

## MLS Area: Winnetka



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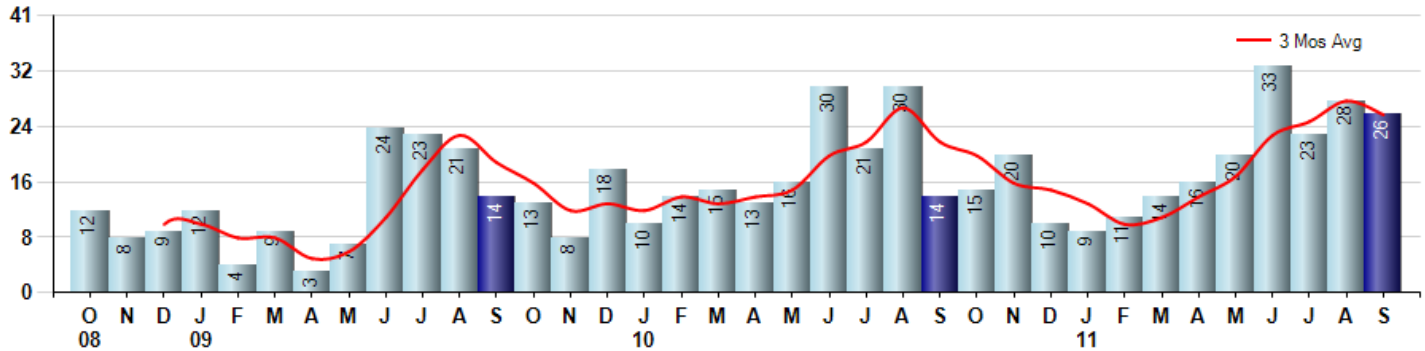
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,450,000	↑		↑				
Average List Price of all Current Listings	\$2,010,895	↑		↑				
September Median Sales Price	\$1,088,375	↔	↑	↔	↑	\$1,000,000	↓	↓
September Average Sales Price	\$1,085,842	↓	↓	↓	↓	\$1,239,330	↓	↓
Total Properties Currently for Sale (Inventory)	173	↓		↓				
September Number of Properties Sold	26	↓		↑		180	↑	
September Average Days on Market (Solds)	76	↓	↓	↓	↓	115	↓	↓
September Month's Supply of Inventory	6.7	↑	↓	↓	↓	11.0	↓	↓
September Sale Price vs List Price Ratio	90.8%	↑	↑	↑	↑	88.0%	↑	↑

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

### Property Sales

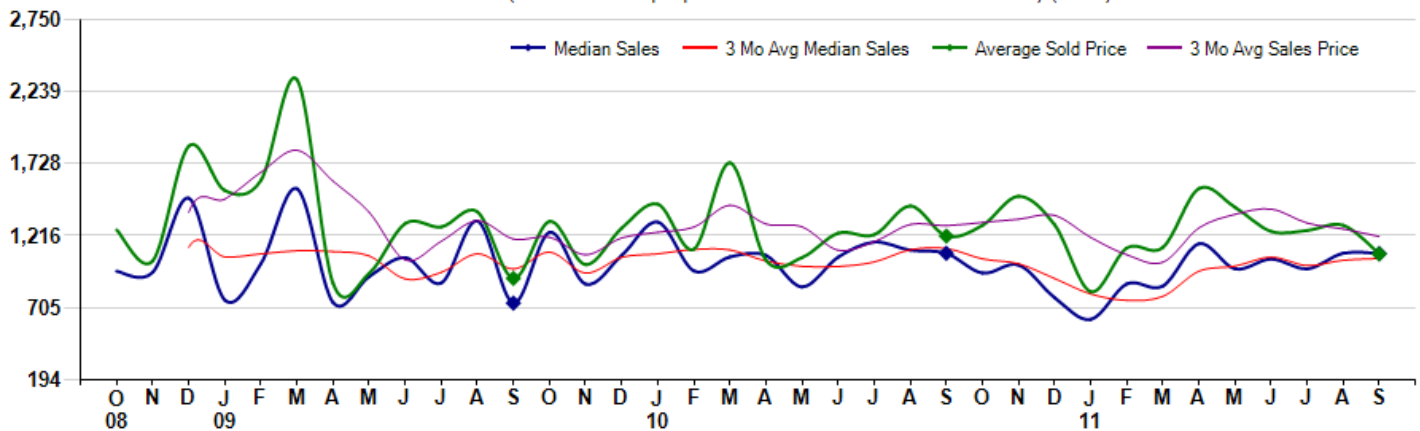
September Property sales were 26, up 85.7% from 14 in September of 2010 and -7.1% lower than the 28 sales last month. September 2011 sales were at their highest level compared to September of 2010 and 2009. September YTD sales of 180 are running 10.4% ahead of last year's year-to-date sales of 163.



