

City: Winnetka



Janie Bress
 Broker Associate
 (847) 835-6040
<http://www.janiebress.com>
janie.bress@cbexchange.com



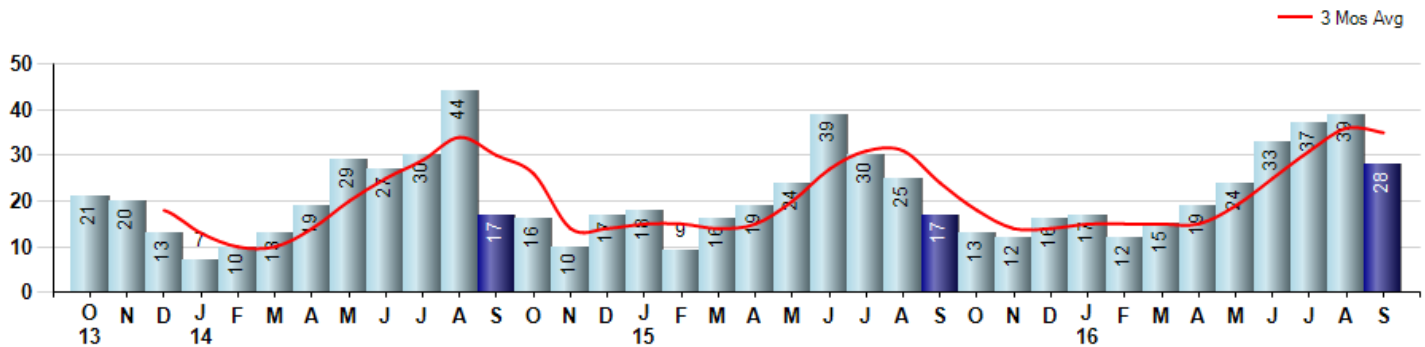
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,397,000	4%		-7%				
Average List Price of all Current Listings	\$1,925,367	1%		4%				
September Median Sales Price	\$1,192,500	16%	-5%	21%	13%	\$1,107,500	-3%	5%
September Average Sales Price	\$1,298,464	5%	-3%	17%	-1%	\$1,305,278	-3%	0%
Total Properties Currently for Sale (Inventory)	204	4%		12%				
September Number of Properties Sold	28	-28%		65%			14%	
September Average Days on Market (Solds)	63	7%	5%	11%	-22%	75	-3%	-7%
Asking Price per Square Foot (based on New Listings)	\$362	13%	-2%	-6%	-4%	\$370	-1%	-1%
September Sold Price per Square Foot	\$358	2%	4%	1%	1%	\$339	-6%	-4%
September Month's Supply of Inventory	7.3	44%	19%	-32%	-24%	8.9	-1%	-7%
September Sale Price vs List Price Ratio	95.1%	0.3%	1%	1%	0.7%	94.5%	-0.2%	

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

Property Sales

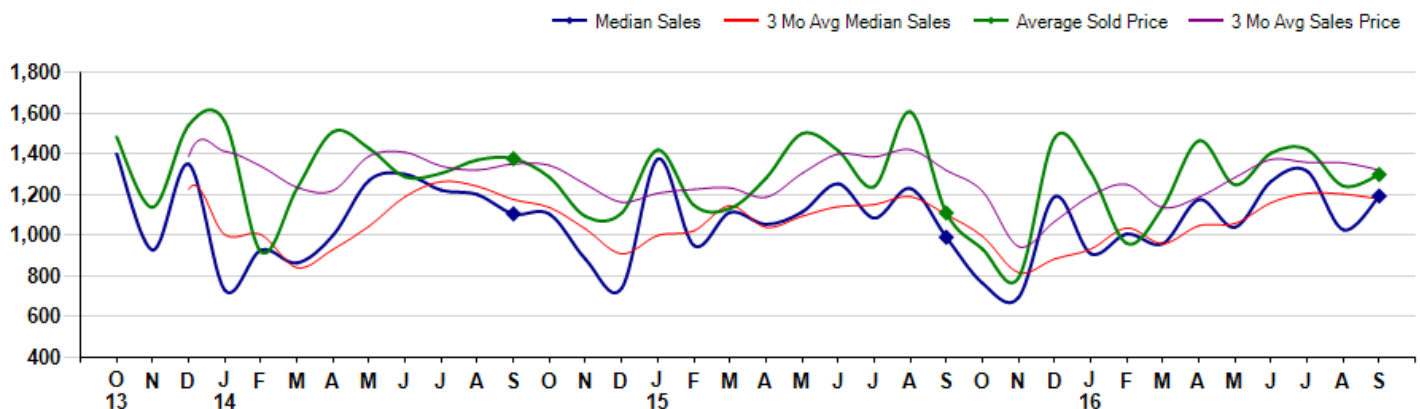
September Property sales were 28, up 64.7% from 17 in September of 2015 and -28.2% lower than the 39 sales last month. September 2016 sales were at their highest level compared to September of 2015 and 2014. September YTD sales of 224 are running 13.7% ahead of last year's year-to-date sales of 197.



