

City: Winnetka



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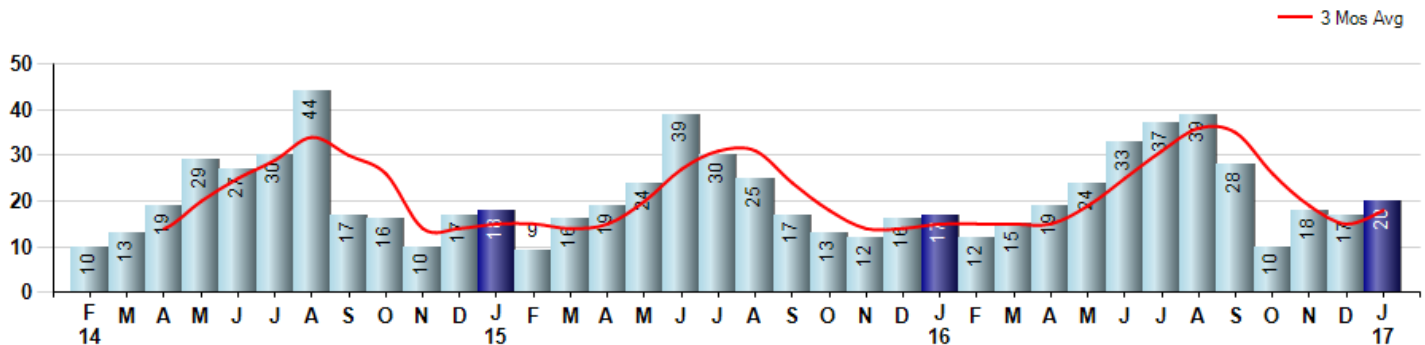
Price Range: \$0 to \$999,999,999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,320,000	10%		-12%				
Average List Price of all Current Listings	\$1,875,955	-4%		10%				
January Median Sales Price	\$1,166,000	-14%	11%	28%	6%	\$1,166,000	28%	6%
January Average Sales Price	\$1,582,950	3%	17%	21%	20%	\$1,582,950	21%	20%
Total Properties Currently for Sale (Inventory)	137	17%		-1%				
January Number of Properties Sold	20	18%		18%			0%	
January Average Days on Market (Solds)	95	-19%	16%	-37%	25%	95	-37%	25%
Asking Price per Square Foot (based on New Listings)	\$367	-3%	5%	-3%	1%	\$367	-3%	1%
January Sold Price per Square Foot	\$283	-5%	-2%	-17%	-14%	\$283	-17%	-14%
January Month's Supply of Inventory	6.9	-1%	-10%	-16%	-29%	6.9	-16%	-29%
January Sale Price vs List Price Ratio	87.7%	-1.1%	-2%	-4%	-4.2%	87.7%	-3.9%	-4.2%

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

Property Sales

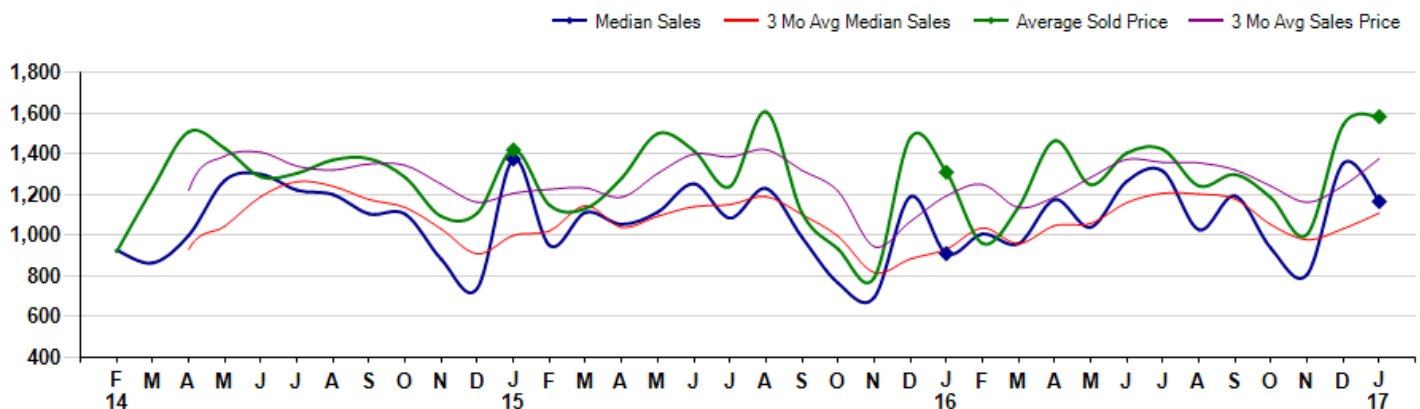
January Property sales were 20, up 17.6% from 17 in January of 2016 and 17.6% higher than the 17 sales last month. January 2017 sales were at their highest level compared to January of 2016 and 2015. January YTD sales of 20 are running 17.6% ahead of last year's year-to-date sales of 17.



