

City: *Winnetka*

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Price Range: All | Properties: Single Family

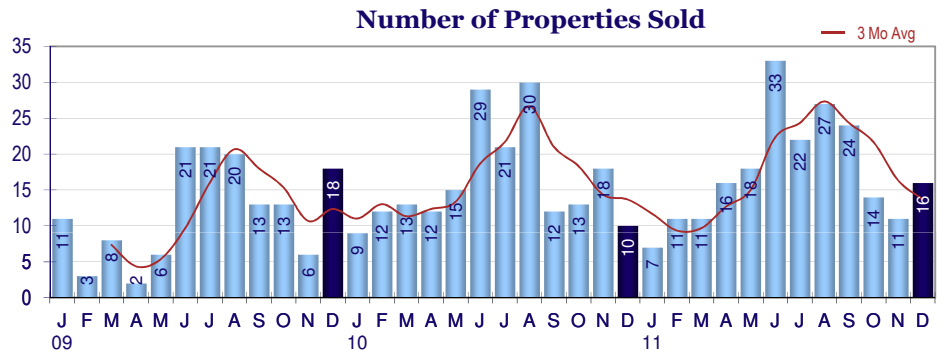
Market Profile & Trends Overview

| | Month | Trending versus*: | | | | YTD | Trending versus*: | |
|--|-------------|-------------------|------|------|------|-------------|-------------------|------------|
| | | LM | L3M | PYM | LY | | Prior YTD | Prior Year |
| Median List Price of all Current Listings | \$1,730,000 | -3% | | 3% | | | | |
| Average List Price of all Current Listings | \$2,126,548 | -2% | | -2% | | | | |
| December Median Sales Price | \$719,875 | -42% | -28% | -7% | -35% | \$1,002,250 | -9% | -9% |
| December Average Sales Price | \$823,568 | -29% | -26% | -36% | -39% | \$1,260,453 | -8% | -7% |
| Total Properties Currently for Sale (Inventory) | 100 | -14% | | -31% | | | | |
| December Number of Properties Sold | 16 | 45% | | 60% | | 210 | 8% | |
| December Average Days on Market (Solds) | 103 | -4% | 16% | -6% | -18% | 104 | -17% | -17% |
| Asking Price per Square Foot (based on New Listings) | \$274 | -21% | -23% | -40% | -32% | \$391 | 0% | -2% |
| December Sold Price per Square Foot | \$276 | -17% | -12% | 14% | -11% | \$314 | -1% | 1% |
| December Month's Supply of Inventory | 6.3 | -41% | -30% | -57% | -52% | 10.3 | -21% | -21% |
| December Sale Price vs List Price Ratio | 85.4% | -3.1% | .1% | 2.6% | .7% | 87.2% | 2.6% | 2.8% |

* 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)

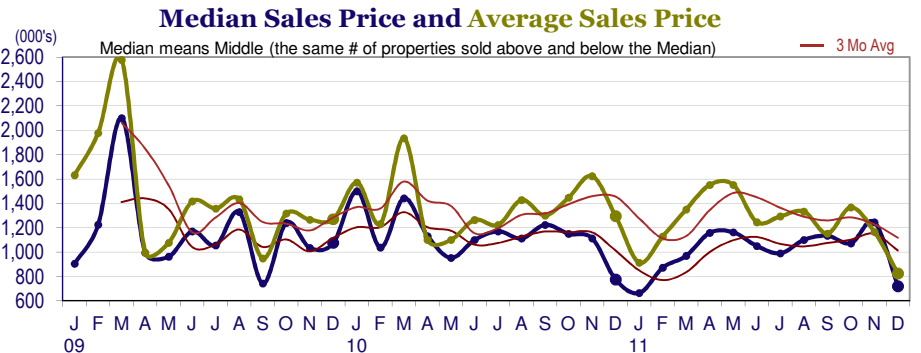
Property Sales

December Property sales were 16, up 60.0% from 10 in December of 2010 and 45.5% higher than the 11 sales last month. December 2011 sales were at a mid level compared to December of 2010 and 2009. December YTD sales of 210 are running 8.2% ahead of last year's year-to-date sales of 194.



