

## MLS Area: Winnetka



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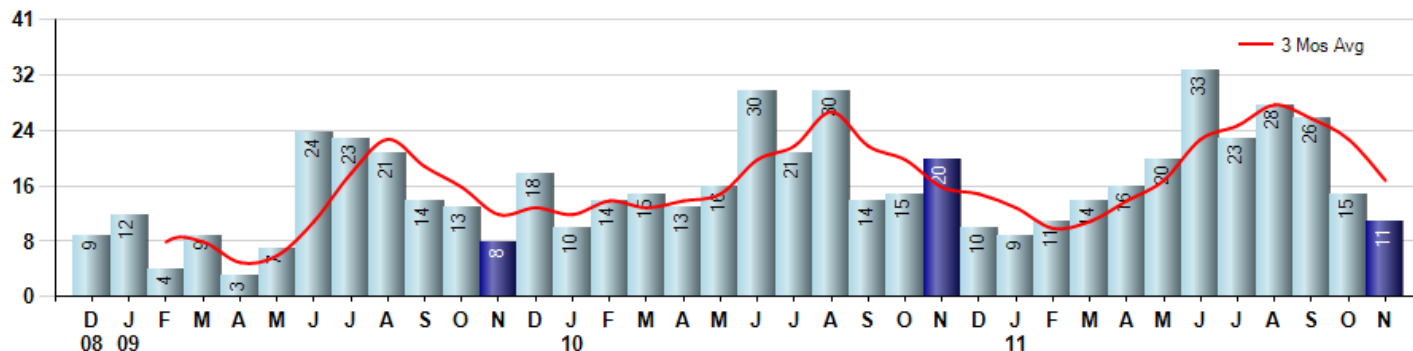
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,495,000	↑		↑				
Average List Price of all Current Listings	\$1,923,818	↓		↑				
November Median Sales Price	\$1,245,000	↑	↑	↑	↑	\$1,000,000	↓	↓
November Average Sales Price	\$1,164,963	↓	↓	↓	↓	\$1,238,998	↓	↓
Total Properties Currently for Sale (Inventory)	135	↓		↓				
November Number of Properties Sold	11	↓		↓		206	↑	
November Average Days on Market (Solds)	107	↑	↑	↓	↓	112	↓	↓
November Month's Supply of Inventory	12.3	↑	↑	↑	↓	11.1	↓	↓
November Sale Price vs List Price Ratio	88.1%	↑	↑	↑	↑	87.4%	↑	↑

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

### Property Sales

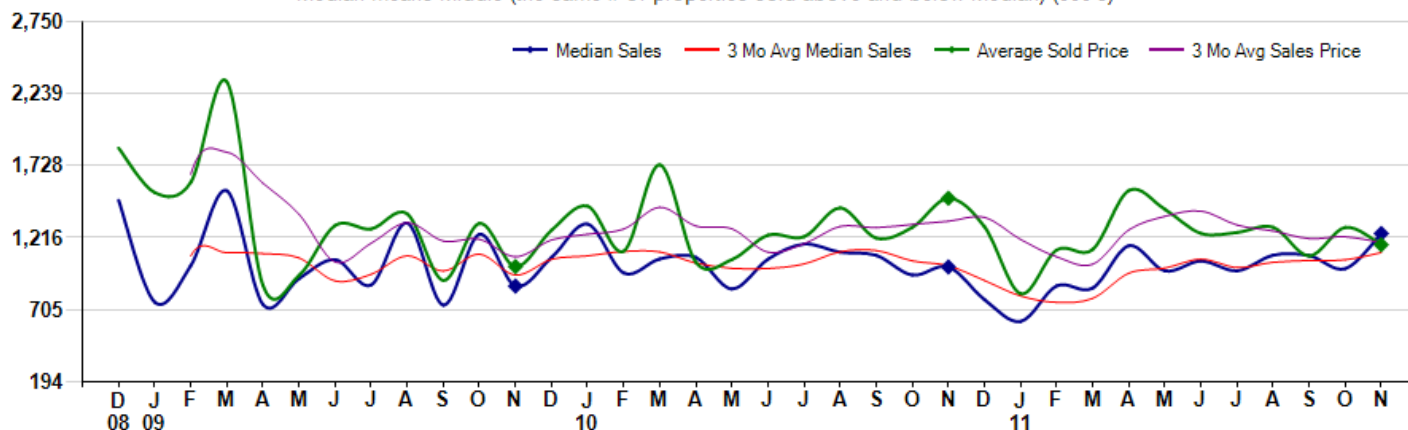
November Property sales were 11, down -45.0% from 20 in November of 2010 and -26.7% lower than the 15 sales last month. November 2011 sales were at a mid level compared to November of 2010 and 2009. November YTD sales of 206 are running 4.0% ahead of last year's year-to-date sales of 198.



