

City: *Winnetka*

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Price Range: All | Properties: Single Family

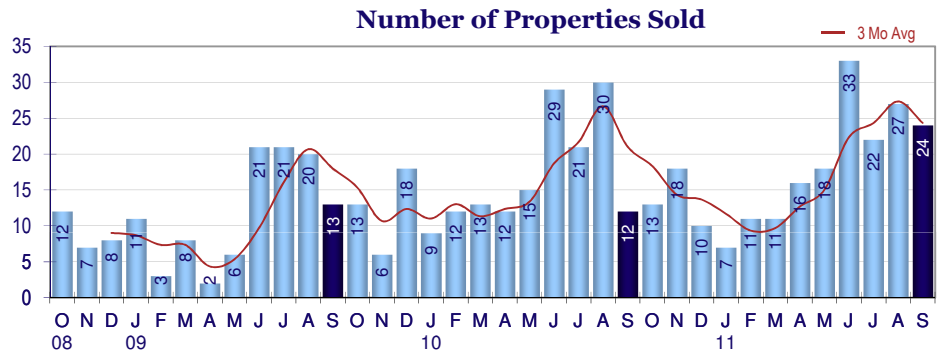
Market Profile & Trends Overview

	Trending versus*:					Trending versus*:		
	Month	LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,682,000	2%		7%				
Average List Price of all Current Listings	\$2,222,409	11%		5%				
September Median Sales Price	\$1,134,625	3%	4%	-7%	3%	\$1,025,000	-7%	-7%
September Average Sales Price	\$1,151,704	-14%	-8%	-11%	-15%	\$1,299,209	-3%	-4%
Total Properties Currently for Sale (Inventory)	152	-1%		-27%				
September Number of Properties Sold	24	-11%		100%		169	10%	
September Average Days on Market (Solds)	71	-21%	-13%	-22%	-44%	104	-16%	-17%
Asking Price per Square Foot (based on New Listings)	\$353	-10%	-5%	5%	-12%	\$396	4%	-1%
September Sold Price per Square Foot	\$350	6%	4%	-5%	13%	\$319	-2%	3%
September Month's Supply of Inventory	6.3	12%	-4%	-63%	-51%	10.7	-19%	-18%
September Sale Price vs List Price Ratio	91.2%	2.1%	1.6%	4.9%	7.6%	88.2%	2.9%	4.0%

* 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)

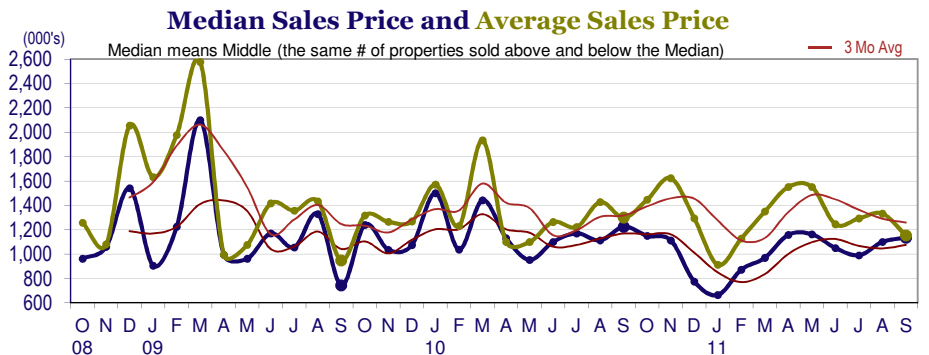
Property Sales

September Property sales were 24, up 100.0% from 12 in September of 2010 and 11.1% lower than the 27 sales last month. September 2011 sales were at their highest level compared to September of 2010 and 2009. September YTD sales of 169 are running 10.5% ahead of last year's year-to-date sales of 153.



Prices

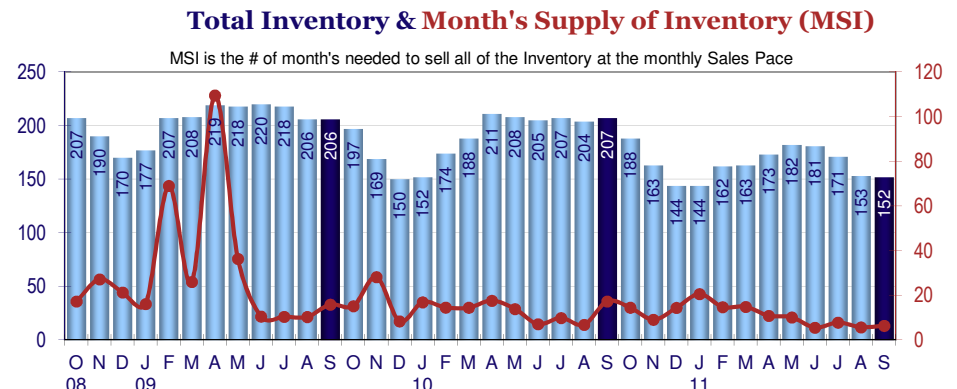
The Median Sales Price in September was \$1,134,625, down 7.3% from \$1,223,750 in September of 2010 and up 3.1% from \$1,100,000 last month. The Average Sales Price in September was \$1,151,704, down 11.4% from \$1,299,583 in September of 2010 and down 13.6% from \$1,332,370 last month. September 2011 ASP was at a mid range compared to September of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of September was 152, down 0.7% from 153 last month and down 26.6% from 207 in September of last year. September 2011 Inventory was at its lowest level compared with September of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2011 MSI of 6.3 months was at its lowest level compared with September of 2010 and 2009.



