

City: *Winnetka*



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

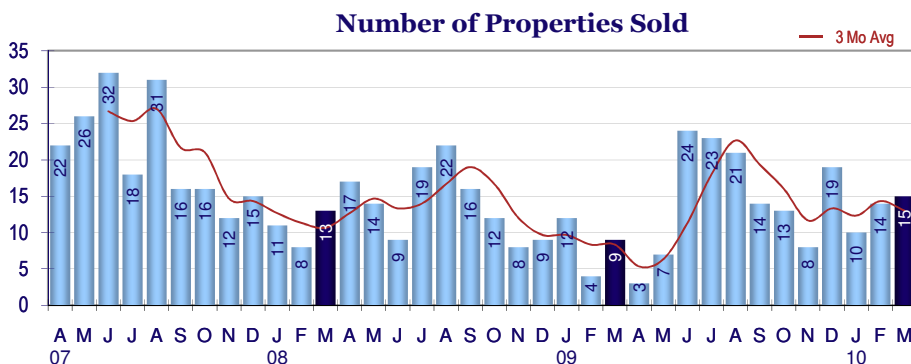
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,260,000	8%		6%				
Average List Price of all Current Listings	\$1,830,280	2%		12%				
March Median Sales Price	\$1,065,000	10%	1%	-31%	3%	\$1,065,000	-13%	3%
March Average Sales Price	\$1,734,553	55%	26%	-25%	31%	\$1,438,572	-21%	9%
Total Properties Currently for Sale (Inventory)	221	8%		-9%				
March Number of Properties Sold	15	7%		67%		39	56%	
March Average Days on Market (Solds)	143	22%	14%	34%	19%	142	65%	18%
Asking Price per Square Foot (based on New Listings)	\$367	-3%	-8%	6%	-3%	\$384	2%	1%
March Sold Price per Square Foot	\$416	70%	21%	-20%	29%	\$342	12%	6%
March Month's Supply of Inventory	14.7	1%	-7%	-45%	-47%	15.9	-54%	-42%
March Sale Price vs List Price Ratio	93.2%	5.8%	2.4%	5.0%	3.9%	90.5%	-1%	.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)

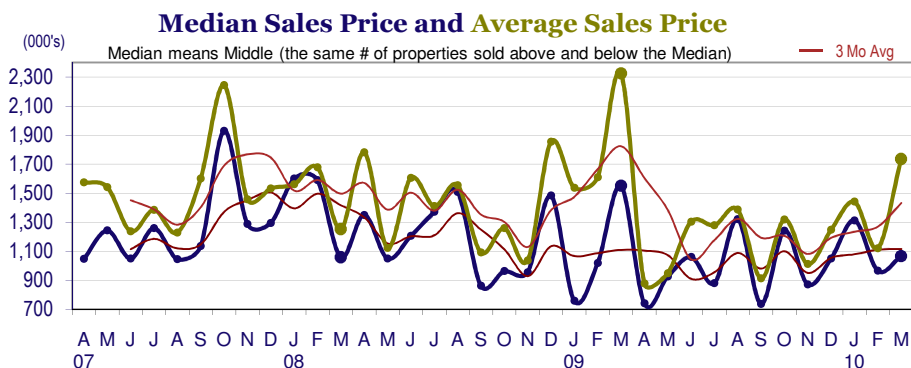
## Property Sales

March Property sales were 15, up 66.7% from 9 in March of 2009 and 7.1% higher than the 14 sales last month. March 2010 sales were at their highest level compared to March of 2009 and 2008. March YTD sales of 39 are running 56.0% ahead of last year's year-to-date sales of 25.



