

City: Winnetka

Janie Bress

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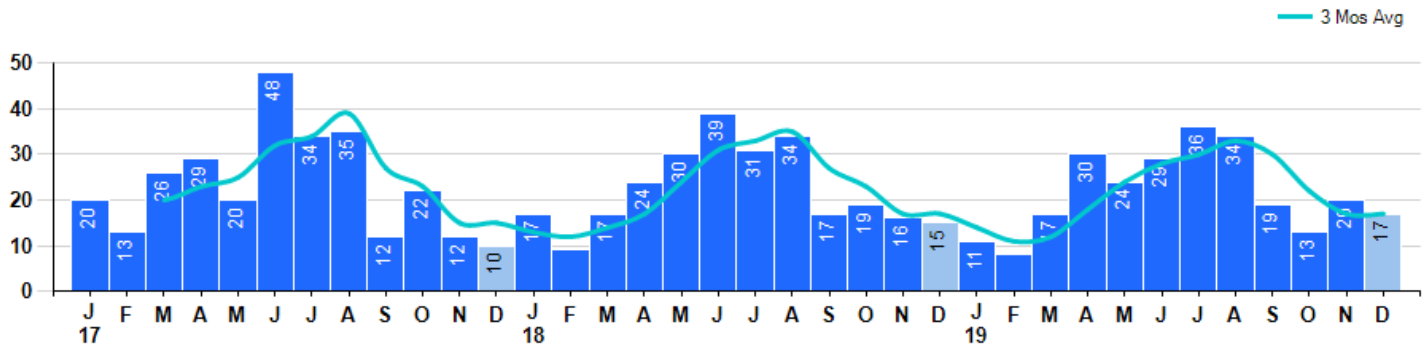
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*				YTD	Trending Versus*	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,249,000	0%		-21%				
Average List Price of all Current Listings	\$1,833,372	8%		0%				
December Median Sales Price	\$785,000	-37%	-11%	-13%	-28%	\$1,130,000	3%	4%
December Average Sales Price	\$961,412	-29%	-18%	-5%	-32%	\$1,321,220	-8%	-7%
Total Properties Currently for Sale (Inventory)	77	-25%		-18%				
December Number of Properties Sold	17	-15%		13%			-4%	
December Average Days on Market (Solds)	51	-40%	-20%	2%	-27%	74	4%	6%
Asking Price per Square Foot (based on New Listings)	\$365	4%	13%	27%	3%	\$331	-7%	-6%
December Sold Price per Square Foot	\$323	2%	8%	12%	-2%	\$318	-5%	-4%
December Month's Supply of Inventory	4.5	-11%	-29%	-28%	-39%	8.1	11%	11%
December Sale Price vs List Price Ratio	92.5%	4.3%	2%	0%	0.6%	91.5%	-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

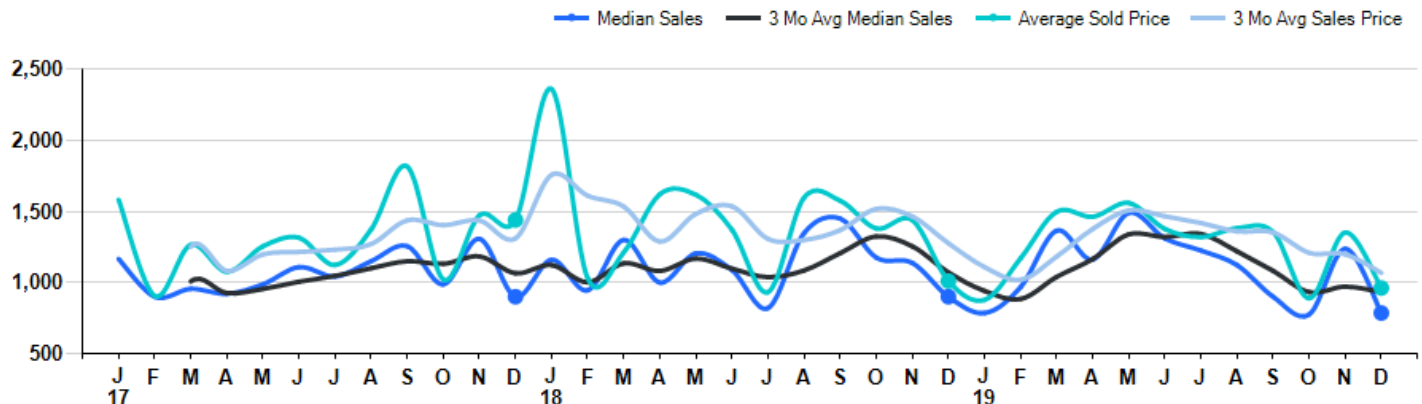
December Property sales were 17, up 13.3% from 15 in December of 2018 and -15.0% lower than the 20 sales last month. December 2019 sales were at their highest level compared to December of 2018 and 2017. December YTD sales of 258 are running -3.7% behind last year's year-to-date sales of 268.



