

## MLS Area: Winnetka



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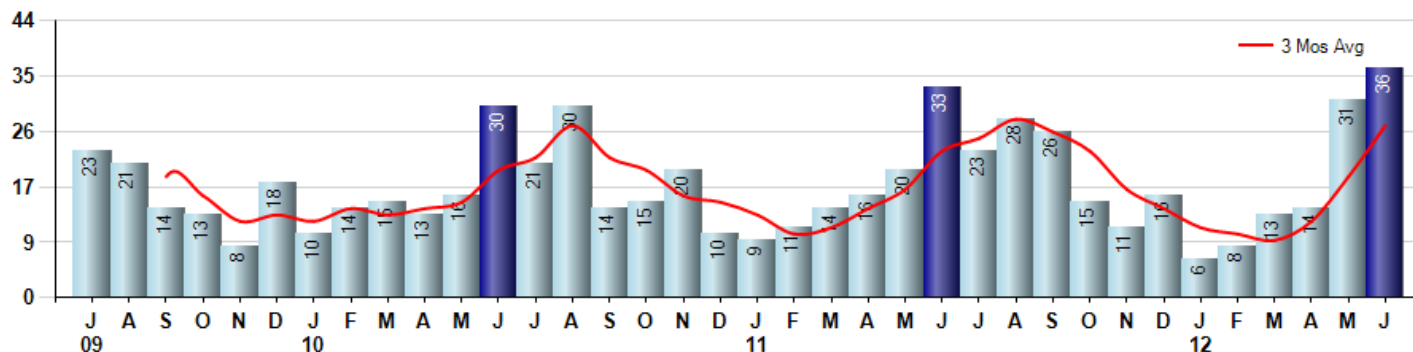
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,392,000	↓		↑				
Average List Price of all Current Listings	\$1,852,624	↑		↑				
June Median Sales Price	\$1,170,000	↑	↑	↑	↑	\$1,033,750	↑	↑
June Average Sales Price	\$1,330,681	↑	↑	↑	↑	\$1,214,313	↓	↔
Total Properties Currently for Sale (Inventory)	158	↓		↓				
June Number of Properties Sold	36	↑		↑		108	↑	
June Average Days on Market (Solds)	79	↓	↓	↓	↓	115	↓	↑
June Month's Supply of Inventory	4.4	↓	↓	↓	↓	12.9	↔	↑
June Sale Price vs List Price Ratio	94.2%	↑	↑	↑	↑	91.7%	↓	↓

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

### Property Sales

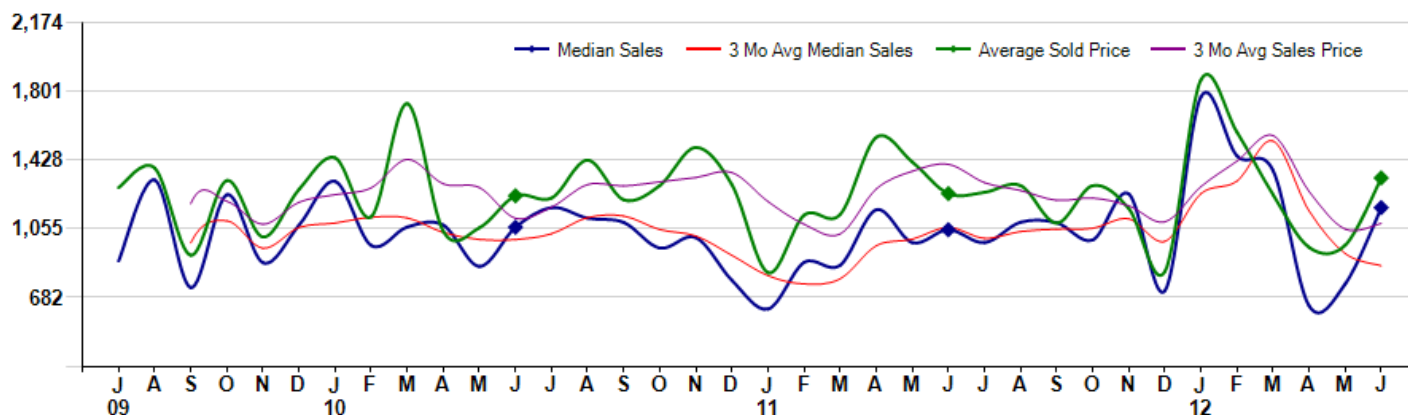
June Property sales were 36, up 9.1% from 33 in June of 2011 and 16.1% higher than the 31 sales last month. June 2012 sales were at their highest level compared to June of 2011 and 2010. June YTD sales of 108 are running 4.9% ahead of last year's year-to-date sales of 103.



