

City: *Winnetka*



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

Market Profile & Trends Overview

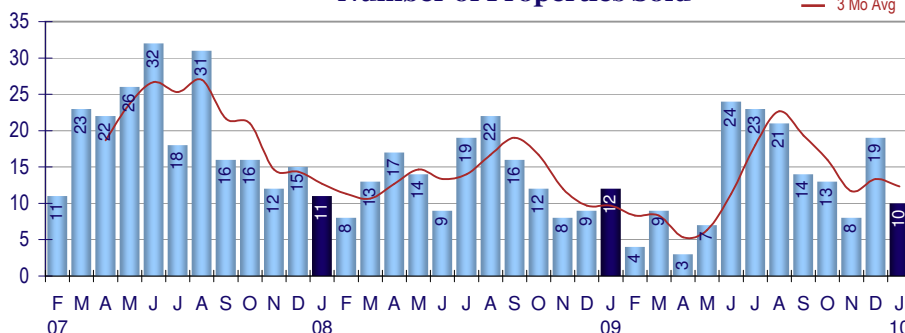
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,275,000	0%		-2%				
Average List Price of all Current Listings	\$2,000,402	6%		9%				
January Median Sales Price	\$1,312,500	25%	18%	73%	27%	\$1,312,500	73%	27%
January Average Sales Price	\$1,440,350	15%	14%	-6%	9%	\$1,440,350	-6%	9%
Total Properties Currently for Sale (Inventory)	177	1%		-17%				
January Number of Properties Sold	10	-47%		-17%		10	-17%	
January Average Days on Market (Solds)	176	93%	66%	117%	47%	176	117%	47%
Asking Price per Square Foot (based on New Listings)	\$419	-8%	38%	-16%	8%	\$419	-16%	8%
January Sold Price per Square Foot	\$195	-43%	-45%	-27%	-39%	\$195	-27%	-39%
January Month's Supply of Inventory	17.7	91%	1%	-1%	-36%	17.7	-1%	-36%
January Sale Price vs List Price Ratio	79.0%	####	-9.1%	-9.2%	-6.5%	79.5%	-9.2%	-5.9%

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

Property Sales

January Property sales were 10, down -16.7% from 12 in January of 2009 and -47.4% lower than the 19 sales last month. January 2010 sales were at their lowest level compared to January of 2009 and 2008. January YTD sales of 10 are running -16.7% behind last year's year-to-date sales of 12.

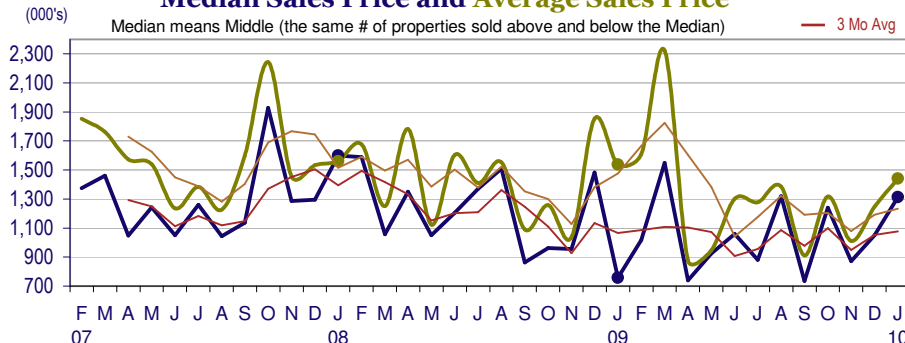
Number of Properties Sold



Prices

The Median Sales Price in January was \$1,312,500, up 73.3% from \$757,500 in January of 2009 and up 25.0% from \$1,050,000 last month. The Average Sales Price in January was \$1,440,350, down -6.3% from \$1,537,025 in January of 2009 and up 15.5% from \$1,247,233 last month. January 2010 ASP was at the lowest level compared to January of 2009 and 2008.

