

City: Winnetka



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



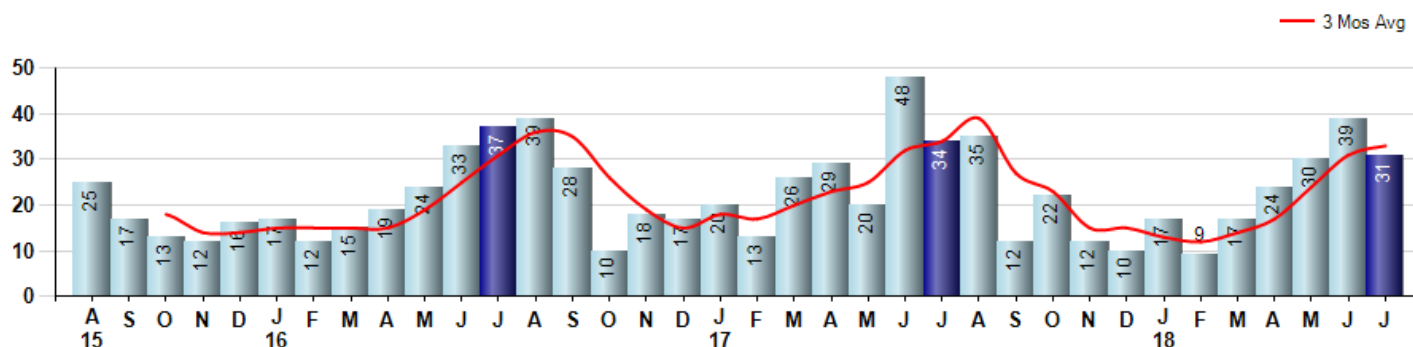
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|--|-------------|-------------------|------|------|------|-------------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$1,499,000 | 0% | | 20% | | | | |
| Average List Price of all Current Listings | \$1,885,867 | 0% | | 2% | | | | |
| July Median Sales Price | \$820,000 | -25% | -18% | -21% | -22% | \$1,014,000 | -2% | -3% |
| July Average Sales Price | \$931,647 | -32% | -32% | -17% | -30% | \$1,435,778 | 17% | 7% |
| Total Properties Currently for Sale (Inventory) | 160 | -5% | | -5% | | | | |
| July Number of Properties Sold | 31 | -21% | | -9% | | | -12% | |
| July Average Days on Market (Solds) | 45 | 2% | -25% | -35% | -39% | 68 | -11% | -8% |
| Asking Price per Square Foot (based on New Listings) | \$344 | -14% | -3% | 2% | -3% | \$361 | 4% | 2% |
| July Sold Price per Square Foot | \$273 | -15% | -20% | -9% | -13% | \$337 | 8% | 8% |
| July Month's Supply of Inventory | 5.2 | 19% | 2% | 4% | -35% | 7.7 | 7% | -3% |
| July Sale Price vs List Price Ratio | 93.9% | -1.1% | 1% | 2% | 3.0% | 92.5% | 1.0% | 1.4% |

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

Property Sales

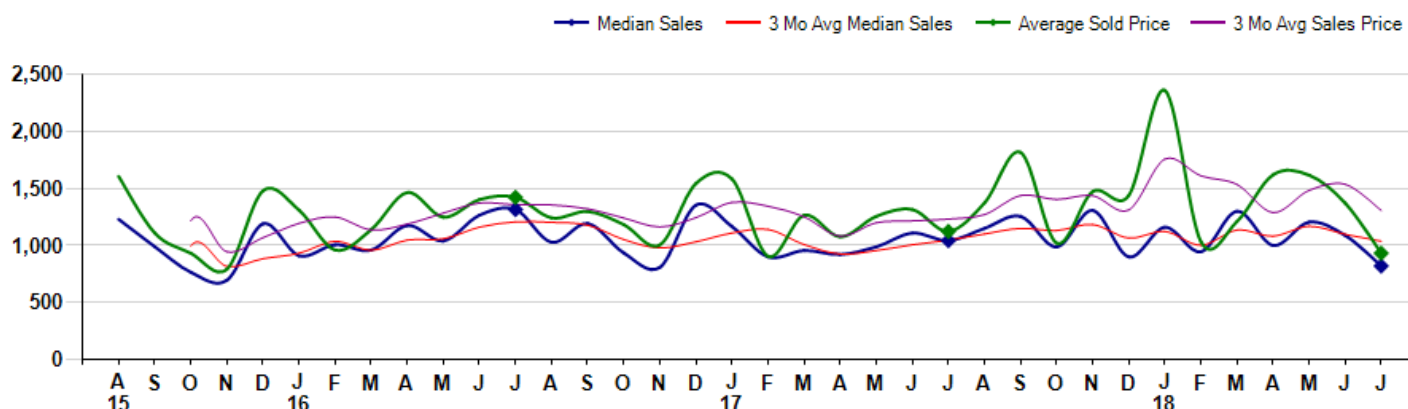
July Property sales were 31, down -8.8% from 34 in July of 2017 and -20.5% lower than the 39 sales last month. July 2018 sales were at their lowest level compared to July of 2017 and 2016. July YTD sales of 167 are running -12.1% behind last year's year-to-date sales of 190.



