

City: *Winnetka*



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

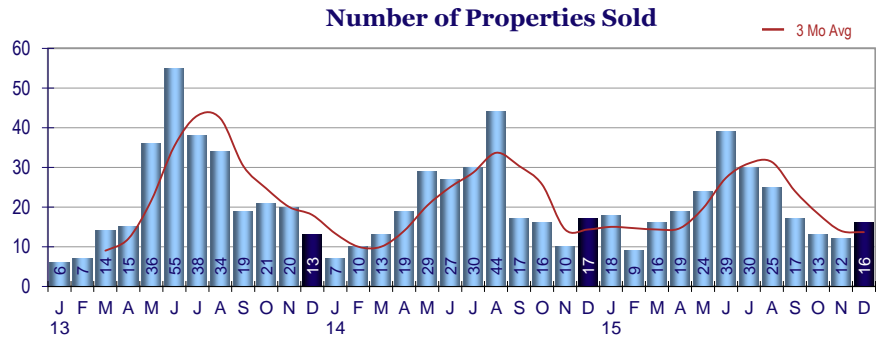
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,599,000	7%		5%				
Average List Price of all Current Listings	\$1,829,987	1%		-11%				
December Median Sales Price	\$1,190,000	71%	34%	61%	3%	\$1,072,000	-7%	-7%
December Average Sales Price	\$1,479,125	87%	34%	33%	12%	\$1,306,862	-1%	-1%
Total Properties Currently for Sale (Inventory)	123	-17%		12%				
December Number of Properties Sold	16	33%		-6%		238	-0%	
December Average Days on Market (Solds)	95	150%	36%	16%	32%	76	12%	6%
Asking Price per Square Foot (based on New Listings)	\$408	-6%	4%	49%	3%	\$379	-5%	-4%
December Sold Price per Square Foot	\$381	60%	13%	12%	12%	\$354	6%	4%
December Month's Supply of Inventory	7.7	-38%	-32%	19%	-6%	9.5	16%	16%
December Sale Price vs List Price Ratio	95.1%	.7%	2.1%	.1%	1.0%	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)

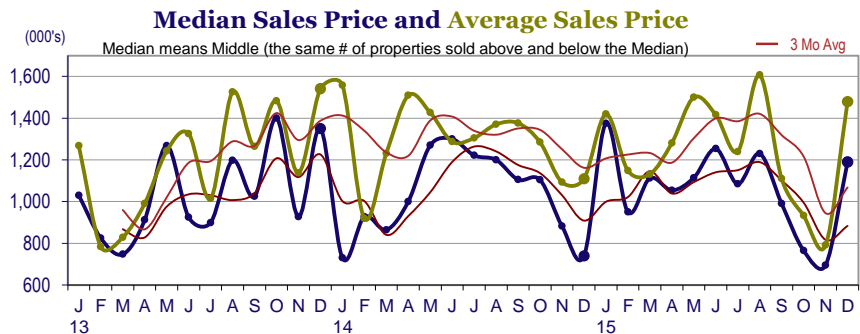
## Property Sales

December Property sales were 16, down 5.9% from 17 in December of 2014 and 33.3% higher than the 12 sales last month. December 2015 sales were at a mid level compared to December of 2014 and 2013. December YTD sales of 238 are running 0.4% behind last year's year-to-date sales of 239.



## Prices

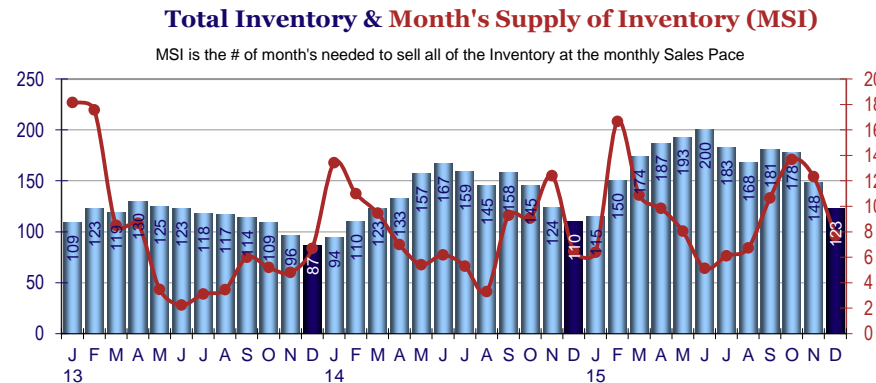
The Median Sales Price in December was \$1,190,000, up 60.8% from \$740,000 in December of 2014 and up 71.2% from \$695,000 last month. The Average Sales Price in December was \$1,479,125, up 33.3% from \$1,109,506 in December of 2014 and up 86.9% from \$791,481 last month. December 2015 ASP was at a mid range compared to December of 2014 and 2013.



