

MLS Area: *Winnetka*

**ART WILSON**  
 BROKER ASSOCIATE  
 847-363-1599  
 WWW.NorthShoreHomesOnline.com  
 ART.WILSON@CBEXCHANGE.COM



Price Range: All | Properties: Single Family - Condo - TwnHm

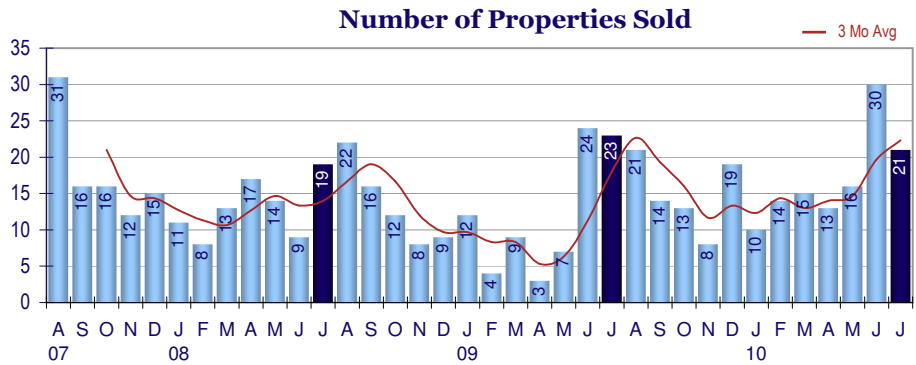
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,399,000	↔		↑				
Average List Price of all Current Listings	\$2,060,966	↔		↑				
July Median Sales Price	\$1,170,000	↑	↑	↑	\$1,065,000	↑	↑	
July Average Sales Price	\$1,222,381	↔	↑	↓	\$1,254,708	↓	↓	
Total Properties Currently for Sale (Inventory)	237	↔		↓				
July Number of Properties Sold	21	↓	↓	↓	119	↑		
July Average Days on Market (Solds)	100	↑	↓	↓	127	↑	↑	
July Month's Supply of Inventory	11.3	↑	↓	↔	14.5	↓	↓	
July Sale Price vs List Price Ratio	89.1%	↓	↑	↑	86.9%	↑	↑	

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

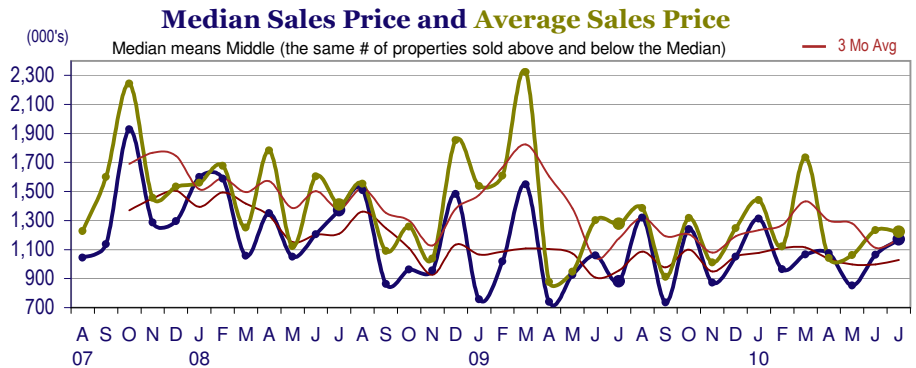
## Property Sales

July Property Sales were 21, down -8.7% from 23 in July of 2009 and -30.0% lower than the 30 sales last month. July 2010 sales were at a mid level compared to July of 2009 and 2008. July YTD sales of 119 are running 45.1% ahead of last year's year-to-date sales of 82.



## Prices

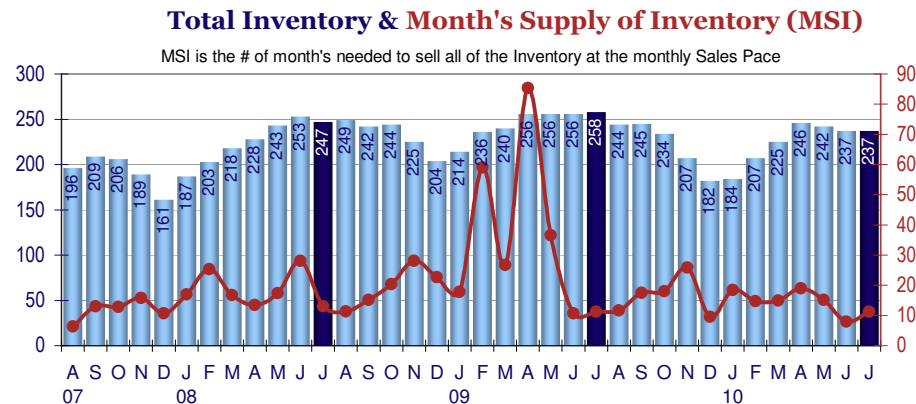
The Median Sales Price in July was \$1,170,000, up 33.0% from \$880,000 in July of 2009 and up 10.0% from \$1,063,500 last month. The Average Sales Price in July was \$1,222,381, down -4.4% from \$1,278,217 in July of 2009 and down -1.0% from \$1,234,281 last month. July 2010 ASP was at the lowest level compared to July of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of July was 237, equal to 237 last month and down -8.1% from 258 in July of last year. July 2010 Inventory was at its lowest level compared with July of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2010 MSI of 11.3 months was at a mid level compared with July of 2009 and 2008.



