

MLS Area: Winnetka



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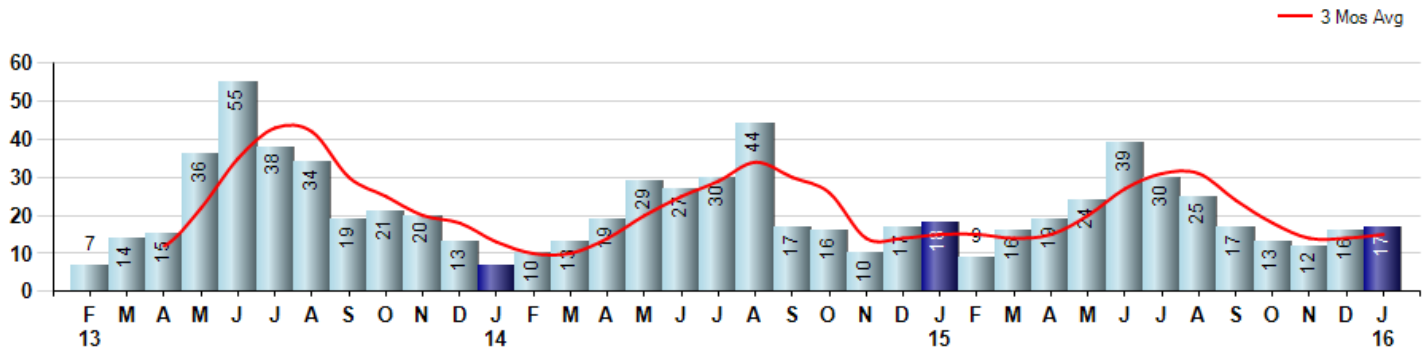
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,599,000	↓		↑				
Average List Price of all Current Listings	\$1,765,861	↓		↓				
January Median Sales Price	\$910,000	↓	↑	↓	↓	\$910,000	↓	↓
January Average Sales Price	\$1,309,663	↓	↑	↓	↔	\$1,309,663	↓	↔
Total Properties Currently for Sale (Inventory)	137	↑		↑				
January Number of Properties Sold	17	↑		↓		17	↔	
January Average Days on Market (Solds)	151	↑	↑	↑	↑	151	↑	↑
January Month's Supply of Inventory	8.1	↑	↓	↑	↓	8.1	↑	↓
January Sale Price vs List Price Ratio	94.7%	↓	↑	↑	↑	94.3%	↑	↔

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

Property Sales

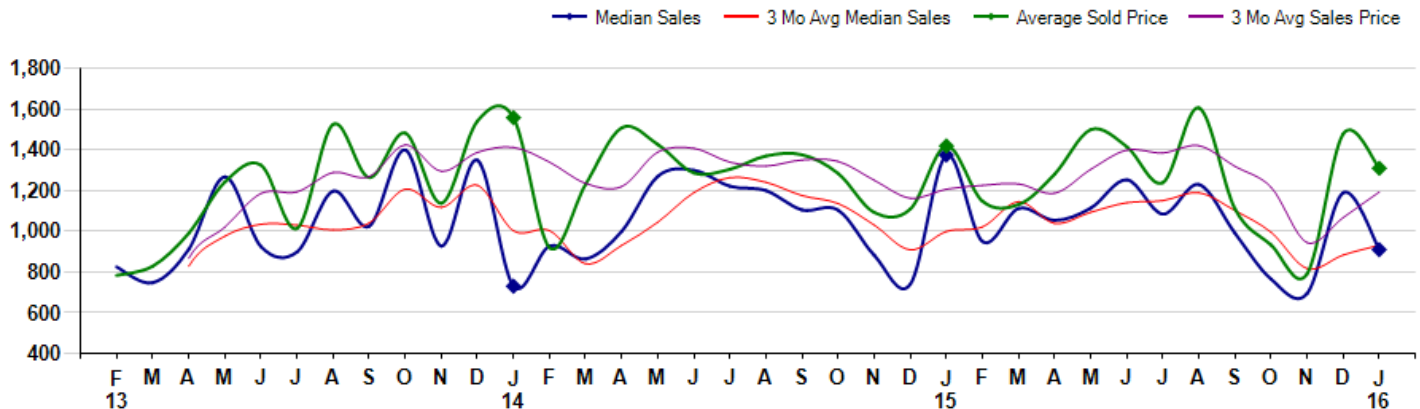
January Property sales were 17, down -5.6% from 18 in January of 2015 and 6.3% higher than the 16 sales last month. January 2016 sales were at a mid level compared to January of 2015 and 2014. January YTD sales of 17 are running -5.6% behind last year's year-to-date sales of 18.