### 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.

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 12/1/2008 through 11/30/2011. 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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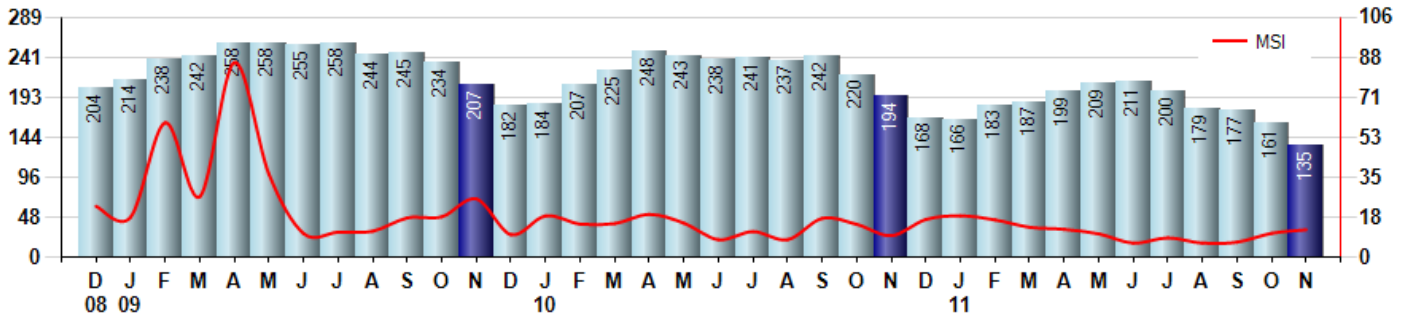
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### Inventory & MSI

The Total Inventory of Properties available for sale as of 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 the lowest level compared to 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 range compared with November of 2010 and 2009.

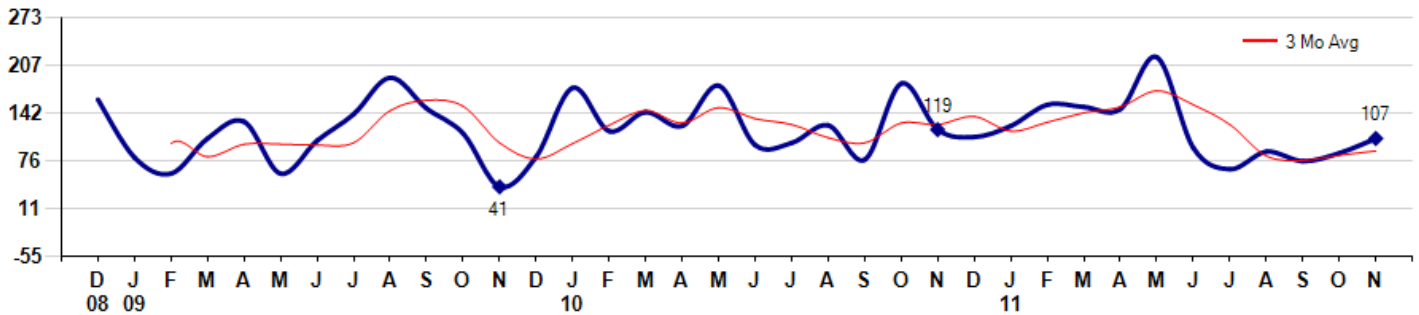
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 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 range compared with November of 2010 and 2009.

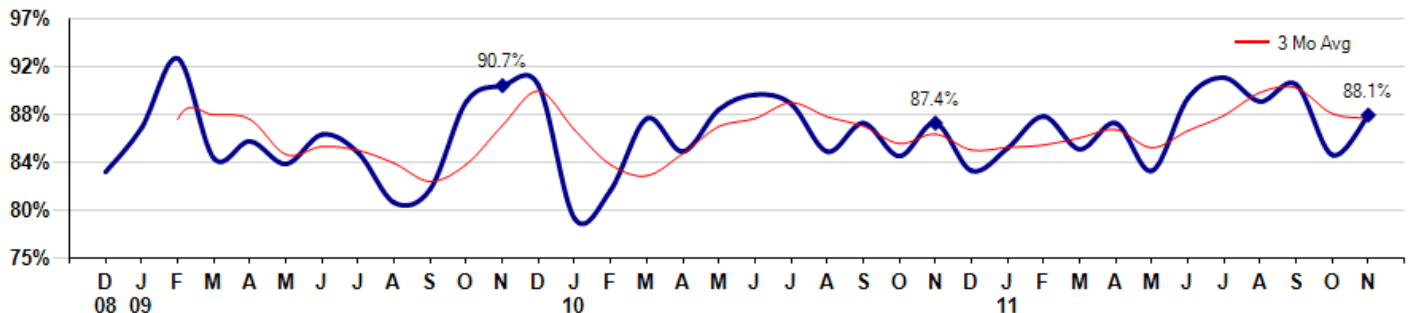
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 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.

