

City: *Winnetka*



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

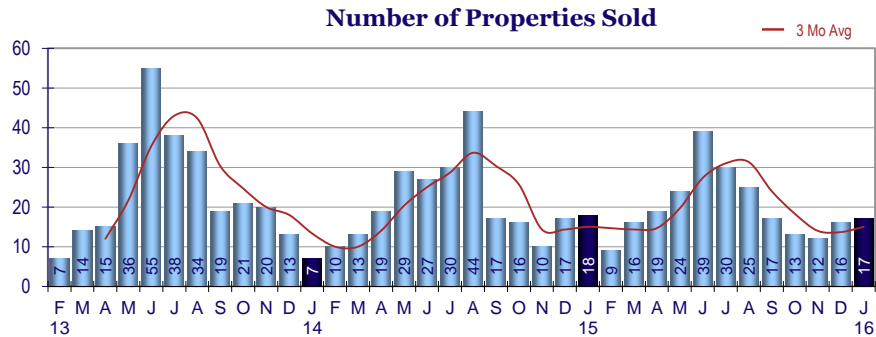
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,599,000	-2%		16%				
Average List Price of all Current Listings	\$1,765,372	-3%		-13%				
January Median Sales Price	\$910,000	-24%	2%	-34%	-14%	\$910,000	-34%	-14%
January Average Sales Price	\$1,309,663	-11%	12%	-8%	0%	\$1,309,663	-8%	0%
Total Properties Currently for Sale (Inventory)	137	10%		19%				
January Number of Properties Sold	17	6%		-6%		17	-6%	
January Average Days on Market (Solds)	151	59%	56%	19%	86%	151	19%	86%
Asking Price per Square Foot (based on New Listings)	\$399	-1%	2%	9%	5%	\$399	9%	5%
January Sold Price per Square Foot	\$341	-11%	3%	-7%	-3%	\$341	-8%	-3%
January Month's Supply of Inventory	8.1	4%	-14%	26%	-15%	8.1	26%	-15%
January Sale Price vs List Price Ratio	94.7%	-4%	1.2%	1.4%	.2%	94.3%	1.1%	-2%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2015) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

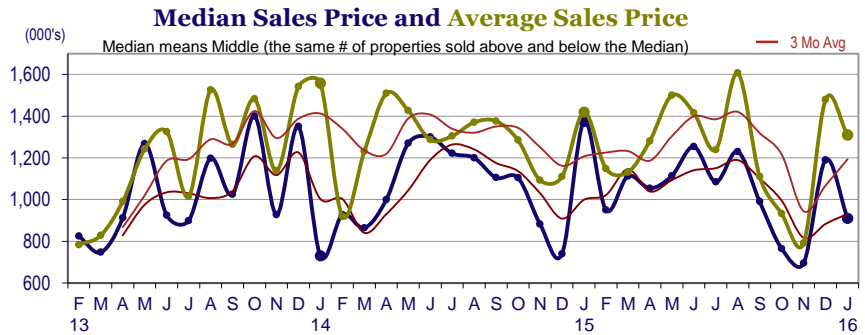
Property Sales

January Property sales were 17, down 5.6% from 18 in January of 2015 and 6.3% higher than the 16 sales last month. January 2016 sales were at a mid level compared to January of 2015 and 2014. January YTD sales of 17 are running 5.6% behind last year's year-to-date sales of 18.



Prices

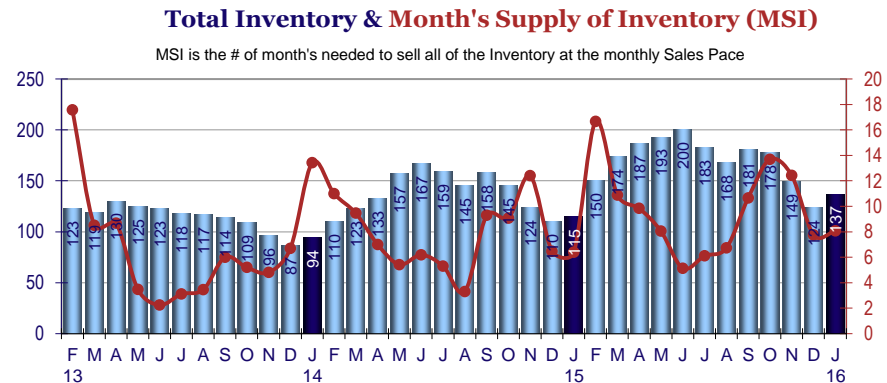
The Median Sales Price in January was \$910,000, down 33.8% from \$1,375,000 in January of 2015 and down 23.5% from \$1,190,000 last month. The Average Sales Price in January was \$1,309,663, down 7.7% from \$1,419,088 in January of 2015 and down 11.5% from \$1,479,125 last month. January 2016 ASP was at the lowest level compared to January of 2015 and 2014.



