

MARKET ACTION REPORT

September 2011

City: *Highland Park*

Anne West

Realtor

847-687-5957

anne.west@cbexchange.com

www.NorthShoreViews.com



Price Range: All | Properties: Single Family

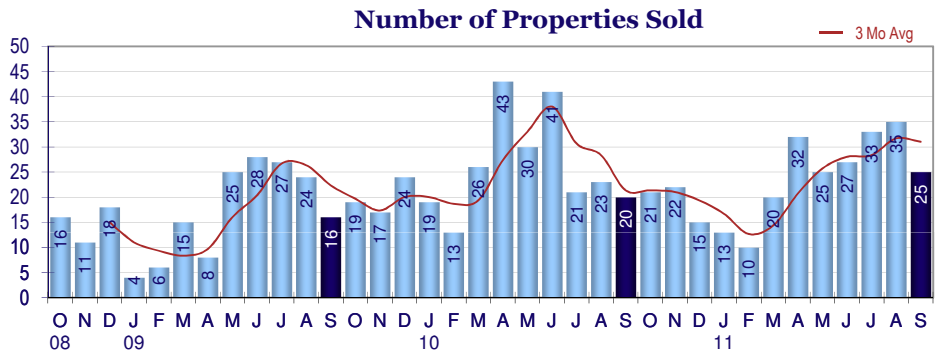
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$650,000	-2%		2%				
Average List Price of all Current Listings	\$1,011,145	-2%		-7%				
September Median Sales Price	\$440,000	-9%	-2%	-18%	0%	\$440,000	-6%	0%
September Average Sales Price	\$457,412	-15%	-11%	-40%	-23%	\$533,876	-15%	-10%
Total Properties Currently for Sale (Inventory)	270	-3%		-16%				
September Number of Properties Sold	25	-29%		25%		220	-7%	
September Average Days on Market (Solds)	90	-31%	-22%	-17%	-32%	126	-7%	-5%
Asking Price per Square Foot (based on New Listings)	\$240	13%	3%	-14%	-27%	\$240	-35%	-27%
September Sold Price per Square Foot	\$172	3%	-2%	-20%	-4%	\$178	-7%	-1%
September Month's Supply of Inventory	10.8	36%	17%	-33%	-25%	14.0	-0%	-2%
September Sale Price vs List Price Ratio	83.8%	-3.6%	-5%	-1.1%	2.8%	83.3%	2.4%	2.1%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2010) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

Property Sales

September Property sales were 25, up 25.0% from 20 in September of 2010 and 28.6% lower than the 35 sales last month. September 2011 sales were at their highest level compared to September of 2010 and 2009. September YTD sales of 220 are running 6.8% behind last year's year-to-date sales of 236.



Prices

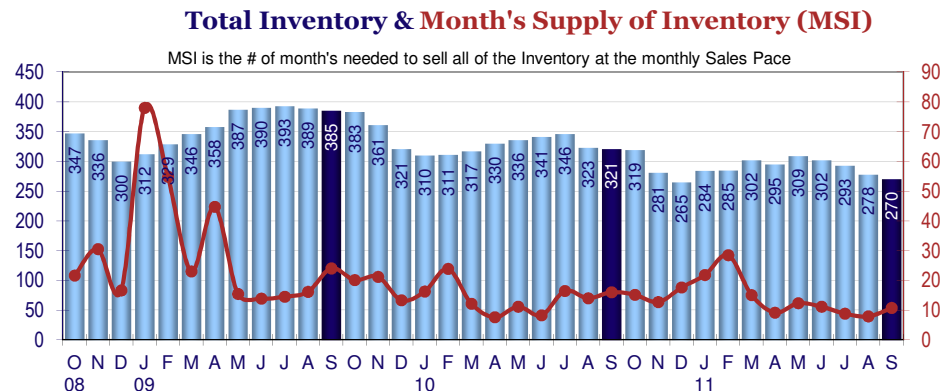
The Median Sales Price in September was \$440,000, down 18.1% from \$537,500 in September of 2010 and down 8.7% from \$482,000 last month. The Average Sales Price in September was \$457,412, down 40.4% from \$767,288 in September of 2010 and down 14.8% from \$536,711 last month. September 2011 ASP was at the lowest level compared to September of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of September was 270, down 2.9% from 278 last month and down 15.9% from 321 in September of last year. September 2011 Inventory was at its lowest level compared with September of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2011 MSI of 10.8 months was at its lowest level compared with September of 2010 and 2009.



