

# City: Winnetka



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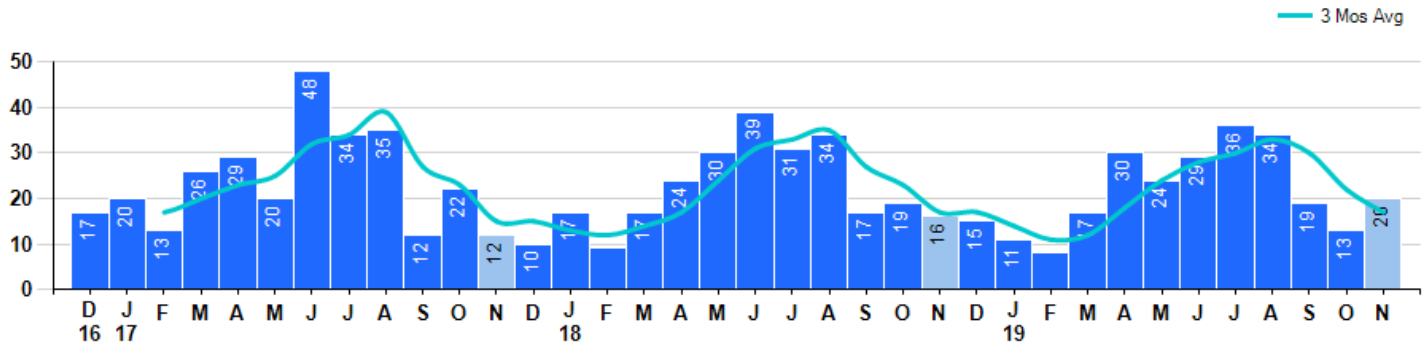
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,250,000	-2%		-19%				
Average List Price of all Current Listings	\$1,704,542	1%		-9%				
November Median Sales Price	\$1,237,500	60%	15%	9%	14%	\$1,172,000	5%	8%
November Average Sales Price	\$1,351,775	52%	4%	-6%	-5%	\$1,346,600	-8%	-5%
Total Properties Currently for Sale (Inventory)	102	-18%		-14%				
November Number of Properties Sold	20	54%		25%			-5%	
November Average Days on Market (Solds)	85	57%	25%	-2%	21%	75	4%	7%
Asking Price per Square Foot (based on New Listings)	\$354	23%	8%	4%	0%	\$331	-7%	-6%
November Sold Price per Square Foot	\$316	22%	4%	-19%	-4%	\$317	-6%	-4%
November Month's Supply of Inventory	5.1	-47%	-32%	-31%	-31%	8.5	13%	15%
November Sale Price vs List Price Ratio	88.7%	-2.6%	-3%	-1%	-3.5%	91.4%	-0.4%	-0.5%

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

## Property Sales

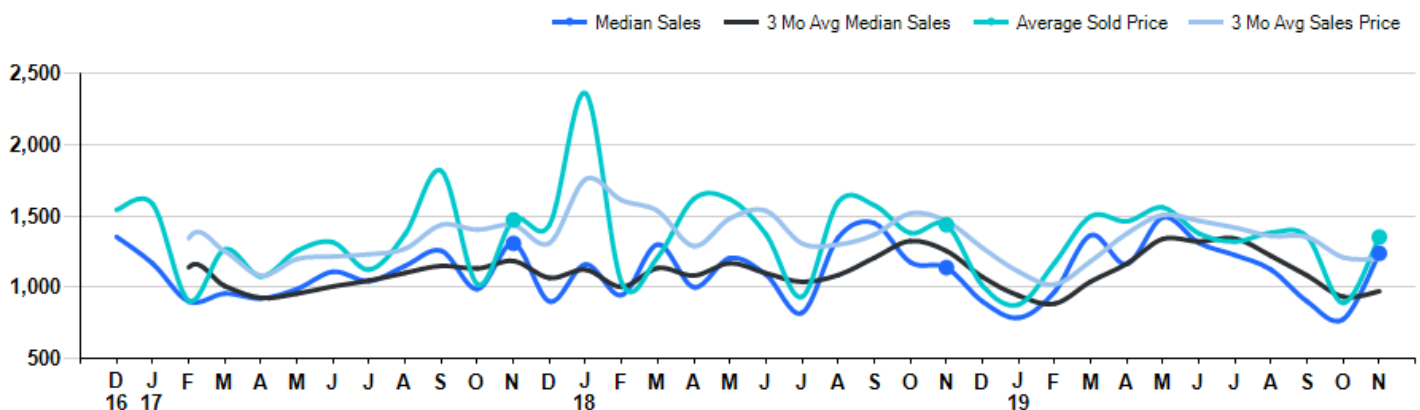
November Property sales were 20, up 25.0% from 16 in November of 2018 and 53.8% higher than the 13 sales last month. November 2019 sales were at their highest level compared to November of 2018 and 2017. November YTD sales of 241 are running -4.7% behind last year's year-to-date sales of 253.