Prices

The Median Sales Price in December was \$785,000, down -12.8% from \$900,000 in December of 2018 and down -36.6% from \$1,237,500 last month. The Average Sales Price in December was \$961,412, down -4.8% from \$1,010,223 in December of 2018 and down -28.9% from \$1,351,775 last month. December 2019 ASP was at the lowest level compared to December of 2018 and 2017.

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



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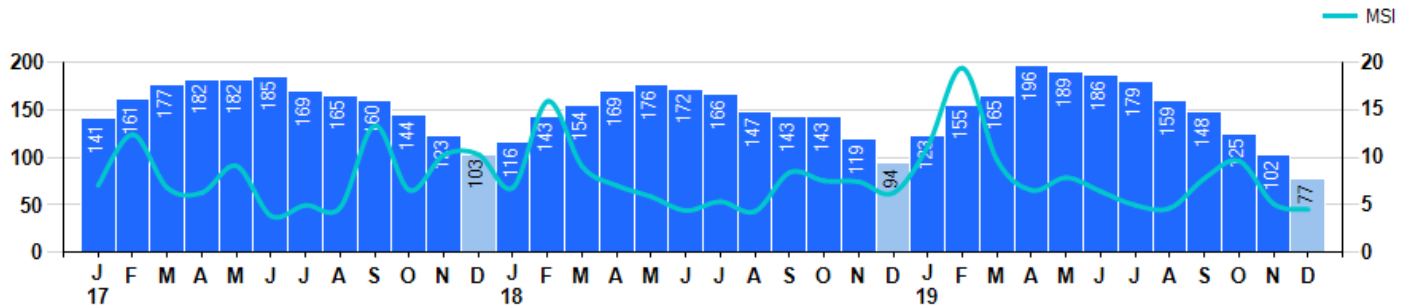
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 77, down -24.5% from 102 last month and down -18.1% from 94 in December of last year. December 2019 Inventory was at the lowest level compared to December of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2019 MSI of 4.5 months was at its lowest level compared with December of 2018 and 2017.

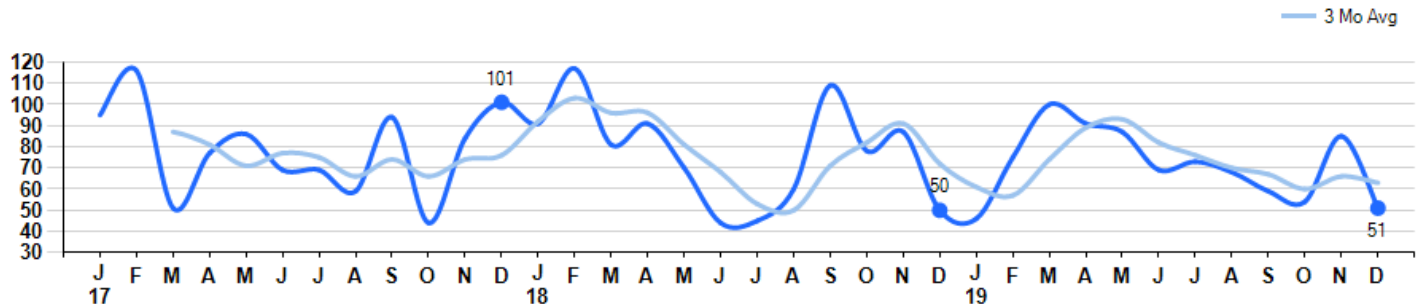
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 51, down -40.0% from 85 days last month and up 2.0% from 50 days in December of last year. The December 2019 DOM was at a mid range compared with December of 2018 and 2017.