Prices

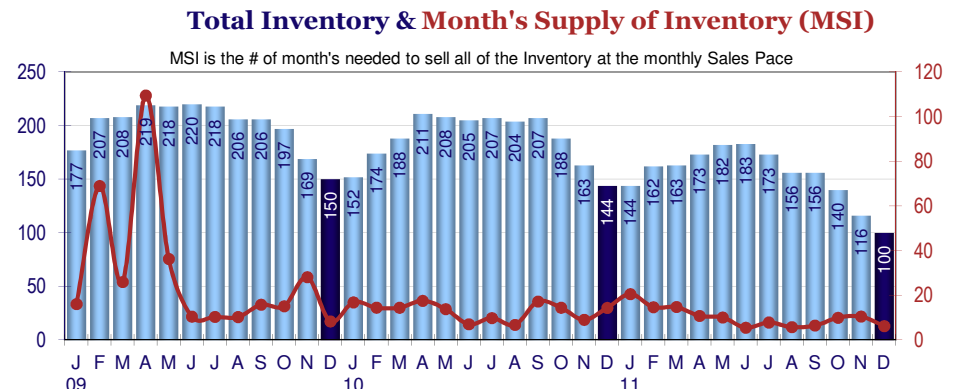
The Median Sales Price in December was \$719,875, down 7.1% from \$775,250 in December of 2010 and down 42.2% from \$1,245,000 last month. The Average Sales Price in December was \$823,568, down 36.3% from \$1,293,670 in December of 2010 and down 29.3% from \$1,164,963 last month. December 2011 ASP was at the lowest level compared to December of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of December was 100, down 13.8% from 116 last month and down 30.6% from 144 in December of last year. December 2011 Inventory was at its lowest level compared with December of 2010 and 2009.

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



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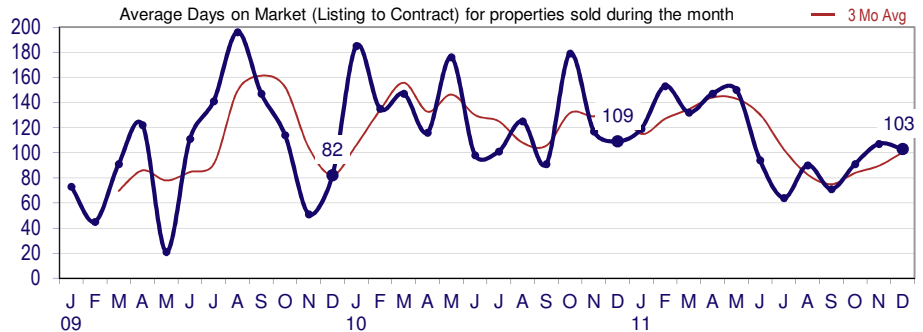


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Market Time

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 December was 103, down 3.7% from 107 days last month and down 5.5% from 109 days in December of last year. The December 2011 DOM was at a mid level compared with December of 2010 and 2009.

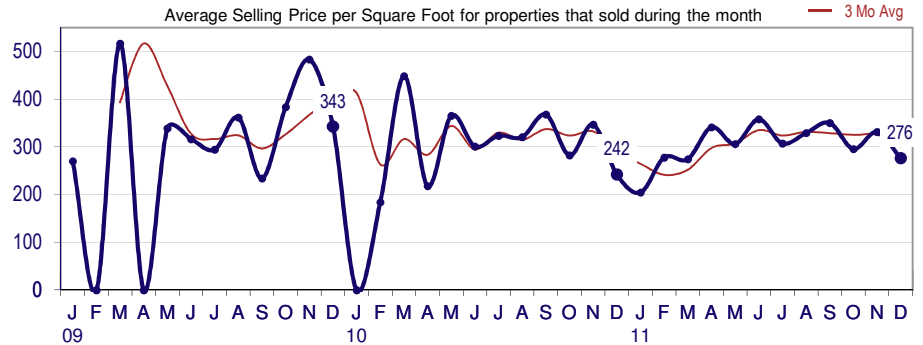
Days On Market for Sold Properties



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 December 2011 Selling Price per Square Foot of \$276 was down 16.6% from \$331 last month and up 14.1% from 242 in December of last year.

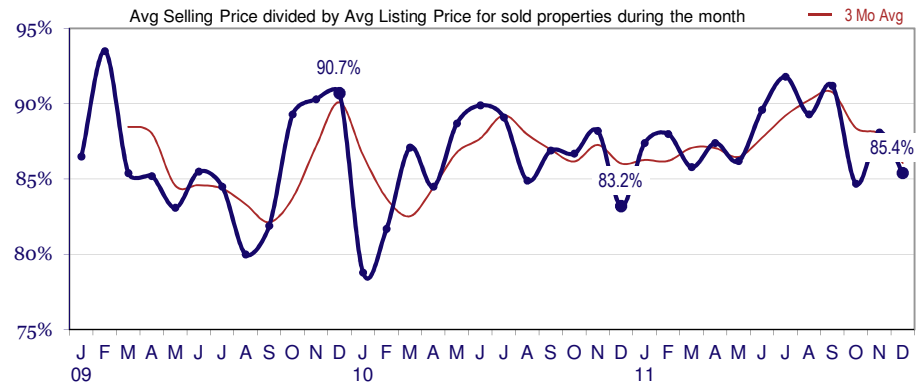
Selling Price per Square Foot



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 December 2011 Selling Price vs Original List Price of 85.4% was down from 88.1% last month and up from 83.2% in December of last year.