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 137, up 10.5% from 124 last month and up 19.1% from 115 in January of last year. January 2016 Inventory was at its highest level compared with January of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2016 MSI of 8.1 months was at a mid level compared with January of 2015 and 2014.



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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 151, up 58.9% from 95 days last month and up 18.9% from 127 days in January of last year. The January 2016 DOM was at a mid level compared with January of 2015 and 2014.

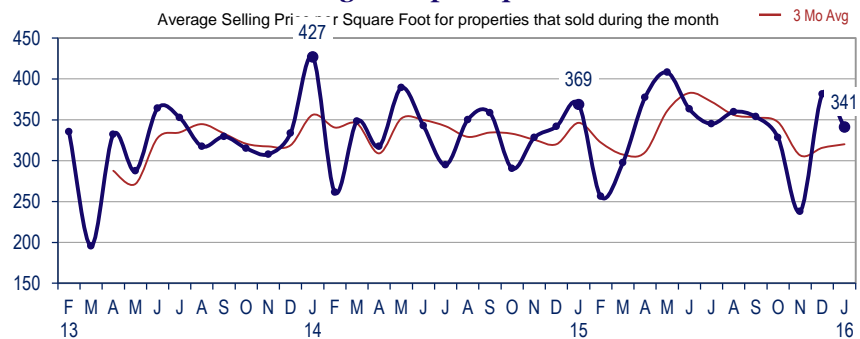
Days On Market for Sold Properties



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 2016 Selling Price per Square Foot of \$341 was down 10.5% from \$381 last month and down 7.5% from 369 in January of last year.

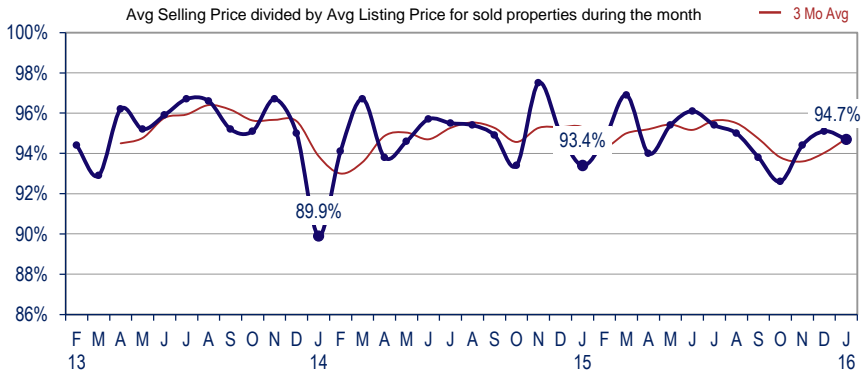
Selling Price per Square Foot



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 2016 Selling Price vs Original List Price of 94.7% was down from 95.1% last month and up from 93.4% in January of last year.

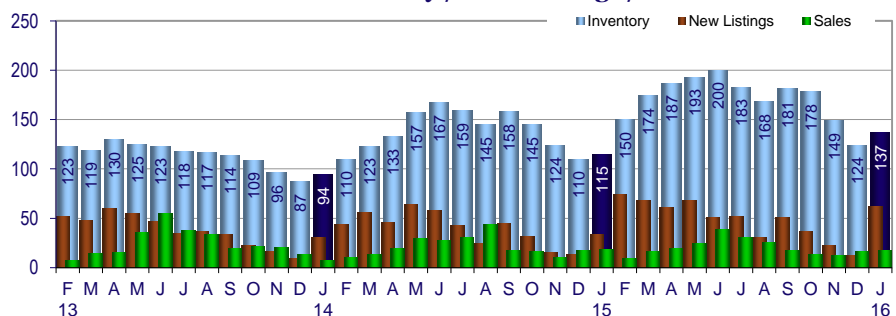
Selling Price versus Listing Price Ratio



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 2016 was 62, up 416.7% from 12 last month and up 82.4% from 34 in January of last year.

Inventory / New Listings / Sales





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