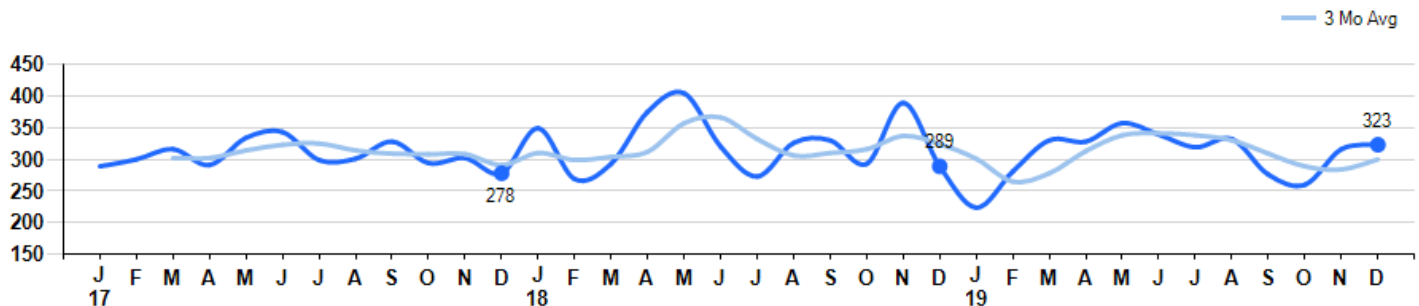
Average Days on Market(Listing to Contract) for properties sold during the month



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 December 2019 Selling Price per Square Foot of \$323 was up 2.2% from \$316 last month and up 11.8% from \$289 in December of last year.

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



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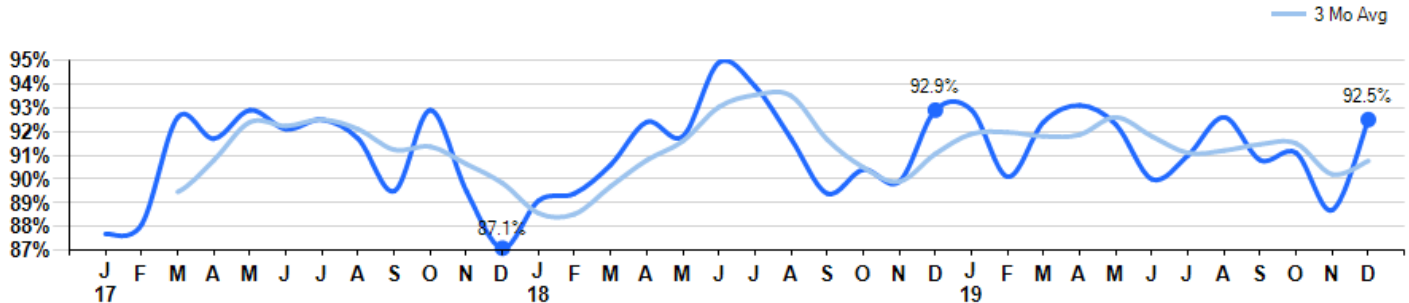
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Selling Price vs Listing Price

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 December 2019 Selling Price vs List Price of 92.5% was up from 88.7% last month and down from 92.9% in December of last year.

