

MLS Area: Winnetka



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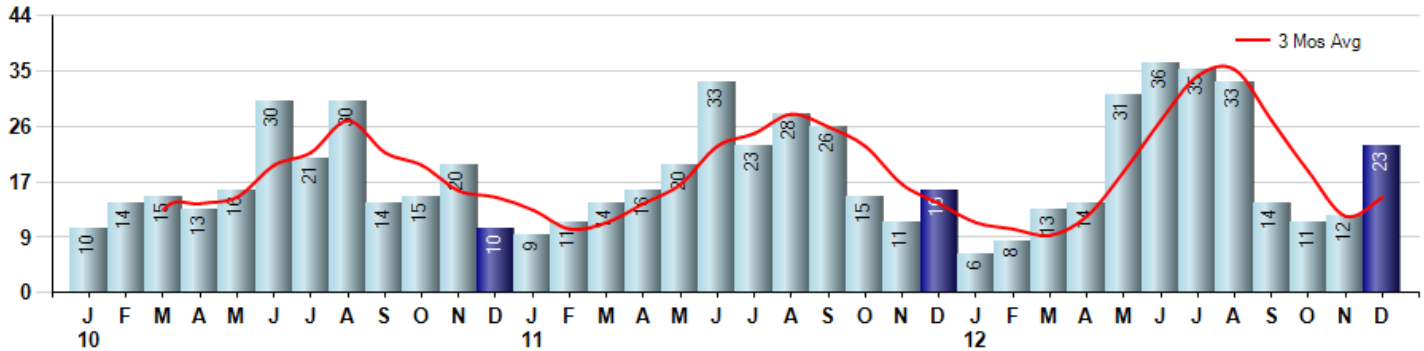
Price Range: | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,799,000	↑		↑				
Average List Price of all Current Listings	\$2,384,844	↓		↑				
December Median Sales Price	\$716,000	↓	↓	↔	↓	\$957,000	↓	↓
December Average Sales Price	\$933,391	↑	↓	↑	↓	\$1,123,832	↓	↓
Total Properties Currently for Sale (Inventory)	91	↓		↓				
December Number of Properties Sold	23	↑		↑		236	↑	
December Average Days on Market (Solds)	72	↓	↓	↓	↓	106	↓	↓
December Month's Supply of Inventory	4.0	↓	↓	↓	↓	10.0	↓	↓
December Sale Price vs List Price Ratio	93.9%	↑	↑	↑	↑	92.4%	↔	↑

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

Property Sales

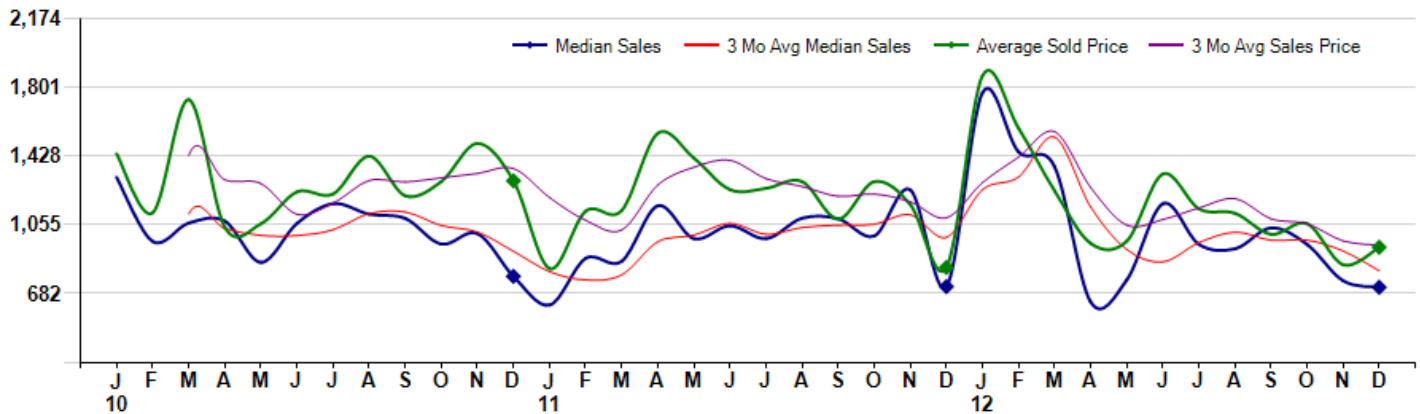
December Property sales were 23, up 43.8% from 16 in December of 2011 and 91.7% higher than the 12 sales last month. December 2012 sales were at their highest level compared to December of 2011 and 2010. December YTD sales of 236 are running 6.3% ahead of last year's year-to-date sales of 222.