Prices

The Median Sales Price in July was \$820,000, down -21.3% from \$1,042,500 in July of 2017 and down -24.6% from \$1,087,500 last month. The Average Sales Price in July was \$931,647, down -17.0% from \$1,122,971 in July of 2017 and down -32.1% from \$1,371,167 last month. July 2018 ASP was at the lowest level compared to July of 2017 and 2016.

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



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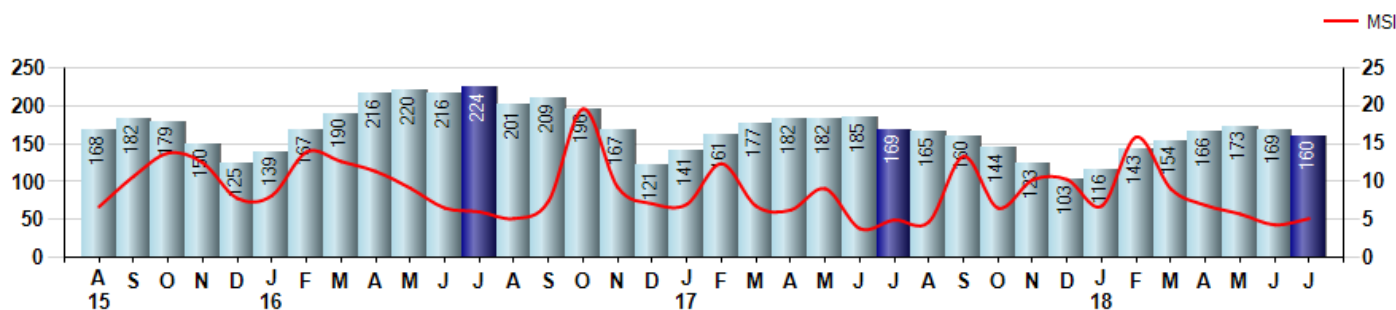
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of July was 160, down -5.3% from 169 last month and down -5.3% from 169 in July of last year. July 2018 Inventory was at the lowest level compared to July of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2018 MSI of 5.2 months was at a mid range compared with July of 2017 and 2016.

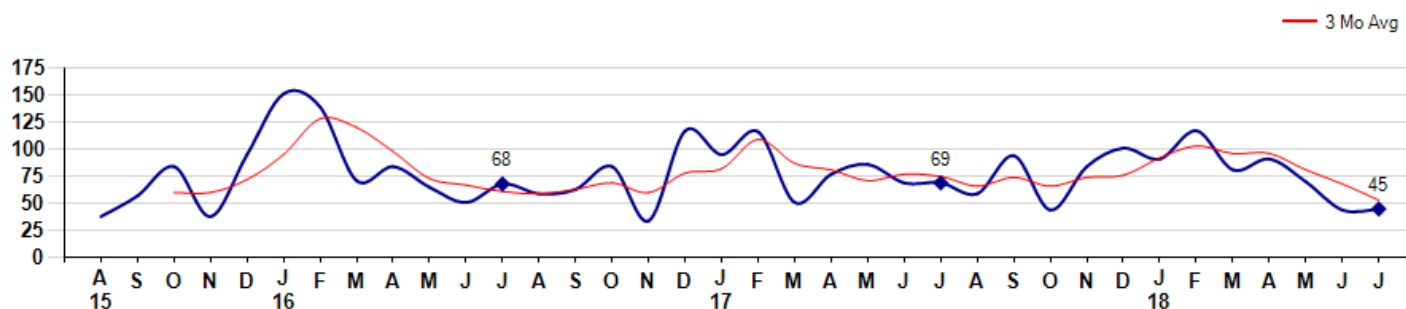
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 45, up 2.3% from 44 days last month and down -34.8% from 69 days in July of last year. The July 2018 DOM was at its lowest level compared with July of 2017 and 2016.