### Prices

The Median Sales Price in June was \$1,170,000, up 11.4% from \$1,050,000 in June of 2011 and up 54.7% from \$756,500 last month. The Average Sales Price in June was \$1,330,681, up 6.8% from \$1,245,735 in June of 2011 and up 37.7% from \$966,484 last month. June 2012 ASP was at highest level compared to June of 2011 and 2010.

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



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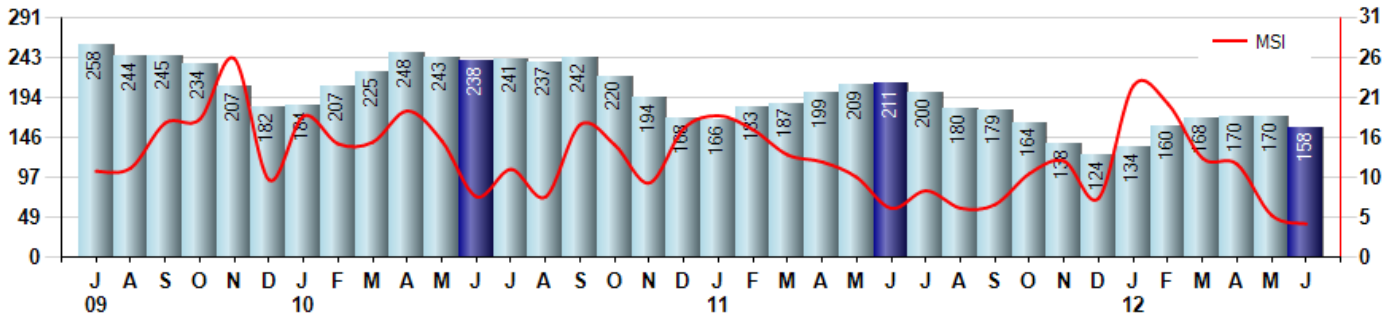
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### Inventory & MSI

The Total Inventory of Properties available for sale as of June was 158, down -7.1% from 170 last month and down -25.1% from 211 in June of last year. June 2012 Inventory was at the lowest level compared to June of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2012 MSI of 4.4 months was at its lowest level compared with June of 2011 and 2010.

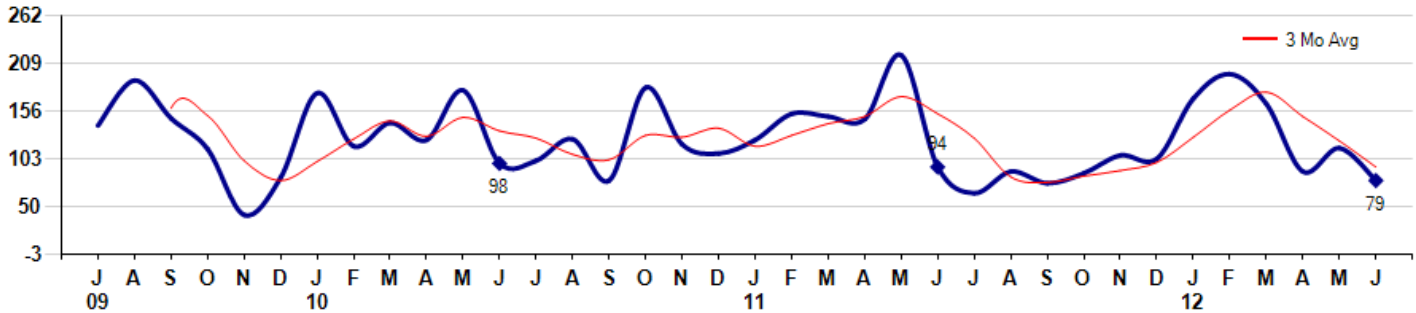
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 June was 79, down -31.3% from 115 days last month and down -16.0% from 94 days in June of last year. The June 2012 DOM was at its lowest level compared with June of 2011 and 2010.