City: *Highland Park*

Anne West
 Realtor
 847-687-5957
 anne.west@cbexchange.com
 www.NorthShoreViews.com

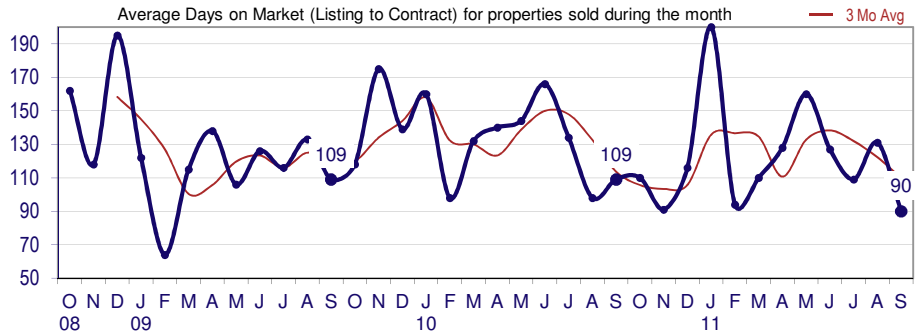


Price Range: All | Properties: Single Family

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 90, down 31.3% from 131 days last month and down 17.4% from 109 days in September of last year. The September 2011 DOM was at its lowest level compared with September of 2010 and 2009.

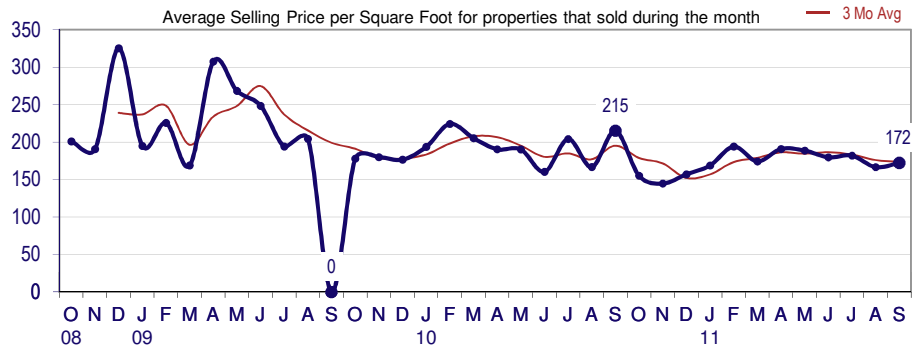
Days On Market for Sold Properties



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 September 2011 Selling Price per Square Foot of \$172 was up 3.3% from \$167 last month and down 19.9% from 215 in September of last year.

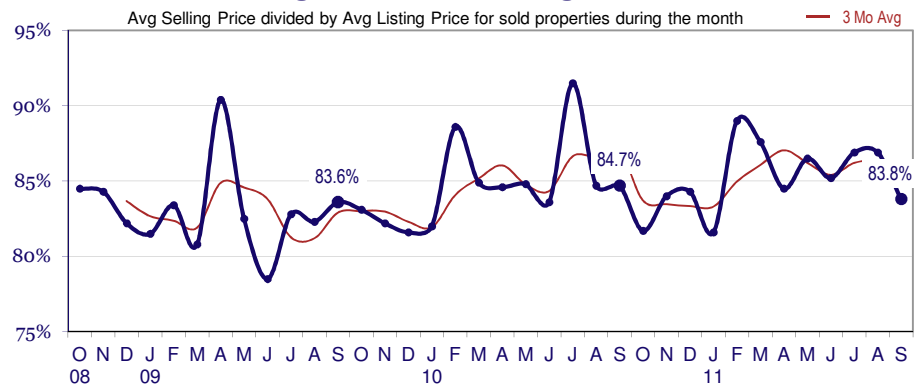
Selling Price per Square Foot



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 September 2011 Selling Price vs Original List Price of 83.8% was down from 86.9% last month and down from 84.7% in September of last year.

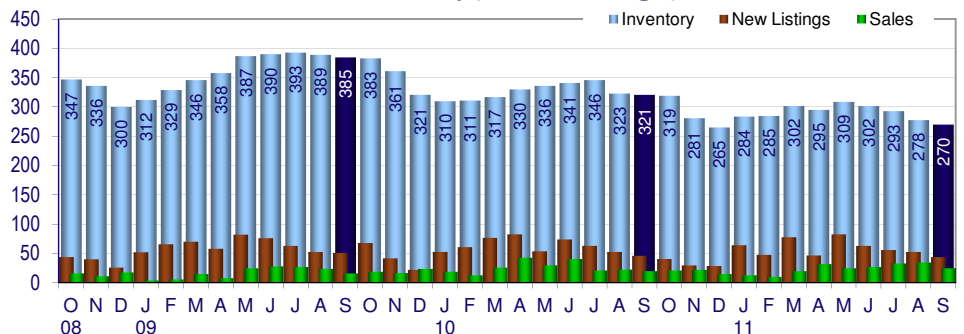
Selling Price versus Listing Price Ratio



