

## MLS Area: Winnetka



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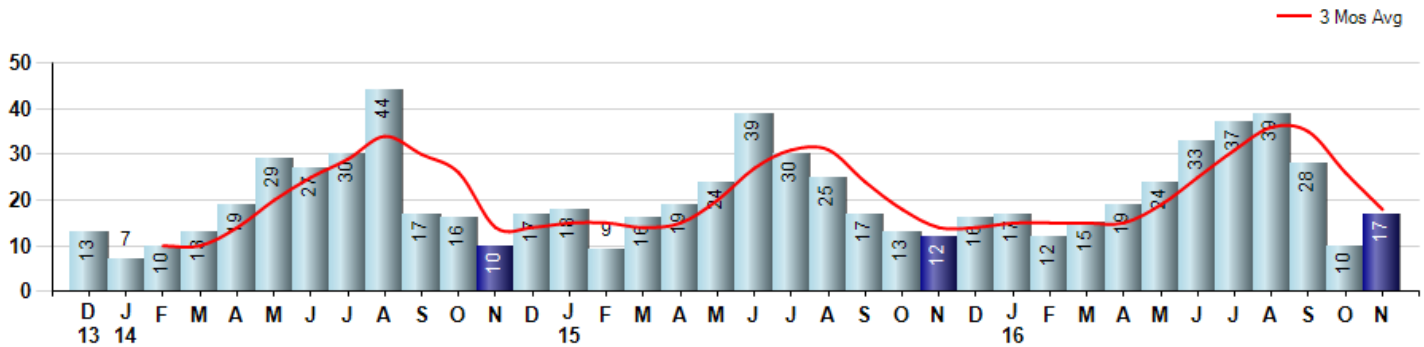
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview                | Month       | Trending Versus*: |     |     |    | YTD         | Trending Versus*: |           |
|---|-------------|-------------------|-----|-----|----|-------------|-------------------|-----------|
|   |             | LM                | L3M | PYM | LY |             | PriorYTD          | PriorYear |
| Median List Price of all Current Listings       | \$1,299,000 | ↔                 |     | ↓   |    |             |                   |           |
| Average List Price of all Current Listings      | \$1,894,225 | ↑                 |     | ↑   |    |             |                   |           |
| November Median Sales Price                     | \$815,000   | ↓                 | ↓   | ↑   | ↓  | \$1,075,000 | ↔                 | ↑         |
| November Average Sales Price                    | \$1,043,441 | ↓                 | ↓   | ↑   | ↓  | \$1,282,680 | ↔                 | ↓         |
| Total Properties Currently for Sale (Inventory) | 161         | ↓                 |     | ↑   |    |             |                   |           |
| November Number of Properties Sold              | 17          | ↑                 |     | ↑   |    | 251         | ↑                 |           |
| November Average Days on Market (Solds)         | 34          | ↓                 | ↓   | ↓   | ↓  | 72          | ↓                 | ↓         |
| November Month's Supply of Inventory            | 9.5         | ↓                 | ↓   | ↓   | ↔  | 9.9         | ↑                 | ↑         |
| November 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