### Prices

The Median Sales Price in September was \$1,088,375, down -0.1% from \$1,090,000 in September of 2010 and down -0.2% from \$1,091,000 last month. The Average Sales Price in September was \$1,085,842, down -10.5% from \$1,212,643 in September of 2010 and down -15.8% from \$1,289,875 last month. September 2011 ASP was at a mid range compared to September of 2010 and 2009.

Median means Middle (the same # of properties sold above and below Median) (000's)



Based on information from Midwest Real Estate Data LLC for the period 10/1/2008 through 9/30/2011. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



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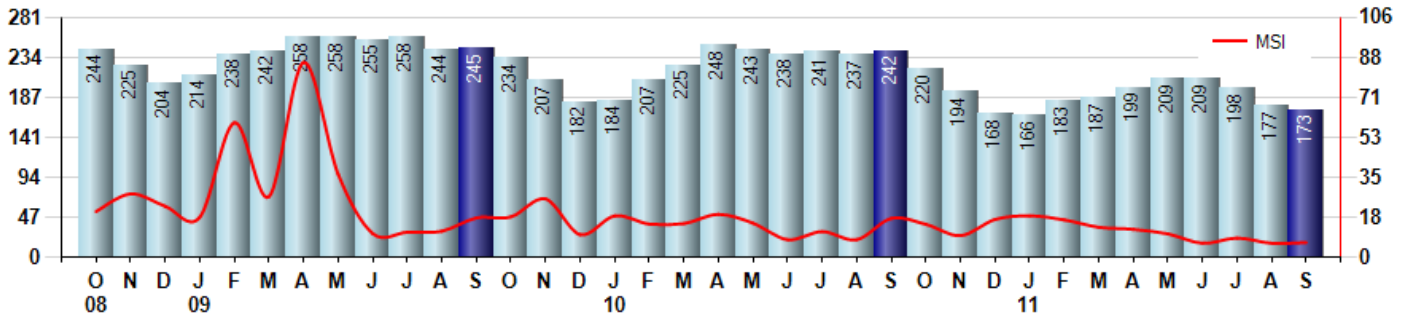
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### Inventory & MSI

The Total Inventory of Properties available for sale as of September was 173, down -2.3% from 177 last month and down -28.5% from 242 in September of last year. September 2011 Inventory was at the lowest level compared to 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 6.7 months was at its lowest level compared with September of 2010 and 2009.

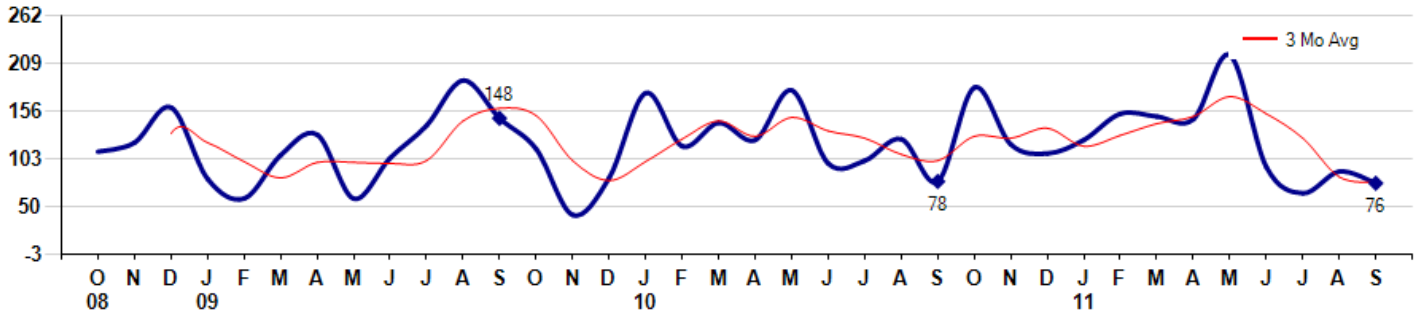
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 76, down -14.6% from 89 days last month and down -2.6% from 78 days in September of last year. The September 2011 DOM was at its lowest level compared with September of 2010 and 2009.