## Prices

The Median Sales Price in November was \$1,237,500, up 8.8% from \$1,137,500 in November of 2018 and up 59.7% from \$775,000 last month. The Average Sales Price in November was \$1,351,775, down -6.0% from \$1,437,969 in November of 2018 and up 52.0% from \$889,385 last month. November 2019 ASP was at the lowest level compared to November of 2018 and 2017.

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



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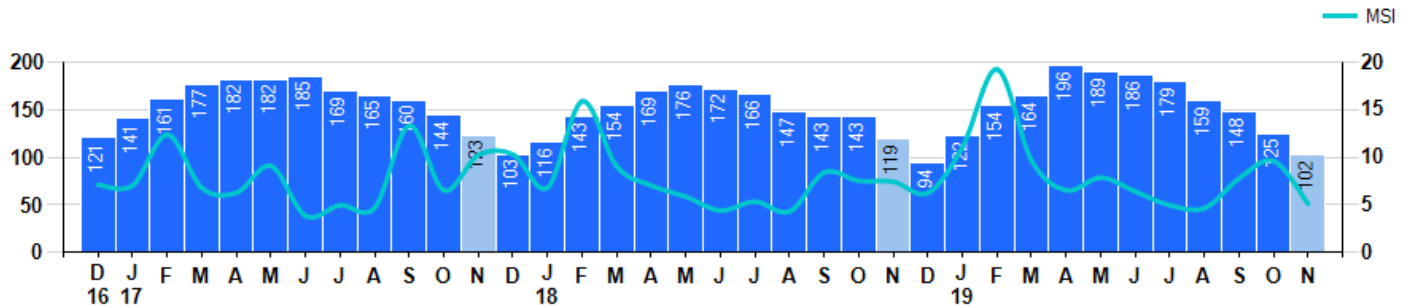
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## Inventory & MSI

The Total Inventory of Properties available for sale as of November was 102, down -18.4% from 125 last month and down -14.3% from 119 in November of last year. November 2019 Inventory was at the lowest level compared to November of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2019 MSI of 5.1 months was at its lowest level compared with November of 2018 and 2017.

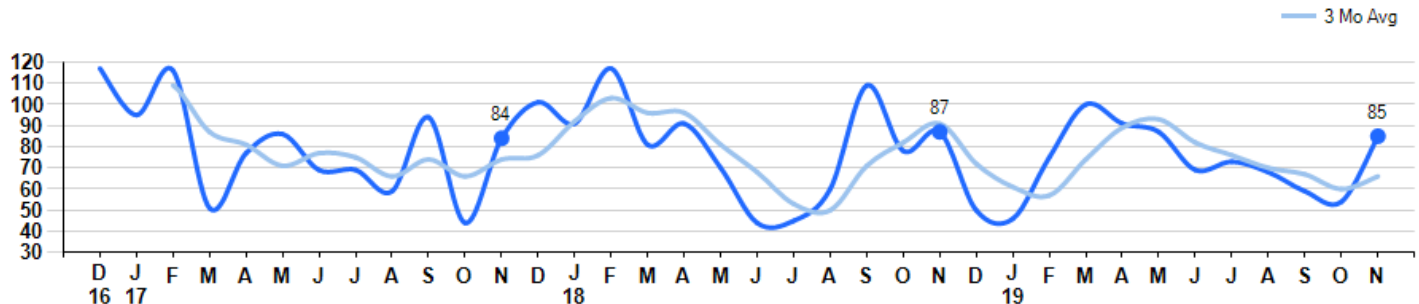
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



## 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 November was 85, up 57.4% from 54 days last month and down -2.3% from 87 days in November of last year. The November 2019 DOM was at a mid range compared with November of 2018 and 2017.