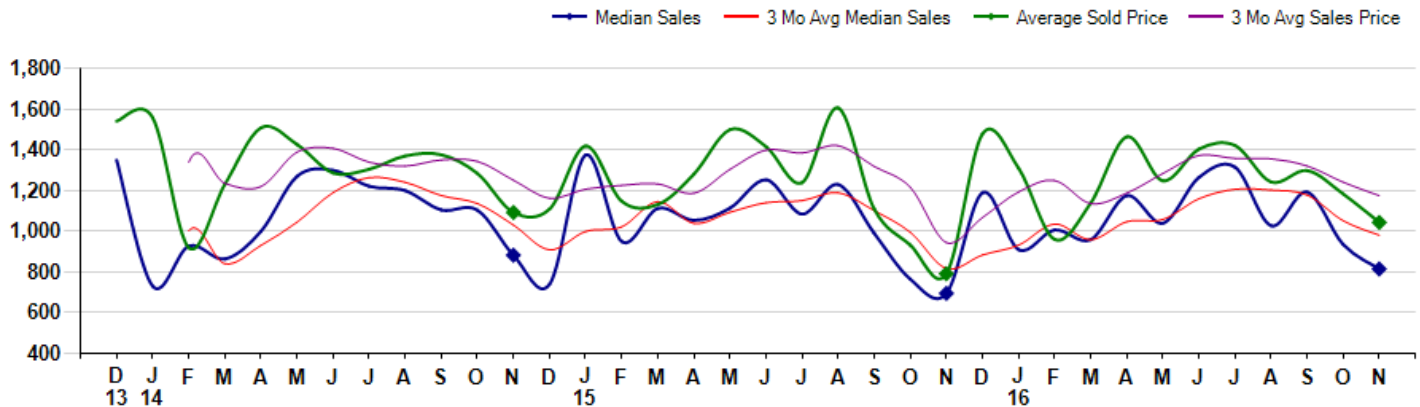
November Property sales were 17, up 41.7% from 12 in November of 2015 and 70.0% higher than the 10 sales last month. November 2016 sales were at their highest level compared to November of 2015 and 2014. November YTD sales of 251 are running 13.1% ahead of last year's year-to-date sales of 222.



### Prices

The Median Sales Price in November was \$815,000, up 17.3% from \$695,000 in November of 2015 and down -12.8% from \$935,000 last month. The Average Sales Price in November was \$1,043,441, up 31.8% from \$791,481 in November of 2015 and down -11.8% from \$1,183,200 last month. November 2016 ASP was at a mid range compared to November of 2015 and 2014.

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



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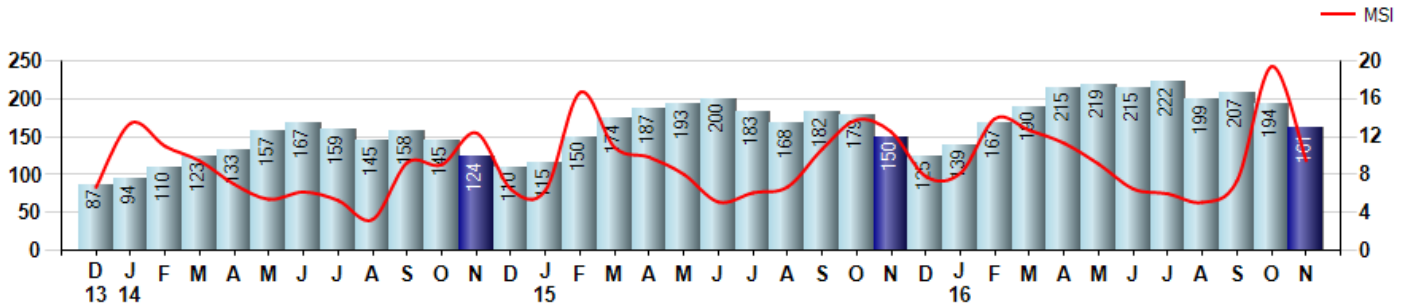
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

### Inventory & MSI

The Total Inventory of Properties available for sale as of November was 161, down -17.0% from 194 last month and up 7.3% from 150 in November of last year. November 2016 Inventory was at highest level compared to November of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2016 MSI of 9.5 months was at its lowest level compared with November of 2015 and 2014.

