		67%		63	110%	
March Average Days on Market (Solds)	149	52%	8%	38%	16%	142	37%	10%
Asking Price per Square Foot (based on New Listings)	\$232	6%	7%	12%	0%	\$221	-7%	-5%
March Sold Price per Square Foot	\$189	-16%	-4%	-26%	-13%	\$197	-13%	-9%
March Month's Supply of Inventory	13.8	-57%	-38%	-45%	-57%	22.2	-60%	-30%
March Sale Price vs List Price Ratio	93.6%	1.0%	3.3%	6.8%	4.8%	91.6%	7.7%	2.5%

* 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)

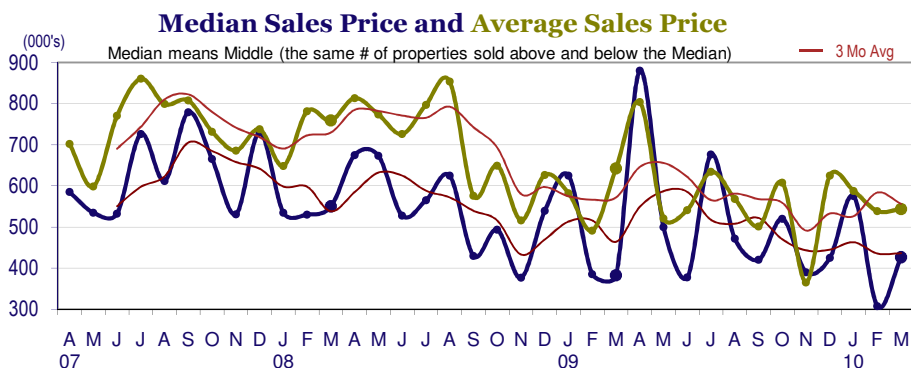
Property Sales

March Property sales were 30, up 66.7% from 18 in March of 2009 and 130.8% higher than the 13 sales last month. March 2010 sales were at their highest level compared to March of 2009 and 2008. March YTD sales of 63 are running 110.0% ahead of last year's year-to-date sales of 30.



Prices

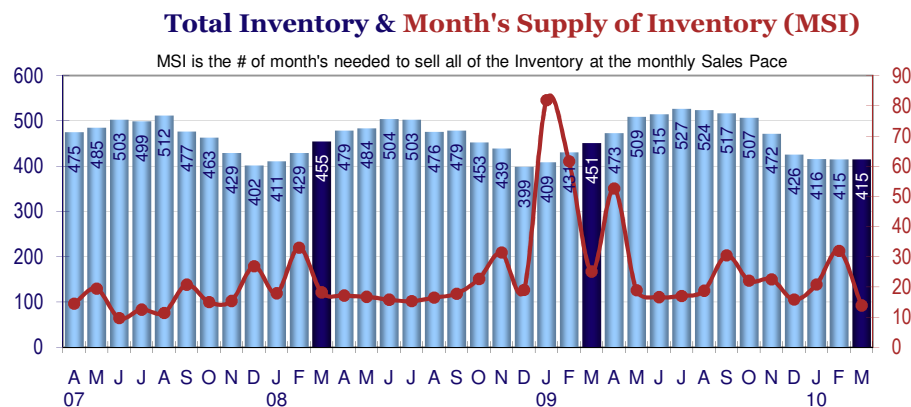
The Median Sales Price in March was \$426,250, up 11.4% from \$382,500 in March of 2009 and up 38.6% from \$307,500 last month. The Average Sales Price in March was \$543,492, down -15.4% from \$642,375 in March of 2009 and up 0.9% from \$538,462 last month. March 2010 ASP was at the lowest level compared to March of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 415, equal to 415 last month and down -8.0% from 451 in March of last year. March 2010 Inventory was at its lowest level compared with March of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2010 MSI of 13.8 months was at its lowest level compared with March of 2009 and 2008.



