

City: Winnetka



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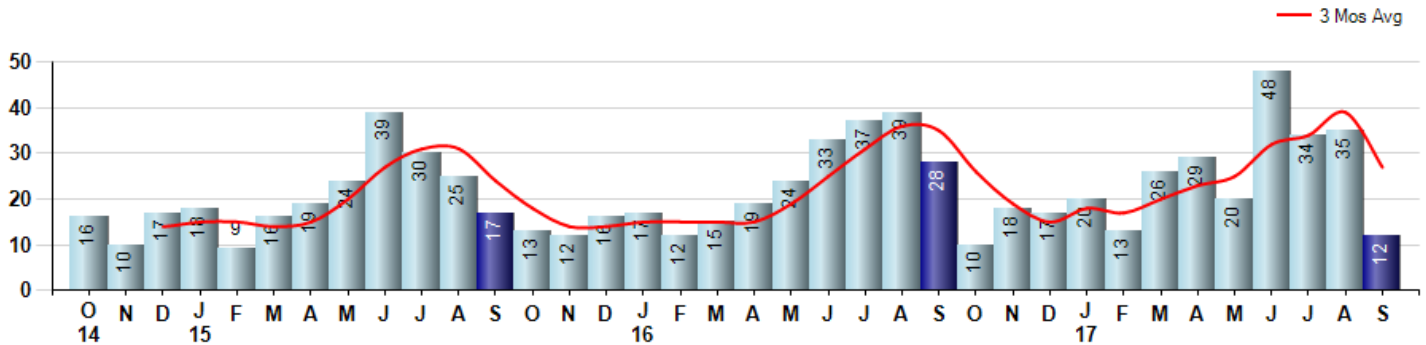
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,232,000	-1%		-9%				
Average List Price of all Current Listings	\$1,833,951	-4%		-2%				
September Median Sales Price	\$1,255,500	9%	14%	5%	14%	\$1,050,000	-5%	-5%
September Average Sales Price	\$1,816,500	32%	37%	40%	38%	\$1,281,776	-2%	-3%
Total Properties Currently for Sale (Inventory)	158	-3%		-24%				
September Number of Properties Sold	12	-66%		-57%			6%	
September Average Days on Market (Solds)	94	59%	36%	49%	24%	74	-1%	-3%
Asking Price per Square Foot (based on New Listings)	\$357	-21%	-4%	2%	-1%	\$357	-3%	-1%
September Sold Price per Square Foot	\$328	9%	3%	-8%	0%	\$313	-8%	-5%
September Month's Supply of Inventory	13.2	185%	74%	76%	36%	7.6	-16%	-22%
September Sale Price vs List Price Ratio	89.5%	-2.4%	-3%	-2%	-2.2%	91.5%	-0.8%	-0.1%

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

Property Sales

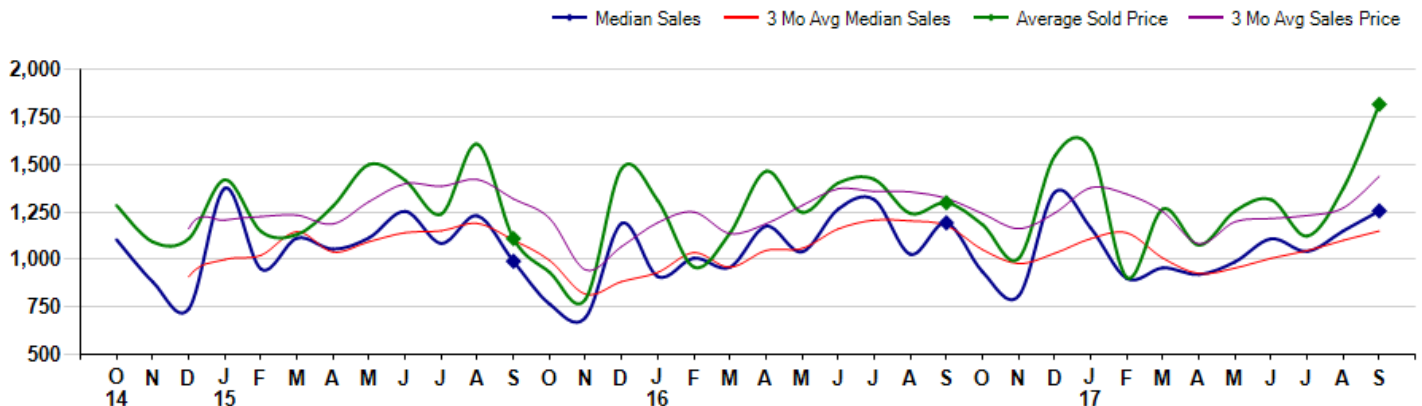
September Property sales were 12, down -57.1% from 28 in September of 2016 and -65.7% lower than the 35 sales last month. September 2017 sales were at their lowest level compared to September of 2016 and 2015. September YTD sales of 237 are running 5.8% ahead of last year's year-to-date sales of 224.



