

## MLS Area: Winnetka



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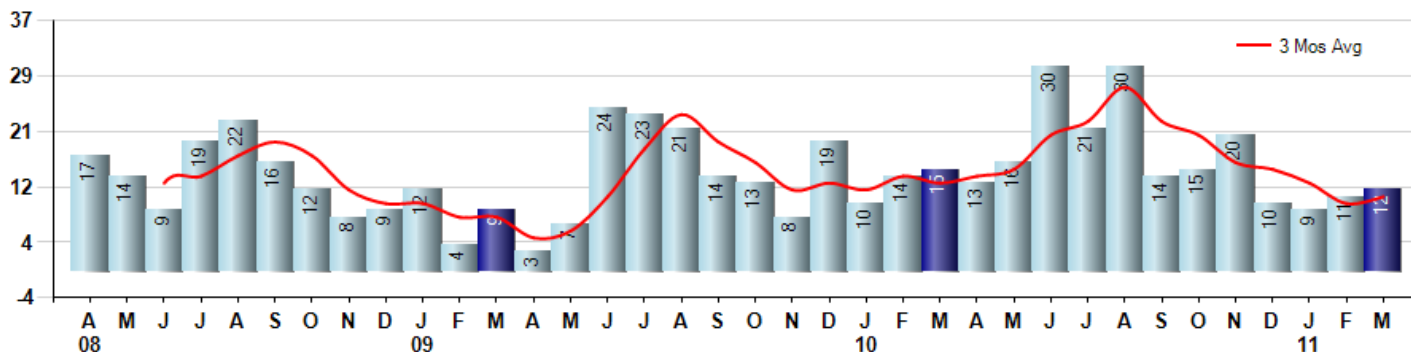
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,485,000	↑		↑				
Average List Price of all Current Listings	\$1,949,854	↑		↑				
March Median Sales Price	\$935,000	↑	↑	↓	↓	\$853,750	↓	↓
March Average Sales Price	\$1,209,167	↑	↑	↓	↓	\$1,071,441	↓	↓
Total Properties Currently for Sale (Inventory)	176	↓		↓				
March Number of Properties Sold	12	↑		↓		32	↓	
March Average Days on Market (Solds)	156	↑	↑	↑	↑	146	↑	↑
March Month's Supply of Inventory	14.7	↓	↓	↓	↑	16.3	↑	↑
March Sale Price vs List Price Ratio	83.8%	↓	↑	↓	↓	82.1%	↓	↓

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

### Property Sales

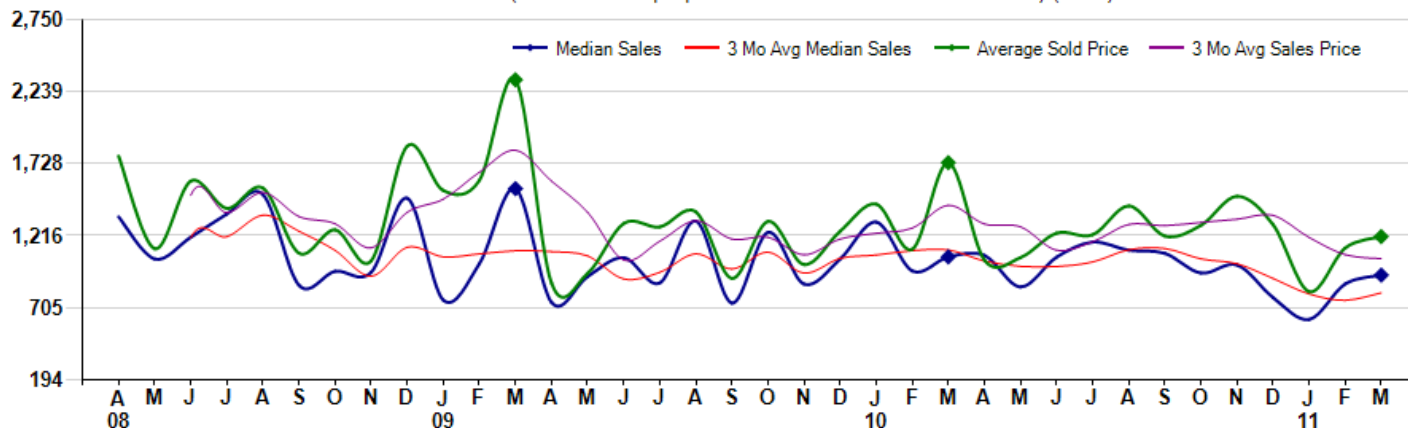
March Property sales were 12, down -20.0% from 15 in March of 2010 and 9.1% higher than the 11 sales last month. March 2011 sales were at a mid level compared to March of 2010 and 2009. March YTD sales of 32 are running -17.9% behind last year's year-to-date sales of 39.



