

MLS Area: Winnetka



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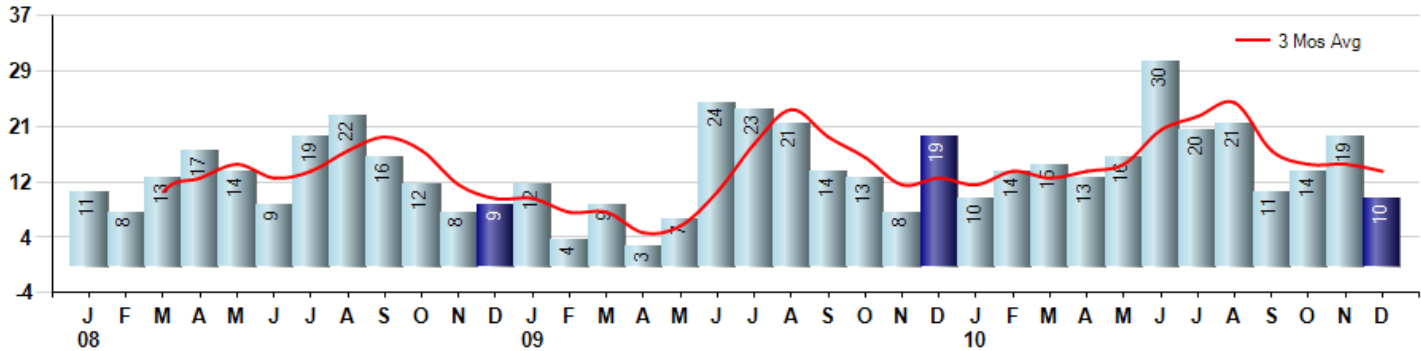
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,472,500	↑		↑				
Average List Price of all Current Listings	\$1,955,265	↑		↑				
December Median Sales Price	\$775,250	↓	↓	↓	↓	\$1,050,000	↑	↑
December Average Sales Price	\$1,293,670	↓	↓	↑	↓	\$1,295,166	↓	↓
Total Properties Currently for Sale (Inventory)	158	↓		↓				
December Number of Properties Sold	10	↓		↓		193	↑	
December Average Days on Market (Solds)	109	↓	↓	↑	↓	122	↑	↑
December Month's Supply of Inventory	15.8	↑	↑	↑	↓	14.5	↓	↓
December Sale Price vs List Price Ratio	83.2%	↓	↑	↓	↓	85.6%	↑	↑

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

Property Sales

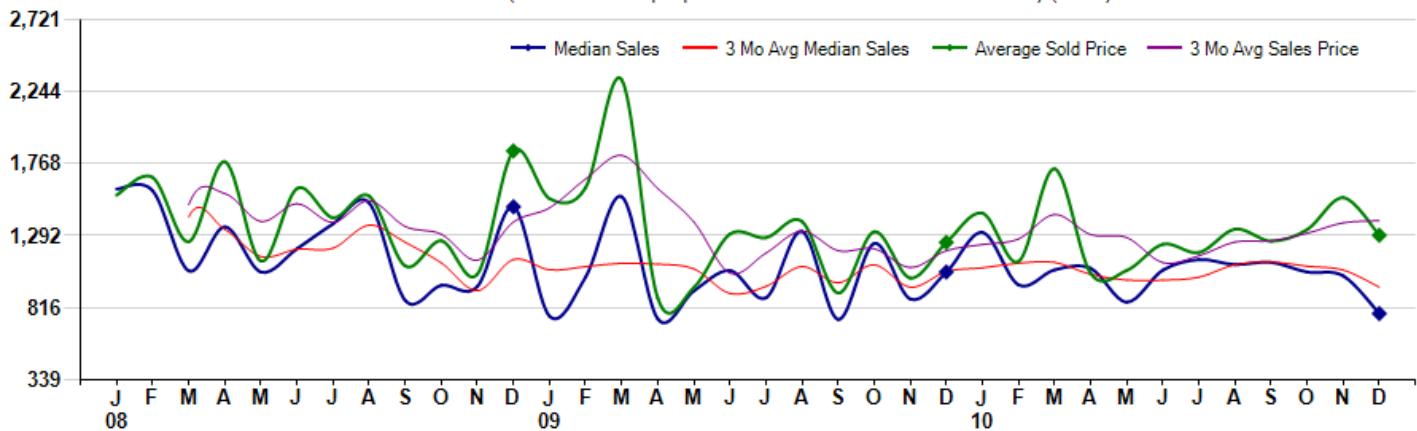
December Property sales were 10, down -47.4% from 19 in December of 2009 and -47.4% lower than the 19 sales last month. December 2010 sales were at a mid level compared to December of 2009 and 2008. December YTD sales of 193 are running 22.9% ahead of last year's year-to-date sales of 157.



