

MLS Area: Winnetka



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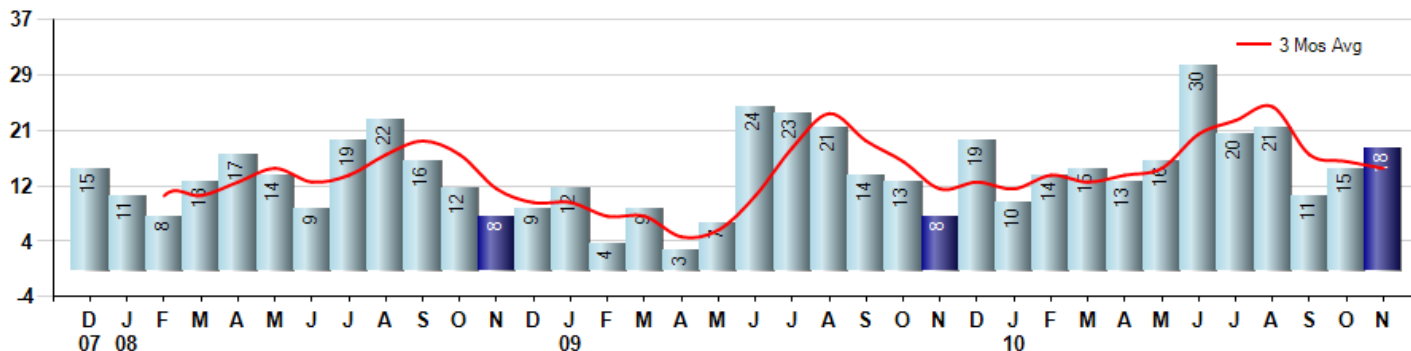
Single Family Home, Townhome, Condo | Price \$0 to \$99,999,000

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,375,000	↑		↑				
Average List Price of all Current Listings	\$1,818,451	↔		↑				
November Median Sales Price	\$1,007,500	↑	↓	↑	↓	\$1,065,000	↑	↑
November Average Sales Price	\$1,556,562	↑	↑	↑	↑	\$1,291,969	↓	↓
Total Properties Currently for Sale (Inventory)	187	↓		↓				
November Number of Properties Sold	18	↑		↑		183	↑	
November Average Days on Market (Solds)	126	↓	↑	↑	↑	126	↑	↑
November Month's Supply of Inventory	10.4	↓	↓	↓	↓	14.3	↓	↓
November Sale Price vs List Price Ratio	86.8%	↑	↑	↓	↑	85.4%	↑	↑

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

Property Sales

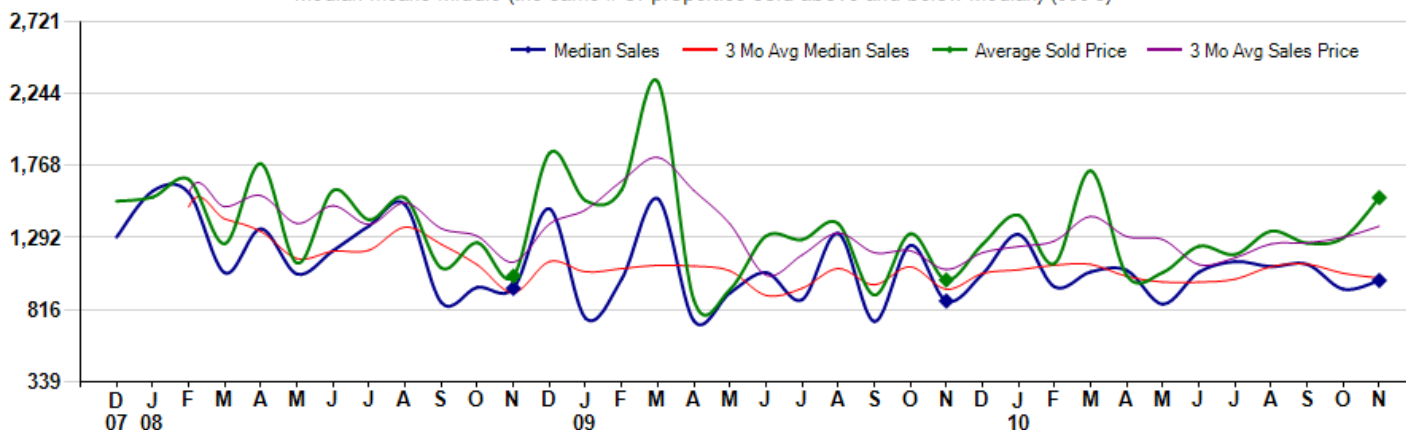
November Property sales were 18, up 125.0% from 8 in November of 2009 and 20.0% higher than the 15 sales last month. November 2010 sales were at their highest level compared to November of 2009 and 2008. November YTD sales of 183 are running 32.6% ahead of last year's year-to-date sales of 138.



