

MLS Area: Winnetka



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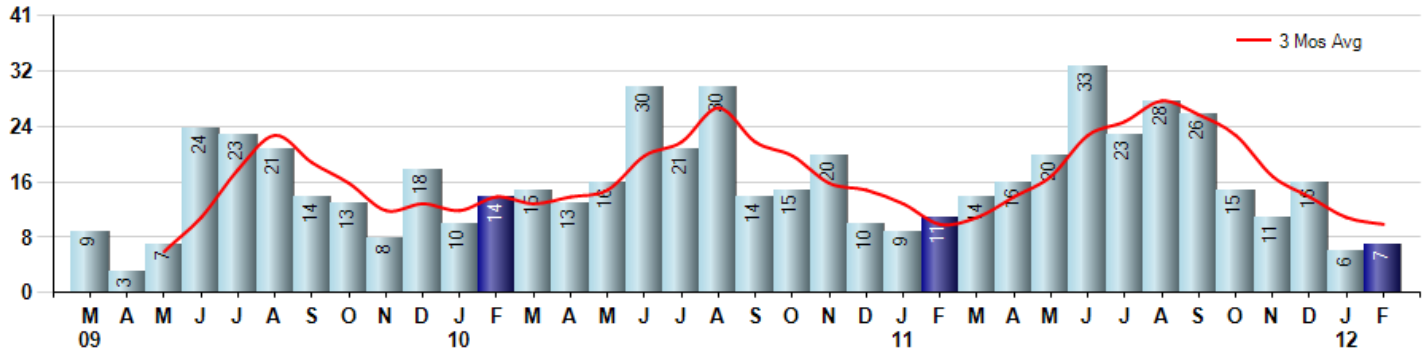
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,350,000	↓		↓				
Average List Price of all Current Listings	\$1,718,480	↓		↓				
February Median Sales Price	\$1,300,000	↓	↑	↑	↑	\$1,600,000	↑	↑
February Average Sales Price	\$1,493,500	↓	↑	↑	↑	\$1,664,163	↑	↑
Total Properties Currently for Sale (Inventory)	157	↑		↓				
February Number of Properties Sold	7	↑		↓		13	↓	
February Average Days on Market (Solds)	193	↑	↑	↑	↑	182	↑	↑
February Month's Supply of Inventory	22.4	↑	↑	↑	↑	22.2	↑	↑
February Sale Price vs List Price Ratio	78.5%	↓	↓	↓	↓	76.8%	↓	↓

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

Property Sales

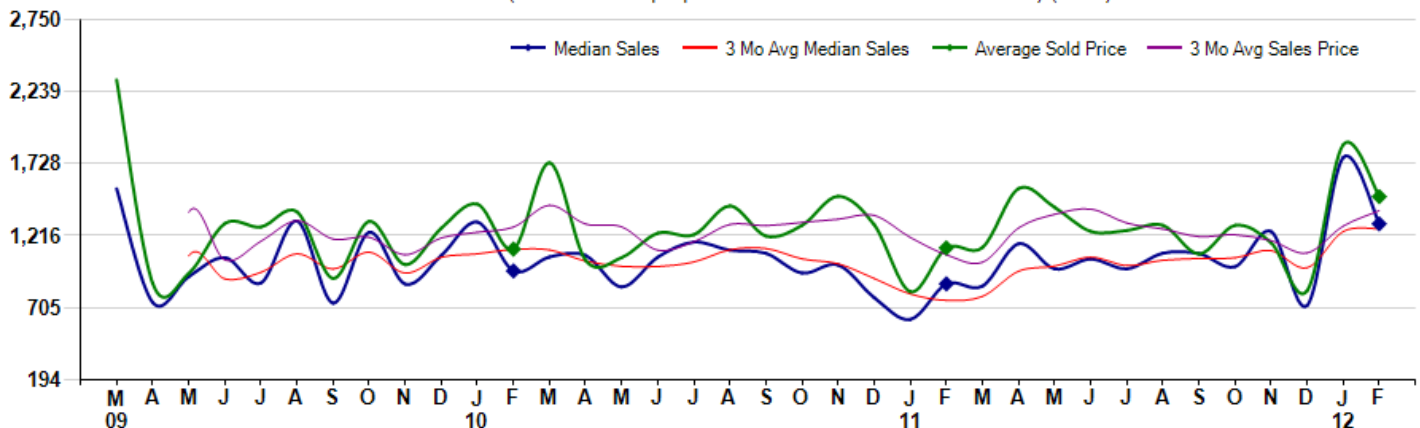
February Property sales were 7, down -36.4% from 11 in February of 2011 and 16.7% higher than the 6 sales last month. February 2012 sales were at their lowest level compared to February of 2011 and 2010. February YTD sales of 13 are running -35.0% behind last year's year-to-date sales of 20.



