

City: Winnetka



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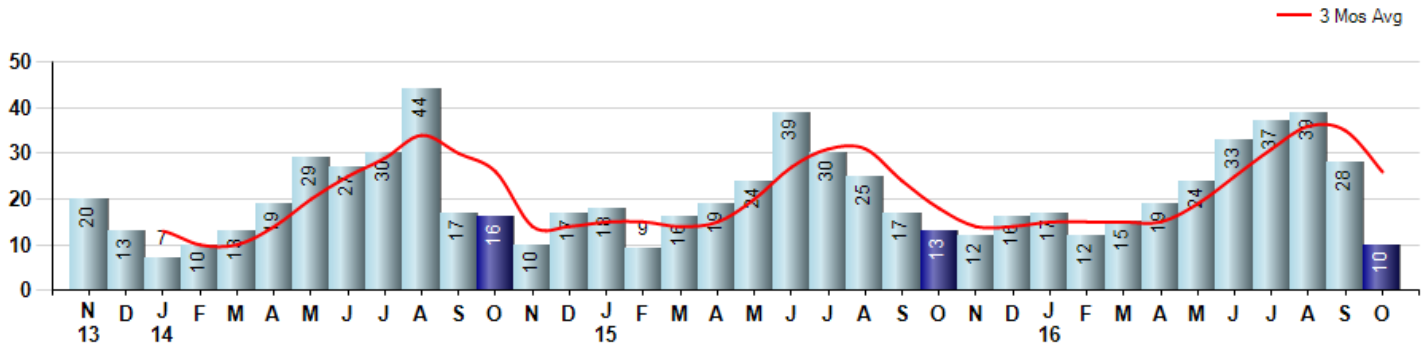
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,294,000	-7%		-13%				
Average List Price of all Current Listings	\$1,860,592	-2%		-1%				
October Median Sales Price	\$935,000	-22%	-18%	22%	-12%	\$1,090,000	-1%	3%
October Average Sales Price	\$1,183,200	-9%	-10%	27%	-10%	\$1,300,061	-2%	-1%
Total Properties Currently for Sale (Inventory)	188	-9%		5%				
October Number of Properties Sold	10	-64%		-23%			11%	
October Average Days on Market (Solds)	84	33%	29%	0%	4%	75	-3%	-7%
Asking Price per Square Foot (based on New Listings)	\$328	-8%	-8%	-8%	-13%	\$366	-2%	-2%
October Sold Price per Square Foot	\$312	-13%	-10%	-5%	-12%	\$338	-6%	-4%
October Month's Supply of Inventory	18.8	156%	81%	37%	97%	9.9	5%	4%
October Sale Price vs List Price Ratio	93.6%	-1.6%	0%	1%	-0.9%	94.3%	-0.2%	-0.1%

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

Property Sales

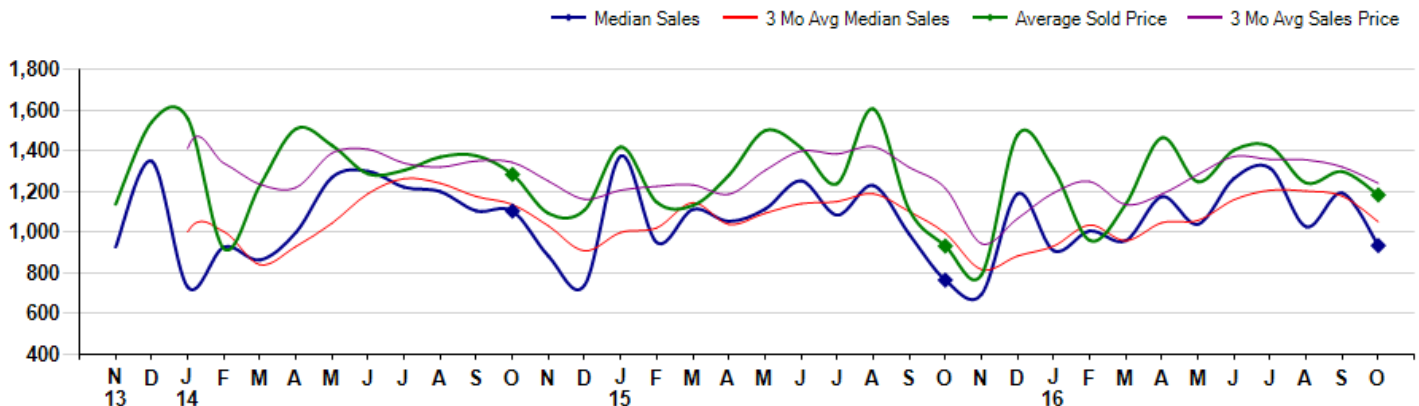
October Property sales were 10, down -23.1% from 13 in October of 2015 and -64.3% lower than the 28 sales last month. October 2016 sales were at their lowest level compared to October of 2015 and 2014. October YTD sales of 234 are running 11.4% ahead of last year's year-to-date sales of 210.



