

City: Winnetka



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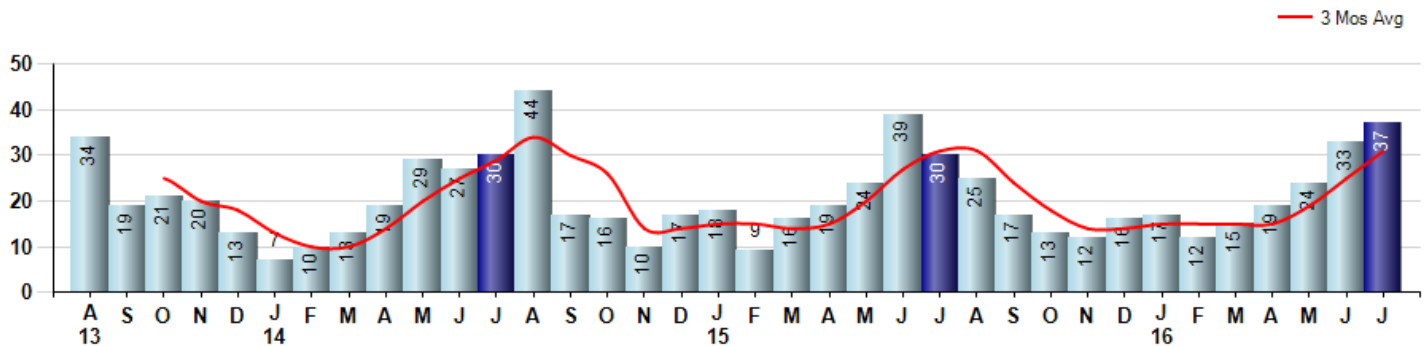
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|--|-------------|-------------------|------|------|------|-------------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$1,479,000 | 0% | | 6% | | | | |
| Average List Price of all Current Listings | \$1,945,164 | 5% | | 9% | | | | |
| July Median Sales Price | \$1,315,000 | 4% | 7% | 21% | 24% | \$1,115,000 | -5% | 5% |
| July Average Sales Price | \$1,421,973 | 1% | 3% | 15% | 9% | \$1,322,213 | -1% | 1% |
| Total Properties Currently for Sale (Inventory) | 219 | 2% | | 20% | | | | |
| July Number of Properties Sold | 37 | 12% | | 23% | | | | 1% |
| July Average Days on Market (Solds) | 68 | 33% | 5% | -21% | -16% | 80 | -6% | -1% |
| Asking Price per Square Foot (based on New Listings) | \$413 | 9% | 10% | 14% | 10% | \$376 | 1% | 0% |
| July Sold Price per Square Foot | \$344 | 6% | 1% | 0% | -3% | \$333 | -8% | -6% |
| July Month's Supply of Inventory | 5.9 | -9% | -18% | -3% | -38% | 9.6 | 7% | 1% |
| July Sale Price vs List Price Ratio | 94.6% | -1.4% | 0% | -1% | 0.1% | 94.6% | -0.3% | 0.1% |