Prices

The Median Sales Price in January was \$910,000, down -33.8% from \$1,375,000 in January of 2015 and down -23.5% from \$1,190,000 last month. The Average Sales Price in January was \$1,309,663, down -7.7% from \$1,419,088 in January of 2015 and down -11.5% from \$1,479,125 last month. January 2016 ASP was at the lowest level compared to January of 2015 and 2014.

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



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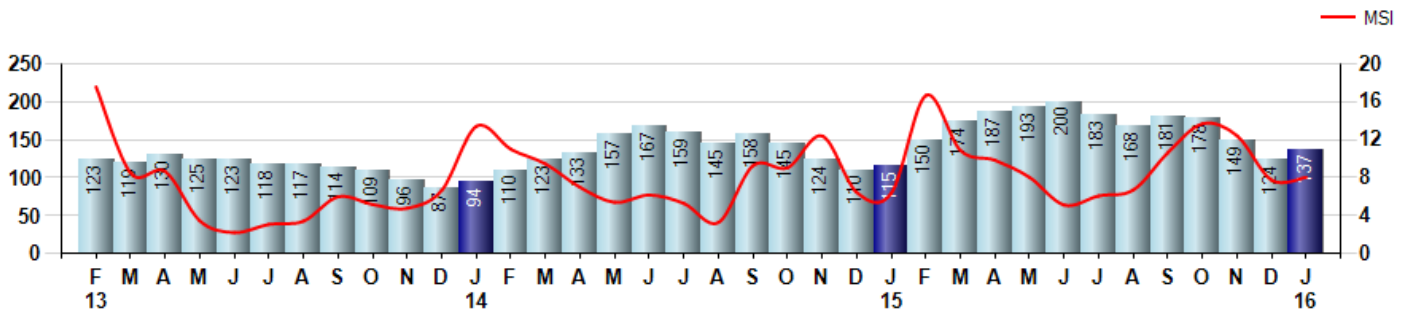
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 137, up 10.5% from 124 last month and up 19.1% from 115 in January of last year. January 2016 Inventory was at highest level compared to January of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2016 MSI of 8.1 months was at a mid range compared with January of 2015 and 2014.

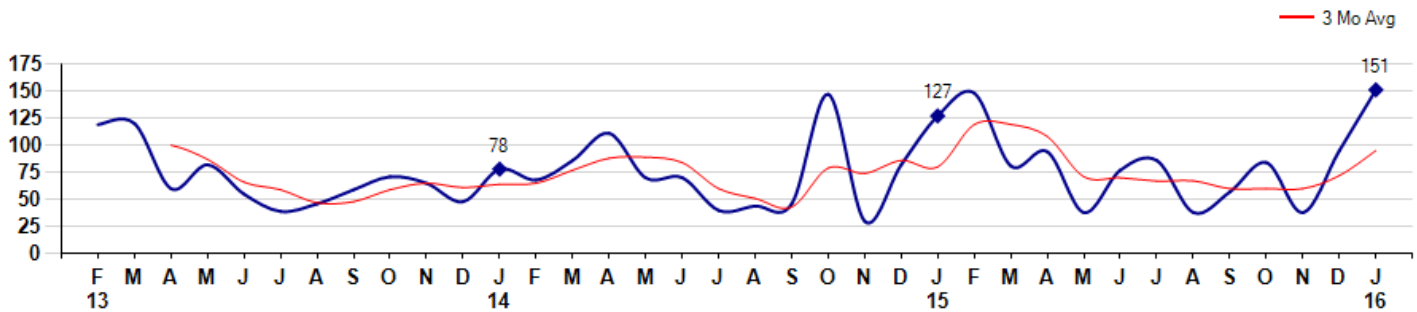
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 151, up 58.9% from 95 days last month and up 18.9% from 127 days in January of last year. The January 2016 DOM was at its highest level compared with January of 2015 and 2014.