Prices

The Median Sales Price in September was \$1,192,500, up 20.5% from \$990,000 in September of 2015 and up 16.1% from \$1,027,300 last month. The Average Sales Price in September was \$1,298,464, up 17.0% from \$1,109,559 in September of 2015 and up 4.5% from \$1,241,992 last month. September 2016 ASP was at a mid range compared to September of 2015 and 2014.

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



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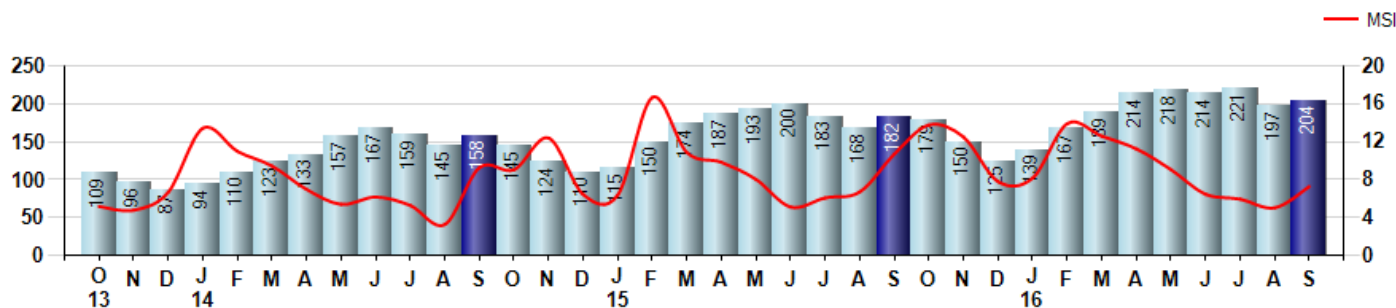
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Inventory & MSI

The Total Inventory of Properties available for sale as of September was 204, up 3.6% from 197 last month and up 12.1% from 182 in September of last year. September 2016 Inventory was at highest level compared to September of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2016 MSI of 7.3 months was at its lowest level compared with September of 2015 and 2014.

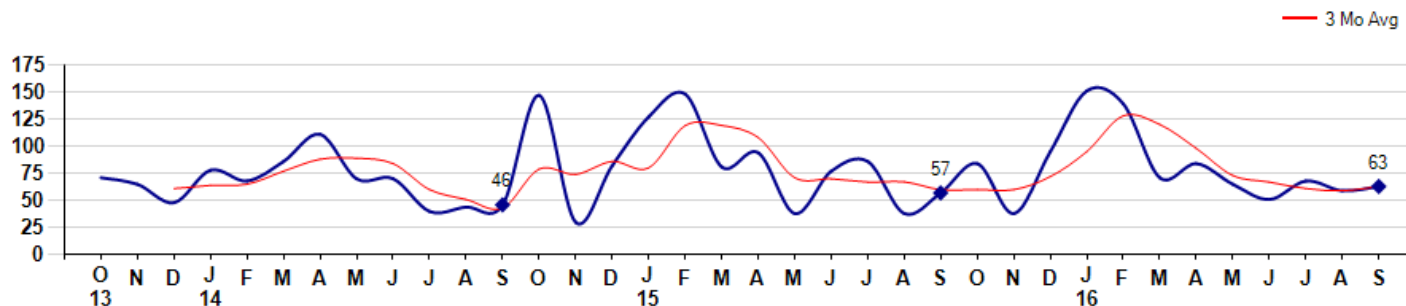
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 September was 63, up 6.8% from 59 days last month and up 10.5% from 57 days in September of last year. The September 2016 DOM was at its highest level compared with September of 2015 and 2014.