### Prices

The Median Sales Price in March was \$935,000, down -12.2% from \$1,065,000 in March of 2010 and up 7.2% from \$872,500 last month. The Average Sales Price in March was \$1,209,167, down -30.3% from \$1,734,553 in March of 2010 and up 7.1% from \$1,128,744 last month. March 2011 ASP was at the lowest level compared to March of 2010 and 2009.

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 4/1/2008 through 3/31/2011. 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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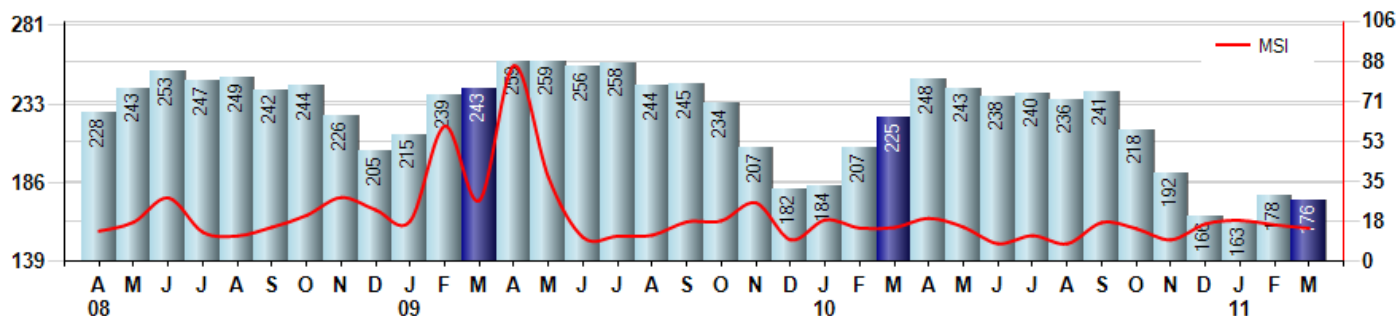
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### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 176, down -1.1% from 178 last month and down -21.8% from 225 in March of last year. March 2011 Inventory was at the lowest level compared to March of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2011 MSI of 14.7 months was at its lowest level compared with March of 2010 and 2009.

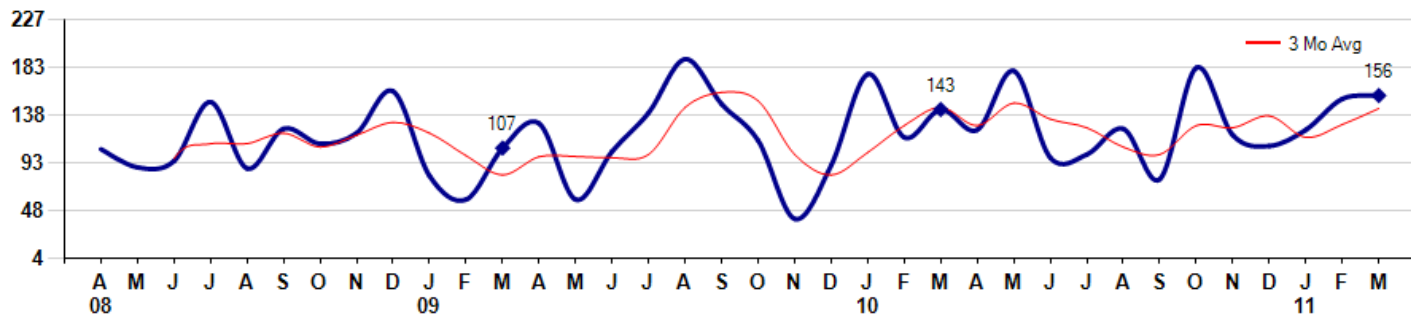
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 March was 156, up 2.0% from 153 days last month and up 9.1% from 143 days in March of last year. The March 2011 DOM was at its highest level compared with March of 2010 and 2009.