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



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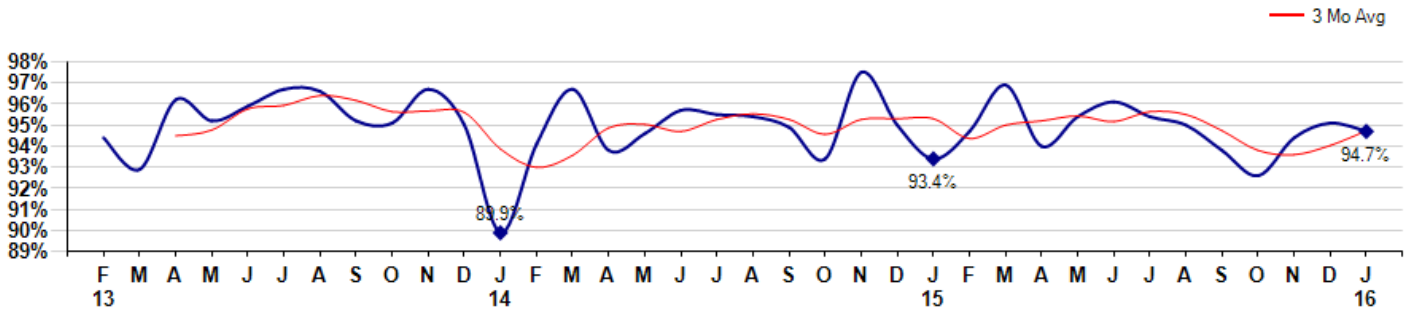


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Selling Price vs Listing Price

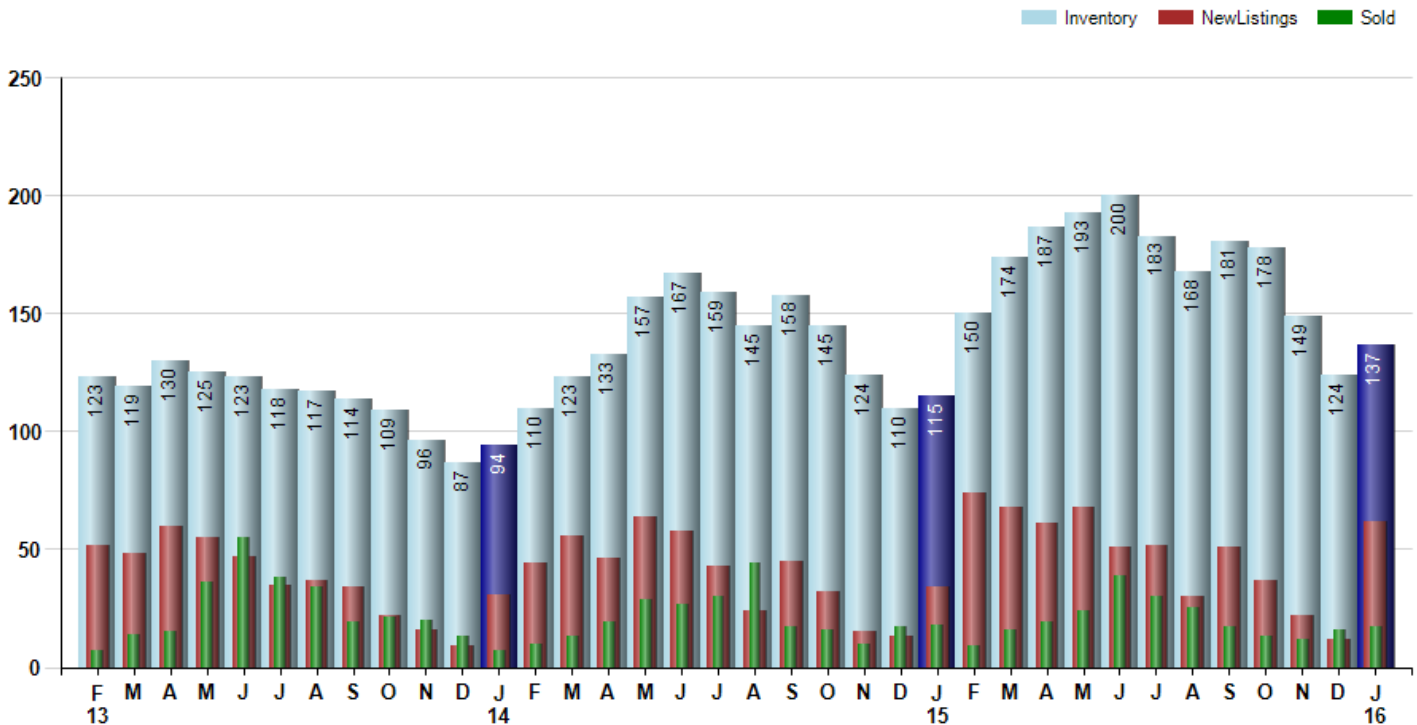
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The January 2016 Selling Price vs List Price of 94.7% was down from 95.1% last month and up from 93.4% in January 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 January 2016 was 62, up 416.7% from 12 last month and up 82.4% from 34 in January of last year.