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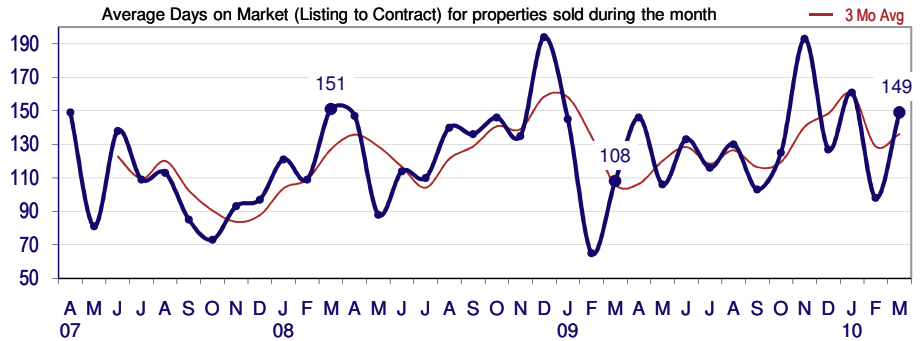


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Market Time

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 March was 149, up 52.0% from 98 days last month and up 38.0% from 108 days in March of last year. The March 2010 DOM was at a mid level compared with March of 2009 and 2008.

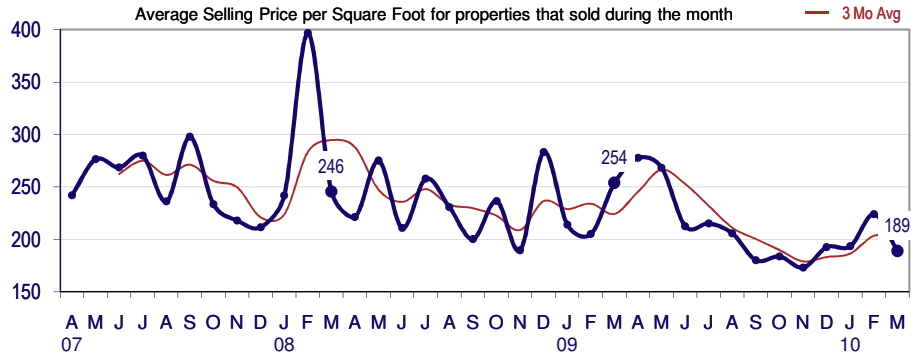
Days On Market for Sold Properties



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 March 2010 Selling Price per Square Foot of \$189 was down -15.7% from \$224 last month and down -25.6% from 254 in March of last year.

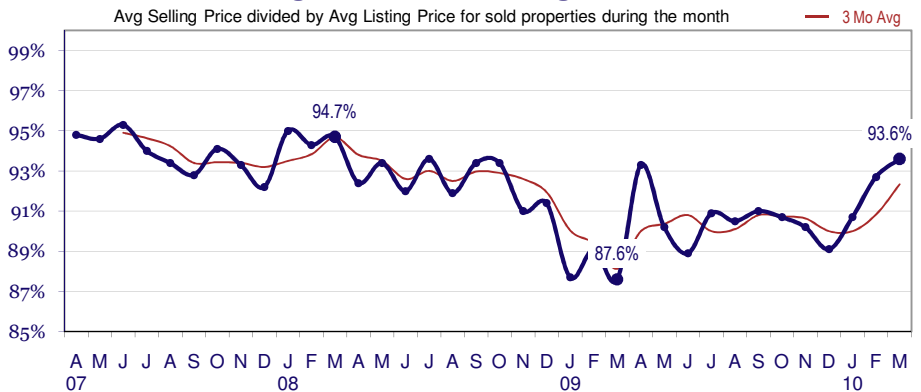
Selling Price per Square Foot



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 March 2010 Selling Price vs Original List Price of 93.6% was up from 92.7% last month and up from 87.6% in March of last year.