## Prices

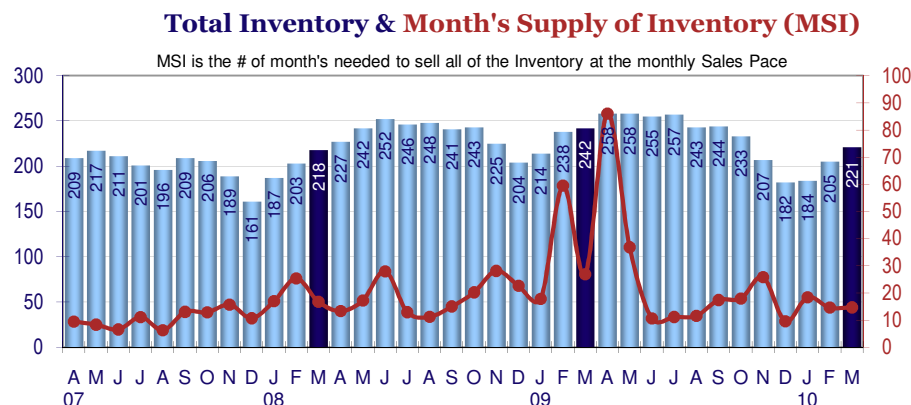
The Median Sales Price in March was \$1,065,000, down -31.3% from \$1,550,000 in March of 2009 and up 10.4% from \$965,000 last month. The Average Sales Price in March was \$1,734,553, down -25.4% from \$2,323,861 in March of 2009 and up 54.8% from \$1,120,179 last month. March 2010 ASP was at a mid range compared to March of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of March was 221, up 7.8% from 205 last month and down -8.7% from 242 in March of last year. March 2010 Inventory was at a mid level compared with March of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2010 MSI of 14.7 months was at its lowest level compared with March of 2009 and 2008.



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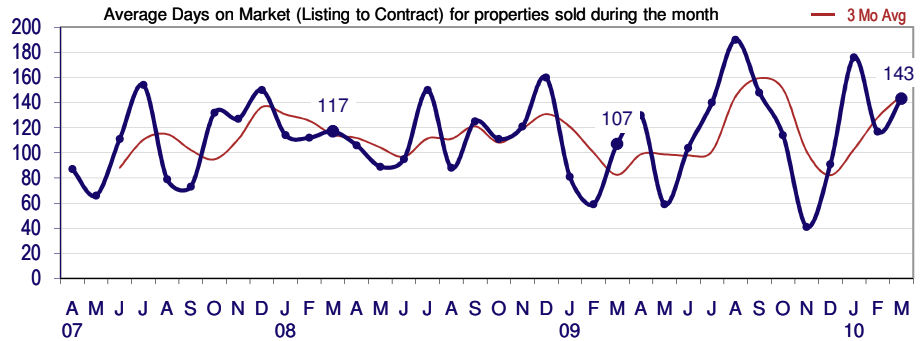


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## Market Time

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 March was 143, up 22.2% from 117 days last month and up 33.6% from 107 days in March of last year. The March 2010 DOM was at a mid level compared with March of 2009 and 2008.

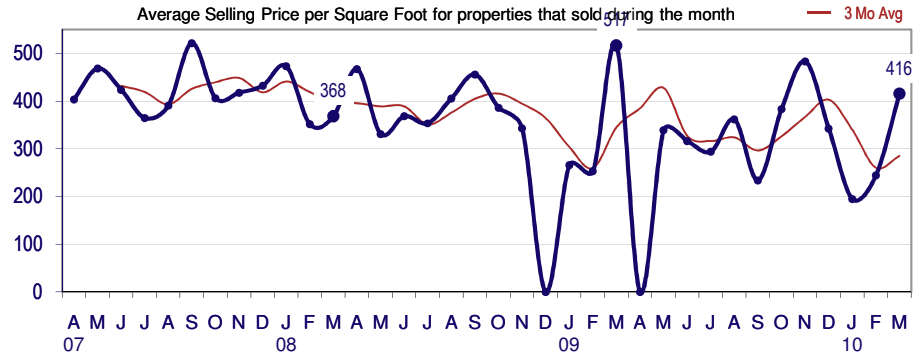
## Days On Market for Sold Properties



## 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 March 2010 Selling Price per Square Foot of \$416 was up 69.8% from \$245 last month and down -19.6% from 517 in March 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 March 2010 Selling Price vs Original List Price of 93.2% was up from 88.1% last month and up from 88.8% in March of last year.

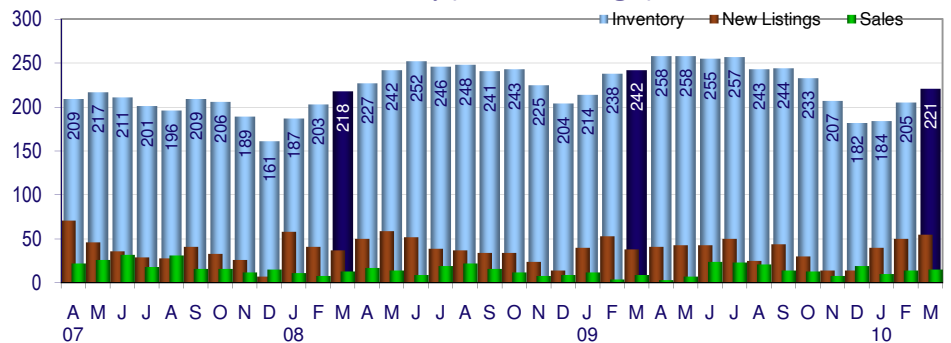
## Selling Price versus Listing Price Ratio



## 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 March 2010 was 55, up 10.0% from 50 last month and up 44.7% from 38 in March of last year.