Prices

The Median Sales Price in September was \$1,255,500, up 5.3% from \$1,192,500 in September of 2016 and up 9.2% from \$1,150,000 last month. The Average Sales Price in September was \$1,816,500, up 39.9% from \$1,298,464 in September of 2016 and up 32.2% from \$1,373,626 last month. September 2017 ASP was at highest level compared to September of 2016 and 2015.

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



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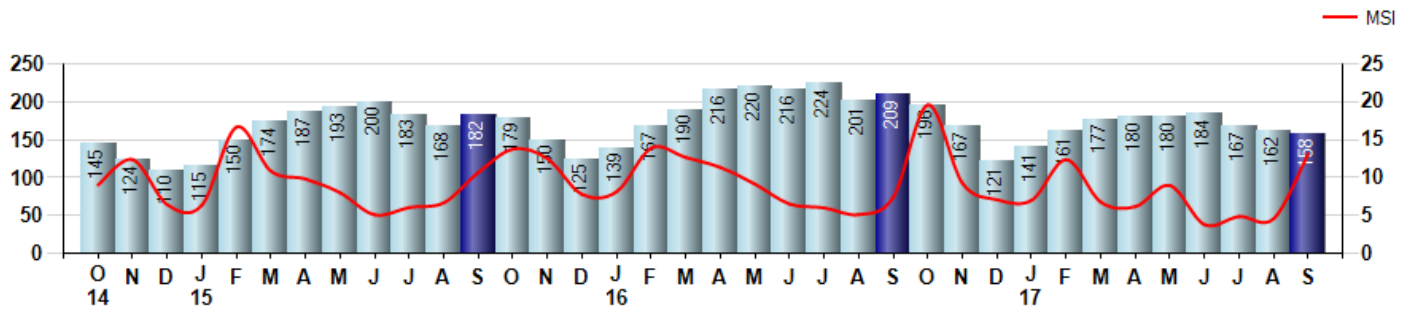
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Inventory & MSI

The Total Inventory of Properties available for sale as of September was 158, down -2.5% from 162 last month and down -24.4% from 209 in September of last year. September 2017 Inventory was at the lowest level compared to September of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2017 MSI of 13.2 months was at its highest level compared with September of 2016 and 2015.

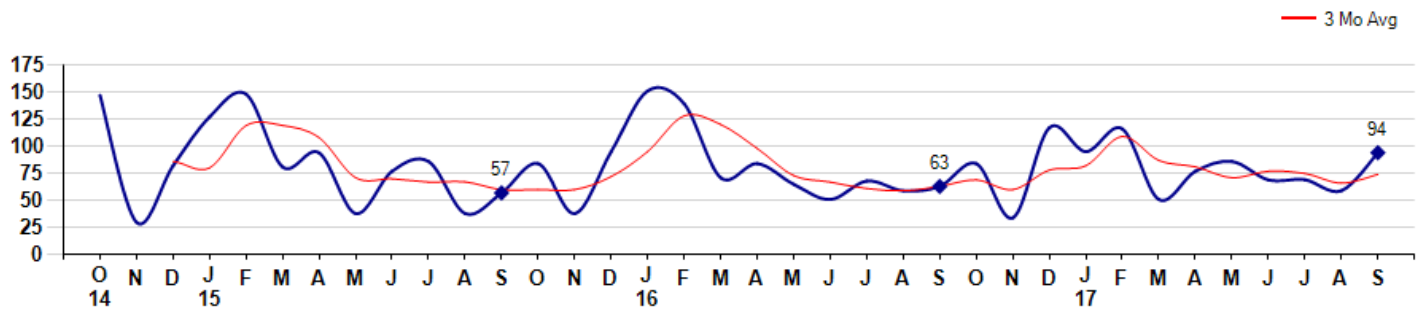
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 September was 94, up 59.3% from 59 days last month and up 49.2% from 63 days in September of last year. The September 2017 DOM was at its highest level compared with September of 2016 and 2015.