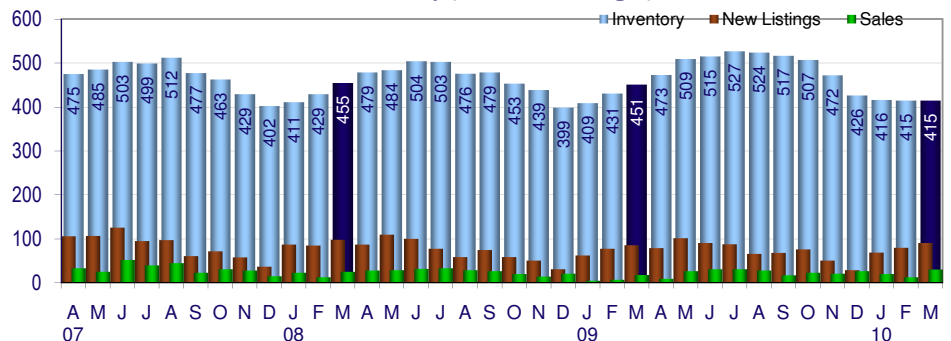
Selling Price versus Listing Price Ratio



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 March 2010 was 91, up 13.8% from 80 last month and up 5.8% from 86 in March of last year.

Inventory / New Listings / Sales



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	A 07	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	J 10	F	M
Homes Sold	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	27	20	13	30
3 Mo. Roll Avg			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	24	23	20	21

(000's)	A 07	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	J 10	F	M
Median Sale Price	585	535	533	726	612	779	665	531	730	535	530	550	675	673	528	565	625	430	494	377	539	625	385	383	880	500	378	676	471	420	520	390	425	575	308	426
3 Mo. Roll Avg			551	598	624	706	685	658	642	599	598	538	585	633	625	589	572	540	516	433	470	514	516	464	549	588	586	518	508	522	470	443	445	463	436	436

	A 07	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	J 10	F	M
Inventory	475	485	503	499	512	477	463	429	402	411	429	455	479	484	504	503	476	479	453	439	399	409	431	451	473	509	515	527	524	517	507	472	426	416	415	415
MSI	14	19	10	12	11	21	15	15	27	18	33	18	17	17	16	15	16	18	23	31	19	82	62	25	53	19	17	17	19	30	22	22	16	21	32	14

	A 07	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	J 10	F	M
Days on Market	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	127	161	98	149
3 Mo. Roll Avg			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	148	160	129	136

	A 07	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	J 10	F	M
Price per Sq Ft	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	193	194	224	189
3 Mo. Roll Avg			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	187	204	202

	A 07	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	J 10	F	M
Sale to List Price	0.948	0.946	0.953	0.940	0.934	0.928	0.941	0.933	0.922	0.950	0.943	0.947	0.924	0.934	0.920	0.936	0.919	0.934	0.934	0.910	0.914	0.877	0.891	0.876	0.933	0.902	0.889	0.909	0.905	0.910	0.907	0.902	0.891	0.907	0.927	0.936
3 Mo. Roll Avg			0.949	0.946	0.942	0.934	0.934	0.934	0.932	0.935	0.938	0.947	0.938	0.935	0.926	0.930	0.925	0.930	0.929	0.926	0.919	0.900	0.894	0.881	0.900	0.904	0.908	0.900	0.901	0.908	0.907	0.906	0.900	0.900	0.908	0.923

	A 07	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	J 10	F	M
New Listings	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	102	91	88	66	68	76	51	29	69	80	91
Inventory	475	485	503	499	512	477	463	429	402	411	429	455	479	484	504	503	476	479	453	439	399	409	431	451	473	509	515	527	524	517	507	472	426	416	415	415
Sales	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	27	20	13	30

(000's)	A 07	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	J 10	F	M
Avg Sale Price	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	625	588	538	543
3 Mo. Roll Avg			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	533	526	584	557