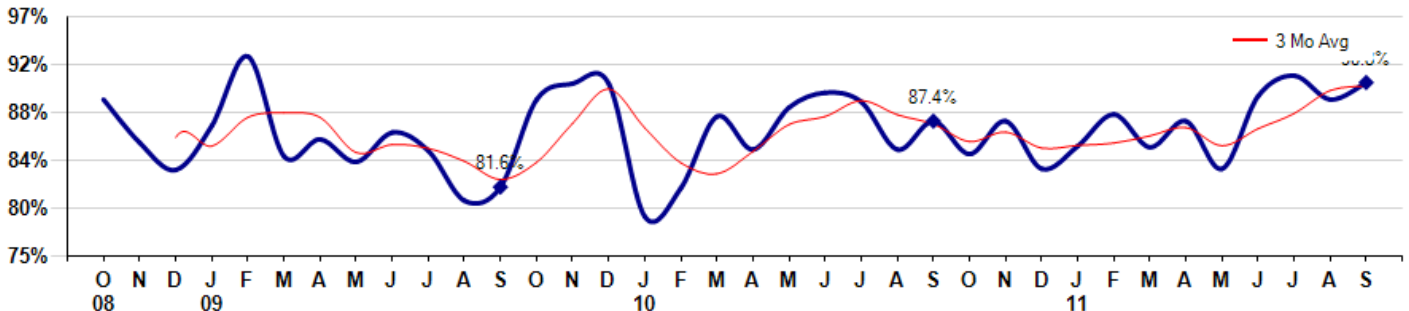
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 90.8% was up from 89.3% last month and up from 87.4% in September of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



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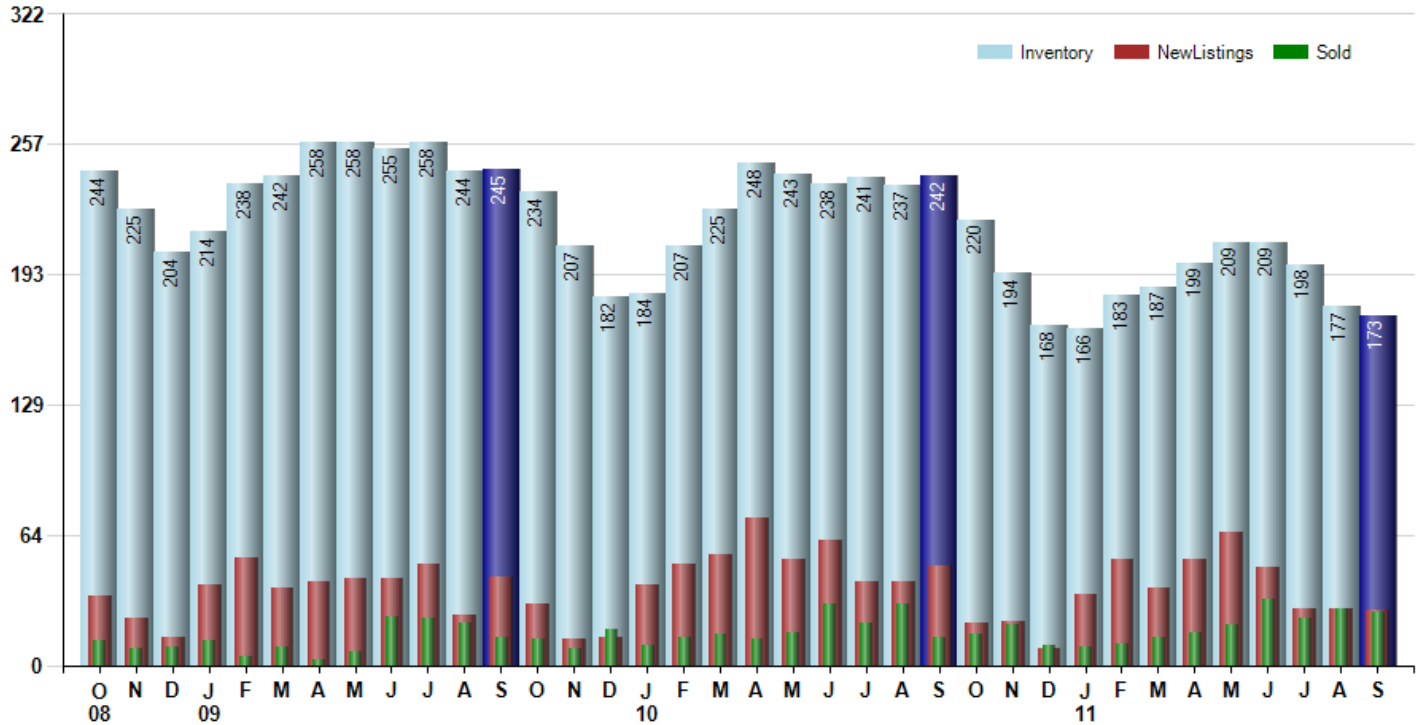
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### Inventory / New Listings / Sales

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 September 2011 was 27, down -3.6% from 28 last month and down -44.9% from 49 in September of last year.



