

City: Winnetka



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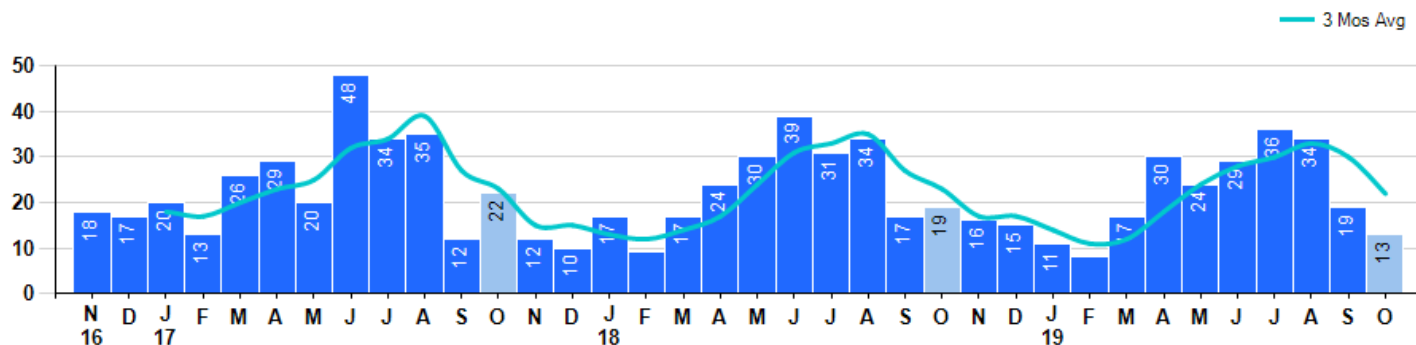
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,297,000	0%		-14%				
Average List Price of all Current Listings	\$1,691,974	-1%		-9%				
October Median Sales Price	\$775,000	-14%	-28%	-34%	-29%	\$1,155,000	4%	7%
October Average Sales Price	\$889,385	-34%	-31%	-36%	-37%	\$1,346,132	-8%	-5%
Total Properties Currently for Sale (Inventory)	124	-15%		-13%				
October Number of Properties Sold	13	-32%		-32%			-7%	
October Average Days on Market (Solds)	54	-9%	-19%	-31%	-23%	74	4%	6%
Asking Price per Square Foot (based on New Listings)	\$290	-13%	-12%	-11%	-18%	\$330	-8%	-7%
October Sold Price per Square Foot	\$260	-6%	-16%	-11%	-21%	\$317	-5%	-4%
October Month's Supply of Inventory	9.5	24%	31%	27%	30%	8.7	17%	19%
October Sale Price vs List Price Ratio		91.1%	0.3%	0%	1%	91.7%	-0.3%	-0.3%

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

Property Sales

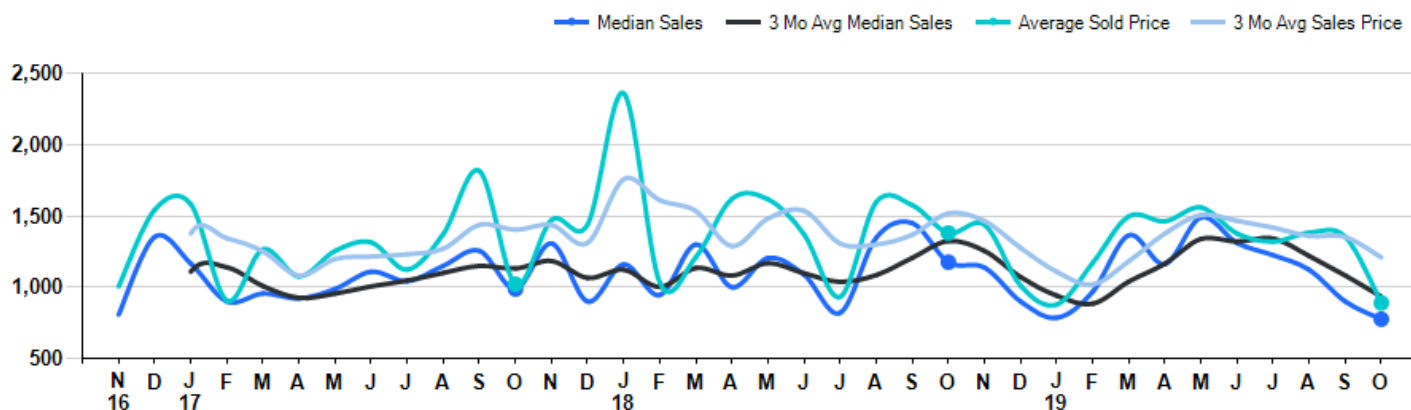
October Property sales were 13, down -31.6% from 19 in October of 2018 and -31.6% lower than the 19 sales last month. October 2019 sales were at their lowest level compared to October of 2018 and 2017. October YTD sales of 221 are running -6.8% behind last year's year-to-date sales of 237.



