MARKET ACTION REPORT

January 2013

MLS Area: Winnetka



ART WILSON Broker, Realtor 847-363-1599



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Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

		7		Trending V	/ersus*:			
Market Profile & Trends Overview	Month	LM	L ₃ M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,864,500			1				
Average List Price of all Current Listings	\$2,486,804	1		1				
January Median Sales Price	\$1,030,000	1	*	+	1	\$1,030,000	1	1
January Average Sales Price	\$1,267,500	1	*	+	1	\$1,267,500	1	1
Total Properties Currently for Sale (Inventory)	102	1		+		-		
January Number of Properties Sold	6	+	-	-		6	4	_
January Average Days on Market (Solds)	167	1	*	1	1	167	1	1
January Month's Supply of Inventory	17.0	1	*	+	1	17.0	1	•
January Sale Price vs List Price Ratio	93.0%	+	1	1	1	92.6%	1	•

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

Property Sales

January Property sales were 6, equal to 6 in January of 2012 and -75.0% lower than the 24 sales last month. January 2013 sales were at their lowest level compared to January of 2012 and 2011. January YTD sales of 6 are running equal to last year-to-date sales of 6.



The Median Sales Price in January was \$1,030,000, down -41.9% from \$1,771,813 in January of 2012 and up 38.2% from \$745,500 last month. The Average Sales Price in January was \$1,267,500, down -32.0% from \$1,863,271 in January of 2012 and up 35.8% from \$933,042 last month. January 2013 ASP was at a mid range compared to January of 2012 and 2011.

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



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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 102, up 12.1% from 91 last month and down -23.3% from 133 in January of last year. January 2013 Inventory was at the lowest level compared to January of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2013 MSI of 17.0 months was at its lowest level compared with January of 2012 and 2011.

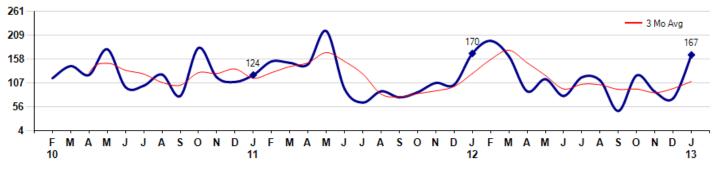
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 167, up 125.7% from 74 days last month and down -1.8% from 170 days in January of last year. The January 2013 DOM was at a mid range compared with January of 2012 and 2011.

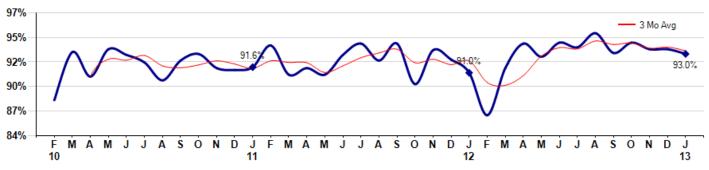
Average Days on Market(Listing to Contract) for properties sold during the month



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 January 2013 Selling Price vs List Price of 93.0% was down from 93.5% last month and up from 91.0% in January 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 2/1/2010 through 1/31/2013. 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. maintained by the MLS's may not reflect all real estate activity in the market.



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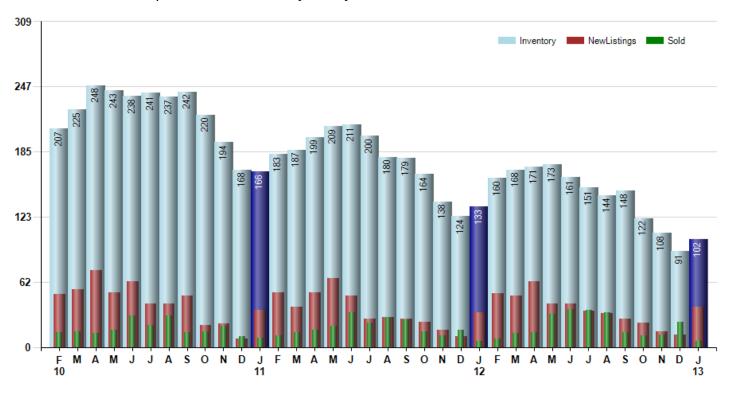




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Inventory / New Listings / Sales

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 January 2013 was 38, up 216.7% from 12 last month and up 15.2% from 33 in January of last year.