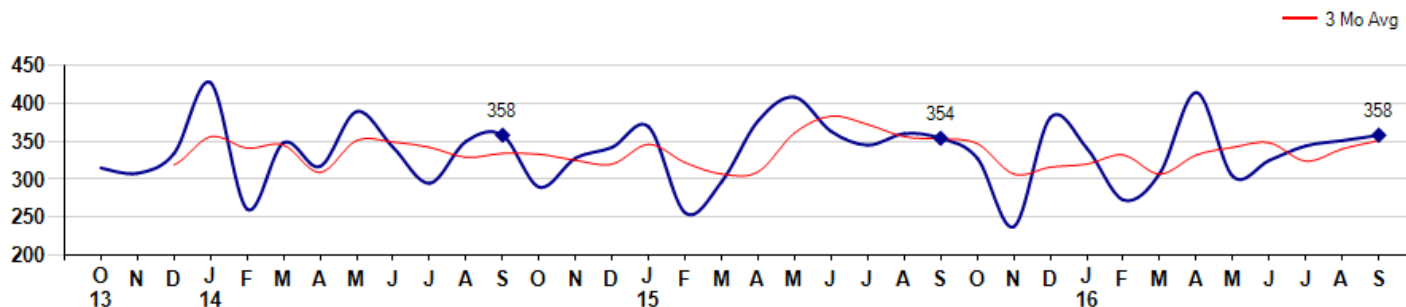
Average Days on Market (Listing to Contract) for properties sold during the month



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 September 2016 Selling Price per Square Foot of \$358 was up 2.0% from \$351 last month and up 1.1% from \$354 in September of last year.

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



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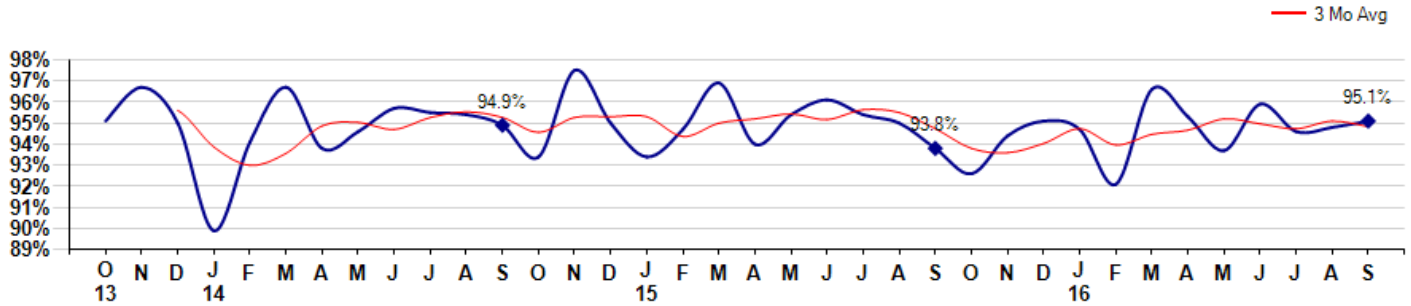


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Selling Price vs Listing Price

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 September 2016 Selling Price vs List Price of 95.1% was up from 94.8% last month and up from 93.8% in September of last year.

