

MLS Area: Highland Park

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

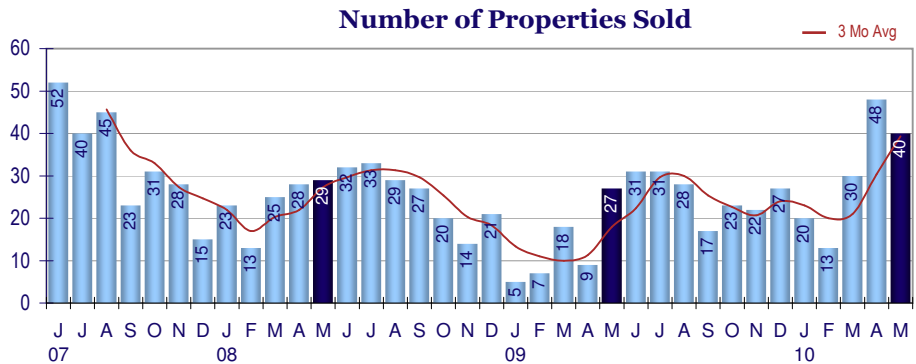
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$549,250	↔		↓				
Average List Price of all Current Listings	\$907,729	↔		↓				
May Median Sales Price	\$349,375	↓	↓	↑	\$435,000	↔	↓	
May Average Sales Price	\$532,784	↓	↓	↑	\$556,239	↓	↓	
Total Properties Currently for Sale (Inventory)	428	↓		↓				
May Number of Properties Sold	40	↓	↑	↑	151	↑	↑	
May Average Days on Market (Solds)	151	↑	↑	↑	142	↑	↑	
Asking Price per Square Foot (based on New Listings)	\$207	↓	↓	↓	\$398	↑	↑	
May Sold Price per Square Foot	\$175	↓	↓	↓	\$192	↓	↓	
May Month's Supply of Inventory	10.7	↑	↓	↓	17.4	↓	↓	
May Sale Price vs List Price Ratio	83.2%	↓	↑	↔	81.6%	↓	↑	

\* 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)

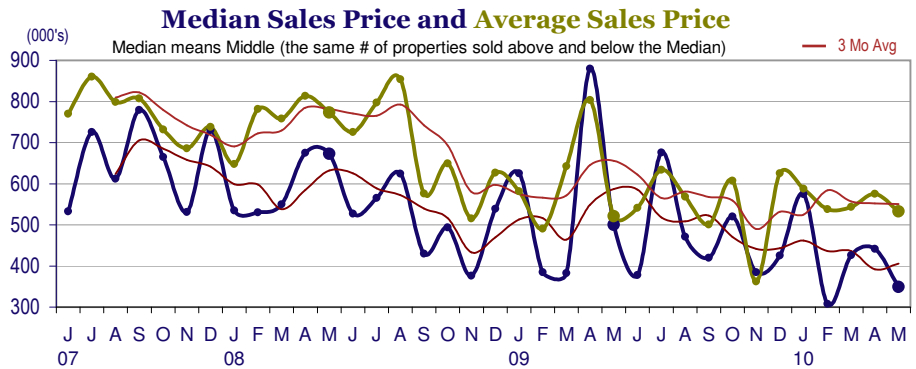
## Property Sales

May Property sales were 40, up 48.1% from 27 in May of 2009 and -16.7% lower than the 48 sales last month. May 2010 sales were at their highest level compared to May of 2009 and 2008. May YTD sales of 151 are running 128.8% ahead of last year's year-to-date sales of 66.



## Prices

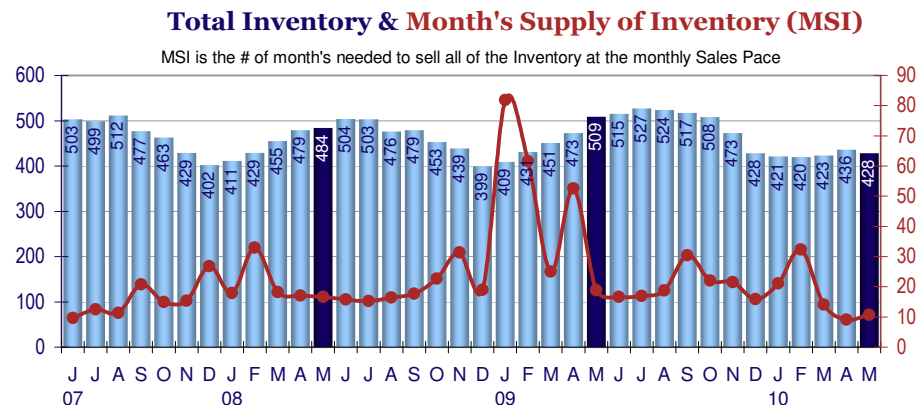
The Median Sales Price in May was \$349,375, down -30.1% from \$500,000 in May of 2009 and down -20.8% from \$441,250 last month. The Average Sales Price in May was \$532,784, up 2.3% from \$520,781 in May of 2009 and down -7.4% from \$575,438 last month. May 2010 ASP was at a mid range compared to May of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of May was 428, down -1.8% from 436 last month and down -15.9% from 509 in May of last year. May 2010 Inventory was at its lowest level compared with May of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2010 MSI of 10.7 months was at its lowest level compared with May of 2009 and 2008.