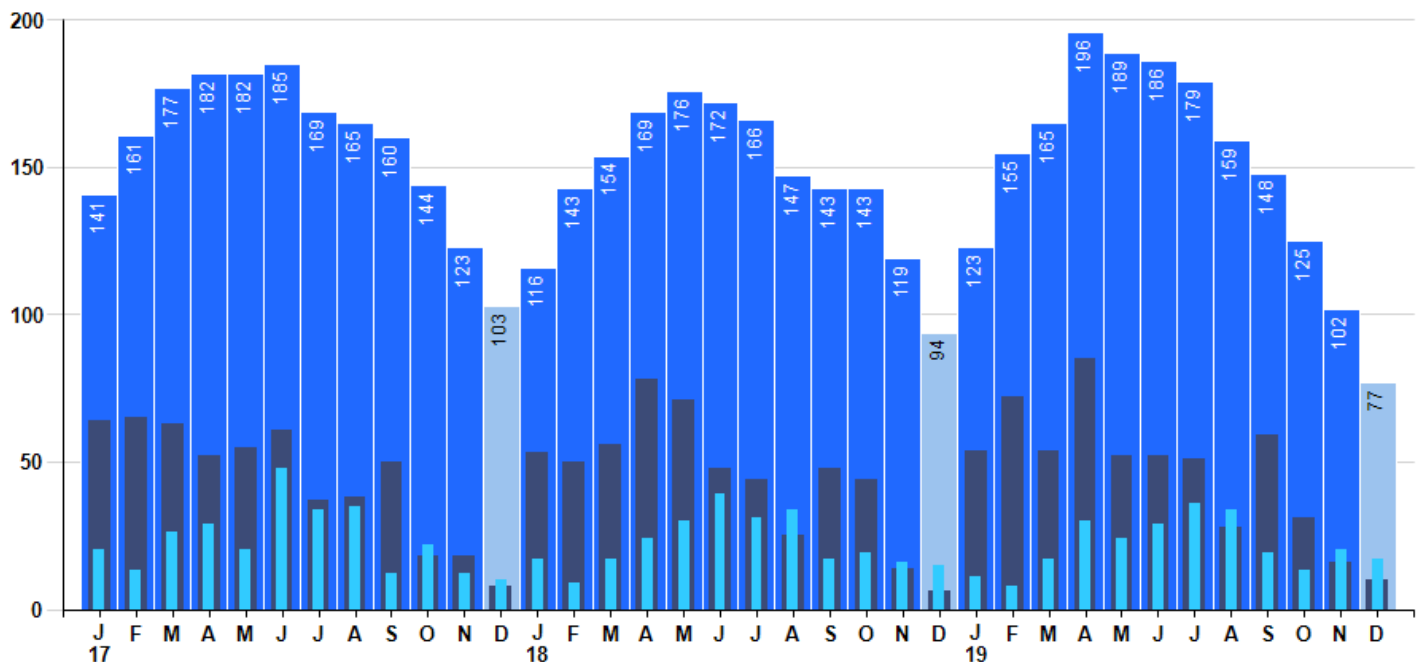
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 December 2019 was 10, down -37.5% from 16 last month and up 66.7% from 6 in December of last year.

Inventory New Listings Sold



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Homes Sold	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	17
3 Mo. Roll Avg			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	17

(000's)	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	D
MedianSalePrice	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	785
3 Mo. Roll Avg			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	933

	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	D
Inventory	141	161	177	182	182	185	169	165	160	144	123	103	116	143	154	169	176	172	166	147	143	143	119	94	123	155	165	196	189	186	179	159	148	125	102	77
MSI	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	5

	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	D
Days On Market	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	51
3 Mo. Roll Avg			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	63

	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	D
Price per Sq Ft	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	323
3 Mo. Roll Avg			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	300

	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	D
Sale to List Price	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	0.925
3 Mo. Roll Avg			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	0.908

	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	D
New Listings	64	65	63	52	55	61	37	38	50	18	18	8	53	50	56	78	71	48	44	25	48	44	14	6	54	72	54	85	52	52	51	28	59	31	16	10
Inventory	141	161	177	182	182	185	169	165	160	144	123	103	116	143	154	169	176	172	166	147	143	143	119	94	123	155	165	196	189	186	179	159	148	125	102	77
Sales	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	17

(000's)	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	D
Avg Sale Price	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	961
3 Mo. Roll Avg			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	1,068