Prices

The Median Sales Price in February was \$1,300,000, up 49.0% from \$872,500 in February of 2011 and down -26.6% from \$1,771,813 last month. The Average Sales Price in February was \$1,493,500, up 32.3% from \$1,128,744 in February of 2011 and down -19.8% from \$1,863,271 last month. February 2012 ASP was at highest level compared to February of 2011 and 2010.

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 3/1/2009 through 2/29/2012. 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's may not reflect all real estate activity in the market.



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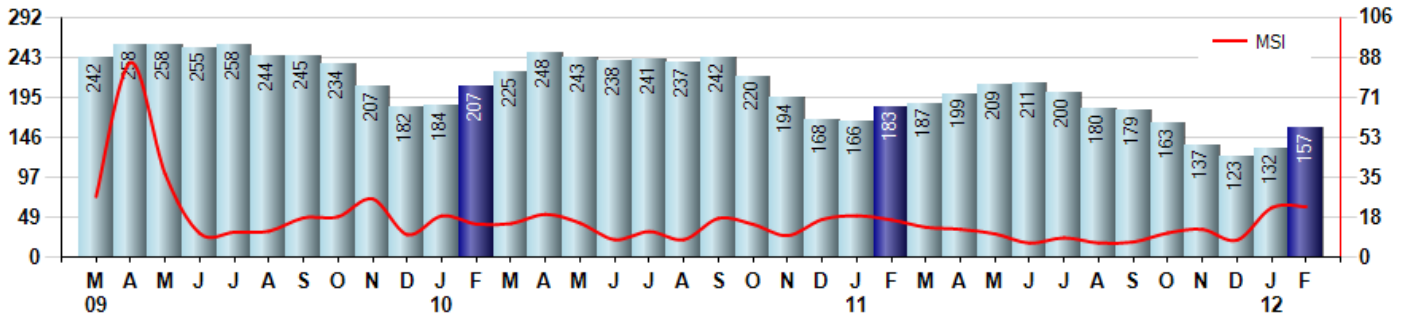
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 157, up 18.9% from 132 last month and down -14.2% from 183 in February of last year. February 2012 Inventory was at the lowest level compared to February of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2012 MSI of 22.4 months was at its highest level compared with February of 2011 and 2010.