Prices

The Median Sales Price in December was \$716,000, down -0.5% from \$719,875 in December of 2011 and down -4.7% from \$751,000 last month. The Average Sales Price in December was \$933,391, up 13.3% from \$823,568 in December of 2011 and up 11.4% from \$838,208 last month. December 2012 ASP was at a mid range compared to December 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 1/1/2010 through 12/31/2012. 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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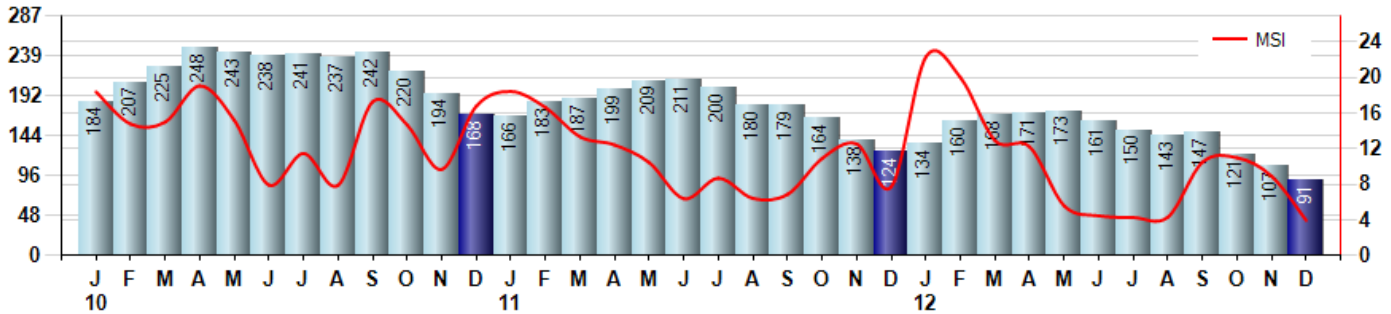
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 91, down -15.0% from 107 last month and down -26.6% from 124 in December of last year. December 2012 Inventory was at the lowest level compared to December of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2012 MSI of 4.0 months was at its lowest level compared with December of 2011 and 2010.

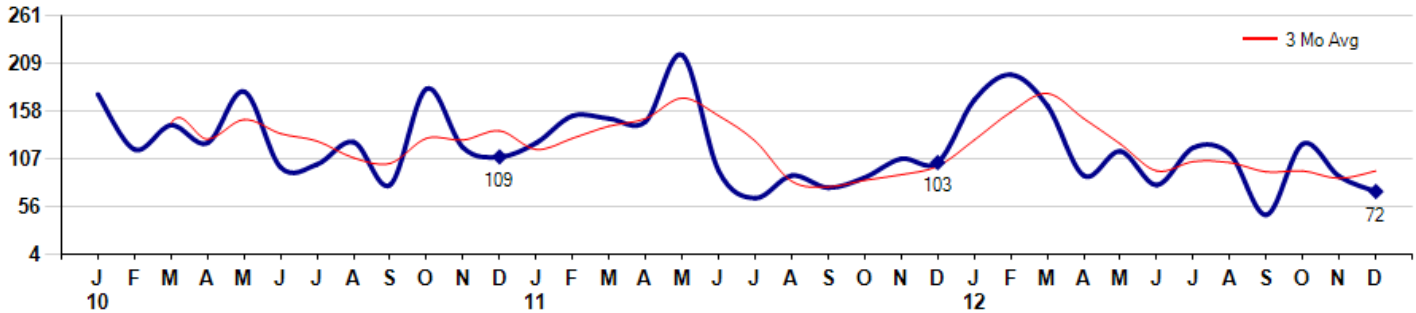
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 72, down -18.2% from 88 days last month and down -30.1% from 103 days in December of last year. The December 2012 DOM was at its lowest level compared with December of 2011 and 2010.

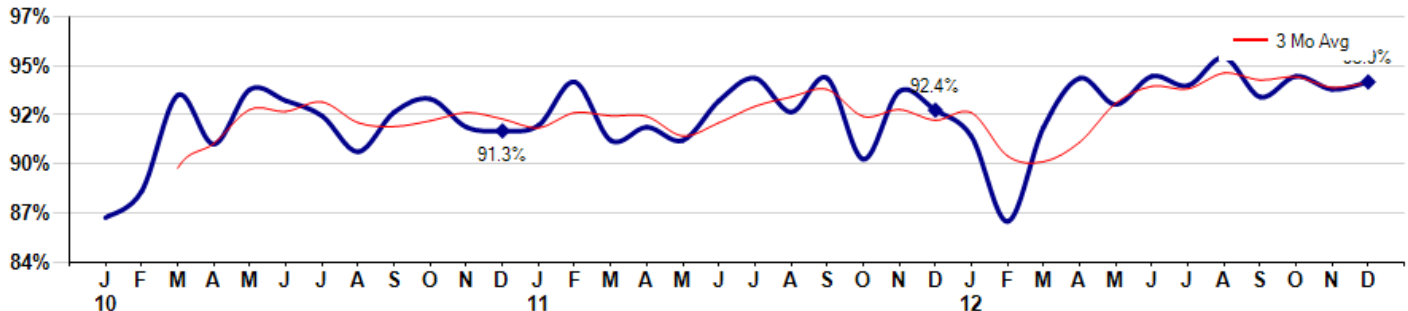
Average Days on Market (Listing to Contract) for properties sold during the month



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 December 2012 Selling Price vs List Price of 93.9% was up from 93.5% last month and up from 92.4% in December of last year.