Prices

The Median Sales Price in November was \$1,007,500, up 15.6% from \$871,250 in November of 2009 and up 6.1% from \$950,000 last month. The Average Sales Price in November was \$1,556,562, up 54.0% from \$1,010,438 in November of 2009 and up 20.7% from \$1,289,333 last month. November 2010 ASP was at highest level compared to November 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 12/1/2007 through 11/30/2010. 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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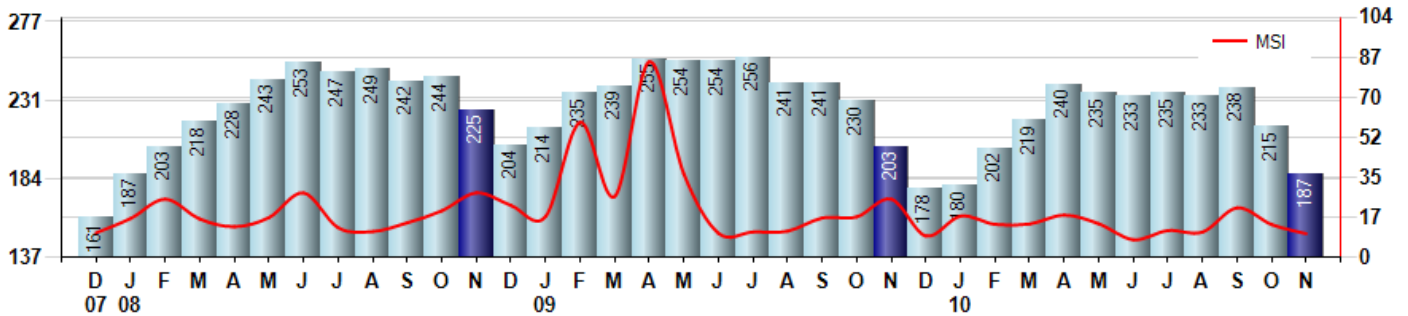
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Inventory & MSI

The Total Inventory of Properties available for sale as of November was 187, down -13.0% from 215 last month and down -7.9% from 203 in November of last year. November 2010 Inventory was at the lowest level compared to November of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2010 MSI of 10.4 months was at its lowest level compared with November of 2009 and 2008.