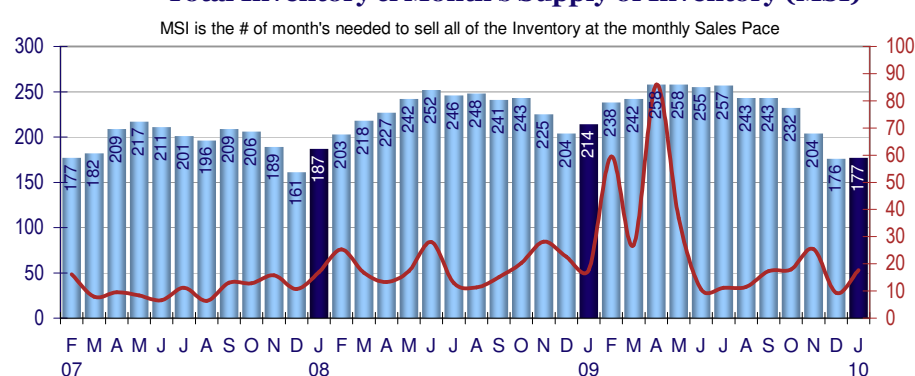
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 177, up 0.6% from 176 last month and down -17.3% from 214 in January of last year. January 2010 Inventory was at its lowest level compared with January of 2009 and 2008.

Total Inventory & Month's Supply of Inventory (MSI)



A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2010 MSI of 17.7 months was at a mid level compared with January of 2009 and 2008.

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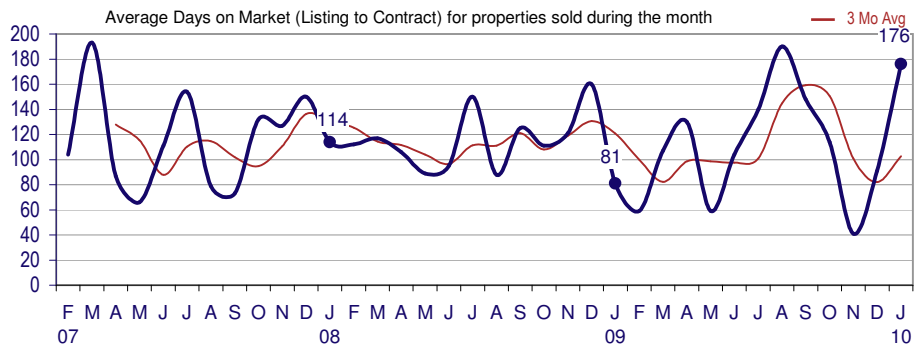


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Market Time

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 January was 176, up 93.4% from 91 days last month and up 117.3% from 81 days in January of last year. The January 2010 DOM was at a mid level compared with January of 2009 and 2008.

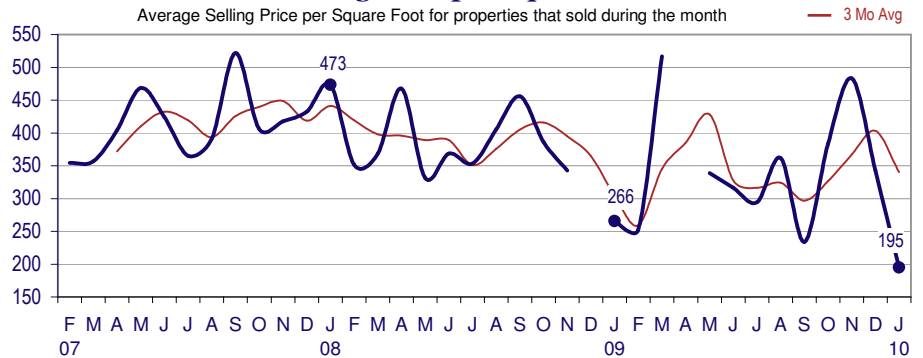
Days On Market for Sold Properties



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 January 2010 Selling Price per Square Foot of \$195 was down -43.1% from \$343 last month and down -26.6% from 266 in January of last year.