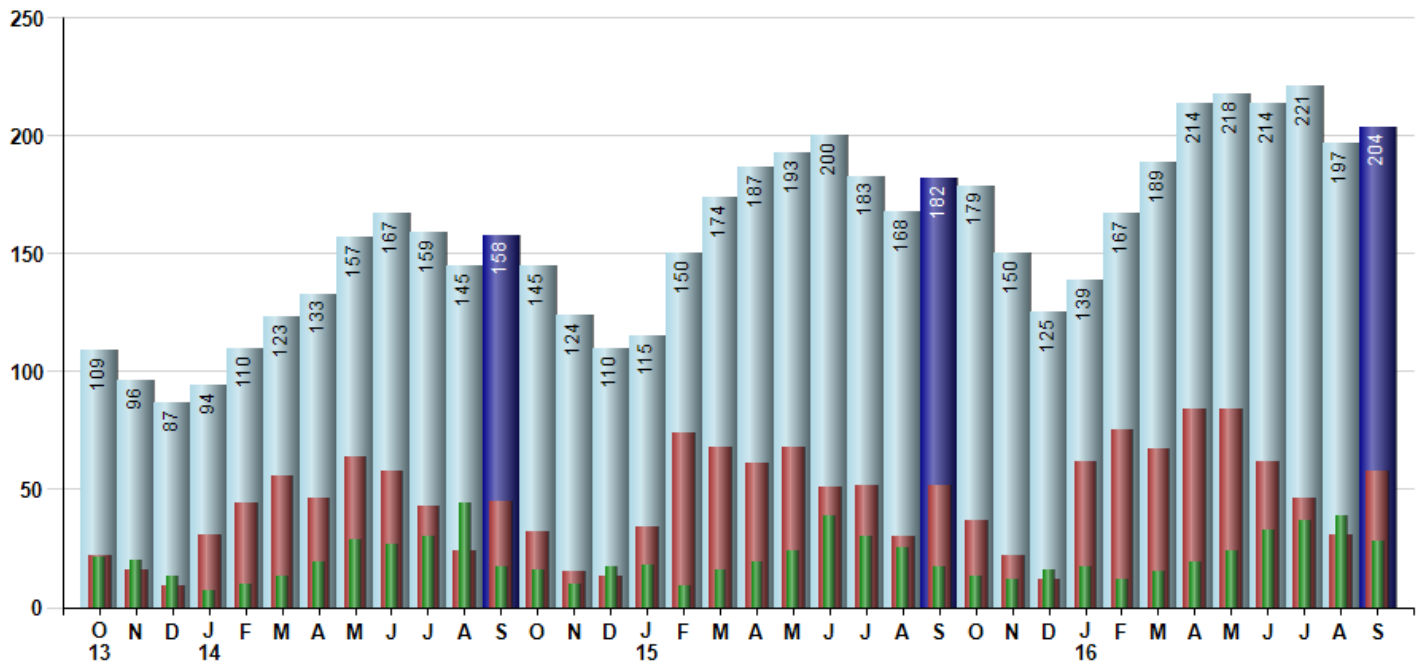
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 September 2016 was 58, up 87.1% from 31 last month and up 11.5% from 52 in September of last year.

Inventory New Listings Sold



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MARKET ACTION REPORT

September 2016

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	O 13	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S
Homes Sold	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	39	28
3 Mo. Roll Avg			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	19	25	31	36	35	

	(000's) O 13	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S
Median Sale Price	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	1,027	1,193
3 Mo. Roll Avg			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	1,202	1,178

	O 13	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S
Inventory	109	96	87	94	110	123	133	157	167	159	145	158	145	124	110	115	150	174	187	193	200	183	168	182	179	150	125	139	167	189	214	218	214	221	197	204
MSI	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	13	8	8	14	13	11	9	6	6	5	7

	O 13	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S
Days On Market	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	139	71	84	65	51	68	59	63
3 Mo. Roll Avg			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	128	120	98	73	67	61	59	63

	O 13	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S
Price per Sq Ft	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	351	358
3 Mo. Roll Avg			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	340	351

	O 13	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S
Sale to List Price	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	0.948	0.951
3 Mo. Roll Avg			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	0.944	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	0.951	0.948	

	O 13	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S
New Listings	22	16	9	31	44	56	46	64	58	43	24	45	32	15	13	34	74	68	61	68	51	52	30	52	37	22	12	62	75	67	84	84	62	46	31	58
Inventory	109	96	87	94	110	123	133	157	167	159	145	158	145	124	110	115	150	174	187	193	200	183	168	182	179	150	125	139	167	189	214	218	214	221	197	204
Sales	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	39	28

	(000's) O 13	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S
Avg Sale Price	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	1,242	1,298
3 Mo. Roll Avg			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	1,356	1,321

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