Prices

The Median Sales Price in October was \$775,000, down -34.0% from \$1,175,000 in October of 2018 and down -13.9% from \$900,000 last month. The Average Sales Price in October was \$889,385, down -35.6% from \$1,380,037 in October of 2018 and down -34.4% from \$1,354,913 last month. October 2019 ASP was at the lowest level compared to October of 2018 and 2017.

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



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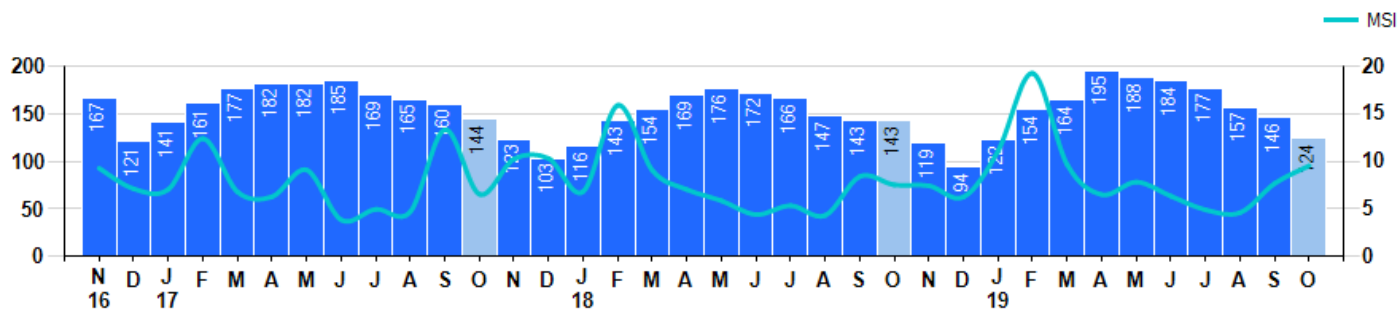
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Inventory & MSI

The Total Inventory of Properties available for sale as of October was 124, down -15.1% from 146 last month and down -13.3% from 143 in October of last year. October 2019 Inventory was at the lowest level compared to October of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2019 MSI of 9.5 months was at its highest level compared with October of 2018 and 2017.

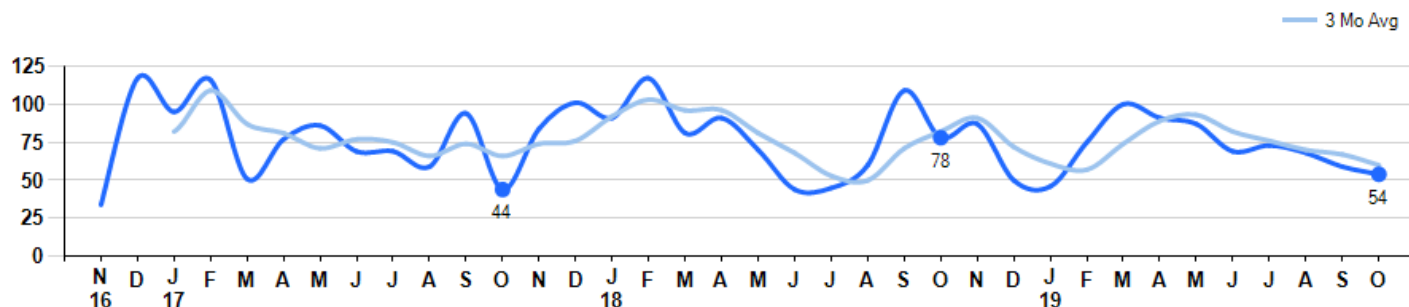
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 54, down -8.5% from 59 days last month and down -30.8% from 78 days in October of last year. The October 2019 DOM was at a mid range compared with October of 2018 and 2017.