Prices

The Median Sales Price in October was \$935,000, up 22.2% from \$765,000 in October of 2015 and down -21.6% from \$1,192,500 last month. The Average Sales Price in October was \$1,183,200, up 26.9% from \$932,423 in October of 2015 and down -8.9% from \$1,298,464 last month. October 2016 ASP was at a mid range compared to October of 2015 and 2014.

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



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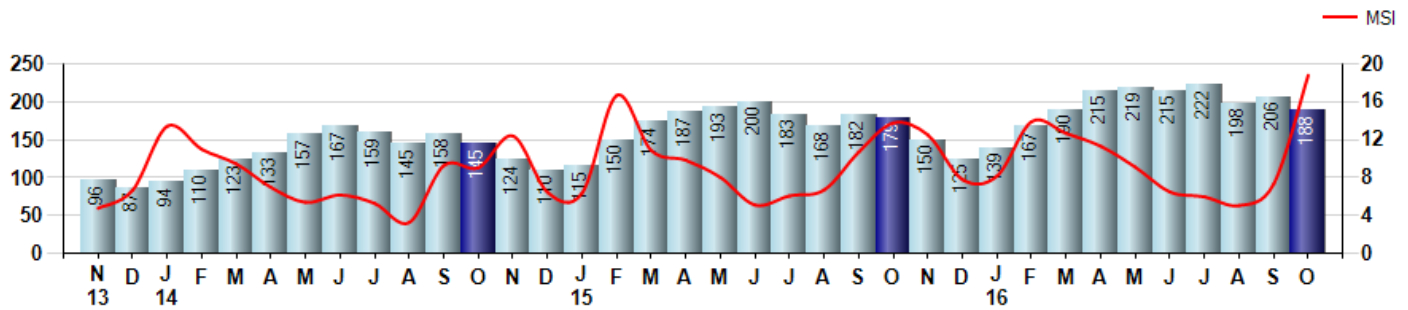
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Inventory & MSI

The Total Inventory of Properties available for sale as of October was 188, down -8.7% from 206 last month and up 5.0% from 179 in October of last year. October 2016 Inventory was at highest level compared to October of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2016 MSI of 18.8 months was at its highest level compared with October of 2015 and 2014.

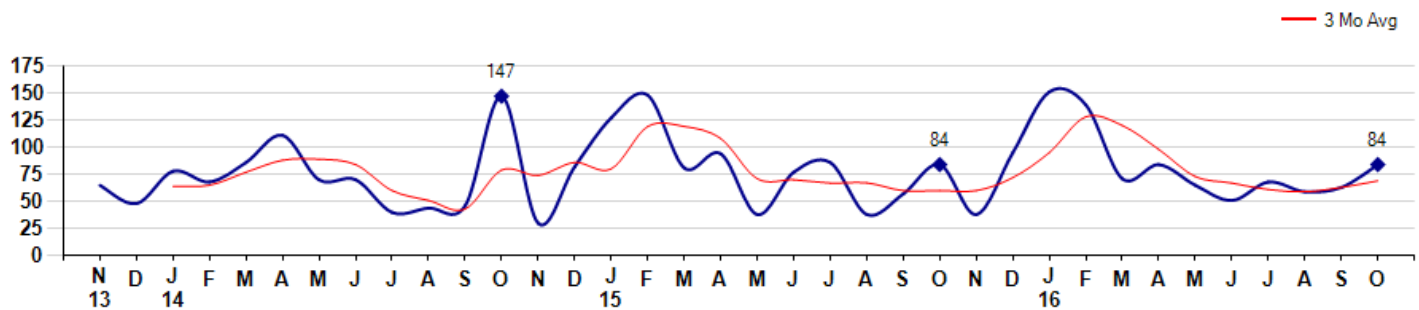
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 October was 84, up 33.3% from 63 days last month and equal to 84 days in October of last year. The October 2016 DOM was at its lowest level compared with October of 2015 and 2014.