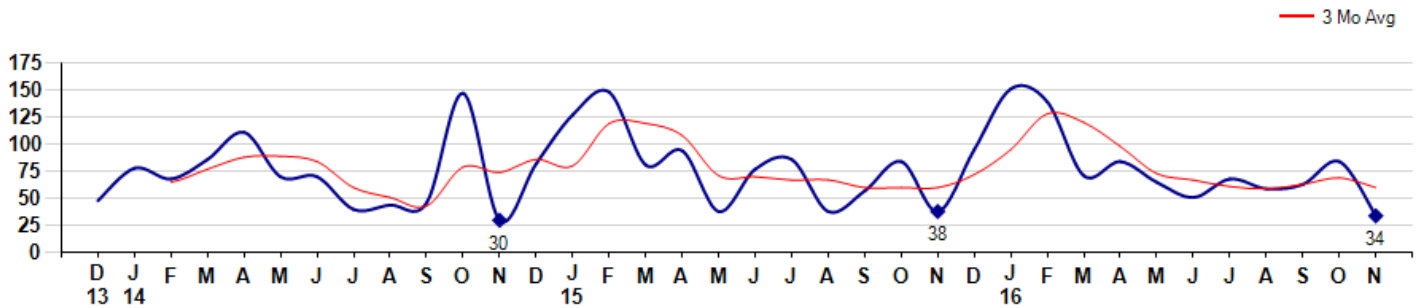
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 November was 34, down -59.5% from 84 days last month and down -10.5% from 38 days in November of last year. The November 2016 DOM was at a mid range compared with November of 2015 and 2014.

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



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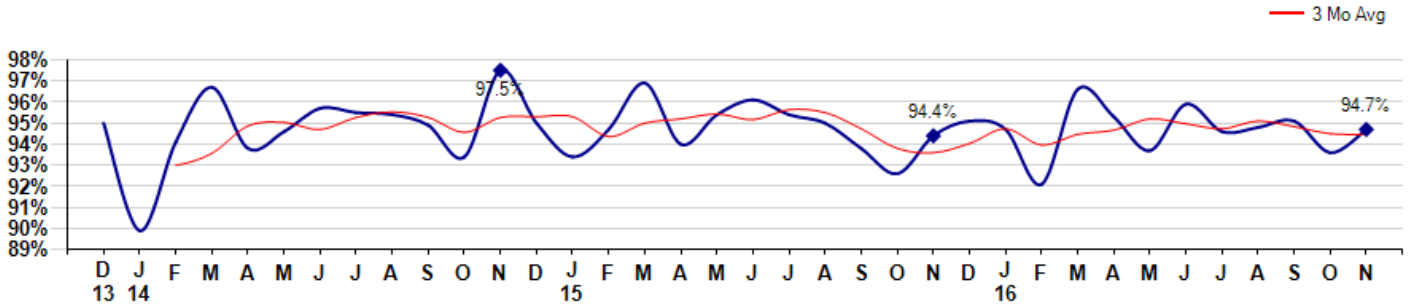


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### Selling Price vs Listing Price

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 November 2016 Selling Price vs List Price of 94.7% was up from 93.6% last month and up from 94.4% in November of last year.

