

## MLS Area: Winnetka



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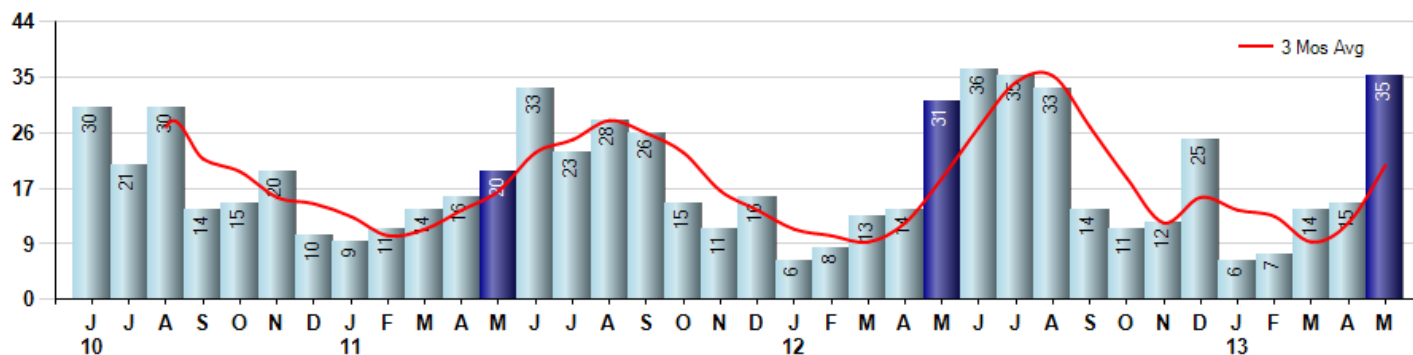
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,887,000	↑		↑				
Average List Price of all Current Listings	\$2,451,283	↑		↑				
May Median Sales Price	\$1,250,000	↑	↑	↑	↑	\$941,000	↑	↓
May Average Sales Price	\$1,234,249	↑	↑	↑	↑	\$1,074,581	↓	↓
Total Properties Currently for Sale (Inventory)	118	↓		↓				
May Number of Properties Sold	35	↑		↑		77	↑	
May Average Days on Market (Solds)	84	↑	↓	↓	↓	95	↓	↓
May Month's Supply of Inventory	3.4	↓	↓	↓	↓	11.1	↓	↑
May Sale Price vs List Price Ratio	95.1%	↓	↑	↑	↑	94.2%	↑	↑

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

### Property Sales

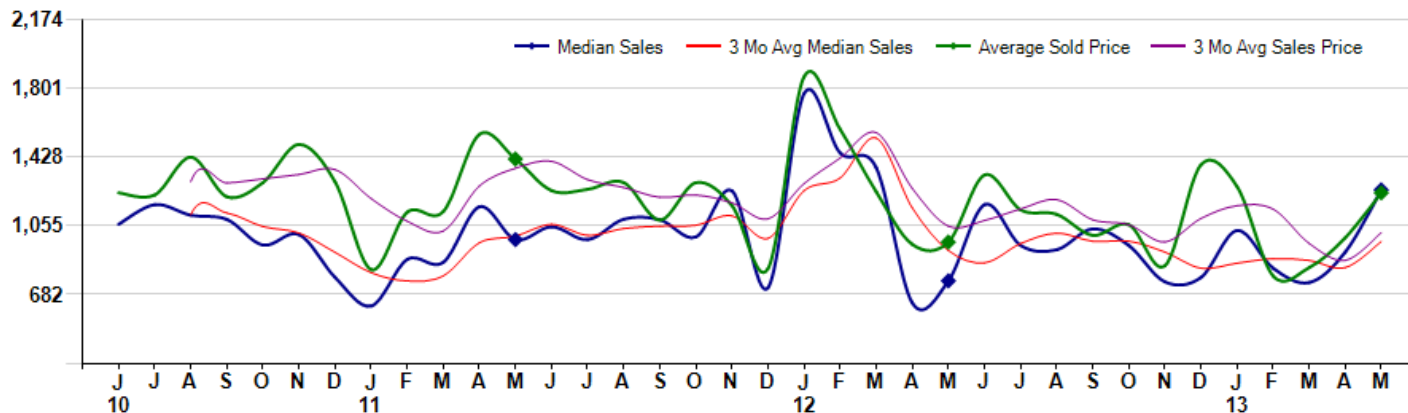
May Property sales were 35, up 12.9% from 31 in May of 2012 and 133.3% higher than the 15 sales last month. May 2013 sales were at their highest level compared to May of 2012 and 2011. May YTD sales of 77 are running 6.9% ahead of last year's year-to-date sales of 72.