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

Property Sales

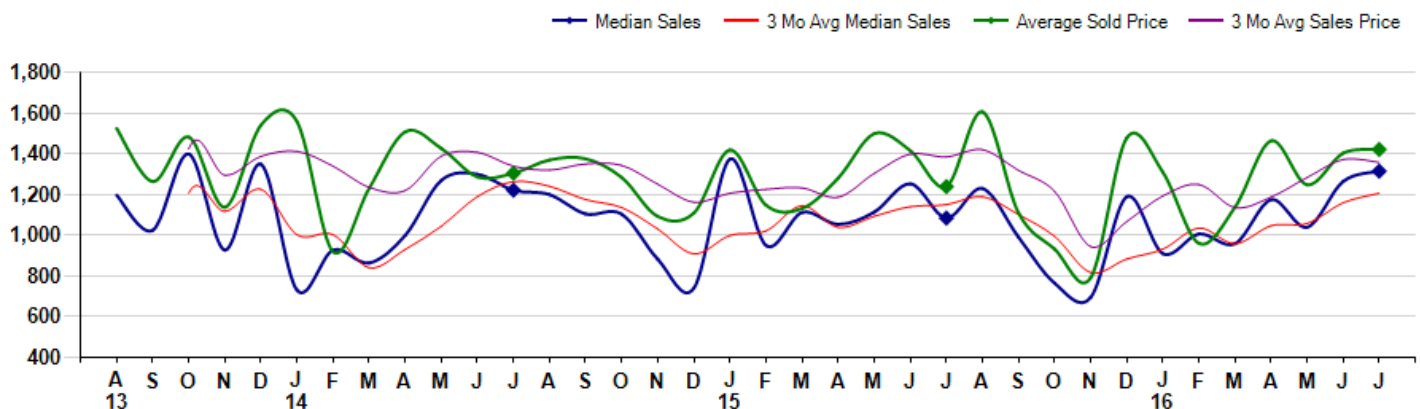
July Property sales were 37, up 23.3% from 30 in July of 2015 and 12.1% higher than the 33 sales last month. July 2016 sales were at their highest level compared to July of 2015 and 2014. July YTD sales of 157 are running 1.3% ahead of last year's year-to-date sales of 155.



Prices

The Median Sales Price in July was \$1,315,000, up 21.3% from \$1,084,500 in July of 2015 and up 4.0% from \$1,265,000 last month. The Average Sales Price in July was \$1,421,973, up 14.7% from \$1,239,467 in July of 2015 and up 1.3% from \$1,403,913 last month. July 2016 ASP was at highest level compared to July of 2015 and 2014.

Median means Middle (the same # of properties sold above and below Median) (000's)



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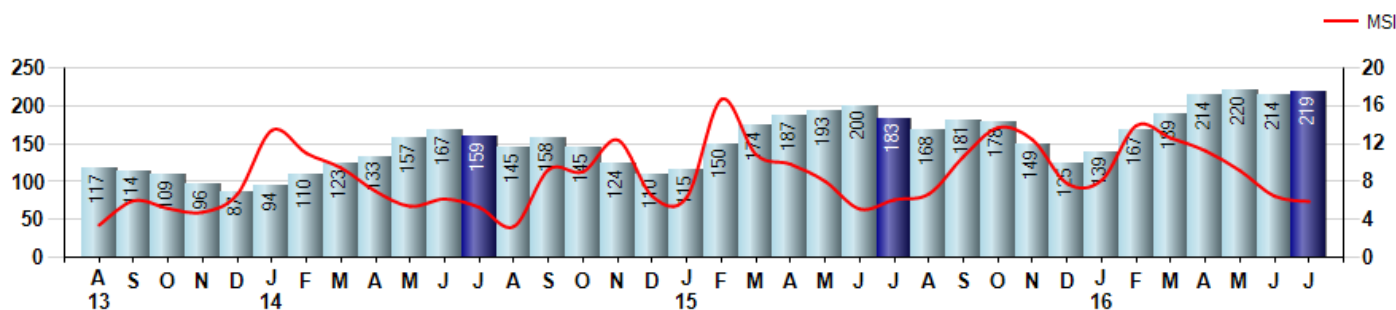
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of July was 219, up 2.3% from 214 last month and up 19.7% from 183 in July of last year. July 2016 Inventory was at highest level compared to July of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2016 MSI of 5.9 months was at a mid range compared with July of 2015 and 2014.