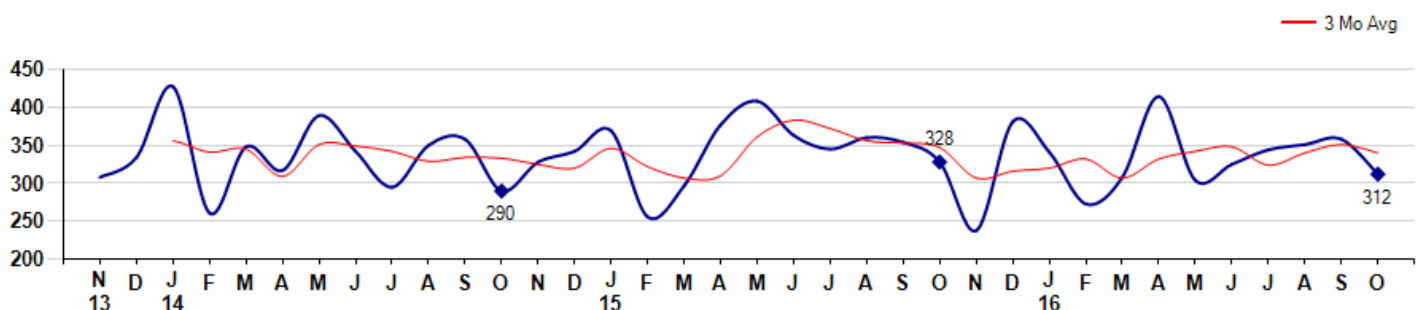
Average Days on Market(Listing to Contract) for properties sold during the month



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 October 2016 Selling Price per Square Foot of \$312 was down -12.8% from \$358 last month and down -4.9% from \$328 in October of last year.

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



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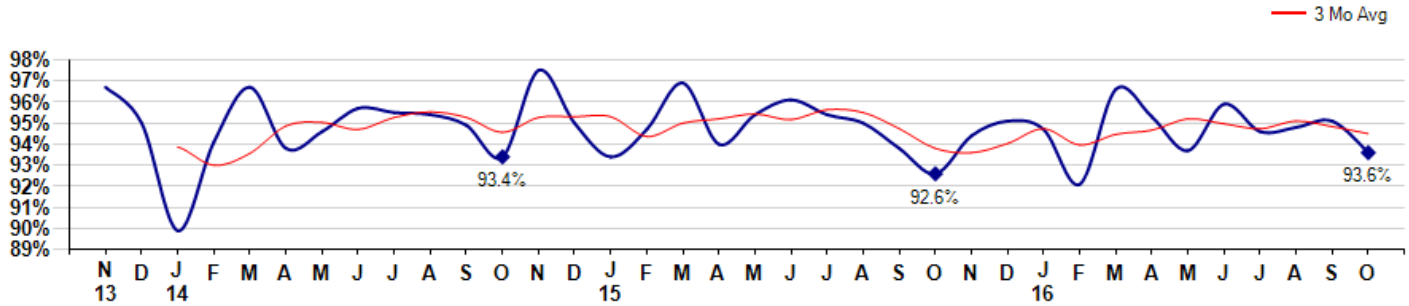


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Selling Price vs Listing Price

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 October 2016 Selling Price vs List Price of 93.6% was down from 95.1% last month and up from 92.6% in October of last year.