## Inventory / New Listings / Sales



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	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	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
Homes Sold	22	26	32	18	31	16	16	12	15	11	8	13	17	14	9	19	22	16	12	8	9	12	4	9	3	7	24	23	21	14	13	8	19	10	14	15
3 Mo. Roll Avg			27	25	27	22	21	15	14	13	11	11	13	15	13	14	17	19	17	12	10	10	8	8	5	6	11	18	23	19	16	12	13	12	14	13

(000's)	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	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
Median Sale Price	1048	1243	1050	1259	1045	1136	1929	1288	1295	1600	1589	1058	1350	1050	1205	1370	1509	863	963	955	1483	758	1018	1550	740	925	1060	880	1320	736	1240	871	1050	1313	965	1065
3 Mo. Roll Avg			1113	1184	1118	1147	1370	1451	1504	1394	1495	1416	1332	1153	1202	1208	1361	1247	1111	927	1133	1065	1086	1108	1103	1072	908	955	1087	979	1099	949	1054	1078	1109	1114

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	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
Inventory	209	217	211	201	196	209	206	189	161	187	203	218	227	242	252	246	248	241	243	225	204	214	238	242	258	258	255	257	243	244	233	207	182	184	205	221
MSI	10	8	7	11	6	13	13	16	11	17	25	17	13	17	28	13	11	15	20	28	23	18	60	27	86	37	11	11	12	17	18	26	10	18	15	15

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	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
Days on Market	87	66	111	154	79	73	132	127	150	114	112	117	106	89	95	150	88	125	111	121	160	81	59	107	130	59	104	140	190	148	114	41	91	176	117	143
3 Mo. Roll Avg			88	110	115	102	95	111	136	130	125	114	112	104	97	111	111	121	108	119	131	121	100	82	99	99	98	101	145	159	151	101	82	103	128	145

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	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
Price per Sq Ft	404	469	424	365	391	522	406	418	432	473	352	368	468	331	369	354	406	456	386	343	0	266	253	517	0	339	316	294	362	234	384	483	343	195	245	416
3 Mo. Roll Avg			432	419	393	426	440	449	419	441	419	398	396	389	389	351	376	405	416	395	364	304	259	345	385	428	328	316	324	297	326	367	403	340	261	285

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	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
Sale to List Price	0.961	0.947	0.941	0.954	0.953	0.934	0.929	0.931	0.960	0.914	0.928	0.927	0.914	0.903	0.936	0.935	0.933	0.933	0.923	0.901	0.902	0.909	0.958	0.888	0.936	0.851	0.915	0.892	0.891	0.890	0.930	0.907	0.937	0.867	0.881	0.932
3 Mo. Roll Avg			0.950	0.947	0.949	0.947	0.939	0.931	0.940	0.935	0.934	0.923	0.923	0.915	0.918	0.925	0.935	0.934	0.930	0.919	0.909	0.904	0.923	0.918	0.927	0.892	0.901	0.886	0.899	0.891	0.904	0.909	0.925	0.904	0.895	0.893

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	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
New Listings	71	46	36	29	28	41	33	26	7	58	41	37	50	59	52	39	37	34	34	24	14	40	53	38	41	43	43	50	25	44	30	14	14	40	50	55
Inventory	209	217	211	201	196	209	206	189	161	187	203	218	227	242	252	246	248	241	243	225	204	214	238	242	258	258	255	257	243	244	233	207	182	184	205	221
Sales	22	26	32	18	31	16	16	12	15	11	8	13	17	14	9	19	22	16	12	8	9	12	4	9	3	7	24	23	21	14	13	8	19	10	14	15

(000's)	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	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
Avg Sale Price	1574	1541	1236	1383	1228	1600	2244	1457	1533	1560	1677	1251	1782	1122	1604	1410	1554	1091	1258	1036	1853	1537	1609	2324	877	948	1302	1278	1385	911	1317	1010	1247	1440	1120	1735
3 Mo. Roll Avg			1450	1387	1282	1404	1690	1767	1744	1517	1590	1496	1570	1385	1503	1379	1523	1352	1301	1128	1382	1475	1666	1823	1603	1383	1042	1176	1322	1192	1205	1080	1192	1233	1269	1432