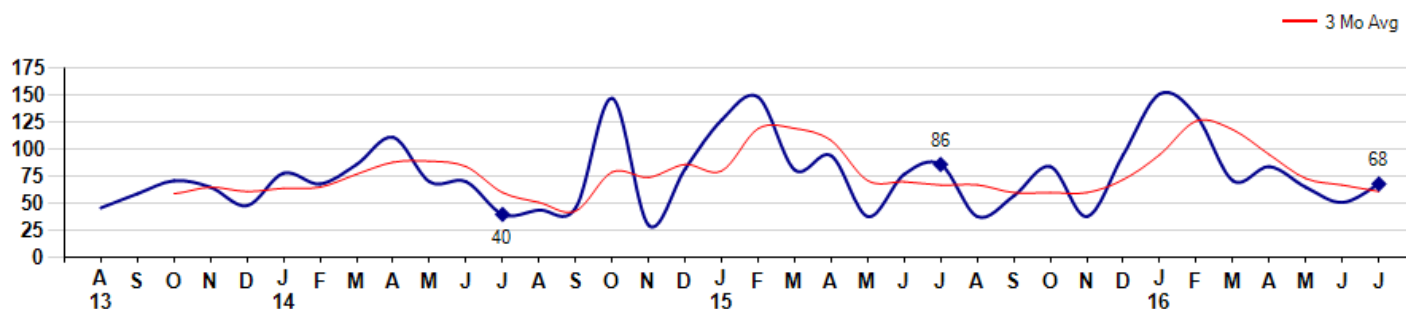
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 July was 68, up 33.3% from 51 days last month and down -20.9% from 86 days in July of last year. The July 2016 DOM was at a mid range compared with July of 2015 and 2014.

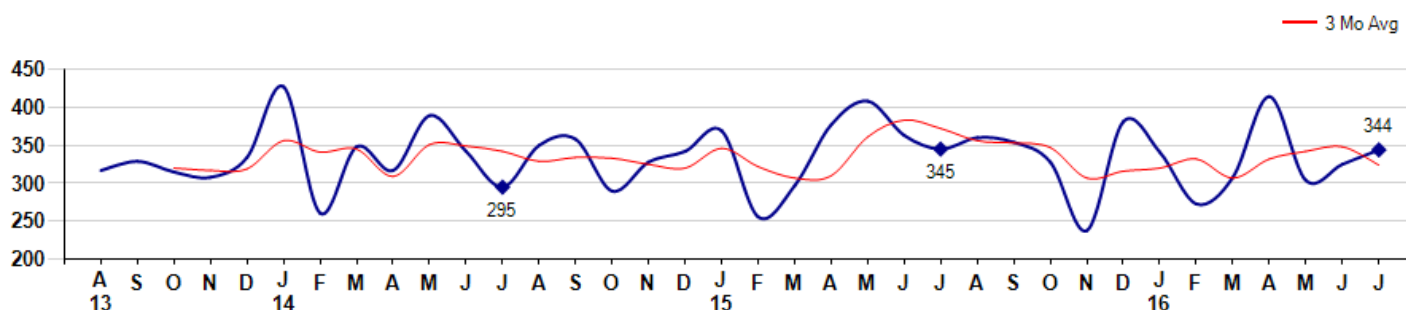
Average Days on Market(Listing to Contract) for properties sold during the month



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 July 2016 Selling Price per Square Foot of \$344 was up 5.8% from \$325 last month and down -0.3% from \$345 in July of last year.

Average Selling Price per Square Foot for properties that sold during the month



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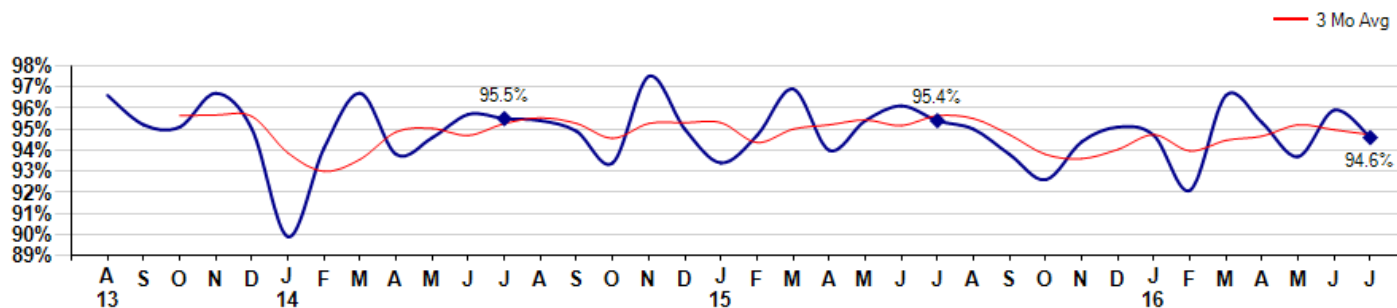


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Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their 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 July 2016 Selling Price vs List Price of 94.6% was down from 95.9% last month and down from 95.4% in July of last year.