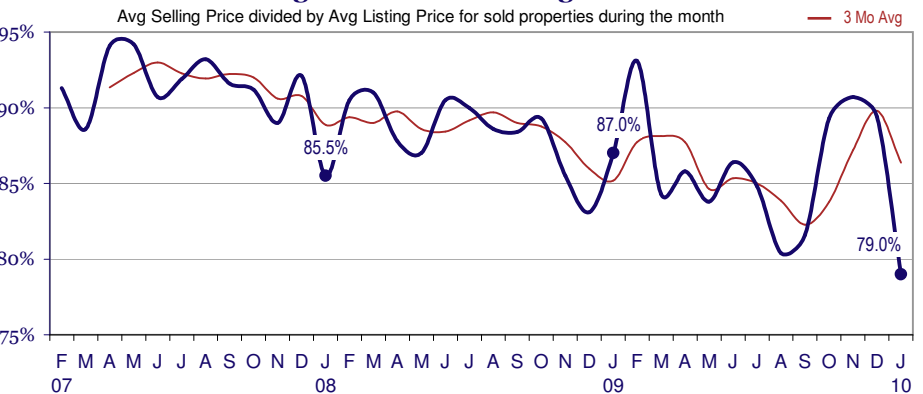
Selling Price per Square Foot



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 January 2010 Selling Price vs Original List Price of 79.0% was down from 89.4% last month and down from 87.0% in January of last year.

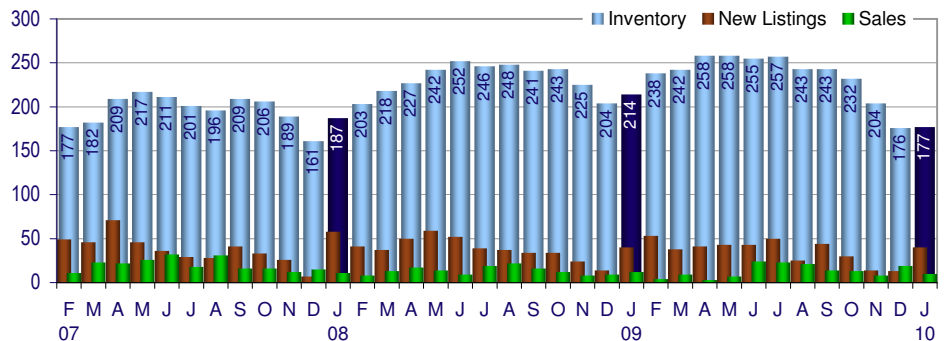
Selling Price versus Listing Price Ratio



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 January 2010 was 40, up 207.7% from 13 last month and equal to 40 in January of last year.

Inventory / New Listings / Sales



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	F 07	M	A	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
Homes Sold	11	23	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
3 Mo. Roll Avg			19	24	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

(000's)	F 07	M	A	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
Median Sale Price	1375	1460	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
3 Mo. Roll Avg			1294	1250	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

	F 07	M	A	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
Inventory	177	182	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	243	232	204	176	177
MSI	16	8	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	9	18

	F 07	M	A	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
Days on Market	104	193	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
3 Mo. Roll Avg			128	115	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

	F 07	M	A	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
Price per Sq Ft	354	357	404	469	424	365	391	522	406	418	432	473	352	368	468	331	369	354	406	456	386	343		266	253	517		339	316	294	362	234	384	483	343	195
3 Mo. Roll Avg			372	410	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

	F 07	M	A	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
Sale to List Price	0.913	0.886	0.941	0.942	0.907	0.919	0.932	0.916	0.912	0.890	0.921	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
3 Mo. Roll Avg			0.913	0.923	0.930	0.923	0.919	0.922	0.920	0.906	0.908	0.889	0.894	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

	F 07	M	A	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
New Listings	49	46	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	13	40
Inventory	177	182	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	243	232	204	176	177
Sales	11	23	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

(000's)	F 07	M	A	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
Avg Sale Price	1853	1764	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
3 Mo. Roll Avg			1730	1626	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