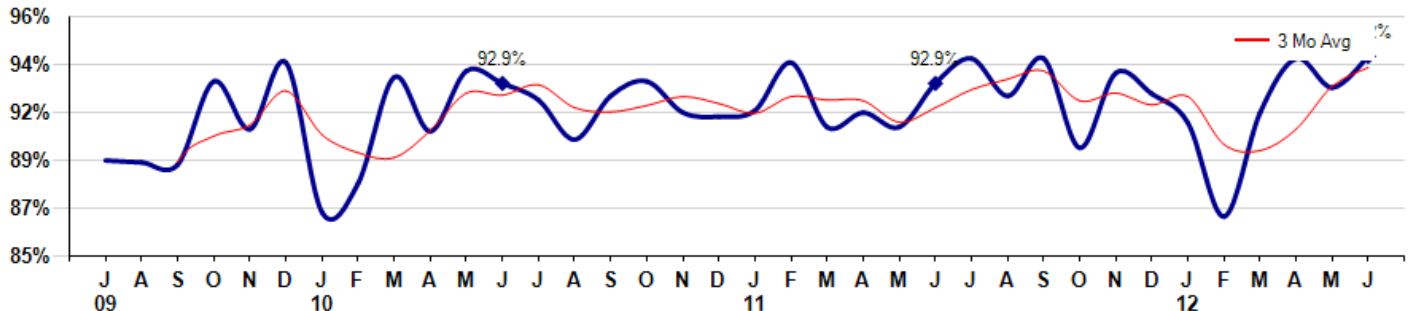
Average Days on Market (Listing to Contract) for properties sold during the month



### Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their 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 June 2012 Selling Price vs List Price of 94.2% was up from 92.7% last month and up from 92.9% in June of last year.

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



Based on information from Midwest Real Estate Data LLC for the period 7/1/2009 through 6/30/2012. 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 may not reflect all real estate activity in the market.



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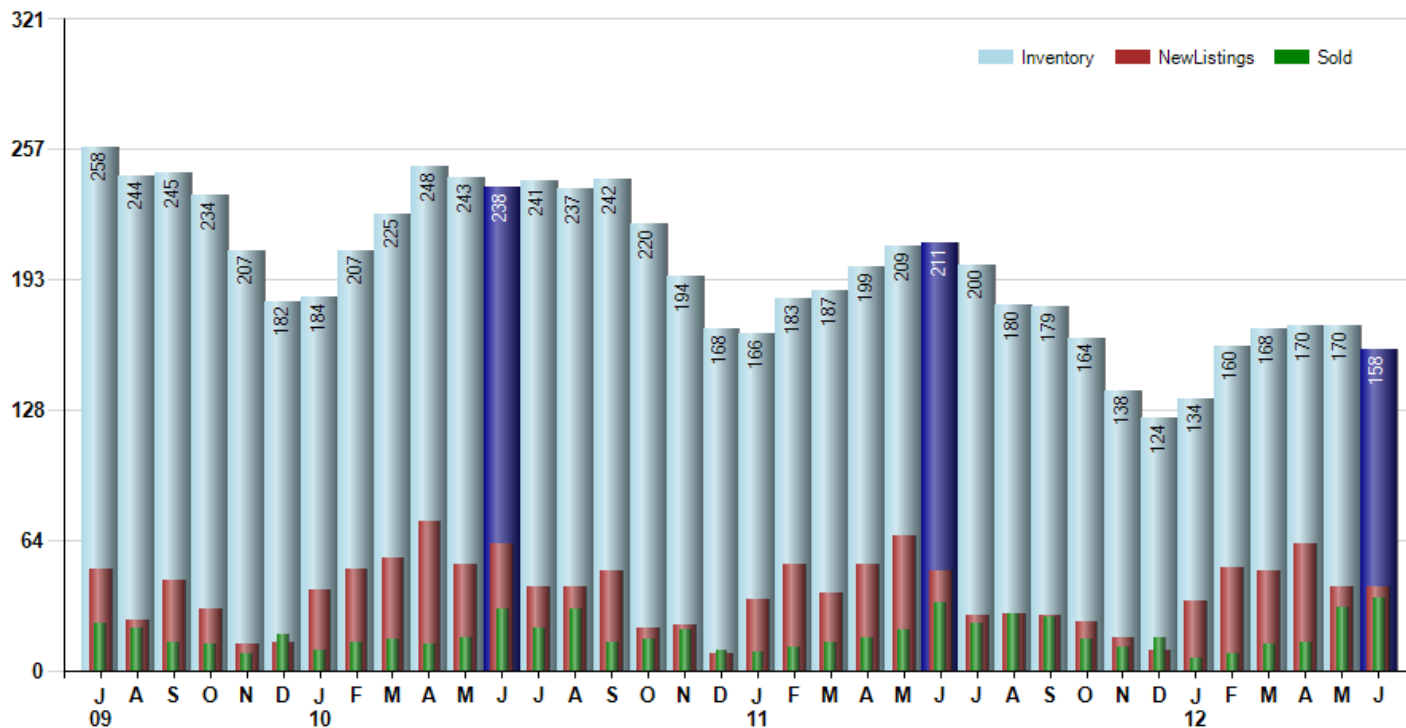
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### Inventory / New Listings / Sales