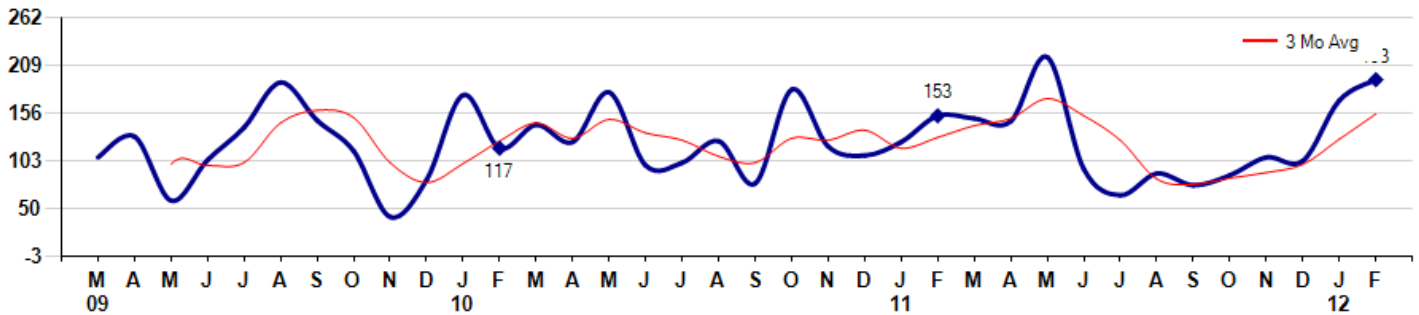
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 February was 193, up 13.5% from 170 days last month and up 26.1% from 153 days in February of last year. The February 2012 DOM was at its highest level compared with February of 2011 and 2010.

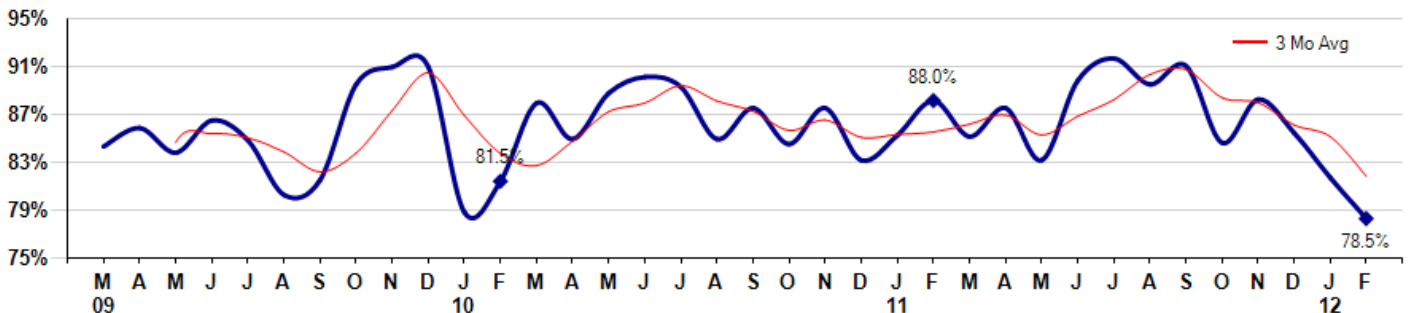
Average Days on Market (Listing to Contract) for properties sold during the month



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 February 2012 Selling Price vs Original List Price of 78.5% was down from 81.8% last month and down from 88.0% in February of last year.

