

City: *Winnetka*



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

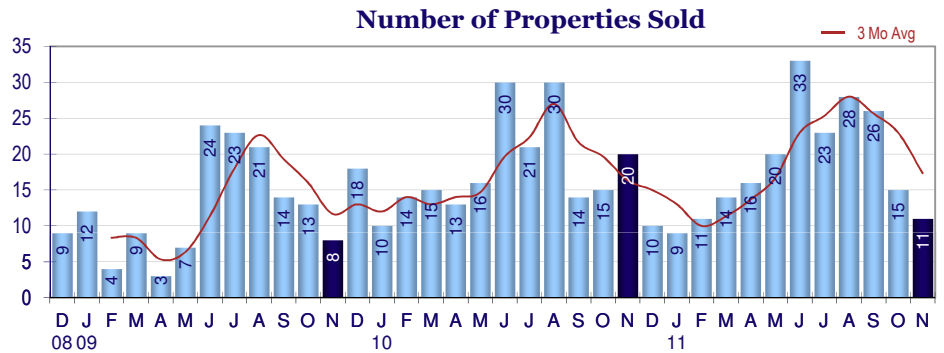
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,495,000	3%		8%				
Average List Price of all Current Listings	\$1,923,818	-6%		5%				
November Median Sales Price	\$1,245,000	25%	12%	24%	20%	\$1,000,000	-7%	-3%
November Average Sales Price	\$1,164,963	-10%	-3%	-22%	-9%	\$1,238,998	-5%	-4%
Total Properties Currently for Sale (Inventory)	135	-16%		-30%				
November Number of Properties Sold	11	-27%		-45%		206	4%	
November Average Days on Market (Solds)	107	23%	23%	-10%	-14%	112	-11%	-10%
Asking Price per Square Foot (based on New Listings)	\$348	-10%	-5%	-18%	-7%	\$385	6%	2%
November Sold Price per Square Foot	\$331	12%	2%	-0%	9%	\$315	-0%	4%
November Month's Supply of Inventory	12.3	14%	23%	27%	-12%	11.1	-19%	-20%
November Sale Price vs List Price Ratio	88.1%	4.1%	.3%	.8%	3.9%	87.4%	3.0%	3.2%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2010) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

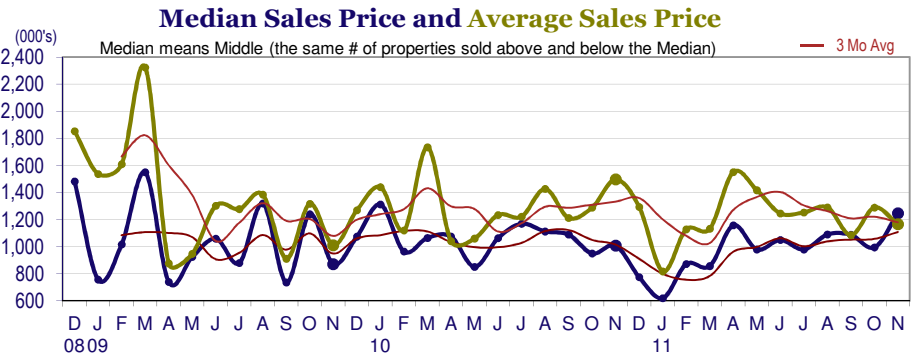
Property Sales

November Property sales were 11, down 45.0% from 20 in November of 2010 and 26.7% lower than the 15 sales last month. November 2011 sales were at a mid level compared to November of 2010 and 2009. November YTD sales of 206 are running 4.0% ahead of last year's year-to-date sales of 198.



Prices

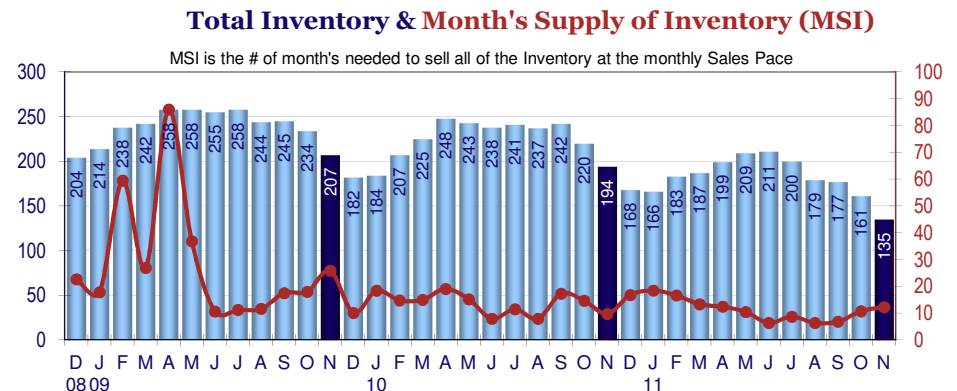
The Median Sales Price in November was \$1,245,000, up 23.6% from \$1,007,500 in November of 2010 and up 25.1% from \$995,000 last month. The Average Sales Price in November was \$1,164,963, down 22.1% from \$1,496,380 in November of 2010 and down 9.6% from \$1,289,305 last month. November 2011 ASP was at a mid range compared to November of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of November was 135, down 16.1% from 161 last month and down 30.4% from 194 in November of last year. November 2011 Inventory was at its lowest level compared with November of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2011 MSI of 12.3 months was at a mid level compared with November of 2010 and 2009.



