

City: *Winnetka*



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

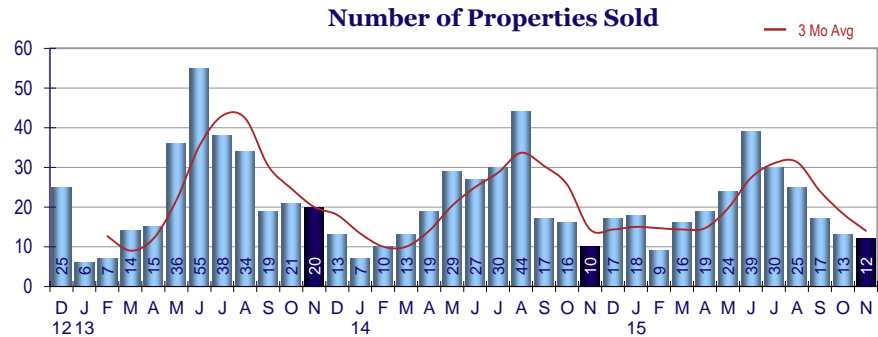
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,495,000	-0%		-2%				
Average List Price of all Current Listings	\$1,817,894	-4%		-13%				
November Median Sales Price	\$695,000	-9%	-28%	-21%	-40%	\$1,064,500	-10%	-7%
November Average Sales Price	\$791,481	-15%	-34%	-28%	-40%	\$1,294,447	-3%	-2%
Total Properties Currently for Sale (Inventory)	147	-17%		19%				
November Number of Properties Sold	12	-8%		20%		222	0%	
November Average Days on Market (Solds)	38	-55%	-27%	27%	-47%	75	12%	4%
Asking Price per Square Foot (based on New Listings)	\$434	20%	12%	-20%	10%	\$378	-6%	-5%
November Sold Price per Square Foot	\$238	-28%	-27%	-28%	-30%	\$352	5%	4%
November Month's Supply of Inventory	12.3	-11%	0%	-1%	50%	9.7	16%	18%
November Sale Price vs List Price Ratio	94.4%	1.9%	.9%	-3.2%	.2%	94.5%	.2%	.3%

\* 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)

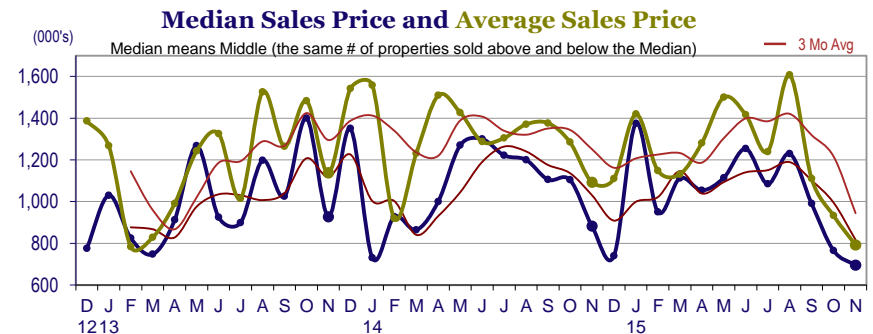
## Property Sales

November Property sales were 12, up 20.0% from 10 in November of 2014 and 7.7% lower than the 13 sales last month. November 2015 sales were at a mid level compared to November of 2014 and 2013. November YTD sales of 222 are running equal to last year's year-to-date sales of 222.



## Prices

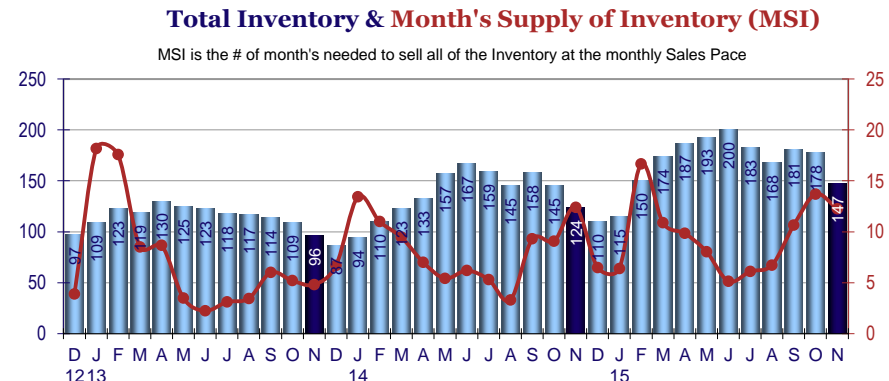
The Median Sales Price in November was \$695,000, down 21.2% from \$882,500 in November of 2014 and down 9.2% from \$765,000 last month. The Average Sales Price in November was \$791,481, down 27.6% from \$1,092,505 in November of 2014 and down 15.1% from \$932,423 last month. November 2015 ASP was at the lowest level compared to November of 2014 and 2013.



## Inventory & MSI

The Total Inventory of Properties available for sale as of November was 147, down 17.4% from 178 last month and up 18.5% from 124 in November of last year. November 2015 Inventory was at its highest level compared with November of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2015 MSI of 12.3 months was at a mid level compared with November of 2014 and 2013.



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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 November was 38, down 54.8% from 84 days last month and up 26.7% from 30 days in November of last year. The November 2015 DOM was at a mid level compared with November of 2014 and 2013.

