

City: Winnetka



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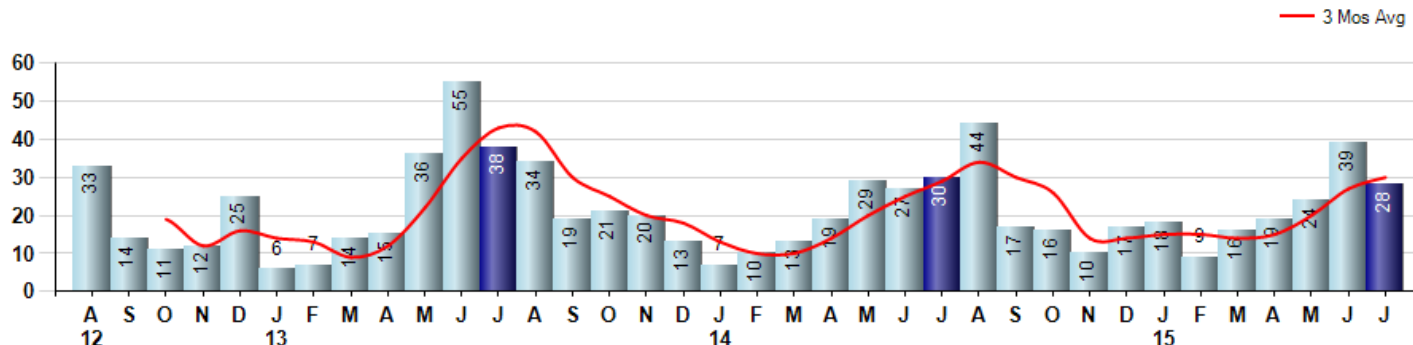
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,495,000	↑						
Average List Price of all Current Listings	\$1,884,619	↔						
July Median Sales Price	\$1,084,500	↓	↓	↓	↓	\$1,167,500	↑	↑
July Average Sales Price	\$1,249,786	↓	↓	↓	↓	\$1,336,784	↔	↑
Total Properties Currently for Sale (Inventory)	173	↓		↑				
July Number of Properties Sold	28	↓		↓		153	↑	
July Average Days on Market (Solds)	89	↑	↑	↑	↑	86	↑	↑
July Month's Supply of Inventory	6.2	↑	↓	↑	↓	8.9	↑	↑
July Sale Price vs List Price Ratio	95.1%	↓	↔	↓	↑	94.8%	↑	↑

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

Property Sales

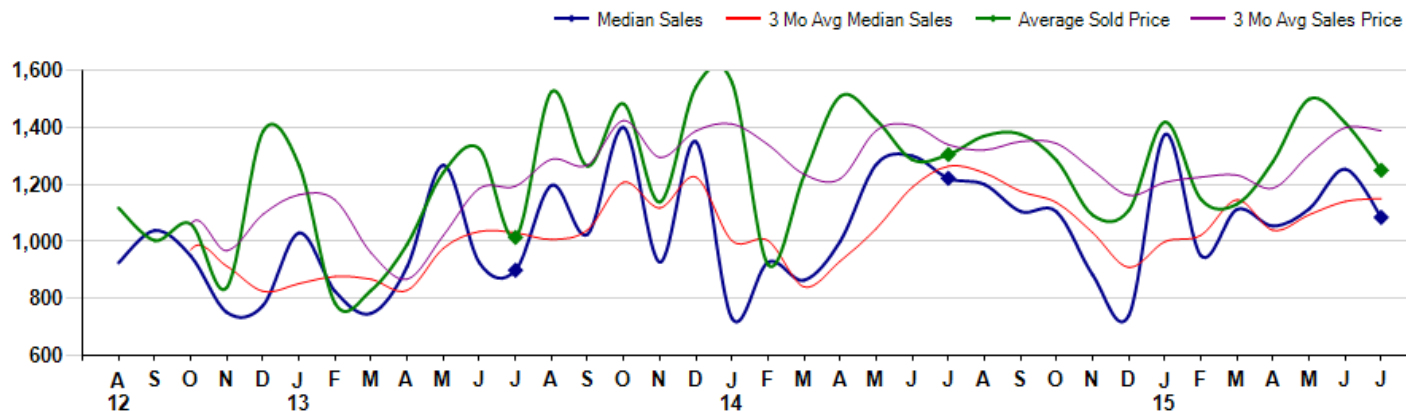
July Property sales were 28, down -6.7% from 30 in July of 2014 and -28.2% lower than the 39 sales last month. July 2015 sales were at their lowest level compared to July of 2014 and 2013. July YTD sales of 153 are running 13.3% ahead of last year's year-to-date sales of 135.