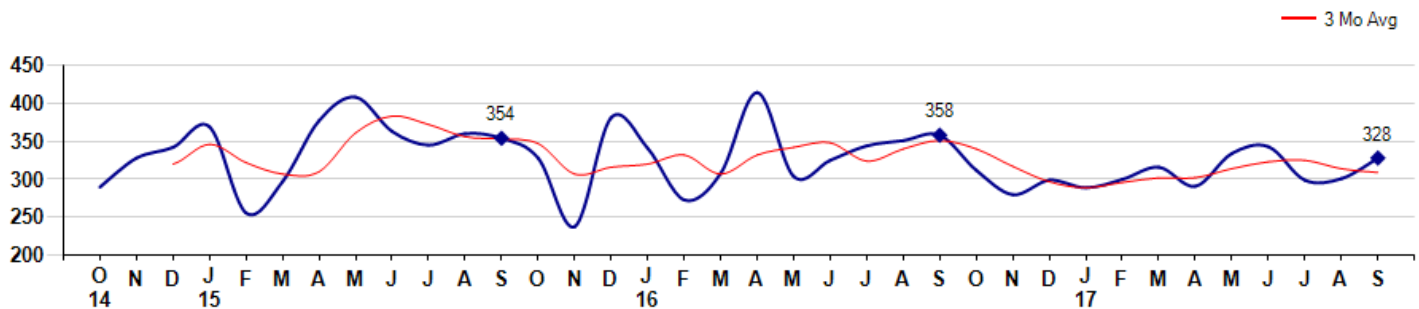
Average Days on Market(Listing to Contract) for properties sold during the month



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 September 2017 Selling Price per Square Foot of \$328 was up 9.0% from \$301 last month and down -8.4% from \$358 in September of last year.

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



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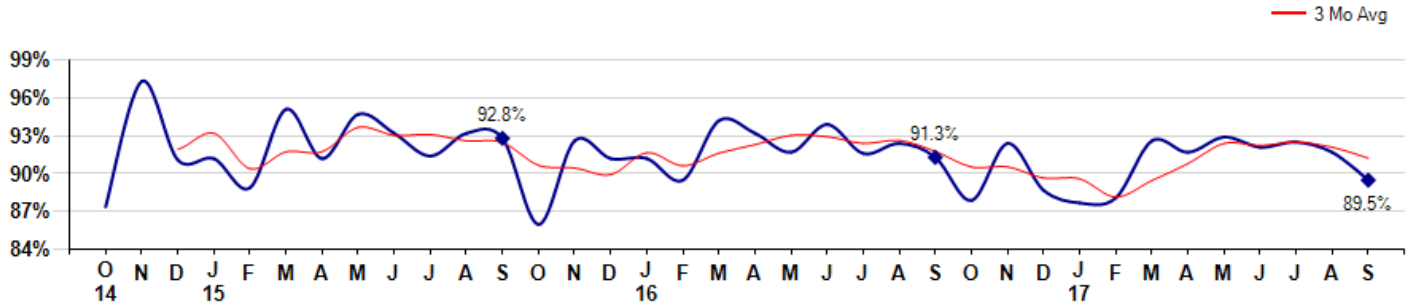


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Selling Price vs Listing Price

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 2017 Selling Price vs List Price of 89.5% was down from 91.7% last month and down from 91.3% in September of last year.