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



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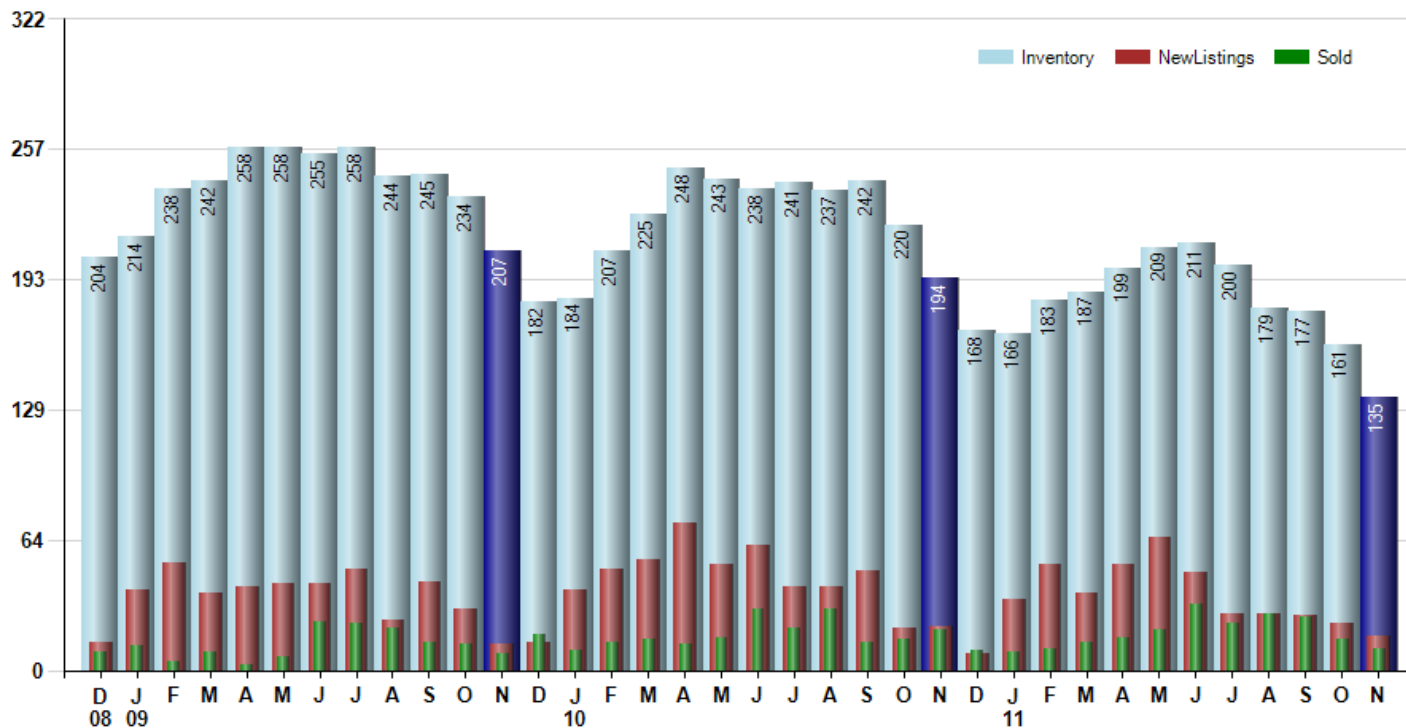
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### Inventory / New Listings / Sales

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



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# MARKET ACTION REPORT

November 2011

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	D 08	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	J 11	F	M	A	M	J	J	A	S	O	N
Homes Sold	9	12	4	9	3	7	24	23	21	14	13	8	18	10	14	15	13	16	30	21	30	14	15	20	10	9	11	14	16	20	33	23	28	26	15	11
3 Mo. Roll Avg			8	8	5	6	11	18	23	19	16	12	13	12	14	13	14	15	20	22	27	22	20	16	15	13	10	11	14	17	23	25	28	26	23	17