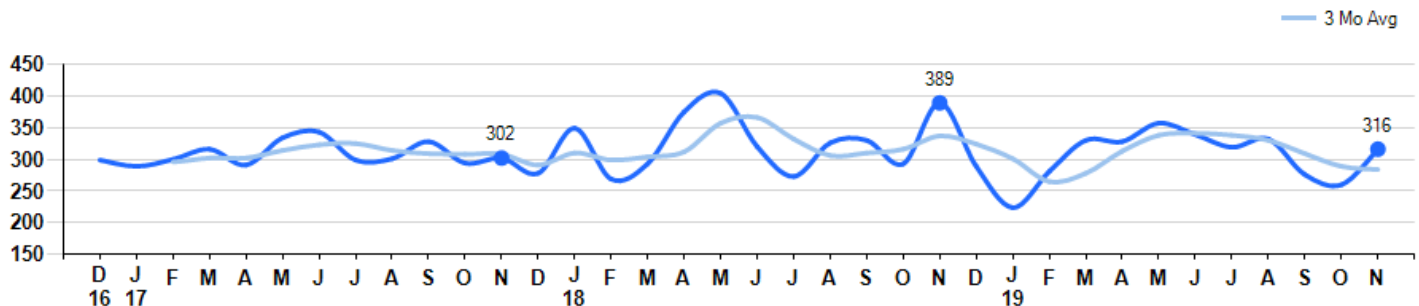
Average Days on Market(Listing to Contract) for properties sold during the month



## 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 November 2019 Selling Price per Square Foot of \$316 was up 21.5% from \$260 last month and down -18.8% from \$389 in November of last year.

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



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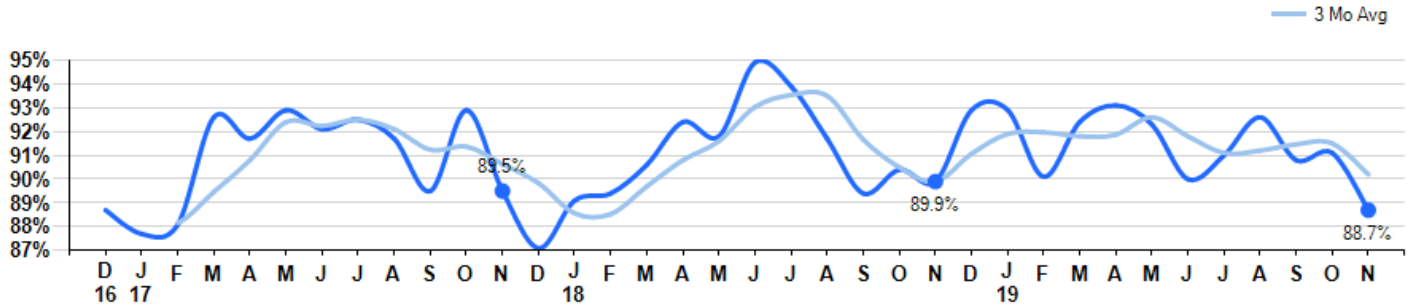
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## Selling Price vs Listing Price