Prices

The Median Sales Price in January was \$1,166,000, up 28.1% from \$910,000 in January of 2016 and down -13.9% from \$1,353,750 last month. The Average Sales Price in January was \$1,582,950, up 20.9% from \$1,309,663 in January of 2016 and up 2.6% from \$1,542,897 last month. January 2017 ASP was at highest level compared to January of 2016 and 2015.

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



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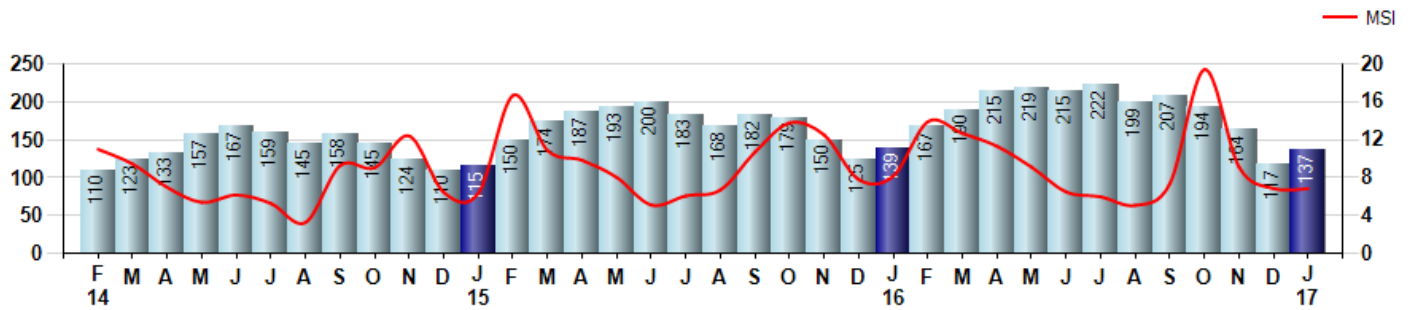
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 137, up 17.1% from 117 last month and down -1.4% from 139 in January of last year. January 2017 Inventory was at a mid range compared to January of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2017 MSI of 6.9 months was at a mid range compared with January of 2016 and 2015.

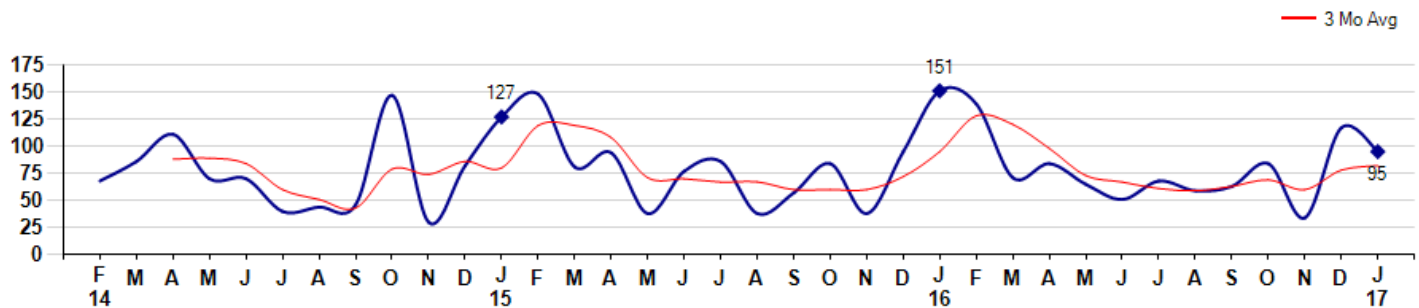
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 95, down -18.8% from 117 days last month and down -37.1% from 151 days in January of last year. The January 2017 DOM was at its lowest level compared with January of 2016 and 2015.