### Prices

The Median Sales Price in May was \$1,250,000, up 65.2% from \$756,500 in May of 2012 and up 37.1% from \$912,000 last month. The Average Sales Price in May was \$1,234,249, up 27.7% from \$966,484 in May of 2012 and up 24.6% from \$990,533 last month. May 2013 ASP was at a mid range compared to May of 2012 and 2011.

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



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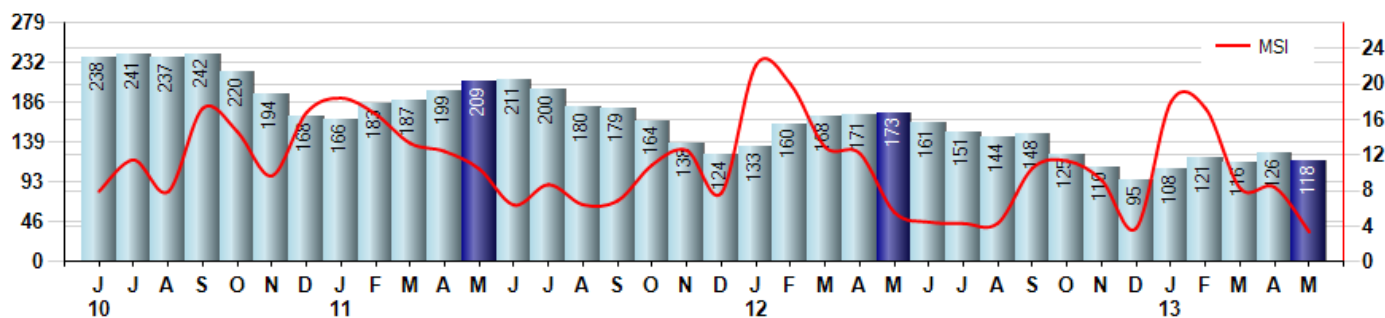
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### Inventory & MSI

The Total Inventory of Properties available for sale as of May was 118, down -6.3% from 126 last month and down -31.8% from 173 in May of last year. May 2013 Inventory was at the lowest level compared to May of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2013 MSI of 3.4 months was at its lowest level compared with May of 2012 and 2011.

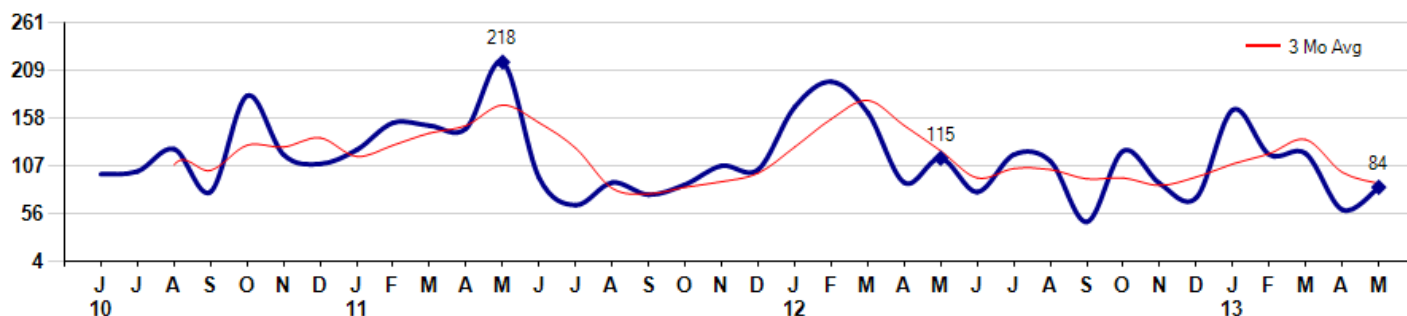
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 May was 84, up 40.0% from 60 days last month and down -27.0% from 115 days in May of last year. The May 2013 DOM was at its lowest level compared with May of 2012 and 2011.