Prices

The Median Sales Price in December was \$775,250, down -26.2% from \$1,050,000 in December of 2009 and down -24.4% from \$1,025,000 last month. The Average Sales Price in December was \$1,293,670, up 3.7% from \$1,247,233 in December of 2009 and down -16.2% from \$1,543,058 last month. December 2010 ASP was at a mid range compared to December of 2009 and 2008.

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 1/1/2008 through 12/31/2010. 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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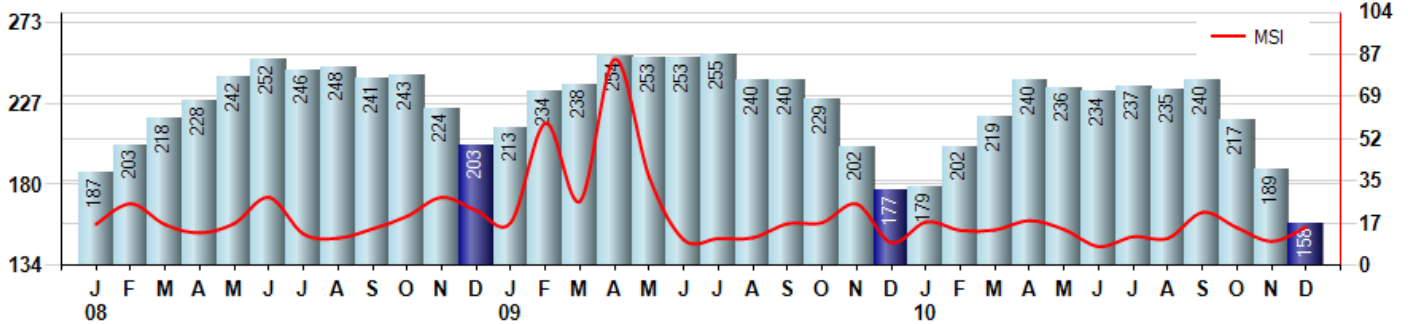
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 158, down -16.4% from 189 last month and down -10.7% from 177 in December of last year. December 2010 Inventory was at the lowest level compared to December of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2010 MSI of 15.8 months was at a mid range compared with December of 2009 and 2008.

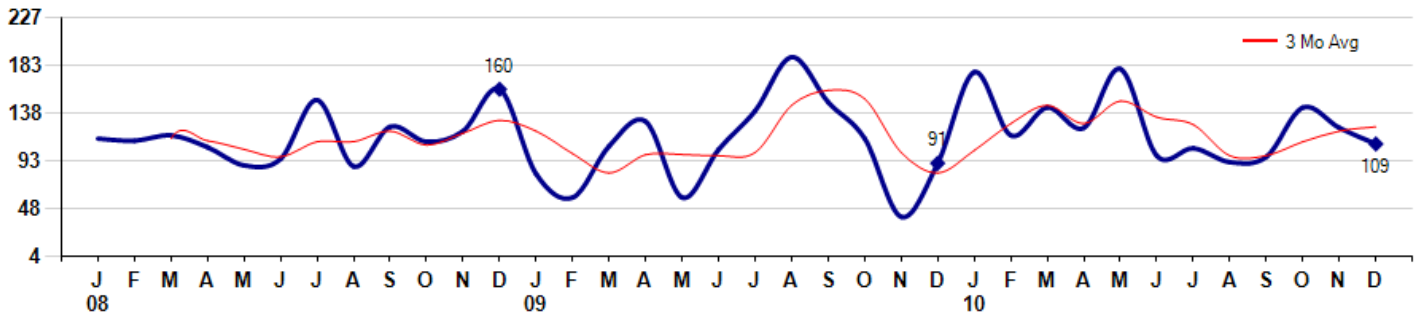
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 109, down -12.1% from 124 days last month and up 19.8% from 91 days in December of last year. The December 2010 DOM was at a mid range compared with December of 2009 and 2008.