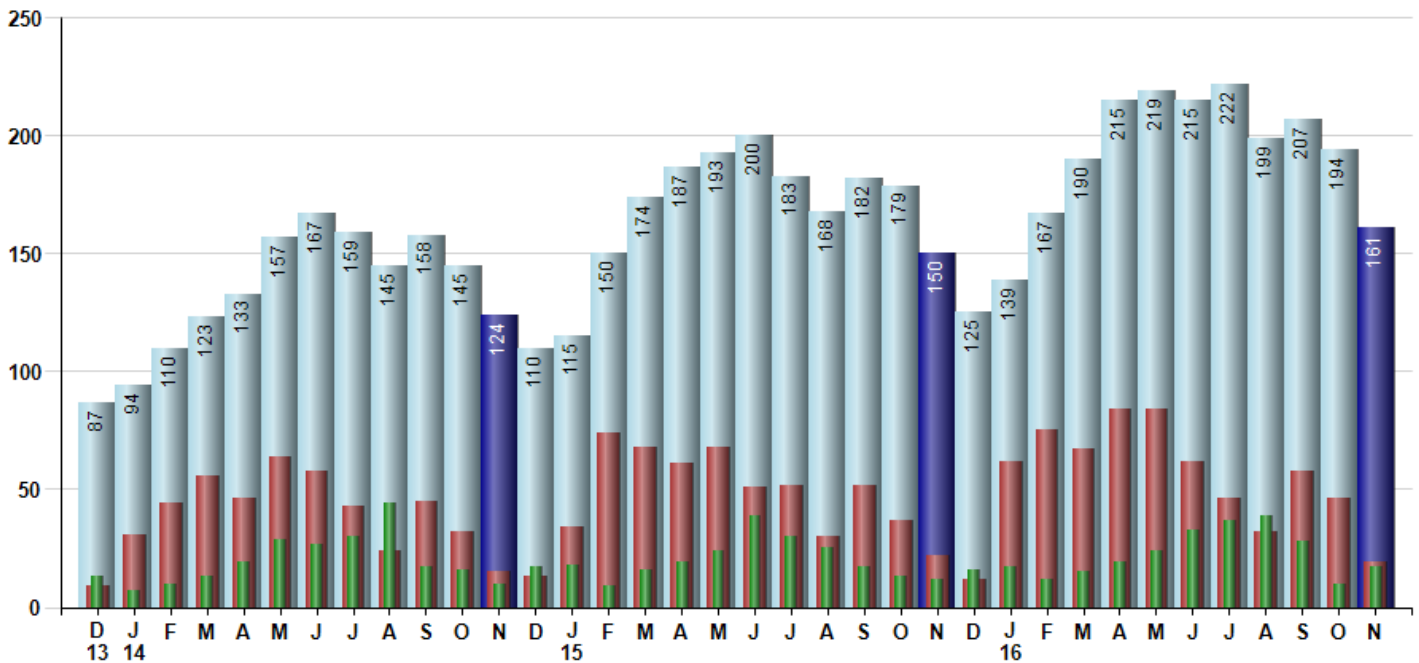
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 2016 was 19, down -58.7% from 46 last month and down -13.6% from 22 in November of last year.

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



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# MARKET ACTION REPORT

November 2016

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|                | D 13 | 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 | F  | M  | A  | M  | J  | J  | A  | S  | O  | N  |
|----------------|------|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|
| Homes Sold     | 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   | 12 | 15 | 19 | 24 | 33 | 37 | 39 | 28 | 10 | 17 |
| 3 Mo. Roll Avg |      |      | 10 | 10 | 14 | 20 | 25 | 29 | 34 | 30 | 26 | 14 | 14 | 15   | 15 | 14 | 15 | 20 | 27 | 31 | 31 | 24 | 18 | 14 | 14 | 15   | 15 | 15 | 19 | 25 | 31 | 36 | 35 | 26 | 18 |    |

|                   | (000's) D 13 | 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 | F     | M   | A     | M     | J     | J     | A     | S     | O     | N   |
|-------------------|--------------|------|-------|-----|-------|-------|-------|-------|-------|-------|-------|-------|-----|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----|-----|-------|------|-------|-----|-------|-------|-------|-------|-------|-------|-------|-----|
| Median Sale Price | 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  | 1,007 | 959 | 1,175 | 1,040 | 1,265 | 1,315 | 1,027 | 1,193 | 935   | 815 |
| 3 Mo. Roll Avg    |              |      | 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  | 1,036 | 959 | 1,047 | 1,058 | 1,160 | 1,207 | 1,202 | 1,178 | 1,052 | 981 |

|           | D 13 | 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 | F   | M   | A   | M   | J   | J   | A   | S   | O   | N   |
|-----------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Inventory | 87   | 94   | 110 | 123 | 133 | 157 | 167 | 159 | 145 | 158 | 145 | 124 | 110 | 115  | 150 | 174 | 187 | 193 | 200 | 183 | 168 | 182 | 179 | 150 | 125 | 139  | 167 | 190 | 215 | 219 | 215 | 222 | 199 | 207 | 194 | 161 |
| MSI       | 7    | 13   | 11  | 9   | 7   | 5   | 6   | 5   | 3   | 9   | 9   | 12  | 6   | 6    | 17  | 11  | 10  | 8   | 5   | 6   | 7   | 11  | 14  | 13  | 8   | 8    | 14  | 13  | 11  | 9   | 7   | 6   | 5   | 7   | 19  | 9   |

