

City: *Winnetka*



Price Range: All | Properties: SFH - Condo - TwnHm

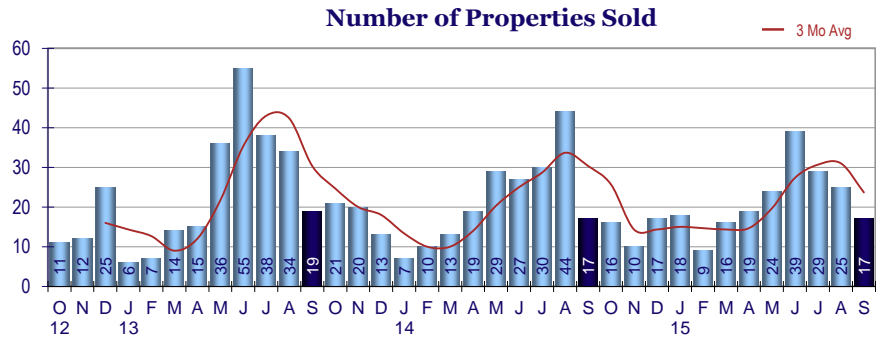
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,597,000	5%		-9%				
Average List Price of all Current Listings	\$1,925,393	-2%		-12%				
September Median Sales Price	\$990,000	-20%	-13%	-10%	-14%	\$1,137,500	-4%	-1%
September Average Sales Price	\$1,109,559	-31%	-19%	-19%	-16%	\$1,349,173	0%	2%
Total Properties Currently for Sale (Inventory)	172	7%		9%				
September Number of Properties Sold	17	-32%		0%		196	0%	
September Average Days on Market (Solds)	57	50%	-16%	24%	-21%	77	22%	7%
Asking Price per Square Foot (based on New Listings)	\$407	4%	7%	-0%	3%	\$381	-5%	-4%
September Sold Price per Square Foot	\$354	-2%	-1%	-1%	4%	\$359	5%	6%
September Month's Supply of Inventory	10.1	57%	34%	9%	23%	8.8	13%	7%
September Sale Price vs List Price Ratio	93.8%	-1.3%	-1.5%	-1.2%	-4%	94.7%	.2%	.5%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2014) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

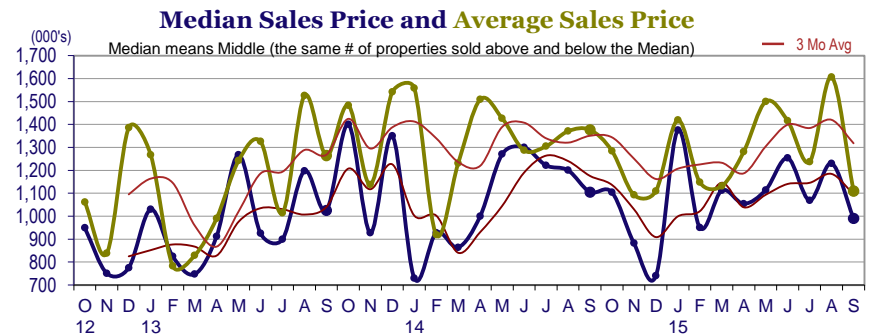
Property Sales

September Property sales were 17, equal to 17 in September of 2014 and 32.0% lower than the 25 sales last month. September 2015 sales were at their lowest level compared to September of 2014 and 2013. September YTD sales of 196 are running equal to last year's year-to-date sales of 196.