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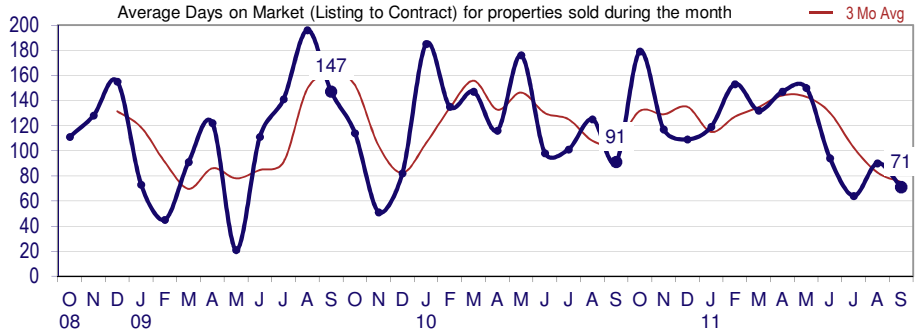


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Market Time

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 September was 71, down 21.1% from 90 days last month and down 22.0% from 91 days in September of last year. The September 2011 DOM was at its lowest level compared with September of 2010 and 2009.

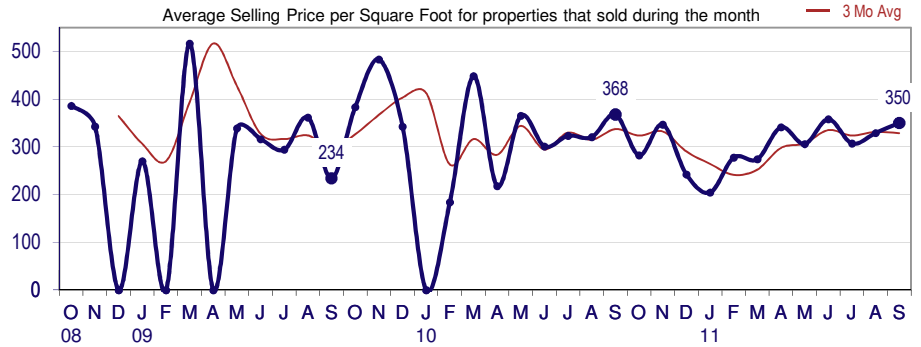
Days On Market for Sold Properties



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 September 2011 Selling Price per Square Foot of \$350 was up 6.4% from \$329 last month and down 4.8% from 368 in September of last year.

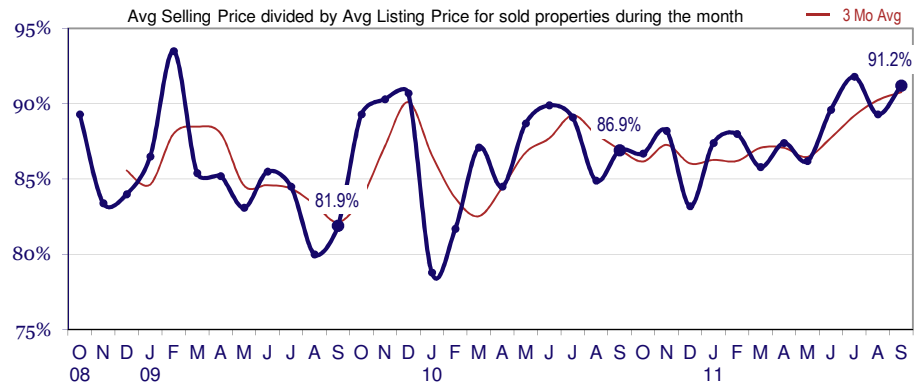
Selling Price per Square Foot



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 September 2011 Selling Price vs Original List Price of 91.2% was up from 89.3% last month and up from 86.9% in September of last year.

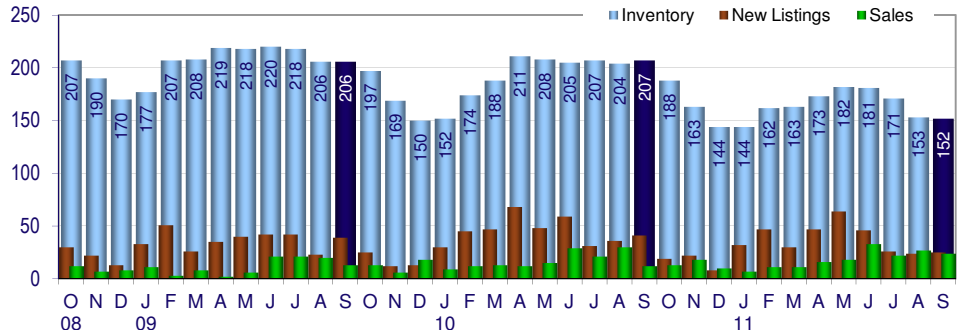
Selling Price versus Listing Price Ratio



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 September 2011 was 25, up 4.2% from 24 last month and down 39.0% from 41 in September of last year.

Inventory / New Listings / Sales





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