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MARKET ACTION REPORT

January 2016

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	F 13	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	A	S	O	N	D	J 16
Homes Sold	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	30	25	17	13	12	16	17
3 Mo. Roll Avg			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	31	31	24	18	14	14	15

	(000's) F 13	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	A	S	O	N	D	J 16
Median Sale Price	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	1,230	990	765	695	1,190	910
3 Mo. Roll Avg			828	976	1,035	1,030	1,007	1,040	1,208	1,118	1,226	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	1,189	1,102	995	817	883	932	

	F 13	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	A	S	O	N	D	J 16
Inventory	123	119	130	125	123	118	117	114	109	96	87	94	110	123	133	157	167	159	145	158	145	124	110	115	150	174	187	193	200	183	168	181	178	149	124	137
MSI	18	9	9	3	2	3	3	6	5	5	7	13	11	9	7	5	6	5	3	9	9	12	6	6	17	11	10	8	5	6	7	11	14	12	8	8

	F 13	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	A	S	O	N	D	J 16
Days On Market	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	86	38	57	84	38	95	151
3 Mo. Roll Avg			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	67	67	60	60	60	72	95

	F 13	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	A	S	O	N	D	J 16
Price per Sq Ft	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	345	360	354	328	238	381	341
3 Mo. Roll Avg			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	372	356	353	347	307	316	320

	F 13	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	A	S	O	N	D	J 16
Sale to List Price	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	0.954	0.950	0.938	0.926	0.944	0.951	0.947
3 Mo. Roll Avg			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	0.956	0.955	0.947	0.938	0.936	0.940	0.947

	F 13	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	A	S	O	N	D	J 16
New Listings	52	48	60	55	47	35	37	34	22	16	9	31	44	56	46	64	58	43	24	45	32	15	13	34	74	68	61	68	51	52	30	51	37	22	12	62
Inventory	123	119	130	125	123	118	117	114	109	96	87	94	110	123	133	157	167	159	145	158	145	124	110	115	150	174	187	193	200	183	168	181	178	149	124	137
Sales	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	30	25	17	13	12	16	17

	(000's) F 13	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	A	S	O	N	D	J 16
Avg Sale Price	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	1,239	1,607	1,110	932	791	1,479	1,310
3 Mo. Roll Avg			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	1,385	1,421	1,319	1,216	944	1,068	1,193

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