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



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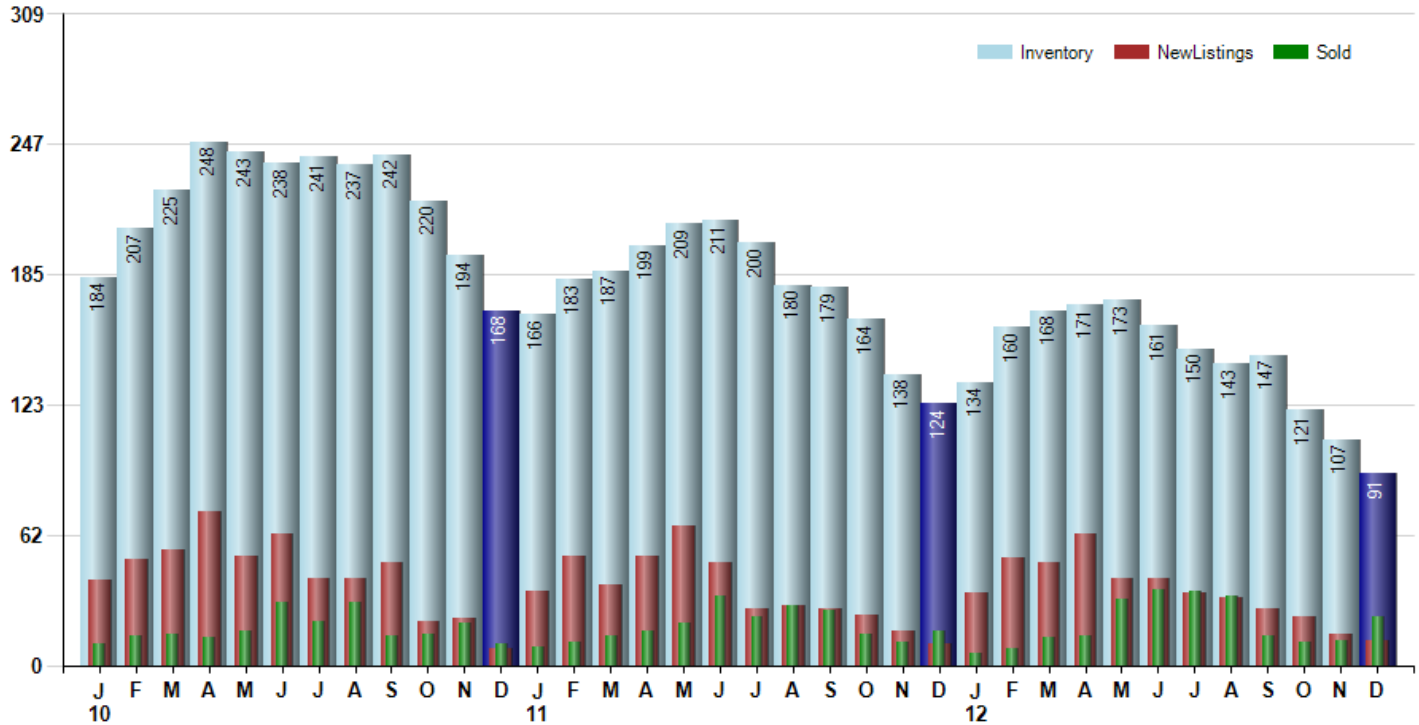
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Inventory / New Listings / Sales

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 December 2012 was 12, down -20.0% from 15 last month and up 20.0% from 10 in December of last year.



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	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	J	A	S	O	N	D
Homes Sold	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	35	33	14	11	12	23
3 Mo. Roll Avg			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	34	35	27	19	12	15

(000's)	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	J	A	S	O	N	D
Median Sale Price	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	949	925	1,039	949	751	716
3 Mo. Roll Avg			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	959	1,015	971	971	913	805

	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	J	A	S	O	N	D
Inventory	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	171	173	161	150	143	147	121	107	91
MSI	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	6	4	4	4	11	11	9	4

	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	J	A	S	O	N	D
Days On Market	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	119	112	47	123	88	72
3 Mo. Roll Avg			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	104	103	93	94	86	94

	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	J	A	S	O	N	D
Price per Sq Ft	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	324	285	268	327	290	279
3 Mo. Roll Avg			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	310	311	292	293	295	299

	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	J	A	S	O	N	D
Sale to List Price	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	0.937	0.952	0.931	0.942	0.935	0.939
3 Mo. Roll Avg			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	0.935	0.944	0.940	0.942	0.936	0.939

	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	J	A	S	O	N	D
New Listings	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	34	32	27	23	15	12
Inventory	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	171	173	161	150	143	147	121	107	91
Sales	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	35	33	14	11	12	23

(000's)	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	J	A	S	O	N	D
Avg Sale Price	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	1,142	1,118	1,003	1,061	838	933
3 Mo. Roll Avg			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	1,146	1,197	1,087	1,061	967	944