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 2011 was 44, down 17.0% from 53 last month and down 4.3% from 46 in September of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

City: Highland Park

Anne West

Realtor

847-687-5957

anne.west@cbexchange.com

www.NorthShoreViews.com

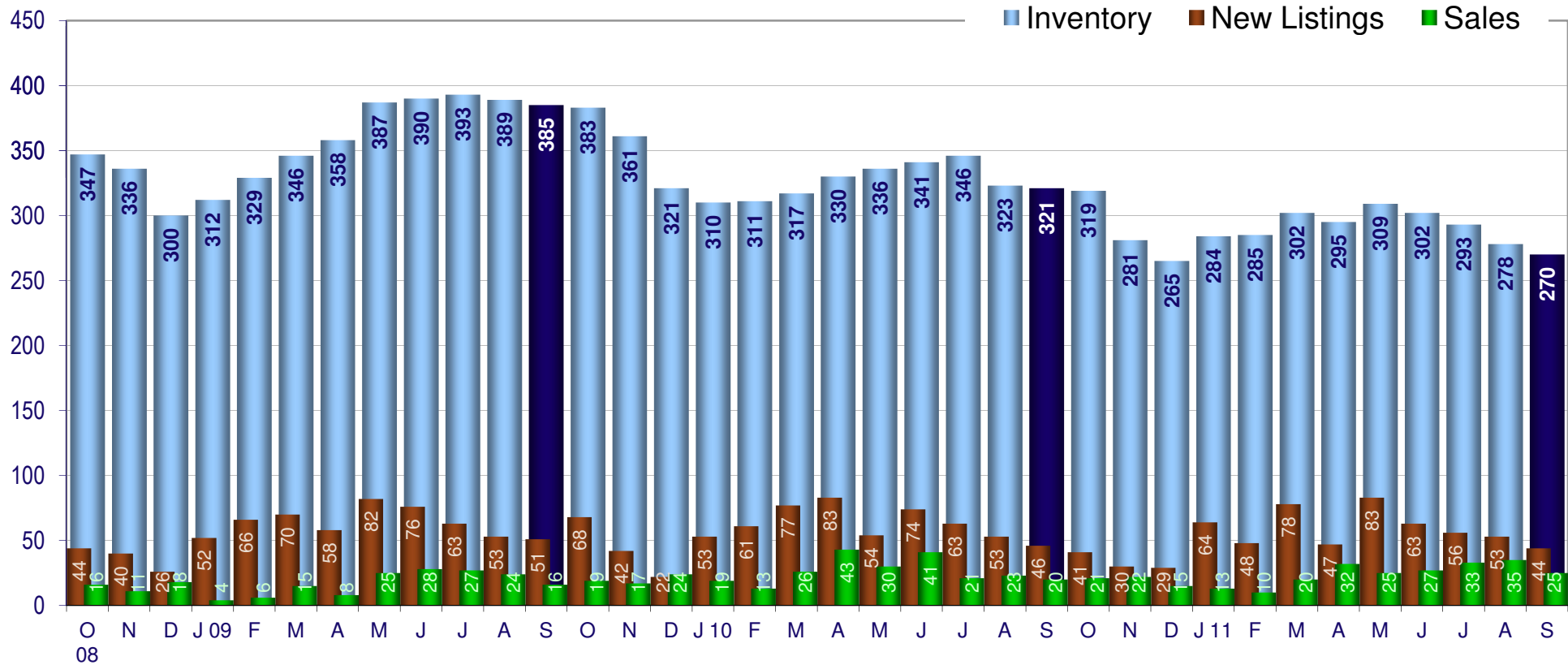
September 2011



Price Range: All | Properties: Single Family

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 2011 was 44, down 17.0% from 53 last month and down 4.3% from 46 in September of last year.



Copyright © | Price Range: All | Property Types: Single Family

Data is provided courtesy of Midwest Real Estate Data LLC; Greater Northwest Indiana Association of REALTORS and Metro MLS, Inc. and may not reflect all relevant real estate activity. does not warrant or guarantee does not warrant or guarantee the accuracy of this information. It is the responsibility of any buyer or seller to verify any and all information relevant to such consumer's real estate transaction.