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



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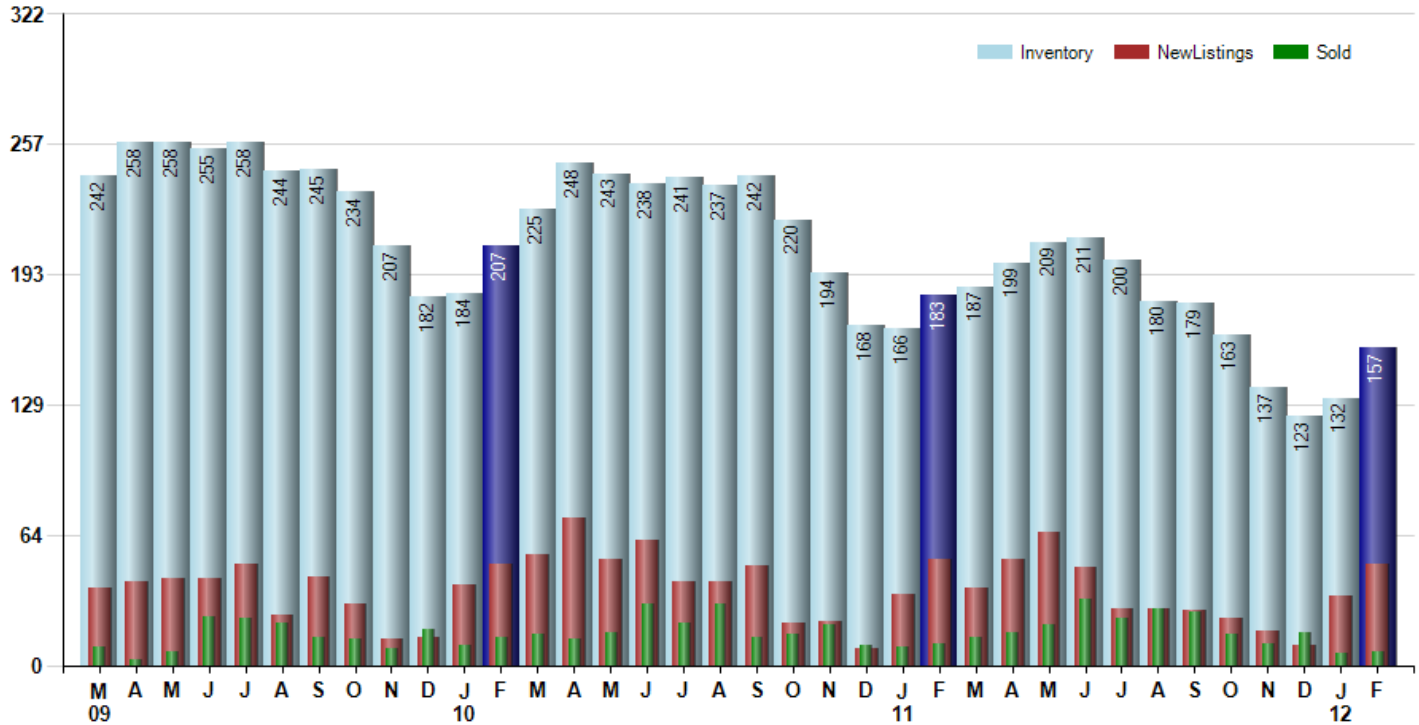
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Inventory / New Listings / Sales

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 February 2012 was 50, up 47.1% from 34 last month and down -3.8% from 52 in February of last year.



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MARKET ACTION REPORT

February 2012

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	M 09	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	O	N	D	J 12	F
Homes Sold	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	15	11	16	6	7
3 Mo. Roll Avg			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	23	17	14	11	10

	(000's) M 09	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	O	N	D	J 12	F
Median Sale Price	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	995	1,245	720	1,772	1,300
3 Mo. Roll Avg			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	1,058	1,109	987	1,246	1,264

	M 09	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	O	N	D	J 12	F
Inventory	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	211	200	180	179	163	137	123	132	157
MSI	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	11	12	8	22	22

	M 09	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	O	N	D	J 12	F
Days On Market	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	87	107	103	170	193
3 Mo. Roll Avg			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	84	90	99	127	155

	M 09	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	O	N	D	J 12	F
Price per Sq Ft	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	296	331	276	420	283
3 Mo. Roll Avg			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	321	321	301	342	326

	M 09	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	O	N	D	J 12	F
Sale to List Price	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	0.846	0.881	0.854	0.818	0.785
3 Mo. Roll Avg			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	0.882	0.878	0.860	0.851	0.819

	M 09	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	O	N	D	J 12	F
New Listings	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	23	17	10	34	50
Inventory	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	211	200	180	179	163	137	123	132	157
Sales	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	15	11	16	6	7

	(000's) M 09	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	O	N	D	J 12	F
Avg Sale Price	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	1,289	1,165	824	1,863	1,494
3 Mo. Roll Avg			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	1,222	1,180	1,093	1,284	1,393

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