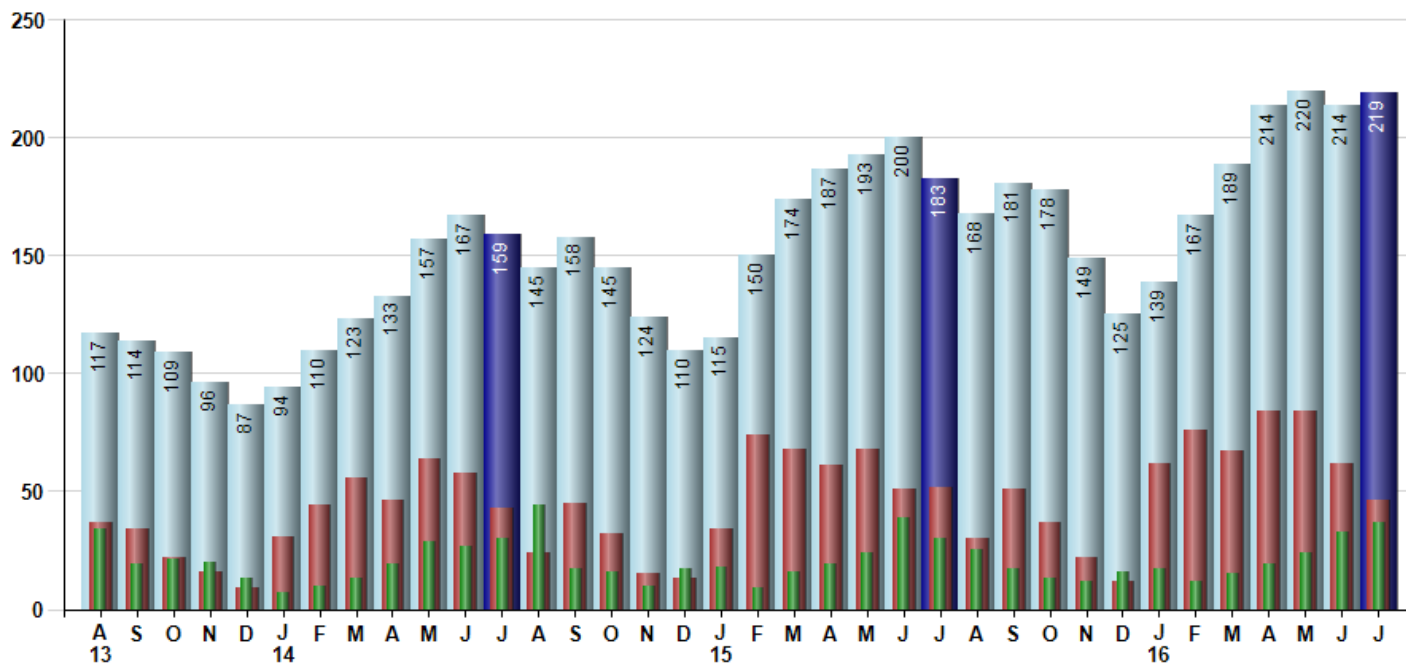
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 July 2016 was 46, down -25.8% from 62 last month and down -11.5% from 52 in July of last year.

