

City: Winnetka



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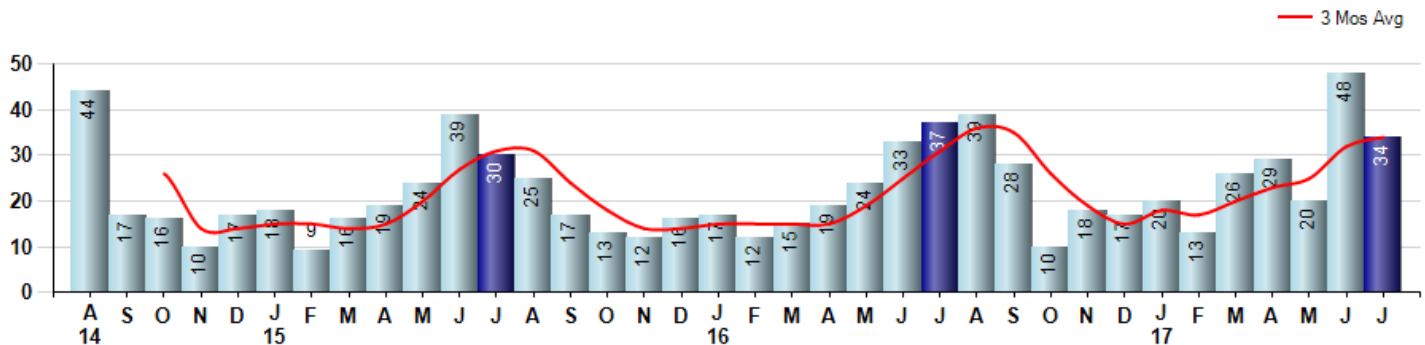
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,299,000	-4%		-11%				
Average List Price of all Current Listings	\$1,895,116	-1%		-1%				
July Median Sales Price	\$1,042,500	-6%	0%	-21%	-5%	\$1,037,500	-7%	-6%
July Average Sales Price	\$1,122,971	-15%	-7%	-21%	-15%	\$1,231,084	-7%	-6%
Total Properties Currently for Sale (Inventory)	164	-10%		-26%				
July Number of Properties Sold	34	-29%		-8%			21%	
July Average Days on Market (Solds)	69	0%	-7%	2%	-9%	76	-6%	0%
Asking Price per Square Foot (based on New Listings)	\$347	-2%	0%	-13%	-4%	\$350	-6%	-3%
July Sold Price per Square Foot	\$299	-13%	-6%	-13%	-9%	\$313	-6%	-5%
July Month's Supply of Inventory	4.8	27%	-17%	-20%	-50%	7.1	-27%	-27%
July Sale Price vs List Price Ratio	92.5%	0.4%	0%	1%	1.0%	91.5%	-0.9%	

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

Property Sales

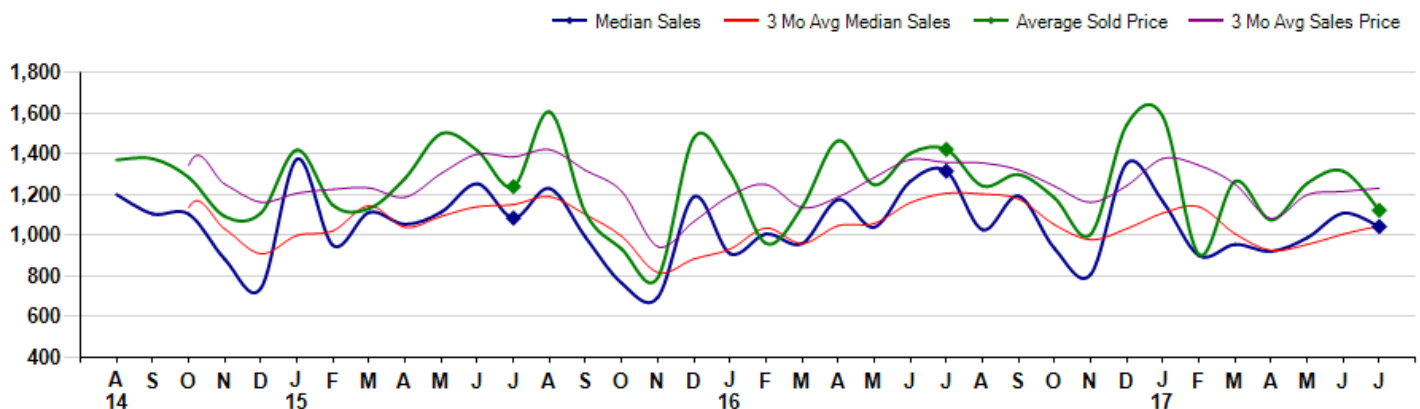
July Property sales were 34, down -8.1% from 37 in July of 2016 and -29.2% lower than the 48 sales last month. July 2017 sales were at a mid level compared to July of 2016 and 2015. July YTD sales of 190 are running 21.0% ahead of last year's year-to-date sales of 157.