MLS Area: *Winnetka*

**ART WILSON**  
 BROKER ASSOCIATE  
 847-363-1599  
 WWW.NorthShoreHomesOnline.com  
 ART.WILSON@CBEXCHANGE.COM

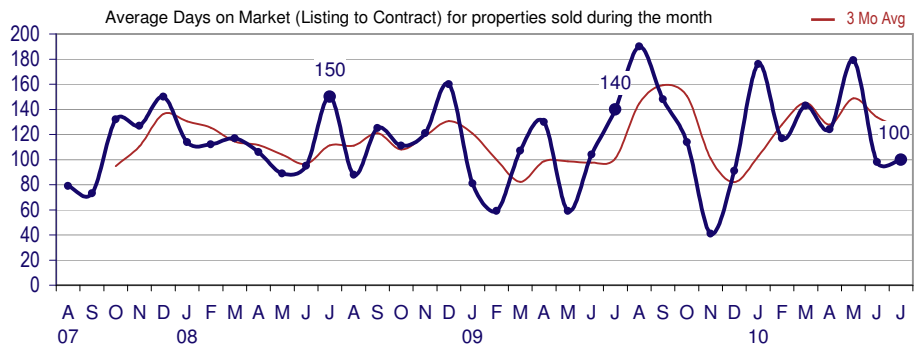


Price Range: All | Properties: Single Family - Condo - TwnHm

## 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 July was 100, up 2.0% from 98 days last month and down -28.6% from 140 days in July of last year. The July 2010 DOM was at its lowest level compared with July of 2009 and 2008.

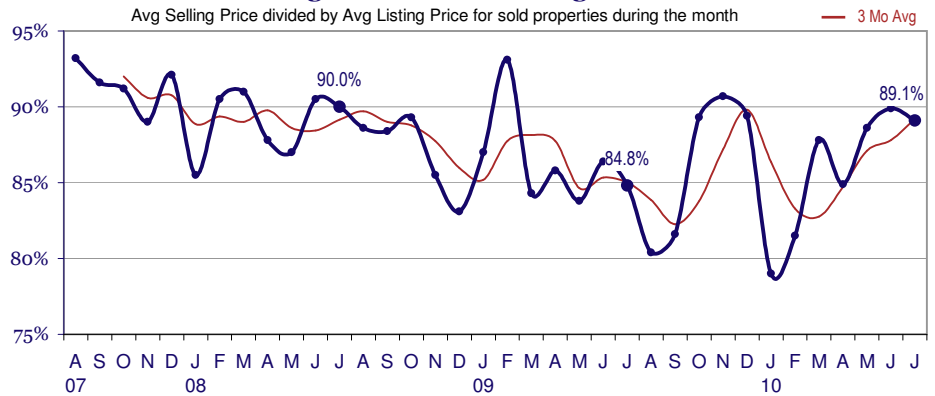
## Days On Market for Sold Properties



## Selling Price vs Original Listing Price

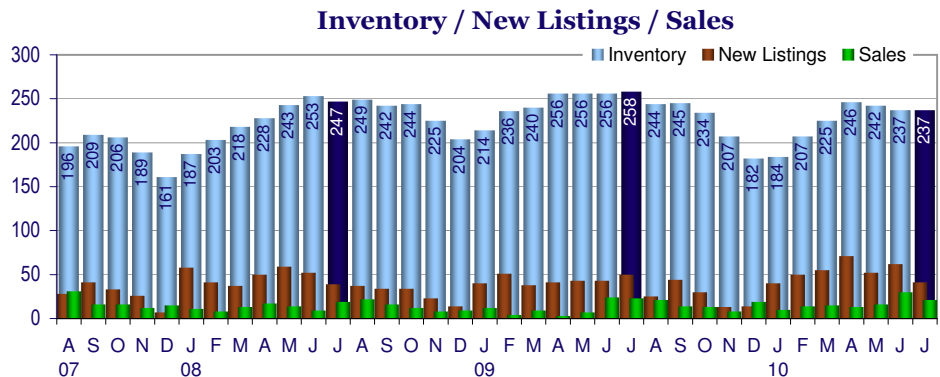
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The July 2010 Selling Price vs Original List Price of 89.1% was down from 89.9% last month and up from 84.8% in July of last year.