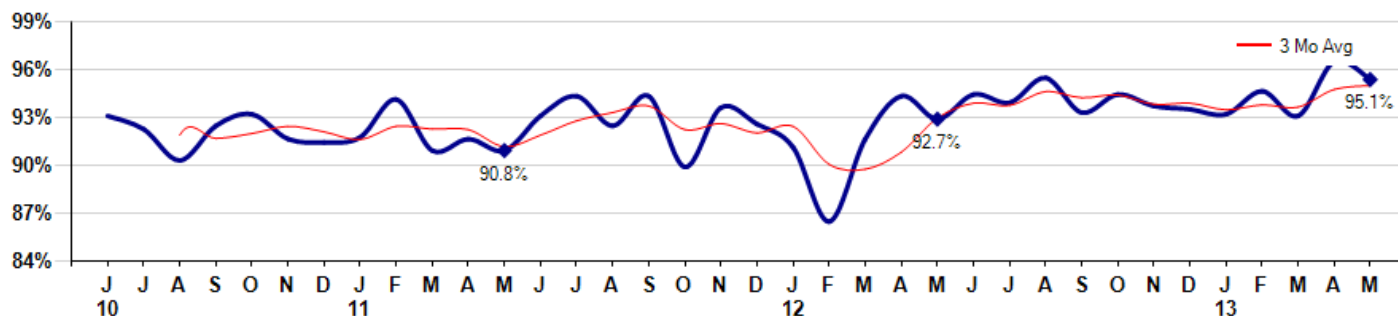
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 May 2013 Selling Price vs List Price of 95.1% was down from 96.2% last month and up from 92.7% in May of last year.