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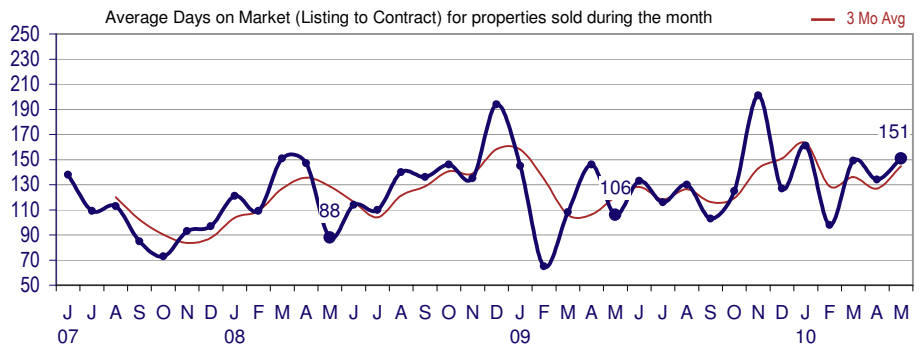


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## Market Time

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 May was 151, up 12.7% from 134 days last month and up 42.5% from 106 days in May of last year. The May 2010 DOM was at a mid level compared with May of 2009 and 2008.

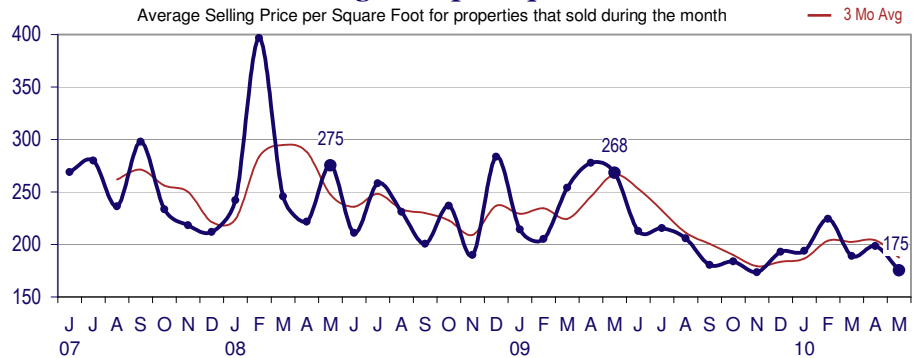
## Days On Market for Sold Properties



## 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 May 2010 Selling Price per Square Foot of \$175 was down -11.7% from \$198 last month and down -34.7% from 268 in May of last year.

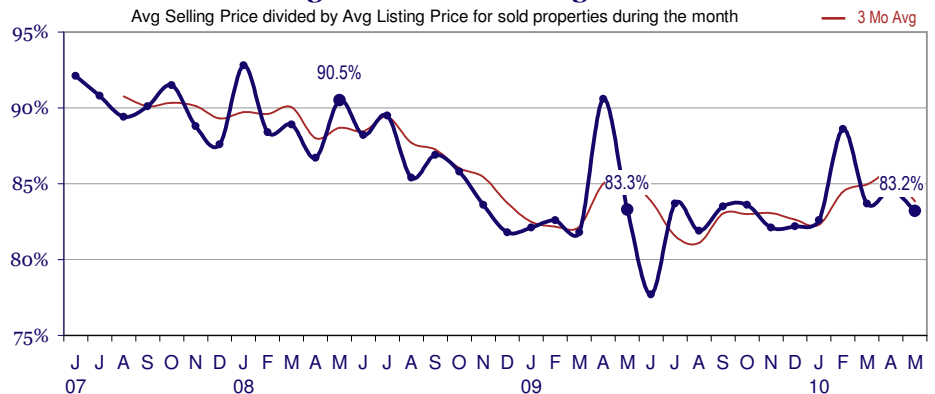
## Selling Price per Square Foot



## 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 May 2010 Selling Price vs Original List Price of 83.2% was down from 84.6% last month and down from 83.3% in May of last year.