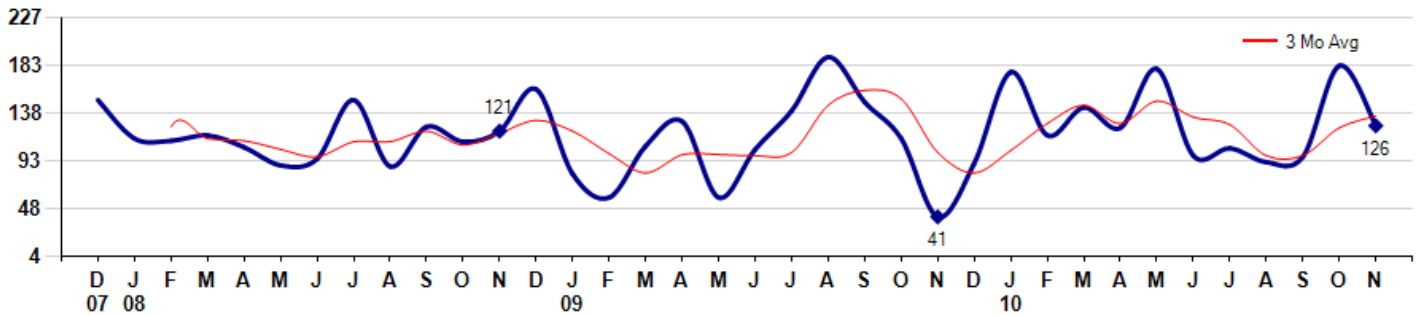
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 November was 126, down -30.8% from 182 days last month and up 207.3% from 41 days in November of last year. The November 2010 DOM was at its highest level compared with November of 2009 and 2008.

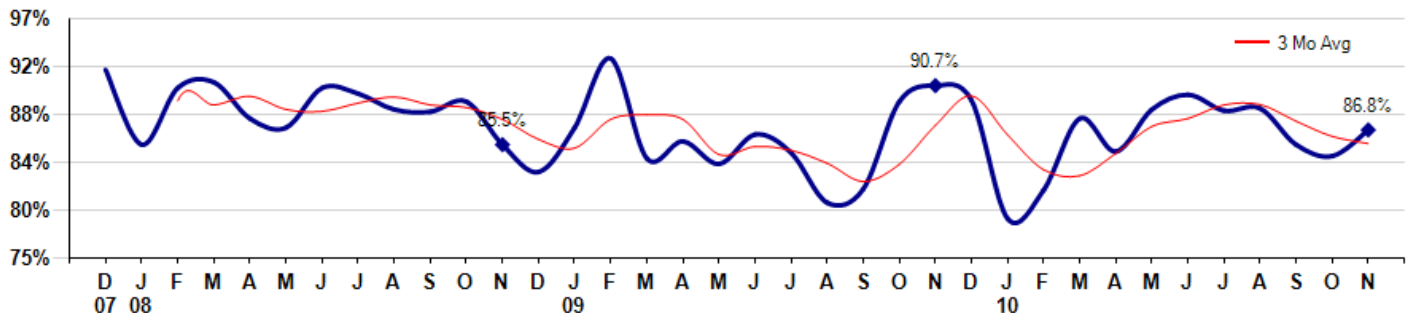
Average Days on Market (Listing to Contract) for properties sold during the month



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 November 2010 Selling Price vs Original List Price of 86.8% was up from 84.5% last month and down from 90.7% in November of last year.