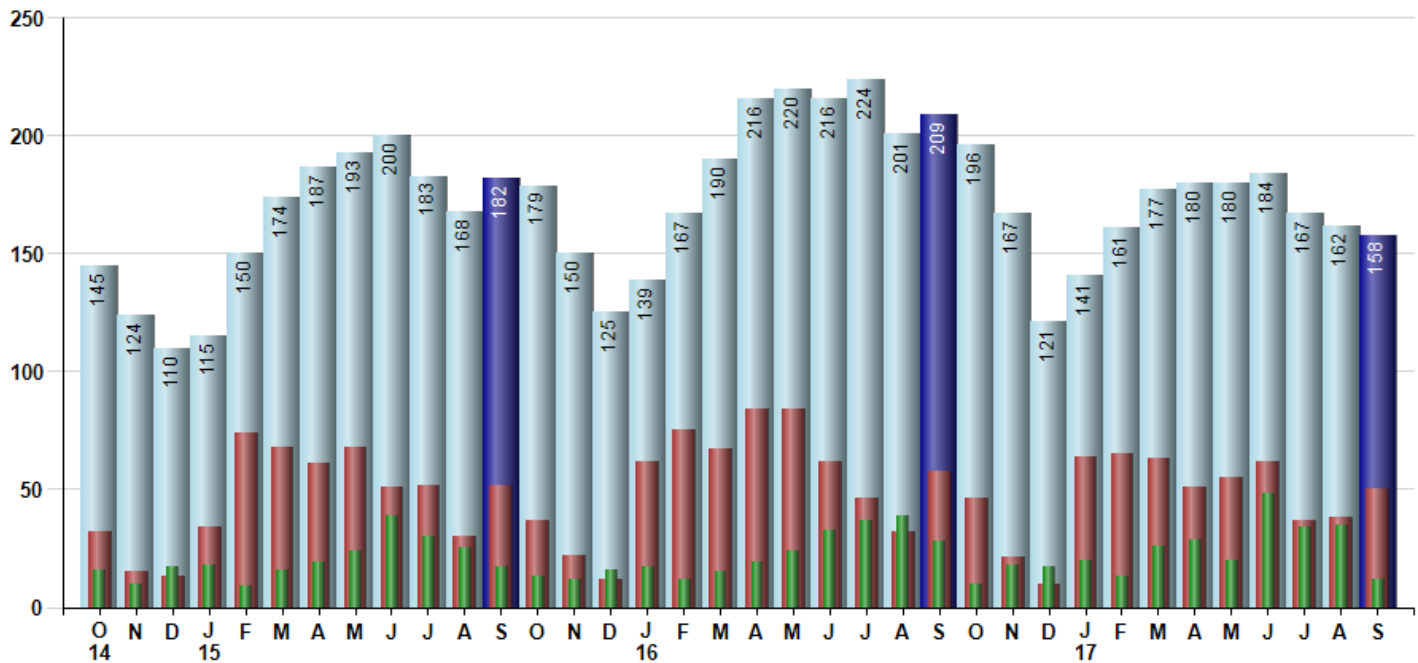
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2017 was 50, up 31.6% from 38 last month and down -13.8% from 58 in September of last year.

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



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MARKET ACTION REPORT

September 2017

City: *Winnetka*



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	O 14	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	A	S
Homes Sold	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	35	12
3 Mo. Roll Avg			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	17	20	23	25	32	34	39	27	

	(000's) O 14	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	A	S
Median Sale Price	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	1,150	1,256
3 Mo. Roll Avg			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	1,100	1,149

	O 14	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	A	S
Inventory	145	124	110	115	150	174	187	193	200	183	168	182	179	150	125	139	167	190	216	220	216	224	201	209	196	167	121	141	161	177	180	180	184	167	162	158
MSI	9	12	6	6	17	11	10	8	5	6	7	11	14	13	8	8	14	13	11	9	7	6	5	7	20	9	7	7	12	7	6	9	4	5	5	13

	O 14	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	A	S
Days On Market	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	59	94
3 Mo. Roll Avg			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	66	74

	O 14	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	A	S
Price per Sq Ft	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	301	328
3 Mo. Roll Avg			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	314	309

	O 14	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	A	S
Sale to List Price	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	0.917	0.895
3 Mo. Roll Avg			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	0.921	0.912

	O 14	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	A	S
New Listings	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	21	10	64	65	63	51	55	62	37	38	50
Inventory	145	124	110	115	150	174	187	193	200	183	168	182	179	150	125	139	167	190	216	220	216	224	201	209	196	167	121	141	161	177	180	180	184	167	162	158
Sales	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	35	12

	(000's) O 14	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	A	S
Avg Sale Price	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	1,374	1,817
3 Mo. Roll Avg			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	1,271	1,438

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