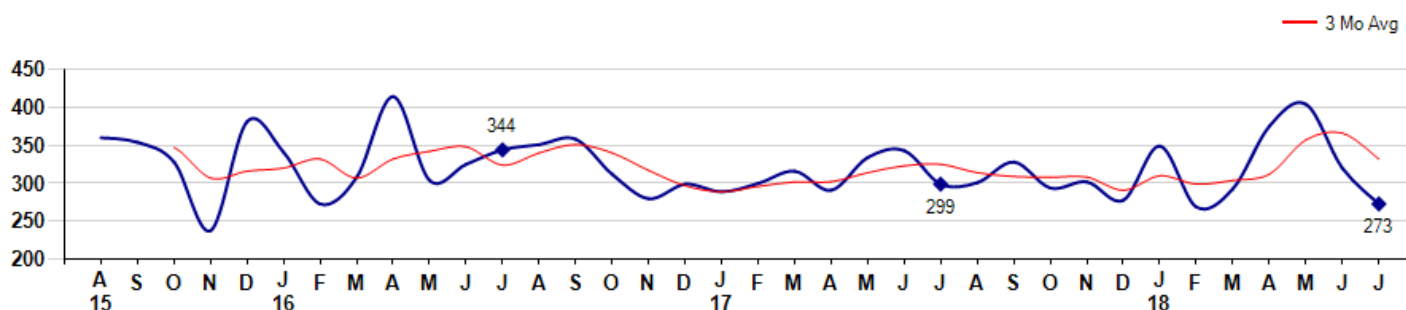
Average Days on Market(Listing to Contract) for properties sold during the month



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 2018 Selling Price per Square Foot of \$273 was down -14.7% from \$320 last month and down -8.7% from \$299 in July of last year.

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



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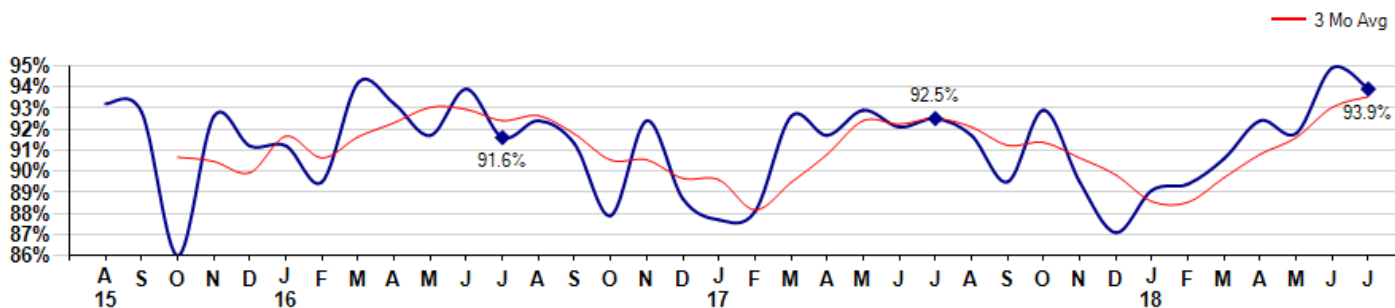


Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

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 2018 Selling Price vs List Price of 93.9% was down from 94.9% last month and up from 92.5% in July of last year.