Inventory (light blue), New Listings (red), Sold (green)



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MARKET ACTION REPORT

July 2016

City: *Winnetka*



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| | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J |
|----------------|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|
| Homes Sold | 34 | 19 | 21 | 20 | 13 | 7 | 10 | 13 | 19 | 29 | 27 | 30 | 44 | 17 | 16 | 10 | 17 | 18 | 9 | 16 | 19 | 24 | 39 | 30 | 25 | 17 | 13 | 12 | 16 | 17 | 12 | 15 | 19 | 24 | 33 | 37 |
| 3 Mo. Roll Avg | | | 25 | 20 | 18 | 13 | 10 | 10 | 14 | 20 | 25 | 29 | 34 | 30 | 26 | 14 | 14 | 15 | 15 | 14 | 15 | 20 | 27 | 31 | 31 | 24 | 18 | 14 | 14 | 15 | 15 | 15 | 15 | 19 | 25 | 31 |

| | (000's) | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J |
|-------------------|---------|-------|-------|-------|-------|-------|-------|-----|-------|-------|-------|-------|-------|-------|-------|-------|-----|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----|-----|-------|-----|-------|-----|-------|-------|-------|-------|---|
| Median Sale Price | 1,198 | 1,025 | 1,400 | 928 | 1,350 | 730 | 928 | 864 | 1,000 | 1,270 | 1,300 | 1,222 | 1,200 | 1,105 | 1,104 | 883 | 740 | 1,375 | 950 | 1,113 | 1,054 | 1,114 | 1,254 | 1,085 | 1,230 | 990 | 765 | 695 | 1,190 | 910 | 1,007 | 959 | 1,175 | 1,040 | 1,265 | 1,315 | |
| 3 Mo. Roll Avg | | | 1,208 | 1,118 | 1,226 | 1,003 | 1,003 | 841 | 931 | 1,045 | 1,190 | 1,264 | 1,241 | 1,176 | 1,136 | 1,031 | 909 | 999 | 1,022 | 1,146 | 1,039 | 1,094 | 1,141 | 1,151 | 1,189 | 1,102 | 995 | 817 | 883 | 932 | 1,036 | 959 | 1,047 | 1,058 | 1,160 | 1,207 | |

| | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J |
|-----------|-----|-----|-----|----|----|----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Inventory | 117 | 114 | 109 | 96 | 87 | 94 | 110 | 123 | 133 | 157 | 167 | 159 | 145 | 158 | 145 | 124 | 110 | 115 | 150 | 174 | 187 | 193 | 200 | 183 | 168 | 181 | 178 | 149 | 125 | 139 | 167 | 189 | 214 | 220 | 214 | 219 |
| MSI | 3 | 6 | 5 | 5 | 7 | 13 | 11 | 9 | 7 | 5 | 6 | 5 | 3 | 9 | 9 | 12 | 6 | 6 | 17 | 11 | 10 | 8 | 5 | 6 | 7 | 11 | 14 | 12 | 8 | 8 | 14 | 13 | 11 | 9 | 6 | 6 |

| | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J |
|----------------|----|----|----|----|----|----|----|----|-----|----|----|----|----|----|-----|----|----|-----|-----|-----|-----|----|----|----|----|----|----|----|----|-----|-----|-----|----|----|----|----|
| Days On Market | 46 | 59 | 71 | 65 | 48 | 78 | 68 | 86 | 111 | 70 | 70 | 40 | 44 | 46 | 147 | 30 | 82 | 127 | 148 | 81 | 94 | 38 | 77 | 86 | 38 | 57 | 84 | 38 | 95 | 151 | 131 | 71 | 84 | 65 | 51 | 68 |
| 3 Mo. Roll Avg | | | 59 | 65 | 61 | 64 | 65 | 77 | 88 | 89 | 84 | 60 | 51 | 43 | 79 | 74 | 86 | 80 | 119 | 119 | 108 | 71 | 70 | 67 | 67 | 60 | 60 | 60 | 72 | 95 | 126 | 118 | 95 | 73 | 67 | 61 |

| | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J |
|-----------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Price per Sq Ft | 317 | 329 | 315 | 308 | 334 | 427 | 261 | 348 | 317 | 389 | 342 | 295 | 350 | 358 | 290 | 328 | 342 | 369 | 256 | 297 | 377 | 408 | 363 | 345 | 360 | 354 | 328 | 238 | 381 | 341 | 273 | 308 | 414 | 304 | 325 | 344 |
| 3 Mo. Roll Avg | | | 320 | 317 | 319 | 356 | 341 | 345 | 309 | 351 | 349 | 342 | 329 | 334 | 333 | 325 | 320 | 346 | 322 | 307 | 310 | 361 | 383 | 372 | 356 | 353 | 347 | 307 | 316 | 320 | 332 | 307 | 332 | 342 | 348 | 324 |

| | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 0.966 | 0.952 | 0.951 | 0.967 | 0.950 | 0.899 | 0.941 | 0.967 | 0.938 | 0.946 | 0.957 | 0.955 | 0.954 | 0.949 | 0.934 | 0.975 | 0.950 | 0.934 | 0.947 | 0.969 | 0.940 | 0.954 | 0.961 | 0.954 | 0.950 | 0.938 | 0.926 | 0.944 | 0.951 | 0.947 | 0.921 | 0.966 | 0.953 | 0.937 | 0.959 | 0.946 |
| 3 Mo. Roll Avg | | | 0.956 | 0.957 | 0.956 | 0.939 | 0.930 | 0.936 | 0.949 | 0.950 | 0.947 | 0.953 | 0.955 | 0.953 | 0.946 | 0.953 | 0.953 | 0.953 | 0.944 | 0.950 | 0.952 | 0.954 | 0.952 | 0.956 | 0.955 | 0.947 | 0.938 | 0.936 | 0.940 | 0.947 | 0.940 | 0.945 | 0.947 | 0.952 | 0.950 | 0.947 |

| | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J |
|--------------|-----|-----|-----|----|----|----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| New Listings | 37 | 34 | 22 | 16 | 9 | 31 | 44 | 56 | 46 | 64 | 58 | 43 | 24 | 45 | 32 | 15 | 13 | 34 | 74 | 68 | 61 | 68 | 51 | 52 | 30 | 51 | 37 | 22 | 12 | 62 | 76 | 67 | 84 | 84 | 62 | 46 |
| Inventory | 117 | 114 | 109 | 96 | 87 | 94 | 110 | 123 | 133 | 157 | 167 | 159 | 145 | 158 | 145 | 124 | 110 | 115 | 150 | 174 | 187 | 193 | 200 | 183 | 168 | 181 | 178 | 149 | 125 | 139 | 167 | 189 | 214 | 220 | 214 | 219 |
| Sales | 34 | 19 | 21 | 20 | 13 | 7 | 10 | 13 | 19 | 29 | 27 | 30 | 44 | 17 | 16 | 10 | 17 | 18 | 9 | 16 | 19 | 24 | 39 | 30 | 25 | 17 | 13 | 12 | 16 | 17 | 12 | 15 | 19 | 24 | 33 | 37 |

| | (000's) | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J |
|----------------|---------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----|-------|-------|-------|-------|-------|-------|-------|-------|---|
| Avg Sale Price | 1,526 | 1,264 | 1,483 | 1,138 | 1,542 | 1,558 | 919 | 1,231 | 1,509 | 1,427 | 1,287 | 1,305 | 1,370 | 1,376 | 1,284 | 1,093 | 1,110 | 1,419 | 1,148 | 1,131 | 1,281 | 1,500 | 1,416 | 1,239 | 1,607 | 1,110 | 932 | 791 | 1,479 | 1,310 | 960 | 1,139 | 1,464 | 1,248 | 1,404 | 1,422 | |
| 3 Mo. Roll Avg | | | 1,424 | 1,295 | 1,387 | 1,412 | 1,340 | 1,236 | 1,219 | 1,389 | 1,407 | 1,339 | 1,321 | 1,351 | 1,344 | 1,251 | 1,162 | 1,207 | 1,226 | 1,233 | 1,187 | 1,304 | 1,399 | 1,385 | 1,421 | 1,319 | 1,216 | 944 | 1,068 | 1,193 | 1,250 | 1,136 | 1,188 | 1,284 | 1,372 | 1,358 | |

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