Prices

The Median Sales Price in July was \$1,084,500, down -11.2% from \$1,221,500 in July of 2014 and down -13.5% from \$1,253,500 last month. The Average Sales Price in July was \$1,249,786, down -4.2% from \$1,304,992 in July of 2014 and down -11.7% from \$1,416,038 last month. July 2015 ASP was at a mid range compared to July of 2014 and 2013.

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



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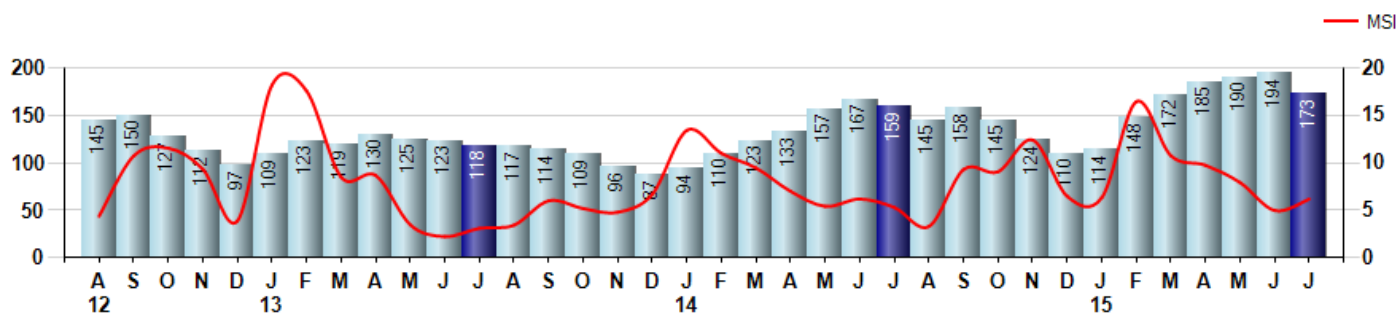
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Inventory & MSI

The Total Inventory of Properties available for sale as of July was 173, down -10.8% from 194 last month and up 8.8% from 159 in July of last year. July 2015 Inventory was at highest level compared to July of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2015 MSI of 6.2 months was at its highest level compared with July of 2014 and 2013.

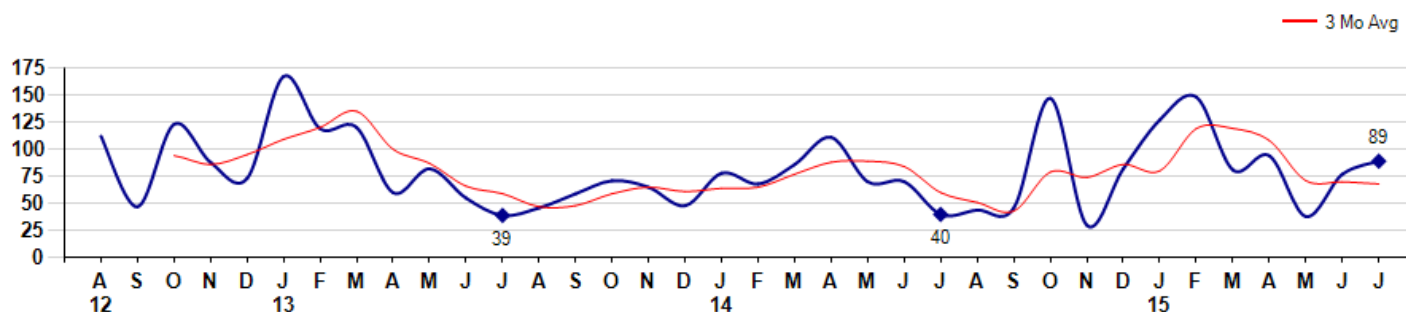
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 89, up 15.6% from 77 days last month and up 122.5% from 40 days in July of last year. The July 2015 DOM was at its highest level compared with July of 2014 and 2013.