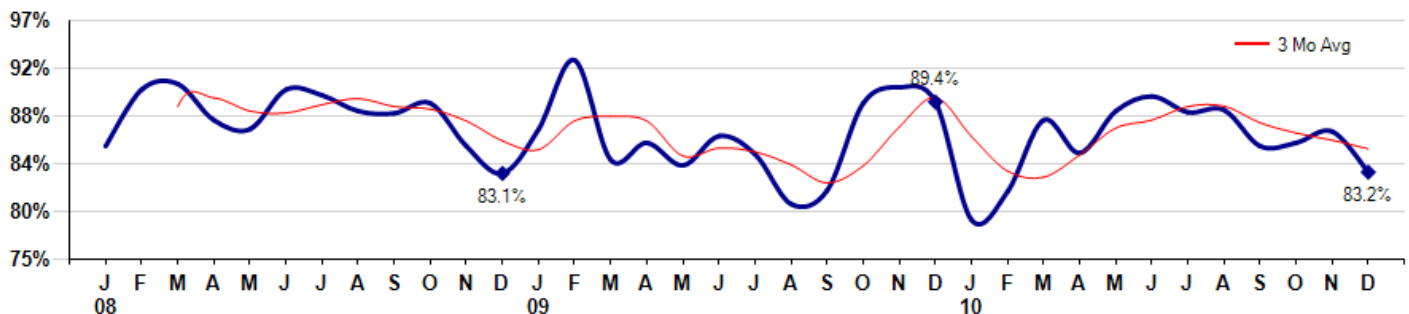
Average Days on Market (Listing to Contract) for properties sold during the month



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 December 2010 Selling Price vs Original List Price of 83.2% was down from 86.8% last month and down from 89.4% in December of last year.

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



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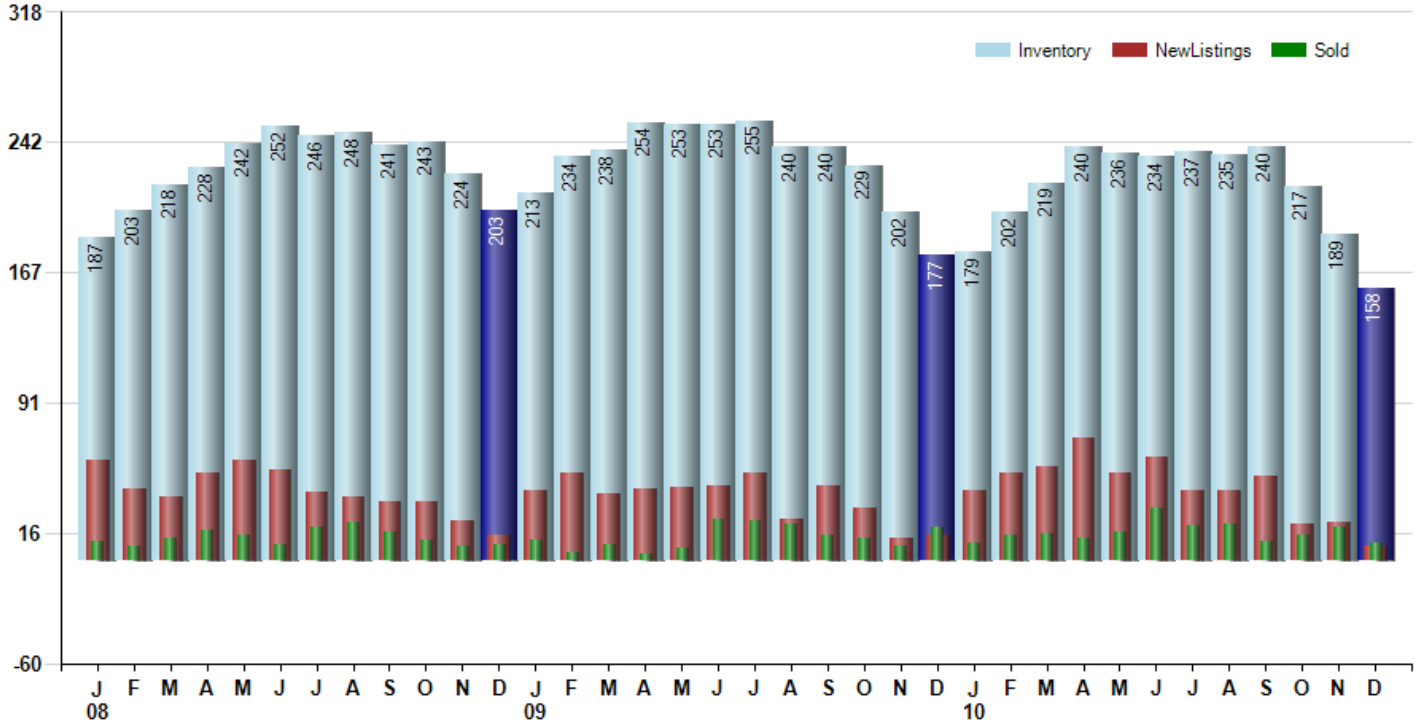
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Inventory / New Listings / Sales