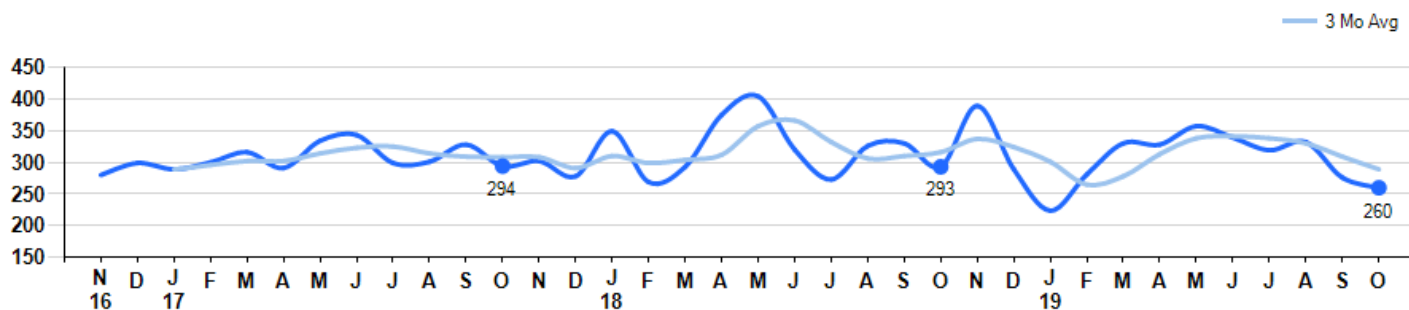
Average Days on Market(Listing to Contract) for properties sold during the month



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 2019 Selling Price per Square Foot of \$260 was down -5.8% from \$276 last month and down -11.3% from \$293 in October of last year.

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



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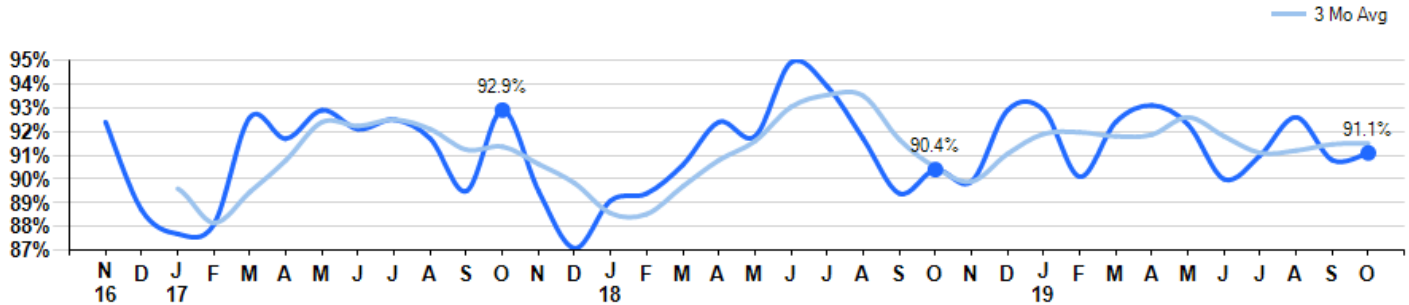
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Selling Price vs Listing Price

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 2019 Selling Price vs List Price of 91.1% was up from 90.8% last month and up from 90.4% in October of last year.

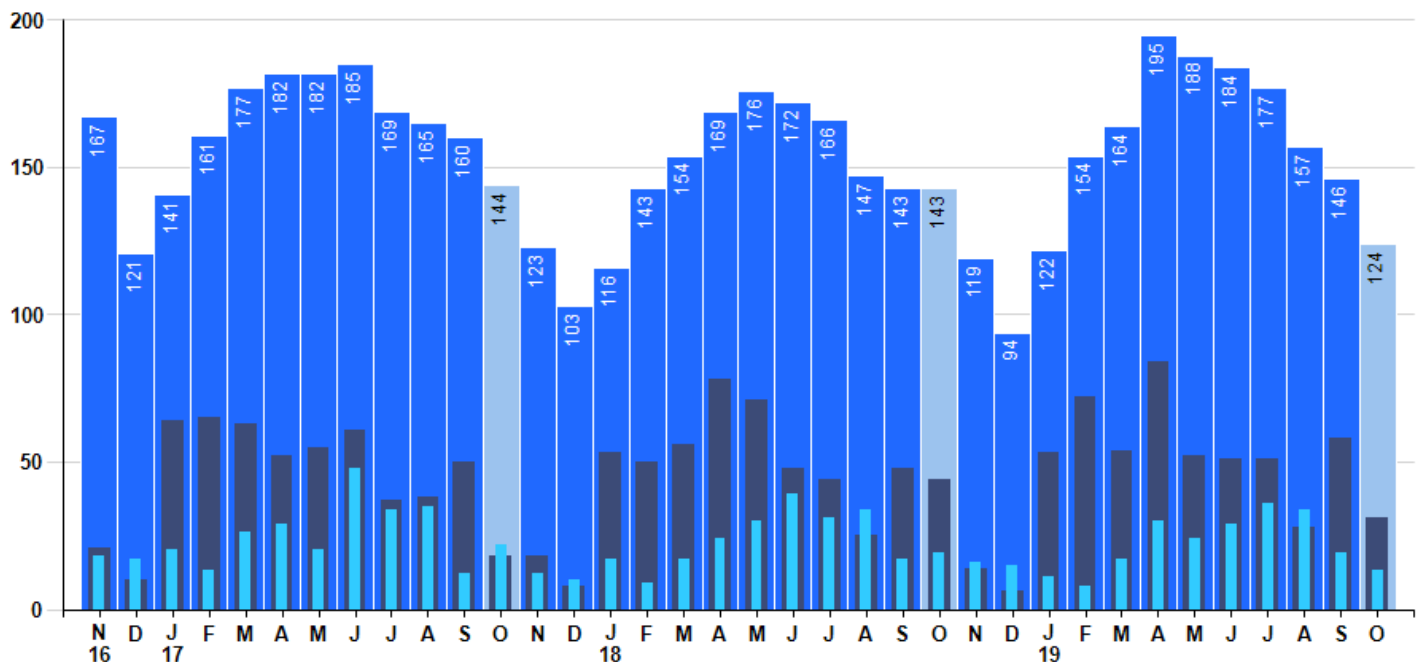
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2019 was 31, down -46.6% from 58 last month and down -29.5% from 44 in October of last year.