Prices

The Median Sales Price in July was \$1,042,500, down -20.7% from \$1,315,000 in July of 2016 and down -6.0% from \$1,108,750 last month. The Average Sales Price in July was \$1,122,971, down -21.0% from \$1,421,973 in July of 2016 and down -14.6% from \$1,314,915 last month. July 2017 ASP was at the lowest level compared to July of 2016 and 2015.

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



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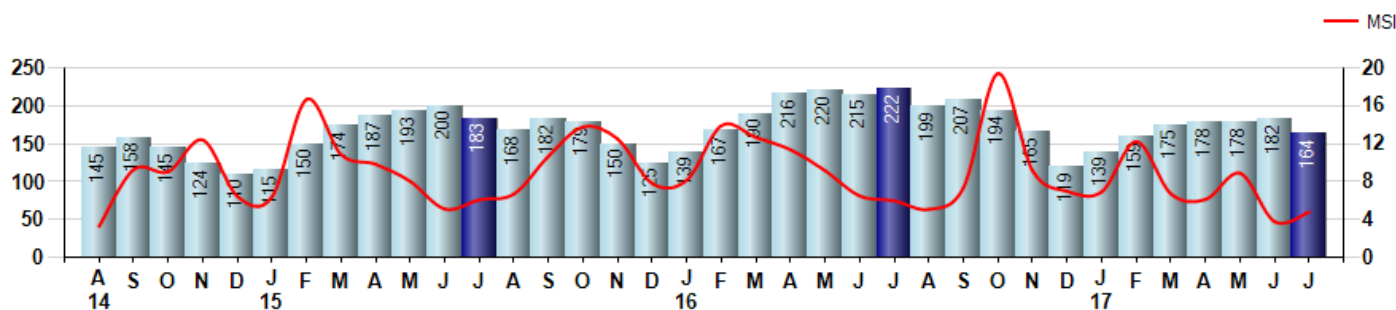
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Inventory & MSI

The Total Inventory of Properties available for sale as of July was 164, down -9.9% from 182 last month and down -26.1% from 222 in July of last year. July 2017 Inventory was at the lowest level compared to July of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2017 MSI of 4.8 months was at its lowest level compared with July of 2016 and 2015.

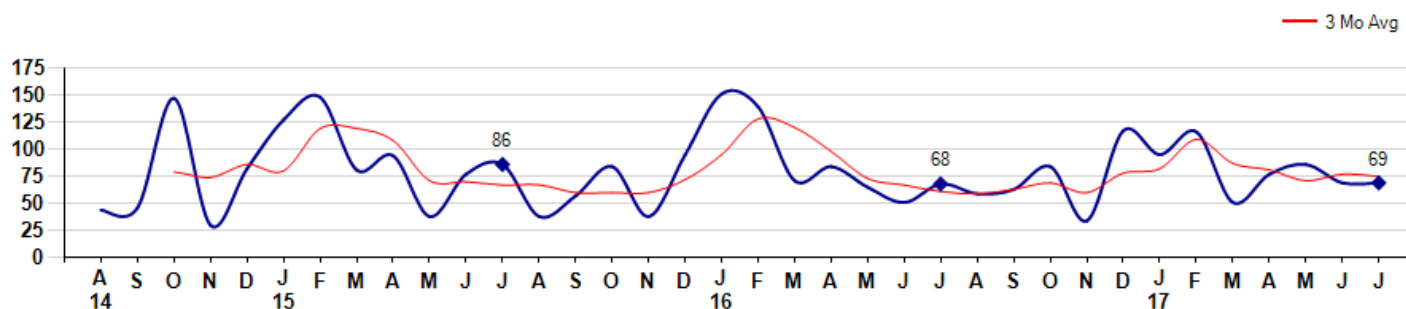
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 July was 69, equal to 69 days last month and up 1.5% from 68 days in July of last year. The July 2017 DOM was at a mid range compared with July of 2016 and 2015.