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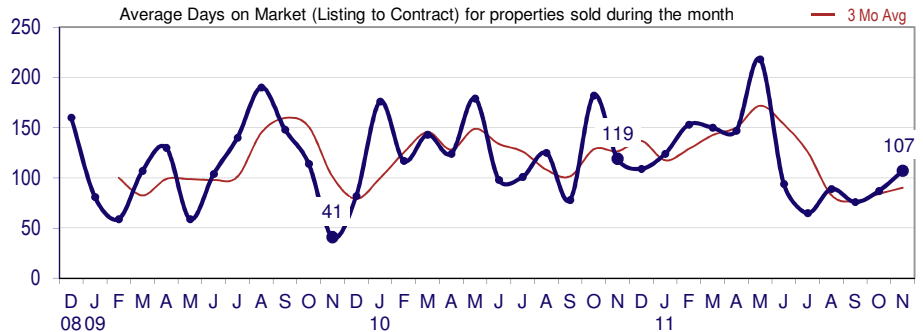


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Market Time

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 November was 107, up 23.0% from 87 days last month and down 10.1% from 119 days in November of last year. The November 2011 DOM was at a mid level compared with November of 2010 and 2009.

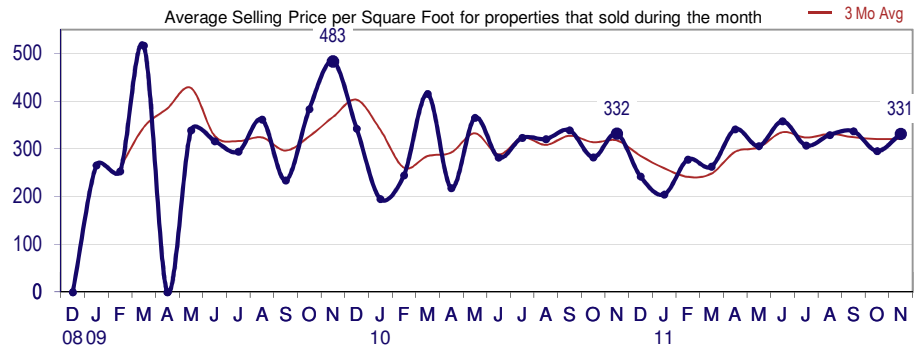
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The November 2011 Selling Price per Square Foot of \$331 was up 12.1% from \$296 last month and down 0.2% from 332 in November of last year.

Selling Price per Square Foot



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 November 2011 Selling Price vs Original List Price of 88.1% was up from 84.6% last month and up from 87.4% in November of last year.

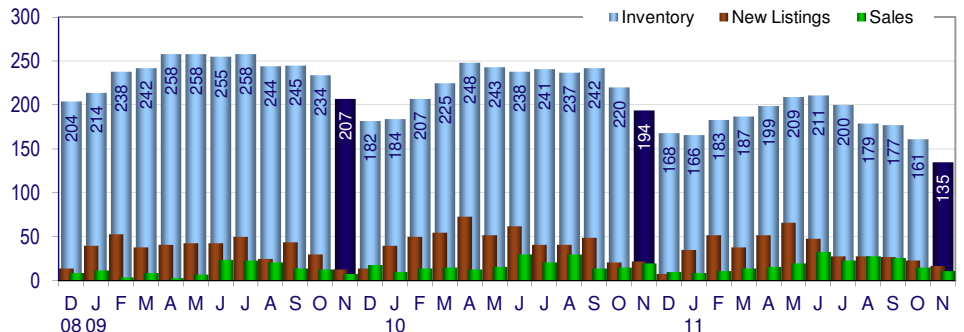
Selling Price versus Listing Price Ratio



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 November 2011 was 17, down 26.1% from 23 last month and down 22.7% from 22 in November of last year.

Inventory / New Listings / Sales





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