## Inventory & MSI

The Total Inventory of Properties available for sale as of December was 123, down 16.9% from 148 last month and up 11.8% from 110 in December of last year. December 2015 Inventory was at its highest level compared with December of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2015 MSI of 7.7 months was at its highest level compared with December of 2014 and 2013.



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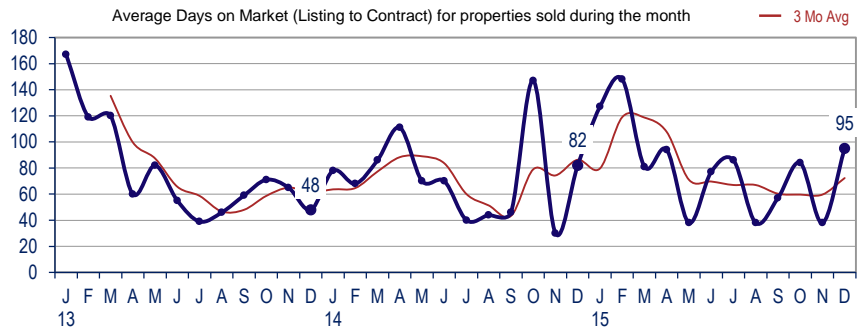


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## Market Time

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 December was 95, up 150.0% from 38 days last month and up 15.9% from 82 days in December of last year. The December 2015 DOM was at a mid level compared with December of 2014 and 2013.

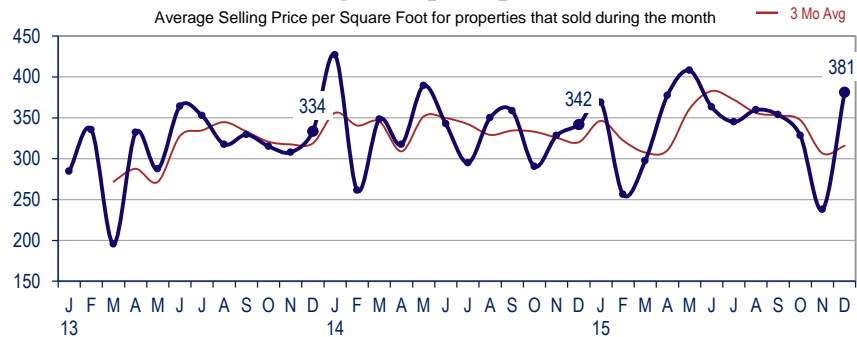
## Days On Market for Sold Properties



## 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 December 2015 Selling Price per Square Foot of \$381 was up 60.3% from \$238 last month and up 11.6% from 342 in December of last year.

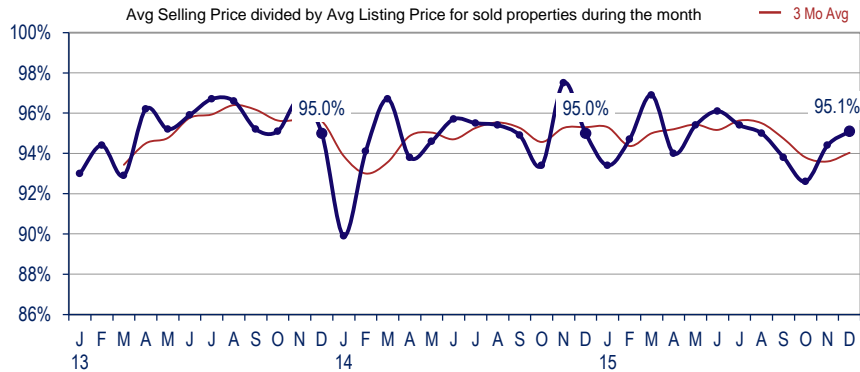
## Selling Price per Square Foot



## 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 December 2015 Selling Price vs Original List Price of 95.1% was up from 94.4% last month and up from 95.0% in December of last year.

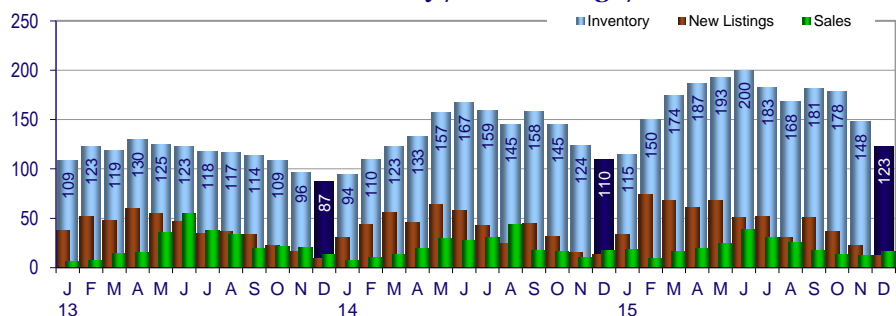
## Selling Price versus Listing Price Ratio



## 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 December 2015 was 12, down 45.5% from 22 last month and down 7.7% from 13 in December of last year.

## Inventory / New Listings / Sales





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