## Selling Price versus Listing Price Ratio



## 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 July 2010 was 41, down -33.9% from 62 last month and down -18.0% from 50 in July of last year.



Copyright © Coldwell Banker Residential Brokerage | Price Range: All | Property Types: Single Family - Condo - TwnHm

Data is provided courtesy of Midwest Real Estate Data, LLC, MetroMLS and may not reflect all relevant real estate activity. Coldwell Banker Residential Brokerage does not warrant or guarantee the accuracy of this information. It is the responsibility of any buyer or seller to verify any and all information relevant to such consumer's real estate transaction.

# Inventory / Listings / Sales

MLS Area: Winnetka

July 2010

**ART WILSON**

BROKER ASSOCIATE

847-363-1599

WWW.NorthShoreHomesOnline.com

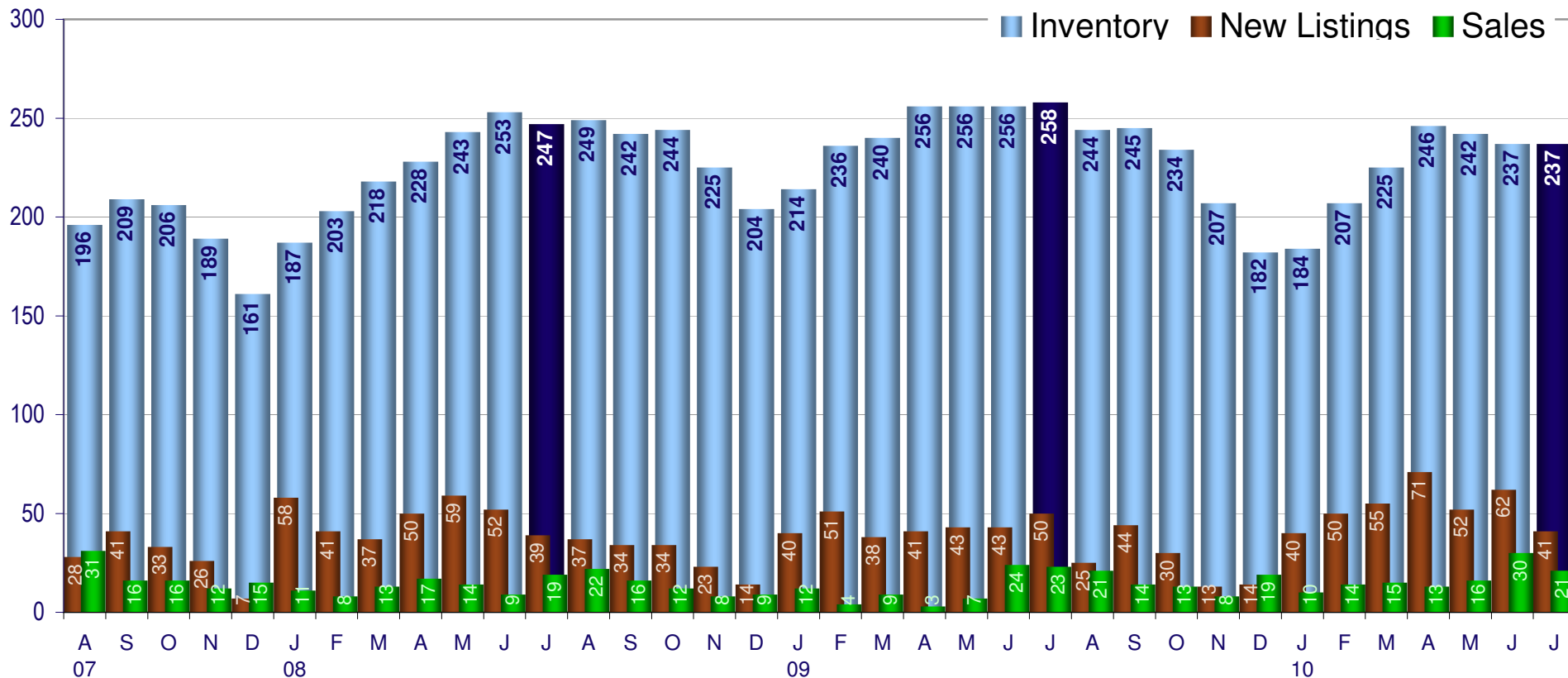
ART.WILSON@CBEXCHANGE.COM



Price Range: All | Properties: Single Family - Condo - TwnHm

## 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 July 2010 was 41, down -33.9% from 62 last month and down -18.0% from 50 in July of last year.



Copyright © Coldwell Banker Residential Brokerage | Price Range: All | Property Types: Single Family - Condo - TwnHm

Data is provided courtesy of Midwest Real Estate Data, LLC, MetroMLS and may not reflect all relevant real estate activity. Coldwell Banker Residential Brokerage does not warrant or guarantee the accuracy of this information. It is the responsibility of any buyer or seller to verify any and all information relevant to such consumer's real estate transaction.