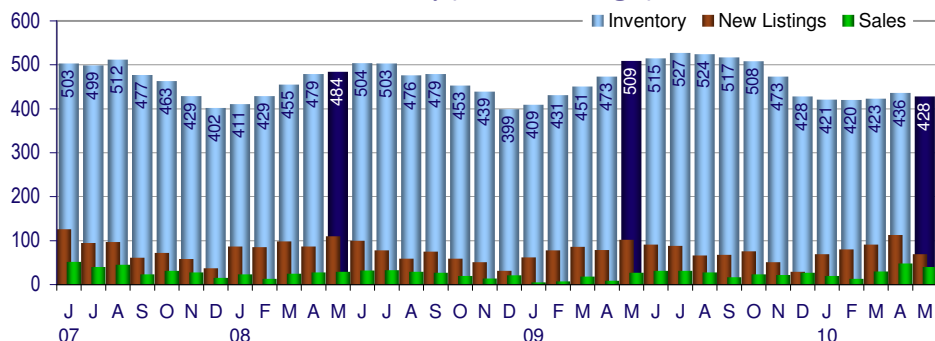
## Selling Price versus Listing Price Ratio



## 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 May 2010 was 69, down -38.9% from 113 last month and down -32.4% from 102 in May of last year.

## Inventory / New Listings / Sales



# Inventory / Listings / Sales

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May 2010

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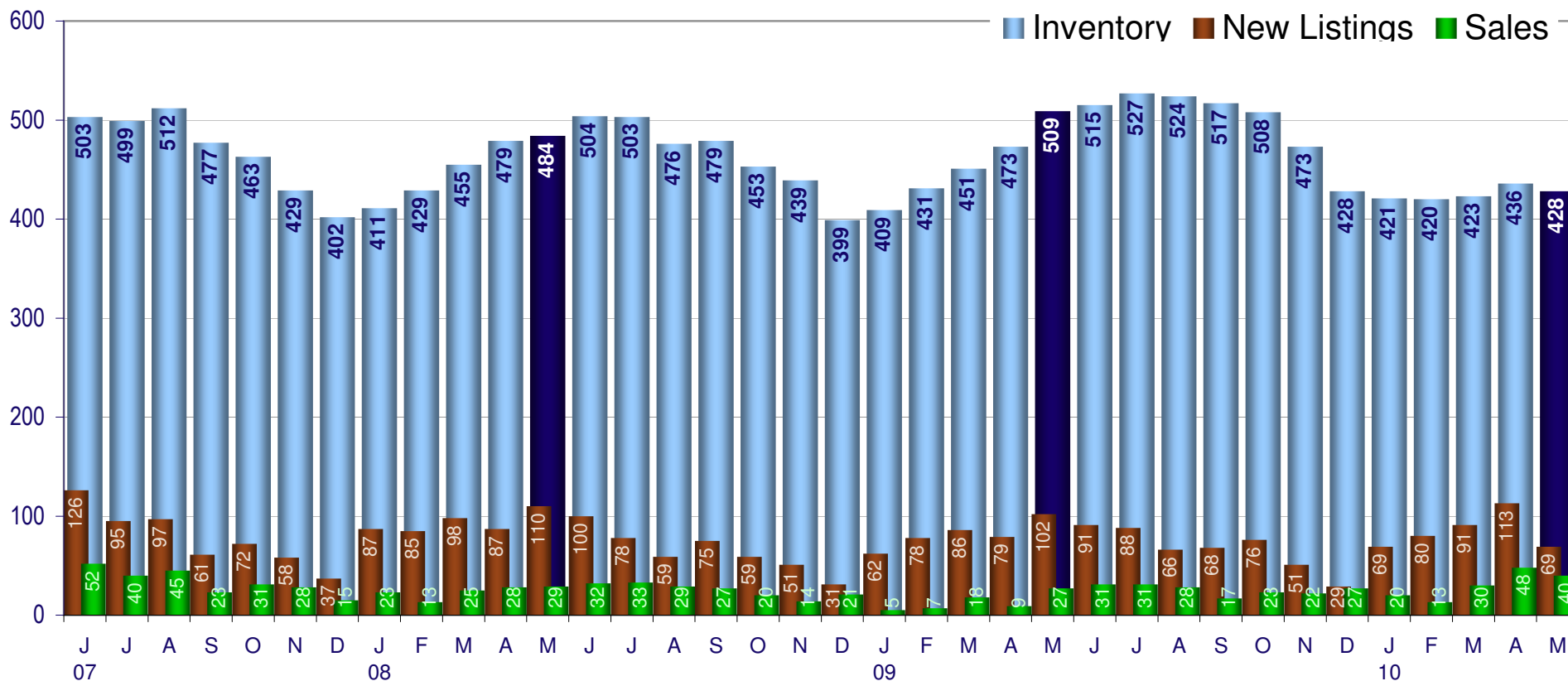


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