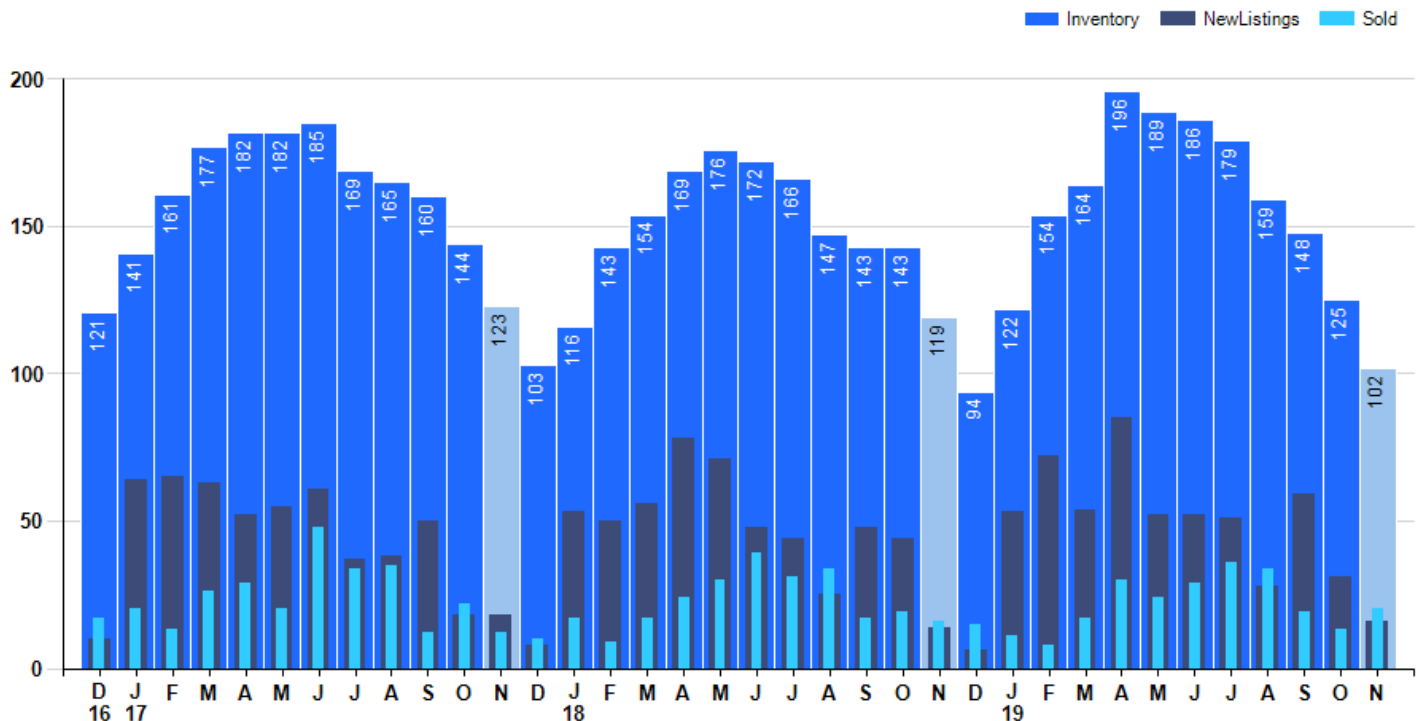
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The November 2019 Selling Price vs List Price of 88.7% was down from 91.1% last month and down from 89.9% in November 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 November 2019 was 16, down -48.4% from 31 last month and up 14.3% from 14 in November of last year.



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	D 16	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	N
Homes Sold	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	20
3 Mo. Roll Avg			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	17

(000's)	D 16	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	N
MedianSalePrice	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	1,238
3 Mo. Roll Avg			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	971

	D 16	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	N
Inventory	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	196	189	186	179	159	148	125	102
MSI	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	5

	D 16	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	N
Days On Market	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	85
3 Mo. Roll Avg			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	66

	D 16	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	N
Price per Sq Ft	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	316
3 Mo. Roll Avg			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	284

	D 16	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	N
Sale to List Price	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	0.887
3 Mo. Roll Avg			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	0.902

	D 16	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	N
New Listings	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	85	52	52	51	28	59	31	16
Inventory	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	196	189	186	179	159	148	125	102
Sales	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	20

(000's)	D 16	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	N
Avg Sale Price	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	1,352
3 Mo. Roll Avg			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	1,199