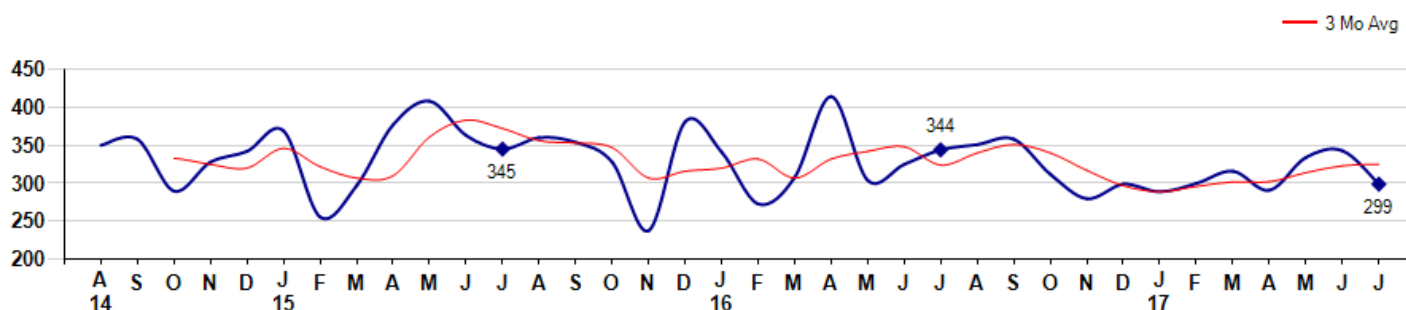
Average Days on Market(Listing to Contract) for properties sold during the month



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 July 2017 Selling Price per Square Foot of \$299 was down -12.8% from \$343 last month and down -13.1% from \$344 in July of last year.

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



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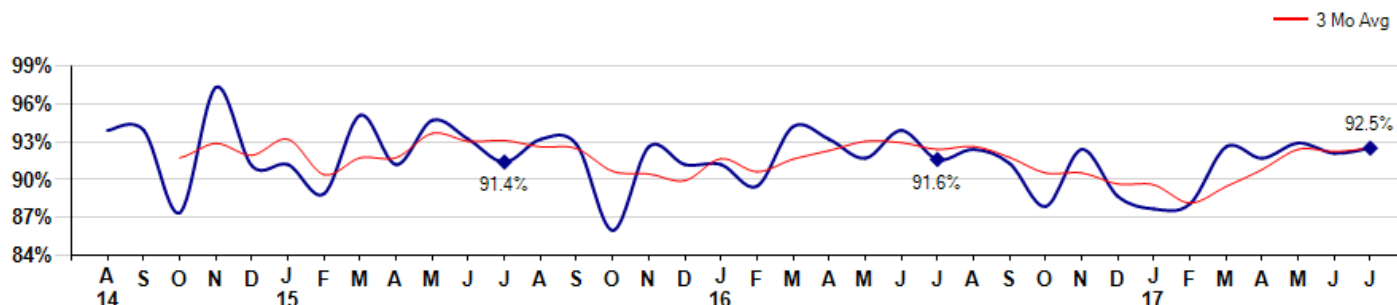


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Selling Price vs Listing Price

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 2017 Selling Price vs List Price of 92.5% was up from 92.1% last month and up from 91.6% in July of last year.