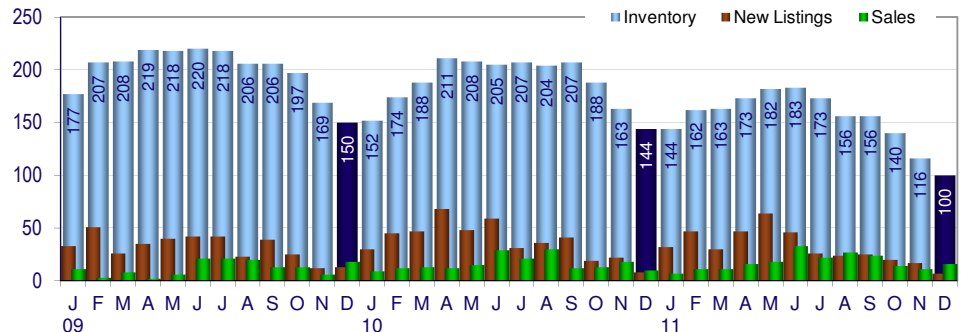
Selling Price versus Listing Price Ratio



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 December 2011 was 7, down 58.8% from 17 last month and down 12.5% from 8 in December of last year.

Inventory / New Listings / Sales



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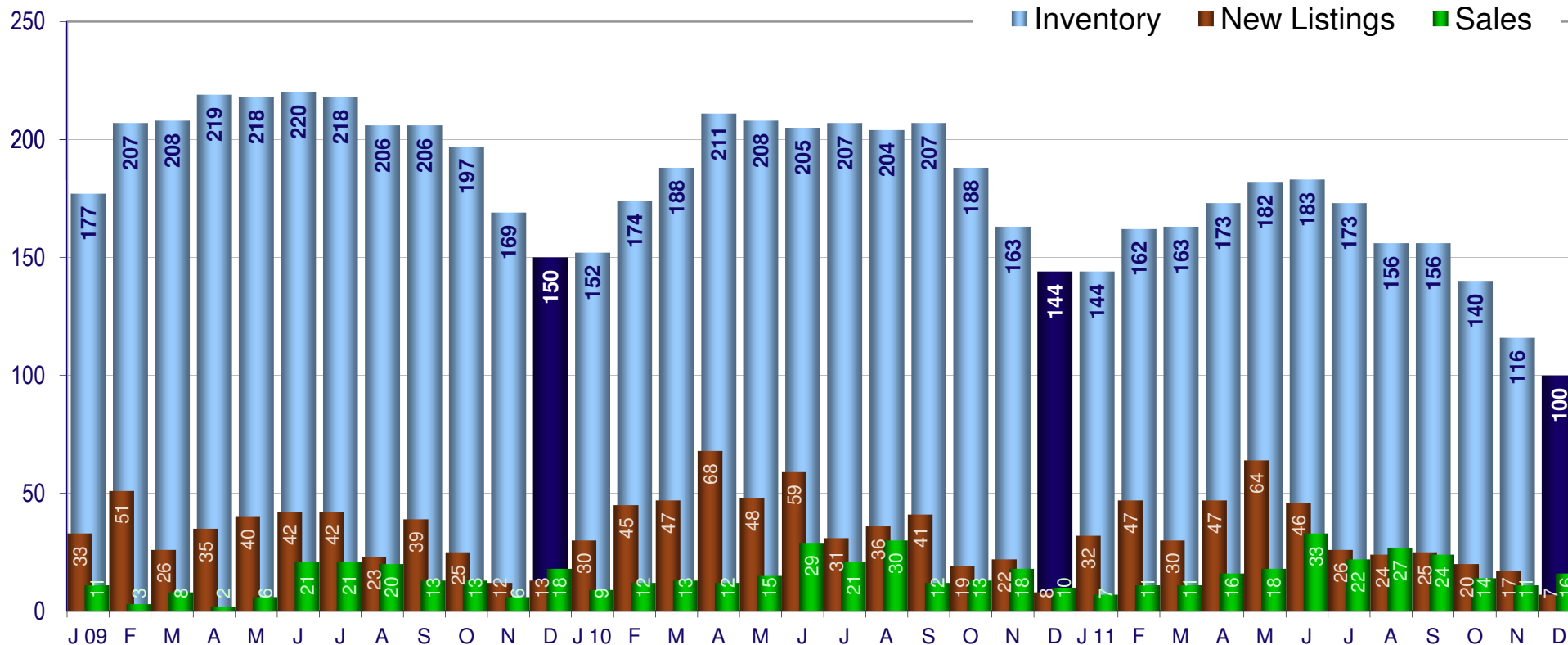
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