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Homes Sold 3 Mo. Roll Avg	F 10 M 14 15	A N 13 10 14 15		J 21 22	A 30 27	S 14 22	O 15 20	N 20 16	D .	J 11 9 13	F 11 10	M 14 11	A 16 14	M 20 17	33 23	J 23 25	A 28 28	S 26 26	O 15 23	N 11 17	D 16 14	J 12 6 11	F 8 10	M 13 9	A 14 12	M 31 19	J 36 27	J 35 34	A 33 35	S 14 27	0 11 19	N 12 12	D J 13 24 6 16 14
MedianSalePrice 3 Mo. Roll Avg	965 1,065	A N 1,075 85 1,035 99	1,064	J 1,170 1,028			O 950 ,051		775	J 11 620 801	F 873 756	M 858 783	A 1,159 963		J 1,050 1,063		A 1,091 1,040			N 1,245 1,109	720				A 636 1,152		J 1,170 854			S 1,039 971		N 751 913	D J 13 746 1,030 815 842
Inventory MSI	F 10 M 207 225 15 15	A N 248 243 19 15	3 238	J 241 11	A 237 8	S 242 17	O 220 15	N 194 10		J 11 166 18	F 183 17	M 187 13	A 199 12	M 209 10	J 211 6	J 200 9	A 180 6	S 179 7	0 164 11	N 138 13	D 124 8	J 12 133 22	F 160 20	M 168 13	A 171 12	M 173 6	J 161 4	J 151 4	A 144 4	S 148 11	0 122 11	N 108 9	D J 13 91 102 4 17
Days On Market 3 Mo. Roll Avg		A N 124 179 128 149	98		A 125 108				109	J 11 124 117	F 153 129	M 150 142	A 147 150	M 218 172	J 94 153	J 65 126	A 89 83	S 76 77	O 87 84	N 107 90		J 12 170 127		M 164 177		M 115 123	J 79 94		A 112 103	S 47 93	0 123 94	N 88 86	D J 13 74 167 95 110
Price per Sq Ft 3 Mo. Roll Avg		A N 218 365 293 333	5 282		A 321 309	S 339 328			242	J 11 204 259	F 278 241	M 263 248	A 341 294	M 306 303	J 358 335	J 307 324	A 329 331		O 296 321	N 331 321	D 276 301	J 12 420 342	F 330 342		A 272 297	M 281 281	J 325 293	J 324 310	A 285 311			N 290 295	D J 13 279 284 299 284
Sale to List Price 3 Mo. Roll Avg		A N 0.906 0.93 0.906 0.92	5 0.929			S 0.923 0 0.915 0			D .0.913			M 0.908 0.921	A 0.915 0.921		J 0.929 0.917	J 0.941 0.926	A 0.923 0.931		O 0.898 0.921		0.924		F 0.865 0.900		A 0.941 0.907			J 0.937 0.935			O 0.942 (0.942 (D J 13 0.935 0.930 0.937 0.933
New Listings Inventory Sales	F 10 M 50 55 207 225 14 15	A N 73 52 248 243 13 10	2 62 3 238	J 41 241 21	A 41 237 30	S 49 242 14	O 21 220 15	N 22 194 20	8	J 11 35 166 9	F 52 183 11	M 38 187 14	A 52 199 16	M 65 209 20	J 49 211 33	J 27 200 23	A 28 180 28	S 27 179 26	O 24 164 15	N 16 138 11	D 10 124 16	J 12 33 133 6	F 51 160 8	M 49 168 13	A 62 171 14	M 41 173 31	J 41 161 36	J 34 151 35	32 144 33	S 27 148 14	O 23 122 11	N 15 108 12	D J 13 12 38 91 102 24 6
Avg Sale Price 3 Mo. Roll Avg	1,120 1,735	A N 1,041 1,06 1,299 1,279	1 1,234				O ,289 ,310		1,294			M 1,133 1,026				J 1,253 1,305			O 1,289 1,222		824	J 12 1,863 1,284				- 00		J 1,142 1,146					D J 13 933 1,268 944 1,013