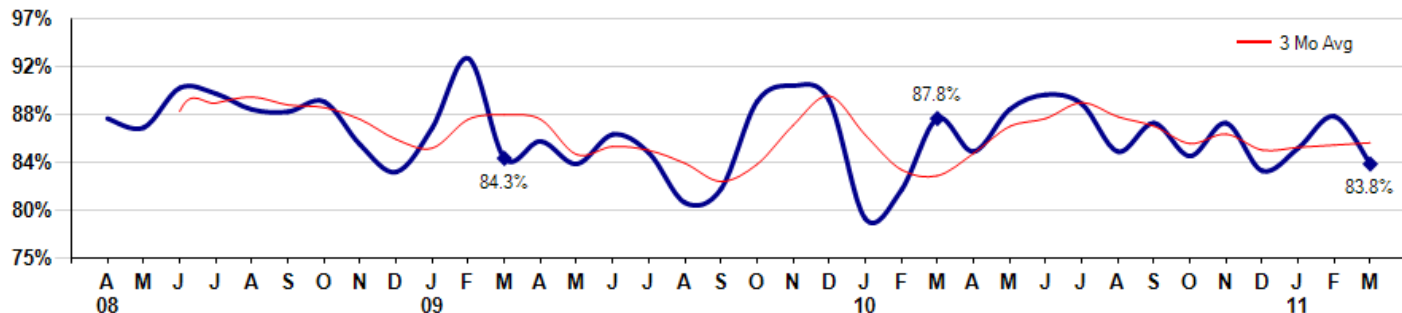
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 March 2011 Selling Price vs Original List Price of 83.8% was down from 88.0% last month and down from 87.8% in March of last year.

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



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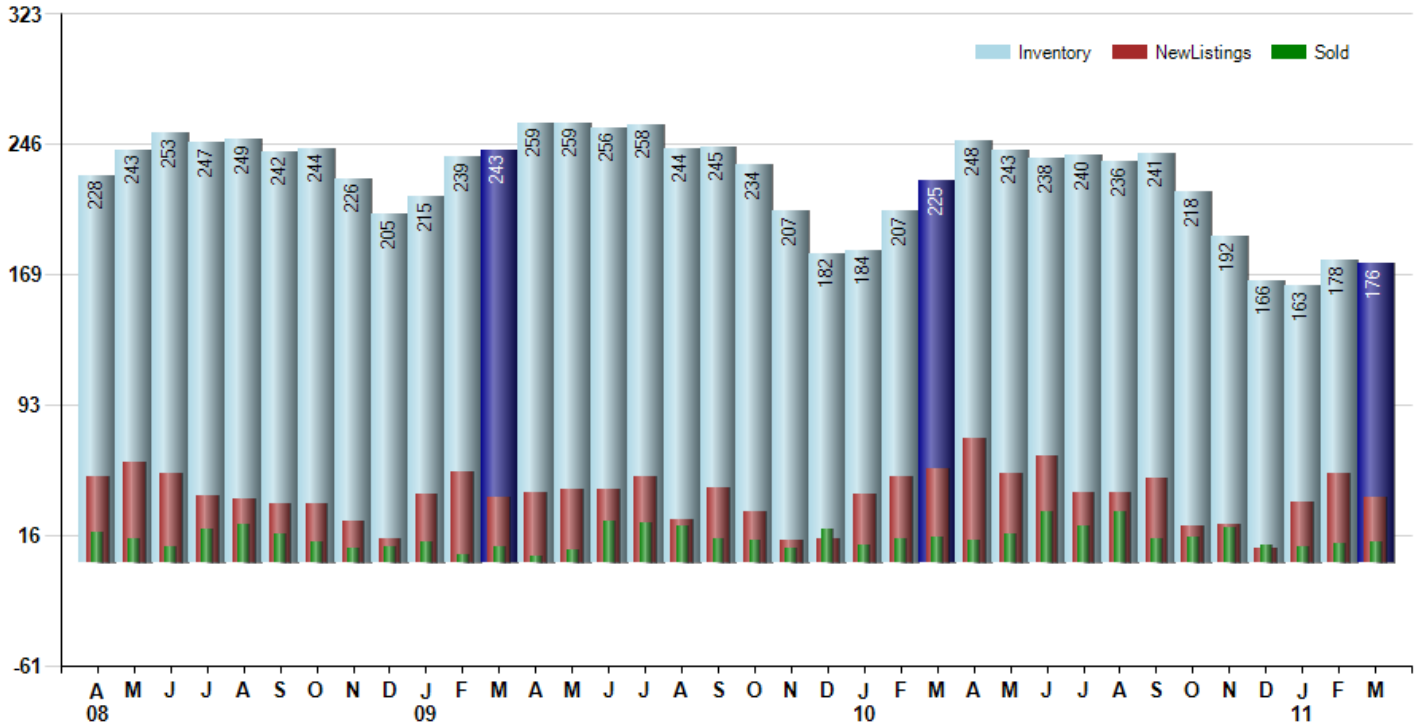
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### Inventory / New Listings / Sales

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 March 2011 was 38, down -26.9% from 52 last month and down -30.9% from 55 in March of last year.