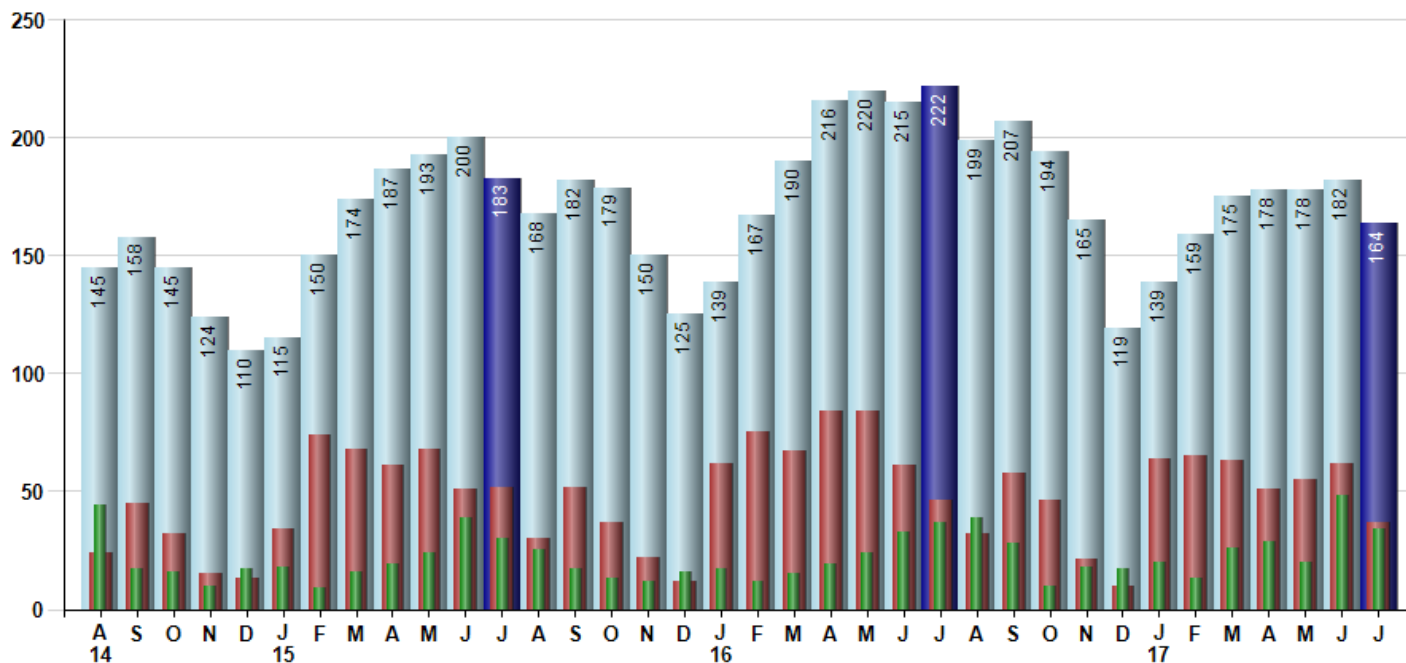
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2017 was 37, down -40.3% from 62 last month and down -19.6% from 46 in July of last year.

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



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MARKET ACTION REPORT

July 2017

City: *Winnetka*



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Homes Sold	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	13	26	29	20	48	34
3 Mo. Roll Avg			26	14	14	15	15	14	15	20	27	31	31	24	18	14	14	15	15	15	15	19	25	31	36	35	26	19	15	18	17	20	23	25	32	34

	(000's) A 14	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	F	M	A	M	J	J
Median Sale Price	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	900	956	921	988	1,109	1,043
3 Mo. Roll Avg			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	1,140	1,007	926	955	1,006	1,046

	A 14	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	F	M	A	M	J	J
Inventory	145	158	145	124	110	115	150	174	187	193	200	183	168	182	179	150	125	139	167	190	216	220	215	222	199	207	194	165	119	139	159	175	178	178	182	164
MSI	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	12	7	6	9	4	5

	A 14	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	F	M	A	M	J	J
Days On Market	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	116	51	77	86	69	69
3 Mo. Roll Avg			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	109	87	81	71	77	75

	A 14	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	F	M	A	M	J	J
Price per Sq Ft	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	289	300	316	291	334	343	299
3 Mo. Roll Avg			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	289	296	302	302	314	323	325

	A 14	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	F	M	A	M	J	J
Sale to List Price	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	0.881	0.926	0.917	0.929	0.921	0.925
3 Mo. Roll Avg			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	0.882	0.895	0.908	0.924	0.922	0.925

	A 14	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	F	M	A	M	J	J
New Listings	24	45	32	15	13	34	74	68	61	68	51	52	30	52	37	22	12	62	75	67	84	84	61	46	32	58	46	21	10	64	65	63	51	55	62	37
Inventory	145	158	145	124	110	115	150	174	187	193	200	183	168	182	179	150	125	139	167	190	216	220	215	222	199	207	194	165	119	139	159	175	178	178	182	164
Sales	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	13	26	29	20	48	34

	(000's) A 14	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	F	M	A	M	J	J
Avg Sale Price	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	1,403	1,422	1,242	1,298	1,183	1,005	1,543	1,583	905	1,265	1,075	1,255	1,315	1,123
3 Mo. Roll Avg			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	1,344	1,251	1,082	1,199	1,215	1,231

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