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



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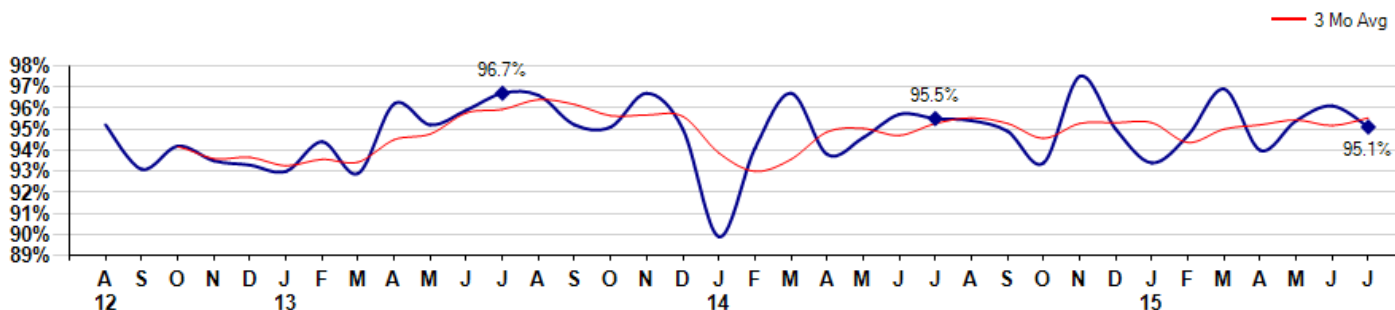


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Selling Price vs Listing Price

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 July 2015 Selling Price vs List Price of 95.1% was down from 96.1% last month and down from 95.5% in July of last year.

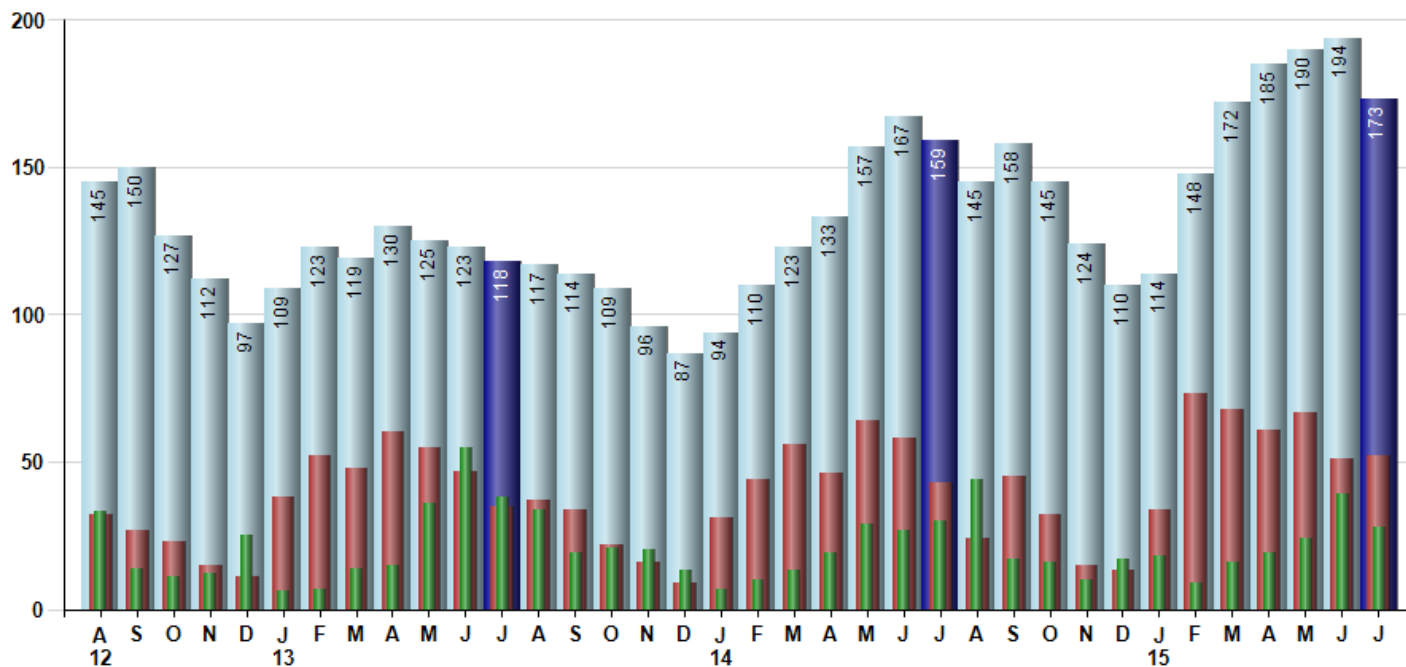
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2015 was 52, up 2.0% from 51 last month and up 20.9% from 43 in July of last year.