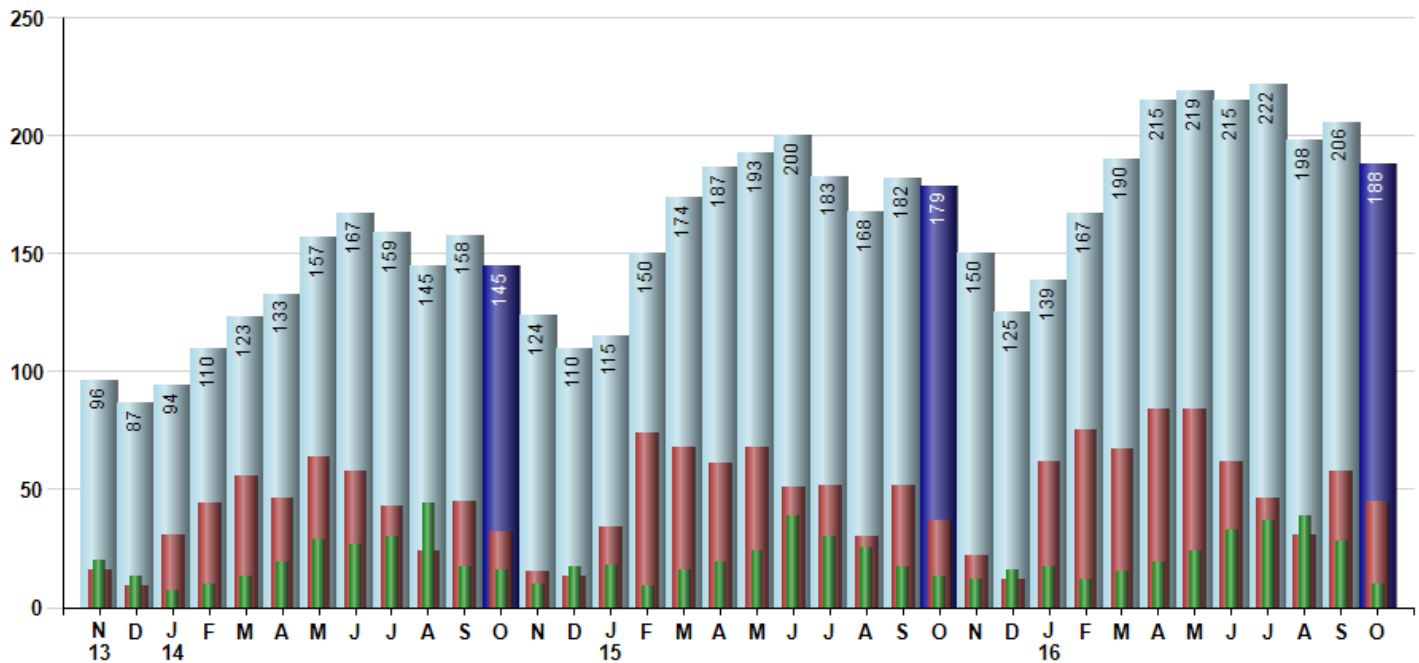
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 October 2016 was 45, down -22.4% from 58 last month and up 21.6% from 37 in October of last year.

Inventory New Listings Sold



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MARKET ACTION REPORT

October 2016

City: *Winnetka*



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	N 13	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	O
Homes Sold	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	10
3 Mo. Roll Avg			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	26	

	(000's) N 13	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	O
Median Sale Price	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	935
3 Mo. Roll Avg			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	1,052

	N 13	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	O
Inventory	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	190	215	219	215	222	198	206	188
MSI	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	7	6	5	7	19

	N 13	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	O
Days On Market	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	84
3 Mo. Roll Avg			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	69

	N 13	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	O
Price per Sq Ft	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	312
3 Mo. Roll Avg			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	340

	N 13	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	O
Sale to List Price	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	0.936
3 Mo. Roll Avg			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	0.951	0.948	0.945

	N 13	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	O
New Listings	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	45
Inventory	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	190	215	219	215	222	198	206	188
Sales	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	10

	(000's) N 13	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	O
Avg Sale Price	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	1,183
3 Mo. Roll Avg			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	1,241

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