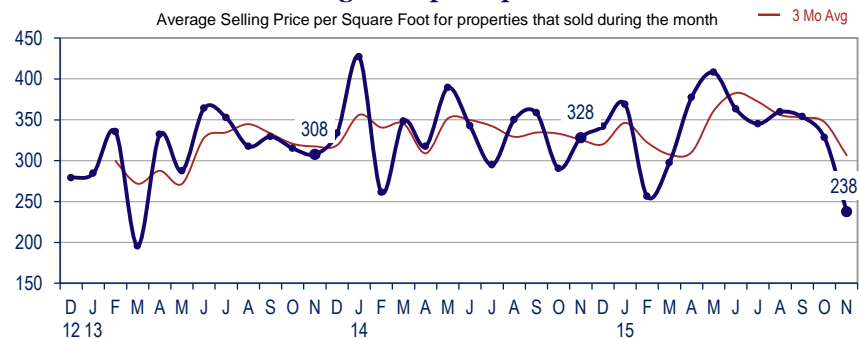
## Days On Market for Sold Properties



## 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 November 2015 Selling Price per Square Foot of \$238 was down 27.5% from \$328 last month and down 27.5% from 328 in November 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 November 2015 Selling Price vs Original List Price of 94.4% was up from 92.6% last month and down from 97.5% in November of last year.

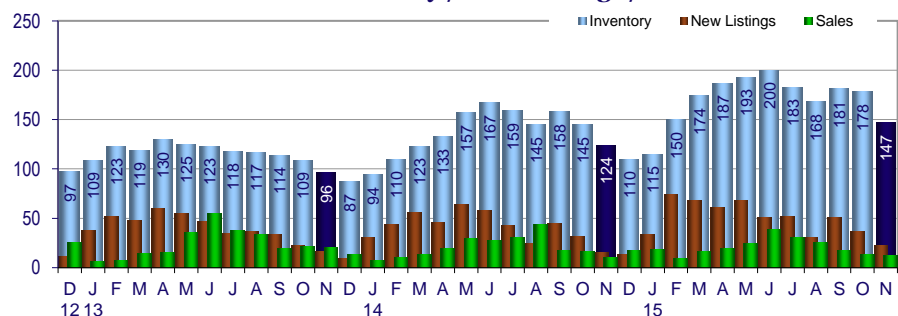
## Selling Price versus Listing Price Ratio



## 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 November 2015 was 22, down 40.5% from 37 last month and up 46.7% from 15 in November of last year.

## Inventory / New Listings / Sales



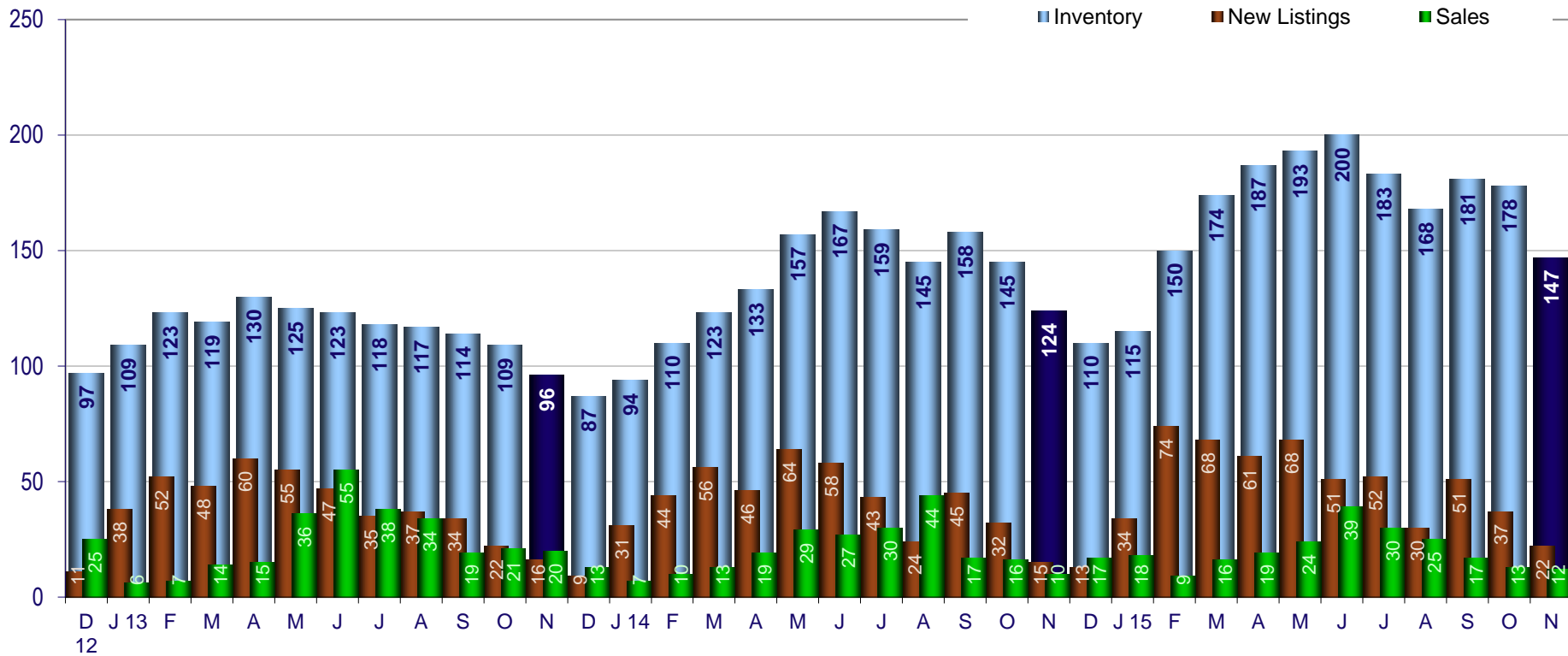
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