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 June 2012 was 41, equal to 41 last month and down -16.3% from 49 in June of last year.



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# MARKET ACTION REPORT

June 2012

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	J 09	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	O	N	D	J 12	F	M	A	M	J
Homes Sold	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	15	11	16	6	8	13	14	31	36
3 Mo. Roll Avg			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	23	17	14	11	10	9	12	19	27

	(000's) J 09	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	O	N	D	J 12	F	M	A	M	J
Median Sale Price	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	995	1,245	720	1,772	1,450	1,370	636	757	1,170
3 Mo. Roll Avg			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	1,058	1,109	987	1,246	1,314	1,531	1,152	921	854

	J 09	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	O	N	D	J 12	F	M	A	M	J
Inventory	258	244	245	234	207	182	184	207	225	248	243	238	241	237	242	220	194	168	166	183	187	199	209	211	200	180	179	164	138	124	134	160	168	170	170	158
MSI	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	11	13	8	22	20	13	12	5	4

	J 09	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	O	N	D	J 12	F	M	A	M	J
Days On Market	140	190	148	114	41	82	176	117	143	124	179	98	101	125	79	182	119	109	124	153	150	147	218	94	65	89	76	87	107	103	170	197	164	89	115	79
3 Mo. Roll Avg			159	151	101	79	100	125	145	128	149	134	126	108	102	129	127	137	117	129	142	150	172	153	126	83	77	84	90	99	127	157	177	150	123	94

	J 09	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	O	N	D	J 12	F	M	A	M	J
Price per Sq Ft	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	296	331	276	420	330	289	272	281	325
3 Mo. Roll Avg			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	321	321	301	342	342	346	297	281	293

	J 09	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	O	N	D	J 12	F	M	A	M	J
Sale to List Price	0.892	0.891	0.890	0.930	0.907	0.939	0.867	0.881	0.932	0.906	0.935	0.929	0.921	0.902	0.923	0.930	0.915	0.913	0.916	0.939	0.908	0.915	0.908	0.929	0.941	0.923	0.941	0.898	0.934	0.924	0.910	0.865	0.915	0.941	0.927	0.942
3 Mo. Roll Avg			0.891	0.904	0.909	0.925	0.904	0.896	0.893	0.906	0.924	0.923	0.928	0.917	0.915	0.918	0.923	0.919	0.915	0.923	0.921	0.921	0.910	0.917	0.926	0.931	0.935	0.921	0.924	0.919	0.923	0.900	0.897	0.907	0.928	0.937

	J 09	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	O	N	D	J 12	F	M	A	M	J
New Listings	50	25	44	30	13	14	40	50	55	73	52	62	41	41	49	21	22	8	35	52	38	52	66	49	27	28	27	24	16	10	34	51	49	62	41	41
Inventory	258	244	245	234	207	182	184	207	225	248	243	238	241	237	242	220	194	168	166	183	187	199	209	211	200	180	179	164	138	124	134	160	168	170	170	158
Sales	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	15	11	16	6	8	13	14	31	36

	(000's) J 09	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	O	N	D	J 12	F	M	A	M	J
Avg Sale Price	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	1,289	1,165	824	1,863	1,579	1,239	954	966	1,331
3 Mo. Roll Avg			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	1,222	1,180	1,093	1,284	1,422	1,560	1,257	1,053	1,084

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