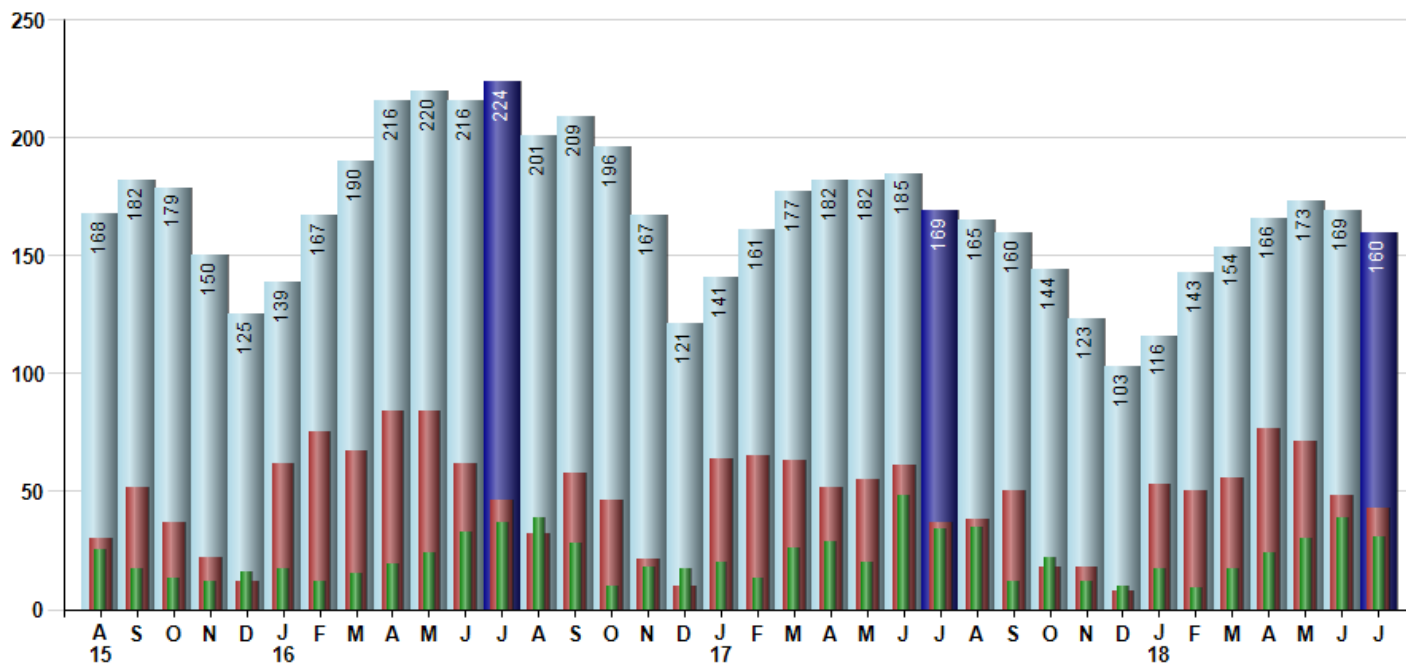
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2018 was 43, down -10.4% from 48 last month and up 16.2% from 37 in July of last year.

Inventory New Listings Sold



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Based on information from Midwest Real Estate Data LLC for the period 8/1/2015 through 7/31/2018. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



MARKET ACTION REPORT

July 2018

City: *Winnetka*



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| | A 15 | 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 | O | N | D | J 18 | F | M | A | M | J | J |
|----------------|------|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|
| Homes Sold | 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 | 22 | 12 | 10 | 17 | 9 | 17 | 24 | 30 | 39 | 31 |
| 3 Mo. Roll Avg | | | 18 | 14 | 14 | 15 | 15 | 15 | 15 | 19 | 25 | 31 | 36 | 35 | 26 | 19 | 15 | 18 | 17 | 20 | 23 | 25 | 32 | 34 | 39 | 27 | 23 | 15 | 15 | 13 | 12 | 14 | 17 | 24 | 31 | 33 |

| | (000's) A 15 | 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 | O | N | D | J 18 | F | M | A | M | J | J |
|-------------------|--------------|-----|-----|-----|-------|------|-------|-----|-------|-------|-------|-------|-------|-------|-------|-----|-------|-------|-------|-------|-----|-----|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Median Sale Price | 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 | 987 | 1,307 | 900 | 1,160 | 945 | 1,300 | 1,000 | 1,205 | 1,088 | 820 |
| 3 Mo. Roll Avg | | | 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 | 1,131 | 1,183 | 1,065 | 1,122 | 1,002 | 1,135 | 1,082 | 1,168 | 1,098 | 1,038 |