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# MARKET ACTION REPORT

March 2011

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	A 08	M	J	J	A	S	O	N	D	J 09	F	M	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
Homes Sold	17	14	9	19	22	16	12	8	9	12	4	9	3	7	24	23	21	14	13	8	19	10	14	15	13	16	30	21	30	14	15	20	10	9	11	12
3 Mo. Roll Avg			13	14	17	19	17	12	10	10	8	8	5	6	11	18	23	19	16	12	13	12	14	13	14	15	20	22	27	22	20	16	15	13	10	11

(000's)	A 08	M	J	J	A	S	O	N	D	J 09	F	M	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
Median Sale Price	1,350	1,050	1,205	1,370	1,509	863	963	955	1,483	758	1,018	1,550	740	925	1,060	880	1,320	736	1,240	871	1,050	1,313	965	1,065	1,075	851	1,064	1,170	1,113	1,090	950	1,008	775	620	873	935
3 Mo. Roll Avg			1,202	1,208	1,361	1,247	1,111	927	1,133	1,065	1,086	1,108	1,103	1,072	908	955	1,087	979	1,099	949	1,054	1,078	1,109	1,114	1,035	997	997	1,028	1,115	1,124	1,051	1,016	911	801	756	809

	A 08	M	J	J	A	S	O	N	D	J 09	F	M	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
Inventory	228	243	253	247	249	242	244	226	205	215	239	243	259	259	256	258	244	245	234	207	182	184	207	225	248	243	238	240	236	241	218	192	166	163	178	176
MSI	13	17	28	13	11	15	20	28	23	18	60	27	86	37	11	11	12	18	18	26	10	18	15	15	19	15	8	11	8	17	15	10	17	18	16	15

	A 08	M	J	J	A	S	O	N	D	J 09	F	M	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
Days On Market	106	89	95	150	88	125	111	121	160	81	59	107	130	59	104	140	190	148	114	41	91	176	117	143	124	179	98	101	125	78	182	119	109	124	153	156
3 Mo. Roll Avg			97	111	111	121	108	119	131	121	100	82	99	99	98	101	145	159	151	101	82	103	128	145	128	149	134	126	108	101	128	126	137	117	129	144

	A 08	M	J	J	A	S	O	N	D	J 09	F	M	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
Price per Sq Ft	468	331	369	354	406	456	386	343	0	266	253	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
3 Mo. Roll Avg			389	351	376	405	416	395	243	203	173	345	257	285	218	316	324	297	327	367	403	340	261	285	293	333	288	323	309	328	314	318	285	259	241	248

	A 08	M	J	J	A	S	O	N	D	J 09	F	M	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
Sale to List Price	0.878	0.870	0.905	0.900	0.886	0.884	0.893	0.855	0.831	0.870	0.931	0.843	0.858	0.838	0.864	0.848	0.804	0.816	0.893	0.907	0.894	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	0.838
3 Mo. Roll Avg			0.884	0.892	0.897	0.890	0.888	0.877	0.860	0.852	0.877	0.881	0.877	0.846	0.853	0.850	0.839	0.823	0.838	0.872	0.898	0.864	0.833	0.828	0.847	0.871	0.878	0.892	0.880	0.871	0.856	0.864	0.850	0.853	0.855	0.857

	A 08	M	J	J	A	S	O	N	D	J 09	F	M	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
New Listings	50	59	52	39	37	34	34	24	14	40	53	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
Inventory	228	243	253	247	249	242	244	226	205	215	239	243	259	259	256	258	244	245	234	207	182	184	207	225	248	243	238	240	236	241	218	192	166	163	178	176
Sales	17	14	9	19	22	16	12	8	9	12	4	9	3	7	24	23	21	14	13	8	19	10	14	15	13	16	30	21	30	14	15	20	10	9	11	12

(000's)	A 08	M	J	J	A	S	O	N	D	J 09	F	M	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
Avg Sale Price	1,782	1,122	1,604	1,410	1,554	1,091	1,258	1,036	1,853	1,537	1,609	2,324	877	948	1,302	1,278	1,385	911	1,317	1,010	1,247	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	1,209
3 Mo. Roll Avg			1,503	1,379	1,523	1,352	1,301	1,128	1,382	1,475	1,666	1,823	1,603	1,383	1,042	1,176	1,322	1,192	1,205	1,080	1,192	1,233	1,269	1,432	1,299	1,279	1,112	1,172	1,295	1,287	1,310	1,333	1,360	1,203	1,080	1,052

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