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



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MARKET ACTION REPORT

July 2015

City: *Winnetka*



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Homes Sold	33	14	11	12	25	6	7	14	15	36	55	38	34	19	21	20	13	7	10	13	19	29	27	30	44	17	16	10	17	18	9	16	19	24	39	28
3 Mo. Roll Avg			19	12	16	14	13	9	12	22	35	43	42	30	25	20	18	13	10	10	14	20	25	29	34	30	26	14	14	15	15	14	15	20	27	30

	(000's) A 12	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J
Median Sale Price	925	1,039	949	751	775	1,030	825	748	912	1,268	925	899	1,198	1,025	1,400	928	1,350	730	928	864	1,000	1,270	1,300	1,222	1,200	1,105	1,104	883	740	1,375	950	1,113	1,054	1,114	1,254	1,085
3 Mo. Roll Avg			971	913	825	852	877	868	828	976	1,035	1,030	1,007	1,040	1,208	1,118	1,226	1,003	1,003	841	931	1,045	1,190	1,264	1,241	1,176	1,136	1,031	909	999	1,022	1,146	1,039	1,094	1,141	1,151

	A 12	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J
Inventory	145	150	127	112	97	109	123	119	130	125	123	118	117	114	109	96	87	94	110	123	133	157	167	159	145	158	145	124	110	114	148	172	185	190	194	173
MSI	4	11	12	9	4	18	18	9	9	3	2	3	3	6	5	5	7	13	11	9	7	5	6	5	3	9	9	12	6	6	16	11	10	8	5	6

	A 12	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J
Days On Market	112	47	123	88	73	167	119	120	60	82	55	39	46	59	71	65	48	78	68	86	111	70	70	40	44	46	147	30	82	127	148	81	94	38	77	89
3 Mo. Roll Avg			94	86	95	109	120	135	100	87	66	59	47	48	59	65	61	64	65	77	88	89	84	60	51	43	79	74	86	80	119	119	108	71	70	68

	A 12	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J
Price per Sq Ft	285	268	327	290	279	284	335	196	332	287	364	352	317	329	315	308	334	427	261	348	317	389	342	295	350	358	290	328	342	369	256	297	377	408	363	336
3 Mo. Roll Avg			293	295	299	284	299	272	288	272	328	334	344	333	320	317	319	356	341	345	309	351	349	342	329	334	333	325	320	346	322	307	310	361	383	369

	A 12	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J
Sale to List Price	0.952	0.931	0.942	0.935	0.933	0.930	0.944	0.929	0.962	0.952	0.959	0.967	0.966	0.952	0.951	0.967	0.950	0.899	0.941	0.967	0.938	0.946	0.957	0.955	0.954	0.949	0.934	0.975	0.950	0.934	0.947	0.969	0.940	0.954	0.961	0.951
3 Mo. Roll Avg			0.942	0.936	0.937	0.933	0.936	0.934	0.945	0.948	0.958	0.959	0.964	0.962	0.956	0.957	0.956	0.939	0.930	0.936	0.949	0.950	0.947	0.953	0.955	0.953	0.946	0.953	0.953	0.953	0.944	0.950	0.952	0.954	0.952	0.955

	A 12	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J
New Listings	32	27	23	15	11	38	52	48	60	55	47	35	37	34	22	16	9	31	44	56	46	64	58	43	24	45	32	15	13	34	73	68	61	67	51	52
Inventory	145	150	127	112	97	109	123	119	130	125	123	118	117	114	109	96	87	94	110	123	133	157	167	159	145	158	145	124	110	114	148	172	185	190	194	173
Sales	33	14	11	12	25	6	7	14	15	36	55	38	34	19	21	20	13	7	10	13	19	29	27	30	44	17	16	10	17	18	9	16	19	24	39	28

	(000's) A 12	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J
Avg Sale Price	1,118	1,003	1,061	838	1,386	1,268	783	828	991	1,242	1,325	1,014	1,526	1,264	1,483	1,138	1,542	1,558	919	1,231	1,509	1,427	1,287	1,305	1,370	1,376	1,284	1,093	1,110	1,419	1,148	1,131	1,281	1,500	1,416	1,250
3 Mo. Roll Avg			1,061	967	1,095	1,164	1,145	960	867	1,020	1,186	1,194	1,288	1,268	1,424	1,295	1,387	1,412	1,340	1,236	1,219	1,389	1,407	1,339	1,321	1,351	1,344	1,251	1,162	1,207	1,226	1,233	1,187	1,304	1,399	1,389

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