| | A 15 | 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 | O | N | D | J 18 | F | M | A | M | J | J |
|-----------|------|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|
| Inventory | 168 | 182 | 179 | 150 | 125 | 139 | 167 | 190 | 216 | 220 | 216 | 224 | 201 | 209 | 196 | 167 | 121 | 141 | 161 | 177 | 182 | 182 | 185 | 169 | 165 | 160 | 144 | 123 | 103 | 116 | 143 | 154 | 166 | 173 | 169 | 160 |
| MSI | 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 | 7 | 10 | 10 | 7 | 16 | 9 | 7 | 6 | 4 | 5 |

| | A 15 | 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 | O | N | D | J 18 | F | M | A | M | J | J |
|----------------|------|----|----|----|----|------|-----|-----|----|----|----|----|----|----|----|----|-----|------|-----|----|----|----|----|----|----|----|----|----|-----|------|-----|----|----|----|----|----|
| Days On Market | 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 | 44 | 84 | 101 | 91 | 117 | 81 | 91 | 70 | 44 | 45 |
| 3 Mo. Roll Avg | | | 60 | 60 | 72 | 95 | 128 | 120 | 98 | 73 | 67 | 61 | 59 | 63 | 69 | 60 | 78 | 82 | 109 | 87 | 81 | 71 | 77 | 75 | 66 | 74 | 66 | 74 | 76 | 92 | 103 | 96 | 96 | 81 | 68 | 53 |

| | A 15 | 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 | O | N | D | J 18 | F | M | A | M | J | J |
|-----------------|------|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|
| Price per Sq Ft | 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 | 294 | 302 | 278 | 349 | 269 | 293 | 375 | 404 | 320 | 273 |
| 3 Mo. Roll Avg | | | 347 | 307 | 316 | 320 | 332 | 307 | 332 | 342 | 348 | 324 | 340 | 351 | 340 | 317 | 297 | 289 | 296 | 302 | 302 | 314 | 323 | 325 | 314 | 309 | 308 | 308 | 291 | 310 | 299 | 304 | 312 | 357 | 366 | 332 |

| | A 15 | 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 | O | N | D | J 18 | F | M | A | M | J | J |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.929 | 0.895 | 0.871 | 0.891 | 0.894 | 0.906 | 0.924 | 0.918 | 0.949 | 0.939 |
| 3 Mo. Roll Avg | | | 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 | 0.914 | 0.906 | 0.898 | 0.886 | 0.885 | 0.897 | 0.908 | 0.916 | 0.930 | 0.935 |

| | A 15 | 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 | O | N | D | J 18 | F | M | A | M | J | J |
|--------------|------|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|
| New Listings | 30 | 52 | 37 | 22 | 12 | 62 | 75 | 67 | 84 | 84 | 62 | 46 | 32 | 58 | 46 | 21 | 10 | 64 | 65 | 63 | 52 | 55 | 61 | 37 | 38 | 50 | 18 | 18 | 8 | 53 | 50 | 56 | 77 | 71 | 48 | 43 |
| Inventory | 168 | 182 | 179 | 150 | 125 | 139 | 167 | 190 | 216 | 220 | 216 | 224 | 201 | 209 | 196 | 167 | 121 | 141 | 161 | 177 | 182 | 182 | 185 | 169 | 165 | 160 | 144 | 123 | 103 | 116 | 143 | 154 | 166 | 173 | 169 | 160 |
| Sales | 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 | 22 | 12 | 10 | 17 | 9 | 17 | 24 | 30 | 39 | 31 |

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|----------------|--------------|-------|-------|-----|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Avg Sale Price | 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 | 1,021 | 1,472 | 1,439 | 2,361 | 1,032 | 1,211 | 1,621 | 1,617 | 1,371 | 932 |
| 3 Mo. Roll Avg | | | 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 | 1,404 | 1,436 | 1,311 | 1,757 | 1,611 | 1,535 | 1,288 | 1,483 | 1,536 | 1,307 |

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