|                | D 13 | 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 | F   | M   | A  | M  | J  | J  | A  | S  | O  | N  |
|----------------|------|------|----|----|-----|----|----|----|----|----|-----|----|----|------|-----|-----|-----|----|----|----|----|----|----|----|----|------|-----|-----|----|----|----|----|----|----|----|----|
| Days On Market | 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  | 139 | 71  | 84 | 65 | 51 | 68 | 59 | 63 | 84 | 34 |
| 3 Mo. Roll Avg |      |      | 65 | 77 | 88  | 89 | 84 | 60 | 51 | 43 | 79  | 74 | 86 | 80   | 119 | 119 | 108 | 71 | 70 | 67 | 67 | 60 | 60 | 60 | 72 | 95   | 128 | 120 | 98 | 73 | 67 | 61 | 59 | 63 | 69 | 60 |

|                 | D 13 | 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 | F   | M   | A   | M   | J   | J   | A   | S   | O   | N   |
|-----------------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Price per Sq Ft | 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  | 273 | 308 | 414 | 304 | 325 | 344 | 351 | 358 | 312 | 288 |
| 3 Mo. Roll Avg  |      |      | 341 | 345 | 309 | 351 | 349 | 342 | 329 | 334 | 333 | 325 | 320 | 346  | 322 | 307 | 310 | 361 | 383 | 372 | 356 | 353 | 347 | 307 | 316 | 320  | 332 | 307 | 332 | 342 | 348 | 324 | 340 | 351 | 340 | 319 |

|                    | D 13  | 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  | F     | M     | A     | M     | J     | J     | A     | S     | O     | N     |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.921 | 0.966 | 0.953 | 0.937 | 0.959 | 0.946 | 0.948 | 0.951 | 0.936 | 0.947 |
| 3 Mo. Roll Avg     |       |       | 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 | 0.940 | 0.945 | 0.947 | 0.952 | 0.950 | 0.947 | 0.951 | 0.948 | 0.945 | 0.945 |

|              | D 13 | 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 | F   | M   | A   | M   | J   | J   | A   | S   | O   | N   |
|--------------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| New Listings | 9    | 31   | 44  | 56  | 46  | 64  | 58  | 43  | 24  | 45  | 32  | 15  | 13  | 34   | 74  | 68  | 61  | 68  | 51  | 52  | 30  | 52  | 37  | 22  | 12  | 62   | 75  | 67  | 84  | 84  | 62  | 46  | 32  | 58  | 46  | 19  |
| Inventory    | 87   | 94   | 110 | 123 | 133 | 157 | 167 | 159 | 145 | 158 | 145 | 124 | 110 | 115  | 150 | 174 | 187 | 193 | 200 | 183 | 168 | 182 | 179 | 150 | 125 | 139  | 167 | 190 | 215 | 219 | 215 | 222 | 199 | 207 | 194 | 161 |
| Sales        | 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   | 12  | 15  | 19  | 24  | 33  | 37  | 39  | 28  | 10  | 17  |

|                | (000's) D 13 | 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  | F     | M     | A     | M     | J     | J     | A     | S     | O     | N     |
|----------------|--------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Avg Sale Price | 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 | 960   | 1,139 | 1,464 | 1,248 | 1,404 | 1,422 | 1,242 | 1,298 | 1,183 | 1,043 |
| 3 Mo. Roll Avg |              |       | 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 | 1,250 | 1,136 | 1,188 | 1,284 | 1,372 | 1,358 | 1,356 | 1,321 | 1,241 | 1,175 |

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