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



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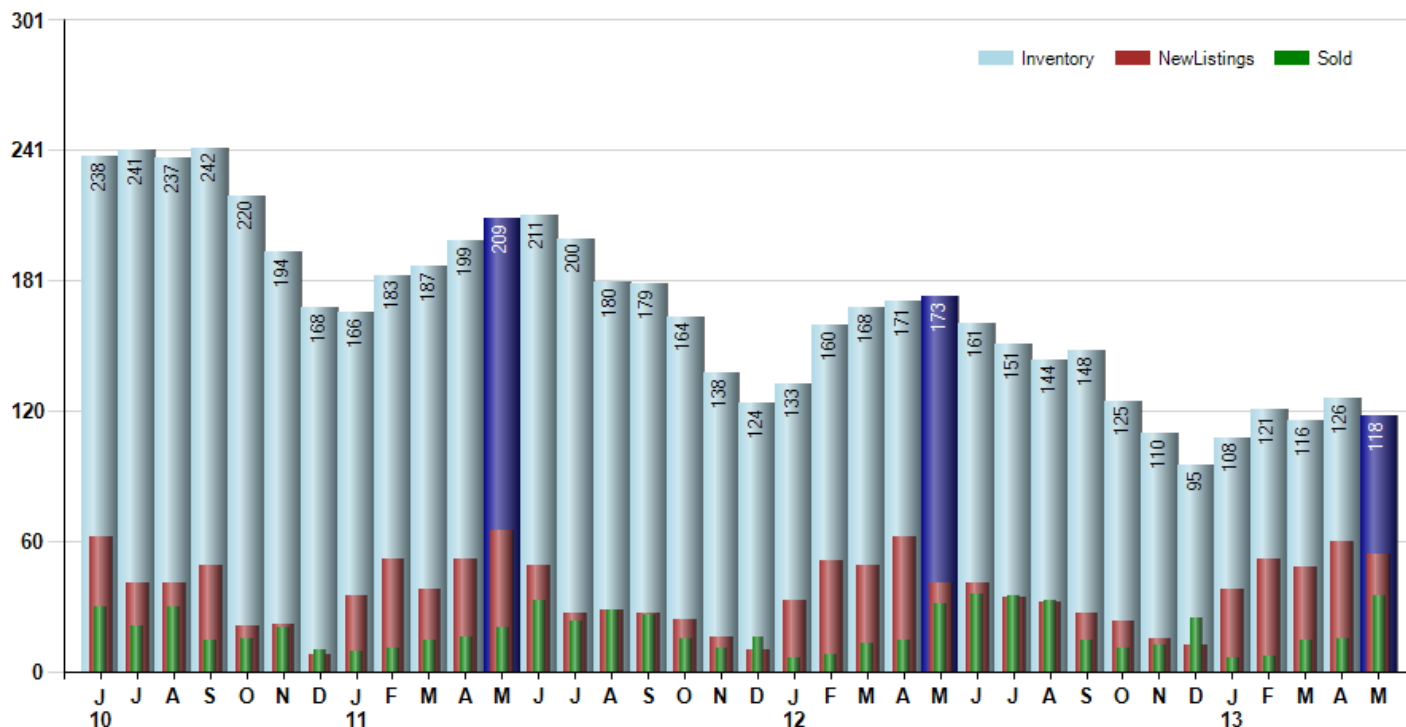
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### Inventory / New Listings / Sales

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 May 2013 was 54, down -10.0% from 60 last month and up 31.7% from 41 in May of last year.



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Homes Sold	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	25	6	7	14	15	35
3 Mo. Roll Avg			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	16	14	13	9	12	21

(000's)	J 10	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	J 13	F	M	A	M
Median Sale Price	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	775	1,030	825	748	912	1,250
3 Mo. Roll Avg			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	825	852	877	868	828	970

	J 10	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	J 13	F	M	A	M
Inventory	238	241	237	242	220	194	168	166	183	187	199	209	211	200	180	179	164	138	124	133	160	168	171	173	161	151	144	148	125	110	95	108	121	116	126	118
MSI	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	18	17	8	8	3

	J 10	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	J 13	F	M	A	M
Days On Market	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	73	167	119	120	60	84
3 Mo. Roll Avg			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	95	109	120	135	100	88

	J 10	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	J 13	F	M	A	M
Price per Sq Ft	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	284	335	196	332	287
3 Mo. Roll Avg			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	284	299	272	288	272

	J 10	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	J 13	F	M	A	M
Sale to List Price	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	0.933	0.930	0.944	0.929	0.962	0.951
3 Mo. Roll Avg			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	0.937	0.933	0.936	0.934	0.945	0.947

	J 10	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	J 13	F	M	A	M
New Listings	62	41	41	49	21	22	8	35	52	38	52	65	49	27	28	27	24	16	10	33	51	49	62	41	41	34	32	27	23	15	12	38	52	48	60	54
Inventory	238	241	237	242	220	194	168	166	183	187	199	209	211	200	180	179	164	138	124	133	160	168	171	173	161	151	144	148	125	110	95	108	121	116	126	118
Sales	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	25	6	7	14	15	35

(000's)	J 10	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	J 13	F	M	A	M
Avg Sale Price	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	1,386	1,268	783	828	991	1,234
3 Mo. Roll Avg			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	1,095	1,164	1,145	960	867	1,018

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