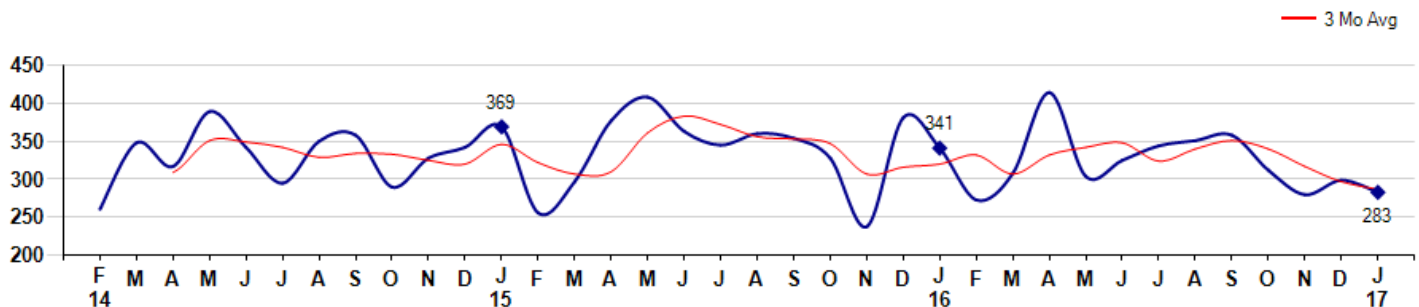
Average Days on Market (Listing to Contract) for properties sold during the month



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 January 2017 Selling Price per Square Foot of \$283 was down -5.4% from \$299 last month and down -17.0% from \$341 in January of last year.

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



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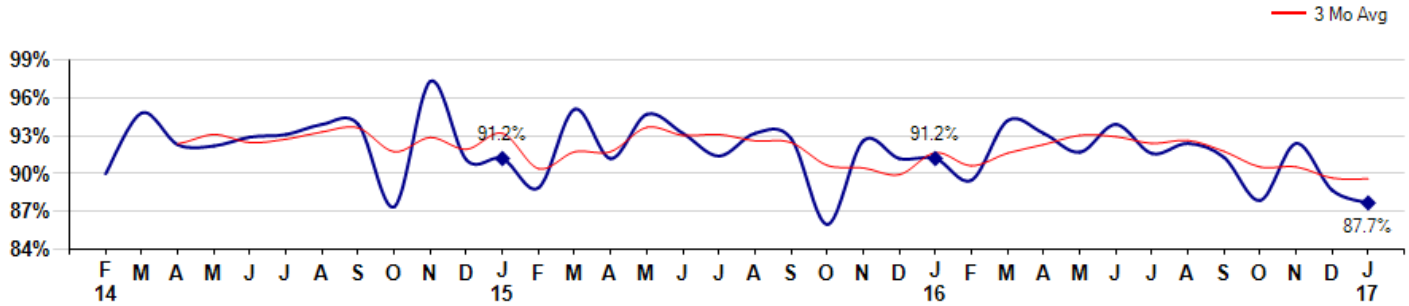


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Selling Price vs Listing Price

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 January 2017 Selling Price vs List Price of 87.7% was down from 88.7% last month and down from 91.2% in January of last year.