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



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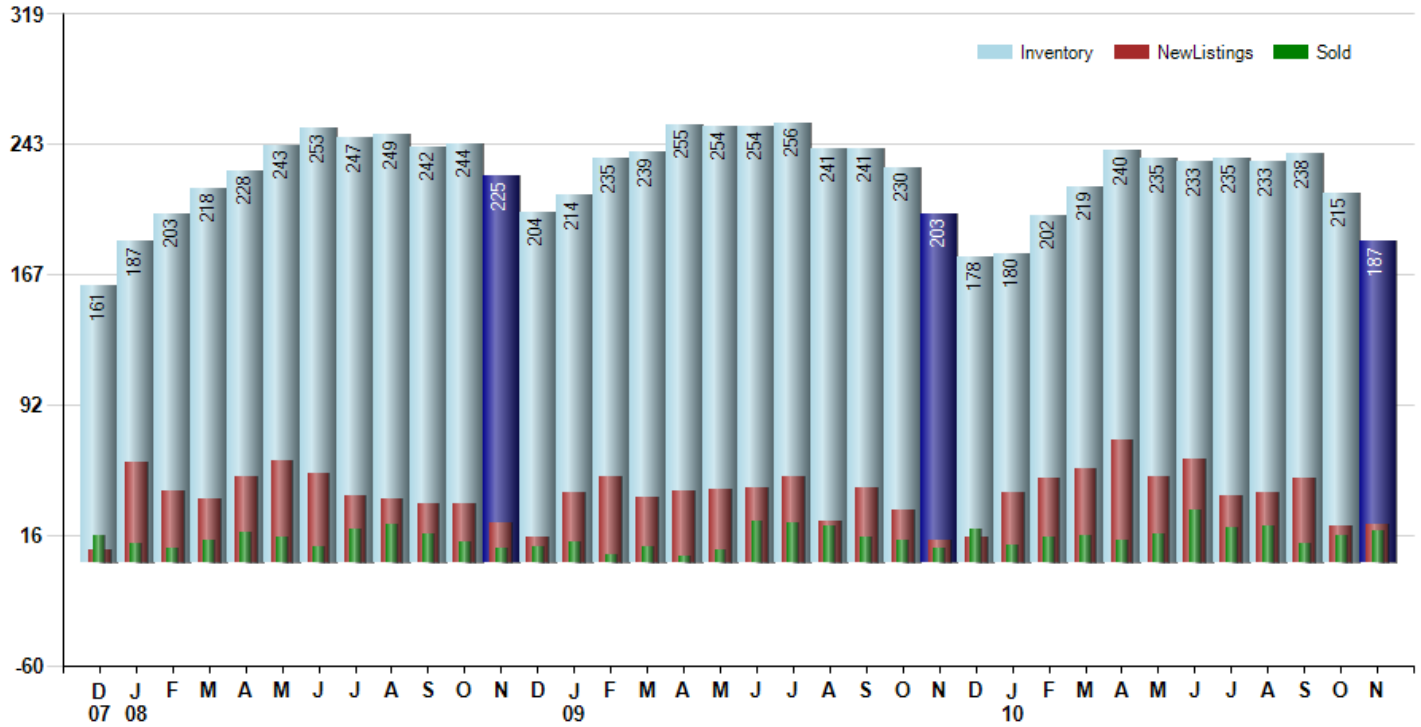
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Inventory / New Listings / Sales

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 2010 was 22, up 4.8% from 21 last month and up 69.2% from 13 in November of last year.



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	D 07	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
Homes Sold	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	13	16	30	20	21	11	15	18
3 Mo. Roll Avg			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	14	15	20	22	24	17	16	15

(000's)	D 07	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
MedianSalePrice	1,295	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	950	1,008
3 Mo. Roll Avg			1,495	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	1,055	1,024

	D 07	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
Inventory	161	187	203	218	228	243	253	247	249	242	244	225	204	214	235	239	255	254	254	256	241	241	230	203	178	180	202	219	240	235	233	235	233	238	215	187
MSI	11	17	25	17	13	17	28	13	11	15	20	28	23	18	59	27	85	36	11	11	11	17	18	25	9	18	14	15	18	15	8	12	11	22	14	10

	D 07	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
Days On Market	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	124	179	98	105	92	97	182	126
3 Mo. Roll Avg			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	128	149	134	127	98	98	124	135

	D 07	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
Price per Sq Ft	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	218	365	282	323	315	368	282	346
3 Mo. Roll Avg			419	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	332

	D 07	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
Sale to List Price	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	0.815	0.878	0.849	0.886	0.899	0.885	0.887	0.855	0.845	0.868
3 Mo. Roll Avg			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	0.833	0.828	0.847	0.871	0.878	0.890	0.890	0.876	0.862	0.856

	D 07	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
New Listings	7	58	41	37	50	59	52	39	37	34	34	23	14	40	50	38	41	42	43	50	24	43	30	13	14	40	49	54	71	50	60	39	40	49	21	22
Inventory	161	187	203	218	228	243	253	247	249	242	244	225	204	214	235	239	255	254	254	256	241	241	230	203	178	180	202	219	240	235	233	235	233	238	215	187
Sales	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	13	16	30	20	21	11	15	18

(000's)	D 07	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
Avg Sale Price	1,533	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	1,289	1,557
3 Mo. Roll Avg			1,590	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	1,293	1,367