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 December 2010 was 8, down -63.6% from 22 last month and down -42.9% from 14 in December of last year.



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Homes Sold	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	13	16	30	20	21	11	14	19	10
3 Mo. Roll Avg			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	14	15	20	22	24	17	15	15	14

(000's)	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	A	M	J	J	A	S	O	N	D
Median Sale Price	1,600	1,589	1,058	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	1,133	1,100	1,115	1,050	1,025	775
3 Mo. Roll Avg			1,416	1,332	1,153	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	1,016	1,099	1,116	1,088	1,063	950

	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	A	M	J	J	A	S	O	N	D
Inventory	187	203	218	228	242	252	246	248	241	243	224	203	213	234	238	254	253	253	255	240	240	229	202	177	179	202	219	240	236	234	237	235	240	217	189	158
MSI	17	25	17	13	17	28	13	11	15	20	28	23	18	59	26	85	36	11	11	11	17	18	25	9	18	14	15	18	15	8	12	11	22	16	10	16

	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	A	M	J	J	A	S	O	N	D
Days On Market	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	124	179	98	105	92	97	143	124	109
3 Mo. Roll Avg			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	128	149	134	127	98	98	111	121	125

	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	A	M	J	J	A	S	O	N	D
Price per Sq Ft	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	218	365	282	323	315	368	282	332	242
3 Mo. Roll Avg			398	396	389	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	307	335	322	327	285

	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	A	M	J	J	A	S	O	N	D
Sale to List Price	0.855	0.905	0.910	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	0.885	0.887	0.855	0.858	0.868	0.832
3 Mo. Roll Avg			0.890	0.898	0.886	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	0.890	0.890	0.876	0.867	0.860	0.853

	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	A	M	J	J	A	S	O	N	D
New Listings	58	41	37	50	58	52	39	37	34	34	23	14	40	50	38	41	42	43	50	24	43	30	13	14	40	50	54	71	50	60	40	40	49	21	22	8
Inventory	187	203	218	228	242	252	246	248	241	243	224	203	213	234	238	254	253	253	255	240	240	229	202	177	179	202	219	240	236	234	237	235	240	217	189	158
Sales	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	13	16	30	20	21	11	14	19	10

(000's)	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	A	M	J	J	A	S	O	N	D
Avg Sale Price	1,560	1,677	1,251	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	1,180	1,335	1,255	1,331	1,543	1,294
3 Mo. Roll Avg			1,496	1,570	1,385	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	1,158	1,250	1,257	1,307	1,377	1,389

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