Inventory New Listings Sold



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Homes Sold	18	17	20	13	26	29	20	48	34	35	12	22	12	10	17	9	17	24	30	39	31	34	17	19	16	15	11	8	17	30	24	29	36	34	19	13
3 Mo. Roll Avg			18	17	20	23	25	32	34	39	27	23	15	15	13	12	14	17	24	31	33	35	27	23	17	17	14	11	12	18	24	28	30	33	30	22

(000's)	N 16	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O
MedianSalePrice	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	1,348	1,450	1,175	1,138	900	785	968	1,365	1,162	1,490	1,310	1,225	1,123	900	775
3 Mo. Roll Avg			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	1,085	1,206	1,324	1,254	1,071	941	884	1,039	1,165	1,339	1,321	1,342	1,219	1,083	933

	N 16	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O
Inventory	167	121	141	161	177	182	182	185	169	165	160	144	123	103	116	143	154	169	176	172	166	147	143	143	119	94	122	154	164	195	188	184	177	157	146	124
MSI	9	7	7	12	7	6	9	4	5	5	13	7	10	10	7	16	9	7	6	4	5	4	8	8	7	6	11	19	10	7	8	6	5	5	8	10

	N 16	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O
Days On Market	34	117	95	116	51	77	86	69	69	59	94	44	84	101	91	117	81	91	70	44	45	60	109	78	87	50	46	75	100	91	87	69	73	68	59	54
3 Mo. Roll Avg			82	109	87	81	71	77	75	66	74	66	74	76	92	103	96	96	81	68	53	50	71	82	91	72	61	57	74	89	93	82	76	70	67	60

	N 16	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O
Price per Sq Ft	280	299	289	300	316	291	334	343	299	301	328	294	302	278	349	269	293	375	404	320	273	326	330	293	389	289	224	281	330	328	357	339	319	332	276	260
3 Mo. Roll Avg			289	296	302	302	314	323	325	314	309	308	308	291	310	299	304	312	357	366	332	306	310	316	337	324	301	265	278	313	338	341	338	330	309	289

	N 16	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O
Sale to List Price	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	0.917	0.894	0.904	0.899	0.929	0.929	0.901	0.924	0.931	0.923	0.900	0.910	0.926	0.908	0.911
3 Mo. Roll Avg			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	0.935	0.917	0.905	0.899	0.911	0.919	0.920	0.918	0.919	0.926	0.918	0.911	0.912	0.915	0.915

	N 16	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O
New Listings	21	10	64	65	63	52	55	61	37	38	50	18	18	8	53	50	56	78	71	48	44	25	48	44	14	6	53	72	54	84	52	51	51	28	58	31
Inventory	167	121	141	161	177	182	182	185	169	165	160	144	123	103	116	143	154	169	176	172	166	147	143	143	119	94	122	154	164	195	188	184	177	157	146	124
Sales	18	17	20	13	26	29	20	48	34	35	12	22	12	10	17	9	17	24	30	39	31	34	17	19	16	15	11	8	17	30	24	29	36	34	19	13

(000's)	N 16	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O
Avg Sale Price	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	1,597	1,576	1,380	1,438	1,010	878	1,170	1,498	1,462	1,559	1,376	1,320	1,382	1,355	889
3 Mo. Roll Avg			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	1,300	1,368	1,518	1,465	1,276	1,109	1,019	1,182	1,377	1,506	1,466	1,419	1,359	1,352	1,209