(000's)	D 08	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	J 11	F	M	A	M	J	J	A	S	O	N
Median Sale Price	1,483	758	1,018	1,550	740	925	1,060	880	1,320	736	1,240	871	1,075	1,313	965	1,065	1,075	851	1,064	1,170	1,113	1,090	950	1,008	775	620	873	858	1,159	980	1,050	980	1,091	1,088	995	1,245
3 Mo. Roll Avg			1,086	1,108	1,103	1,072	908	955	1,087	979	1,099	949	1,062	1,086	1,118	1,114	1,035	997	997	1,028	1,115	1,124	1,051	1,016	911	801	756	783	963	999	1,063	1,003	1,040	1,053	1,058	1,109

	D 08	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	J 11	F	M	A	M	J	J	A	S	O	N
Inventory	204	214	238	242	258	258	255	258	244	245	234	207	182	184	207	225	248	243	238	241	237	242	220	194	168	166	183	187	199	209	211	200	179	177	161	135
MSI	23	18	60	27	86	37	11	11	12	18	18	26	10	18	15	15	19	15	8	11	8	17	15	10	17	18	17	13	12	10	6	9	6	7	11	12

	D 08	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	J 11	F	M	A	M	J	J	A	S	O	N
Days On Market	160	81	59	107	130	59	104	140	190	148	114	41	82	176	117	143	124	179	98	101	125	78	182	119	109	124	153	150	147	218	94	65	89	76	87	107
3 Mo. Roll Avg			100	82	99	99	98	101	145	159	151	101	79	100	125	145	128	149	134	126	108	101	128	126	137	117	129	142	150	172	153	126	83	77	84	90

	D 08	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	J 11	F	M	A	M	J	J	A	S	O	N
Price per Sq Ft	0	266	253	517	0	339	316	294	362	234	384	483	343	195	245	416	218	365	282	323	321	339	282	332	242	204	278	263	341	306	358	307	329	337	296	331
3 Mo. Roll Avg			173	345	257	285	218	316	324	297	327	367	403	340	261	285	293	333	288	323	309	328	314	318	285	259	241	248	294	303	335	324	331	324	321	321

	D 08	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	J 11	F	M	A	M	J	J	A	S	O	N
Sale to List Price	0.831	0.870	0.931	0.843	0.858	0.838	0.864	0.848	0.804	0.816	0.893	0.907	0.907	0.790	0.815	0.878	0.849	0.886	0.899	0.891	0.849	0.874	0.845	0.874	0.832	0.852	0.880	0.851	0.874	0.832	0.896	0.914	0.893	0.908	0.846	0.881
3 Mo. Roll Avg			0.877	0.881	0.877	0.846	0.853	0.850	0.839	0.823	0.838	0.872	0.902	0.868	0.837	0.828	0.847	0.871	0.878	0.892	0.880	0.871	0.856	0.864	0.850	0.853	0.855	0.861	0.868	0.852	0.867	0.881	0.901	0.905	0.882	0.878

	D 08	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	J 11	F	M	A	M	J	J	A	S	O	N
New Listings	14	40	53	38	41	43	43	50	25	44	30	13	14	40	50	55	73	52	62	41	41	49	21	22	8	35	52	38	52	66	48	28	28	27	23	17
Inventory	204	214	238	242	258	258	255	258	244	245	234	207	182	184	207	225	248	243	238	241	237	242	220	194	168	166	183	187	199	209	211	200	179	177	161	135
Sales	9	12	4	9	3	7	24	23	21	14	13	8	18	10	14	15	13	16	30	21	30	14	15	20	10	9	11	14	16	20	33	23	28	26	15	11

(000's)	D 08	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	J 11	F	M	A	M	J	J	A	S	O	N
Avg Sale Price	1,853	1,537	1,609	2,324	877	948	1,302	1,278	1,385	911	1,317	1,010	1,269	1,440	1,120	1,735	1,041	1,061	1,234	1,222	1,427	1,213	1,289	1,496	1,294	818	1,129	1,133	1,551	1,417	1,246	1,253	1,290	1,086	1,289	1,165
3 Mo. Roll Avg			1,666	1,823	1,603	1,383	1,042	1,176	1,322	1,192	1,205	1,080	1,199	1,240	1,277	1,432	1,299	1,279	1,112	1,172	1,295	1,287	1,310	1,333	1,360	1,203	1,080	1,026	1,271	1,367	1,405	1,305	1,263	1,210	1,222	1,180

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