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# MARKET ACTION REPORT

September 2011

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	O 08	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S
Homes Sold	12	8	9	12	4	9	3	7	24	23	21	14	13	8	18	10	14	15	13	16	30	21	30	14	15	20	10	9	11	14	16	20	33	23	28	26
3 Mo. Roll Avg			10	10	8	8	5	6	11	18	23	19	16	12	13	12	14	13	14	15	20	22	27	22	20	16	15	13	10	11	14	17	23	25	28	26

	(000's) O 08	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S
Median Sale Price	963	955	1,483	758	1,018	1,550	740	925	1,060	880	1,320	736	1,240	871	1,075	1,313	965	1,065	1,075	851	1,064	1,170	1,113	1,090	950	1,008	775	620	873	858	1,159	980	1,050	980	1,091	1,088
3 Mo. Roll Avg			1,133	1,065	1,086	1,108	1,103	1,072	908	955	1,087	979	1,099	949	1,062	1,086	1,118	1,114	1,035	997	997	1,028	1,115	1,124	1,051	1,016	911	801	756	783	963	999	1,063	1,003	1,040	1,053

	O 08	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S
Inventory	244	225	204	214	238	242	258	258	255	258	244	245	234	207	182	184	207	225	248	243	238	241	237	242	220	194	168	166	183	187	199	209	209	198	177	173
MSI	20	28	23	18	60	27	86	37	11	11	12	18	18	26	10	18	15	15	19	15	8	11	8	17	15	10	17	18	17	13	12	10	6	9	6	7

	O 08	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S
Days On Market	111	121	160	81	59	107	130	59	104	140	190	148	114	41	82	176	117	143	124	179	98	101	125	78	182	119	109	124	153	150	147	218	94	65	89	76
3 Mo. Roll Avg			131	121	100	82	99	99	98	101	145	159	151	101	79	100	125	145	128	149	134	126	108	101	128	126	137	117	129	142	150	172	153	126	83	77

	O 08	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S
Price per Sq Ft	386	343	0	266	253	517	0	339	316	294	362	234	384	483	343	195	245	416	218	365	282	323	321	339	282	332	242	204	278	263	341	306	358	307	329	337
3 Mo. Roll Avg			243	203	173	345	257	285	218	316	324	297	327	367	403	340	261	285	293	333	288	323	309	328	314	318	285	259	241	248	294	303	335	324	331	324

	O 08	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S
Sale to List Price	0.893	0.855	0.831	0.870	0.931	0.843	0.858	0.838	0.864	0.848	0.804	0.816	0.893	0.907	0.907	0.790	0.815	0.878	0.849	0.886	0.899	0.891	0.849	0.874	0.845	0.874	0.832	0.852	0.880	0.851	0.874	0.832	0.896	0.914	0.893	0.908
3 Mo. Roll Avg			0.860	0.852	0.877	0.881	0.877	0.846	0.853	0.850	0.839	0.823	0.838	0.872	0.902	0.868	0.837	0.828	0.847	0.871	0.878	0.892	0.880	0.871	0.856	0.864	0.850	0.853	0.855	0.861	0.868	0.852	0.867	0.881	0.901	0.905

	O 08	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S
New Listings	34	23	14	40	53	38	41	43	43	50	25	44	30	13	14	40	50	55	73	52	62	41	41	49	21	22	8	35	52	38	52	66	48	28	28	27
Inventory	244	225	204	214	238	242	258	258	255	258	244	245	234	207	182	184	207	225	248	243	238	241	237	242	220	194	168	166	183	187	199	209	209	198	177	173
Sales	12	8	9	12	4	9	3	7	24	23	21	14	13	8	18	10	14	15	13	16	30	21	30	14	15	20	10	9	11	14	16	20	33	23	28	26

	(000's) O 08	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S
Avg Sale Price	1,258	1,036	1,853	1,537	1,609	2,324	877	948	1,302	1,278	1,385	911	1,317	1,010	1,269	1,440	1,120	1,735	1,041	1,061	1,234	1,222	1,427	1,213	1,289	1,496	1,294	818	1,129	1,133	1,551	1,417	1,246	1,253	1,290	1,086
3 Mo. Roll Avg			1,382	1,475	1,666	1,823	1,603	1,383	1,042	1,176	1,322	1,192	1,205	1,080	1,199	1,240	1,277	1,432	1,299	1,279	1,112	1,172	1,295	1,287	1,310	1,333	1,360	1,203	1,080	1,026	1,271	1,367	1,405	1,305	1,263	1,210

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