Prices

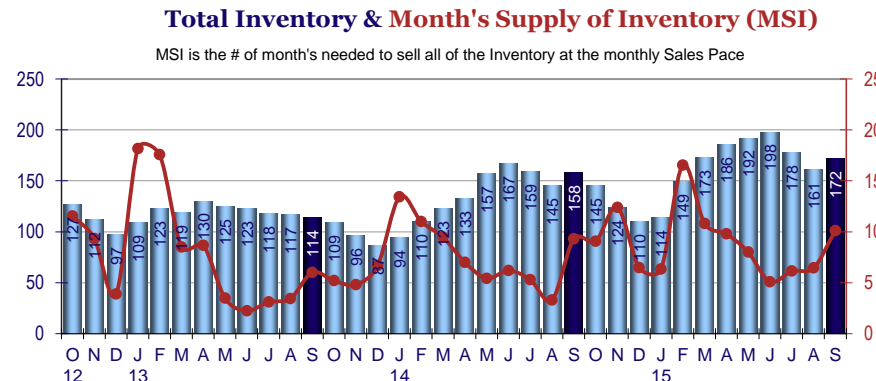
The Median Sales Price in September was \$990,000, down 10.4% from \$1,105,000 in September of 2014 and down 19.5% from \$1,230,000 last month. The Average Sales Price in September was \$1,109,559, down 19.4% from \$1,376,265 in September of 2014 and down 30.9% from \$1,606,701 last month. September 2015 ASP was at the lowest level compared to September of 2014 and 2013.



Inventory & MSI

The Total Inventory of Properties available for sale as of September was 172, up 6.8% from 161 last month and up 8.9% from 158 in September of last year. September 2015 Inventory was at its highest level compared with September of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2015 MSI of 10.1 months was at its highest level compared with September of 2014 and 2013.



City: *Winnetka*



Price Range: All | Properties: SFH - Condo - TwnHm

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 September was 57, up 50.0% from 38 days last month and up 23.9% from 46 days in September of last year. The September 2015 DOM was at a mid level compared with September of 2014 and 2013.

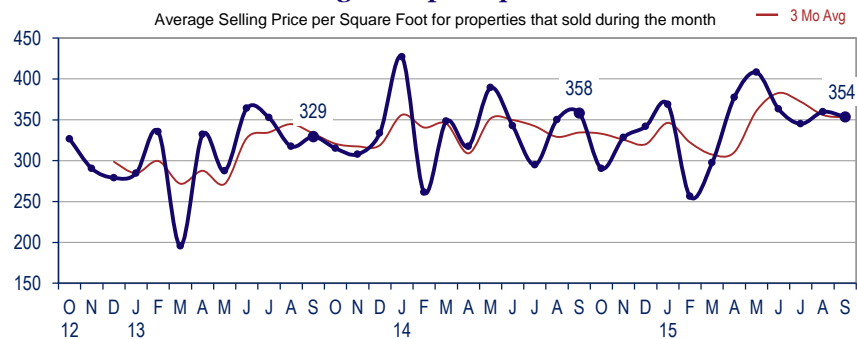
Days On Market for Sold Properties



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 September 2015 Selling Price per Square Foot of \$354 was down 1.7% from \$360 last month and down 1.3% from 358 in September 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 September 2015 Selling Price vs Original List Price of 93.8% was down from 95.0% last month and down from 94.9% in September of last year.

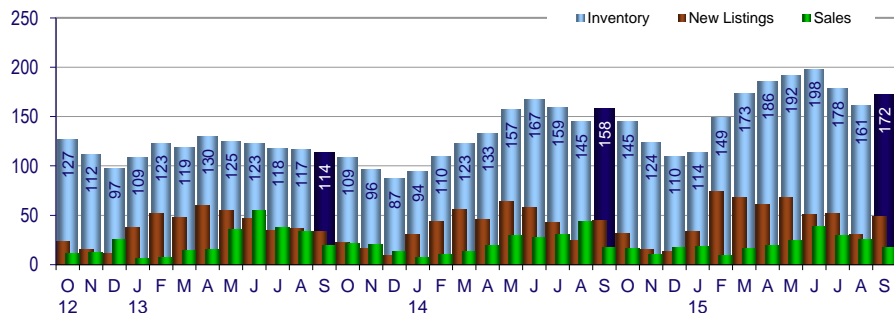
Selling Price versus Listing Price Ratio



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 September 2015 was 49, up 63.3% from 30 last month and up 8.9% from 45 in September of last year.

Inventory / New Listings / Sales





Price Range: All | Properties: SFH - Condo - TwnHm

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 September 2015 was 49, up 63.3% from 30 last month and up 8.9% from 45 in September of last year.