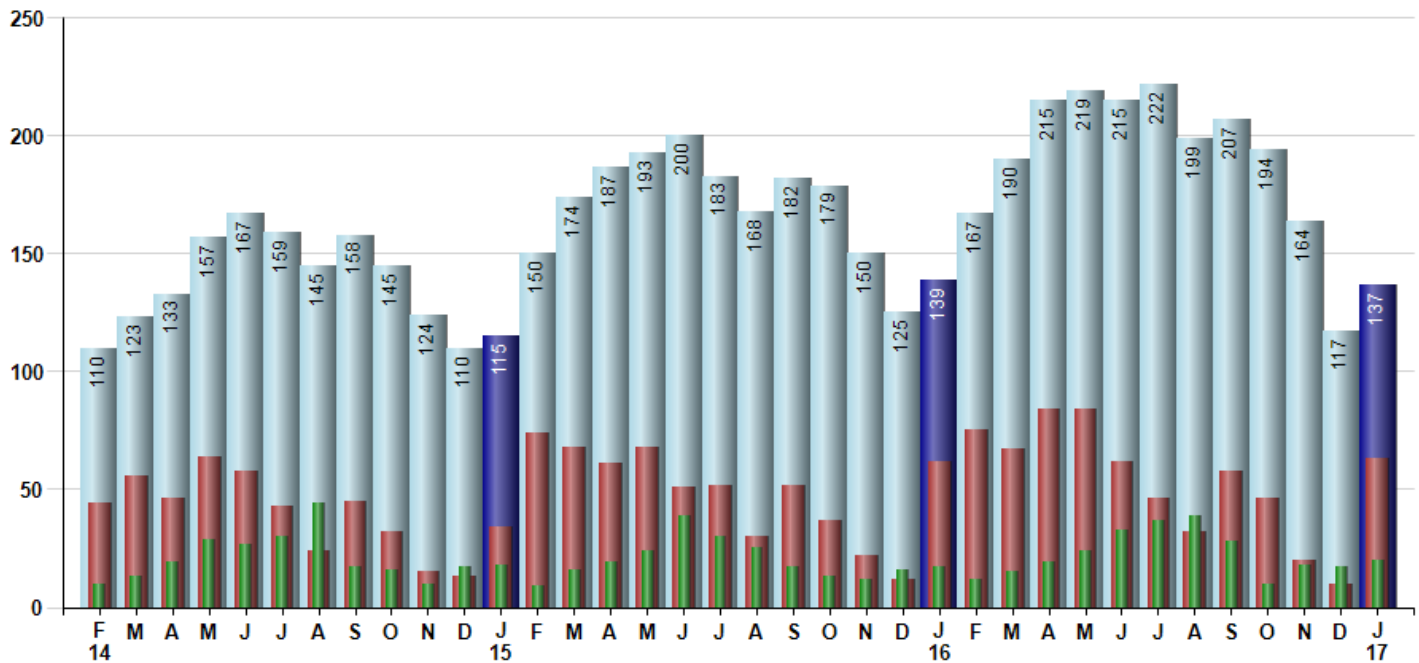
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 January 2017 was 63, up 530.0% from 10 last month and up 1.6% from 62 in January of last year.

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



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MARKET ACTION REPORT

January 2017

City: *Winnetka*



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	F 14	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	N	D	J 17
Homes Sold	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	18	17	20
3 Mo. Roll Avg			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	19	15	18	

(000's)	F 14	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	N	D	J 17
Median Sale Price	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	808	1,354	1,166
3 Mo. Roll Avg			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	978	1,032	1,109

	F 14	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	N	D	J 17
Inventory	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	199	207	194	164	117	137
MSI	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	9	7	7

	F 14	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	N	D	J 17
Days On Market	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	34	117	95
3 Mo. Roll Avg			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	60	78	82

	F 14	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	N	D	J 17
Price per Sq Ft	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	280	299	283
3 Mo. Roll Avg			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	317	297	287

	F 14	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	N	D	J 17
Sale to List Price	0.900	0.948	0.923	0.922	0.929	0.931	0.939	0.939	0.874	0.973	0.911	0.912	0.889	0.951	0.912	0.947	0.932	0.914	0.932	0.928	0.860	0.926	0.912	0.912	0.895	0.942	0.932	0.917	0.939	0.916	0.924	0.913	0.879	0.924	0.887	0.877
3 Mo. Roll Avg			0.924	0.931	0.925	0.927	0.933	0.936	0.917	0.929	0.919	0.932	0.904	0.917	0.917	0.937	0.930	0.931	0.926	0.925	0.907	0.905	0.899	0.917	0.906	0.916	0.923	0.930	0.929	0.924	0.926	0.918	0.905	0.905	0.897	0.896

	F 14	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	N	D	J 17
New Listings	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	32	58	46	20	10	63
Inventory	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	199	207	194	164	117	137
Sales	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	18	17	20

(000's)	F 14	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	N	D	J 17
Avg Sale Price	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	1,005	1,543	1,583
3 Mo. Roll Avg			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	1,162	1,244	1,377

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