

MLS Area: Winnetka



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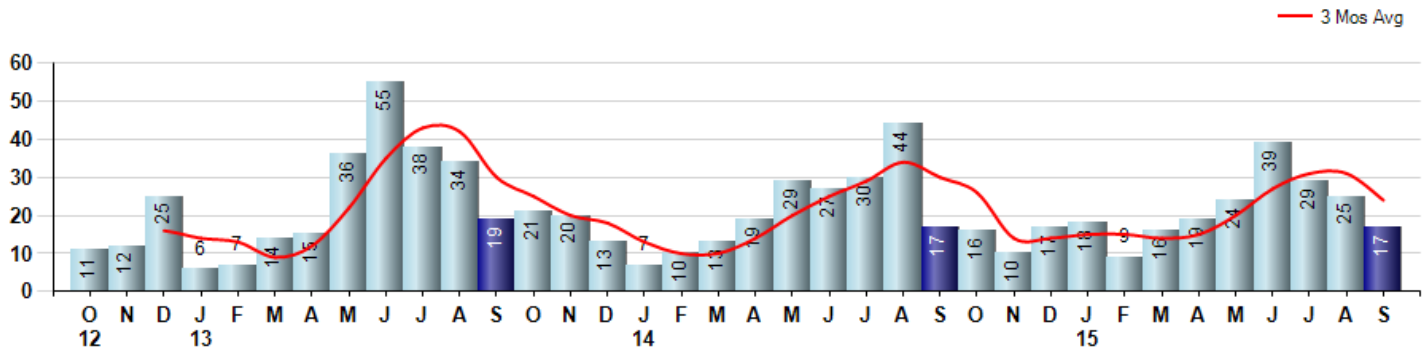
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,597,000	↑		↓				
Average List Price of all Current Listings	\$1,925,393	↓		↓				
September Median Sales Price	\$990,000	↓	↓	↓	↓	\$1,137,500	↓	↓
September Average Sales Price	\$1,109,559	↓	↓	↓	↓	\$1,349,173	↔	↑
Total Properties Currently for Sale (Inventory)	172	↑		↑				
September Number of Properties Sold	17	↓		↔		196	↔	
September Average Days on Market (Solds)	57	↑	↓	↑	↓	77	↑	↑
September Month's Supply of Inventory	10.1	↑	↑	↑	↑	8.8	↑	↑
September Sale Price vs List Price Ratio	93.8%	↓	↓	↓	↓	94.7%	↑	↑

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

Property Sales

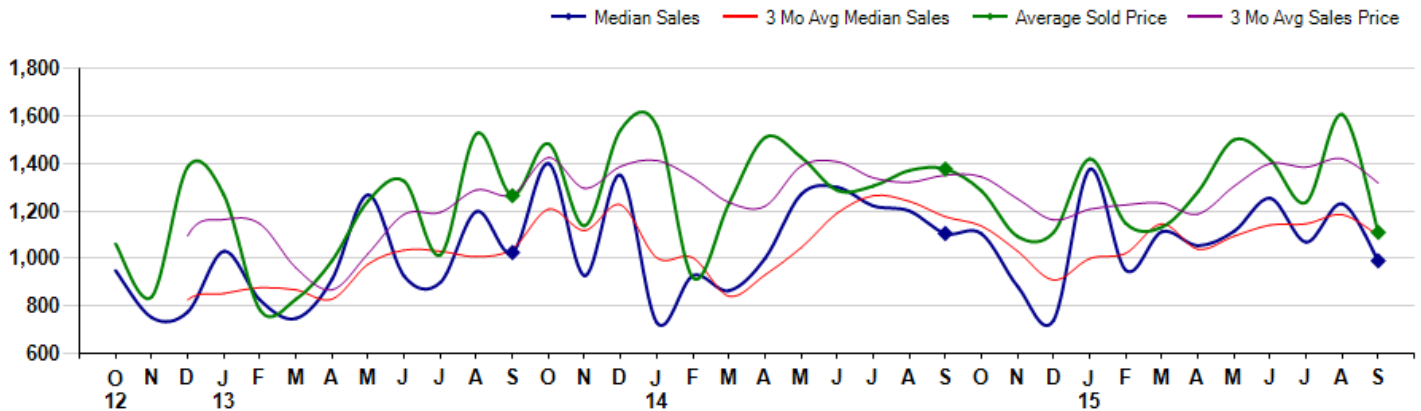
September Property sales were 17, equal to 17 in September of 2014 and -32.0% lower than the 25 sales last month. September 2015 sales were at their lowest level compared to September of 2014 and 2013. September YTD sales of 196 are running equal to last year's year-to-date sales of 196.



Prices

The Median Sales Price in September was \$990,000, down -10.4% from \$1,105,000 in September of 2014 and down -19.5% from \$1,230,000 last month. The Average Sales Price in September was \$1,109,559, down -19.4% from \$1,376,265 in September of 2014 and down -30.9% from \$1,606,701 last month. September 2015 ASP was at the lowest level compared to September of 2014 and 2013.

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



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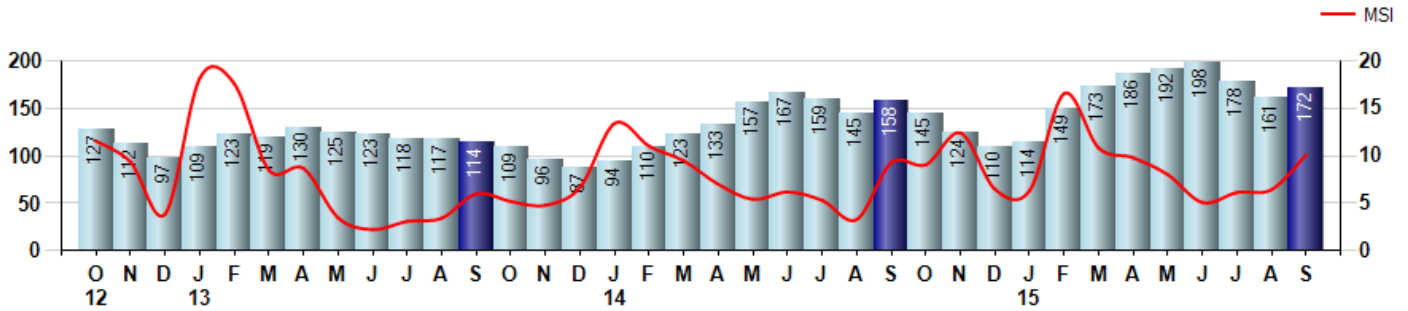
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Inventory & MSI

The Total Inventory of Properties available for sale as of September was 172, up 6.8% from 161 last month and up 8.9% from 158 in September of last year. September 2015 Inventory was at highest level compared to September of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2015 MSI of 10.1 months was at its highest level compared with September of 2014 and 2013.

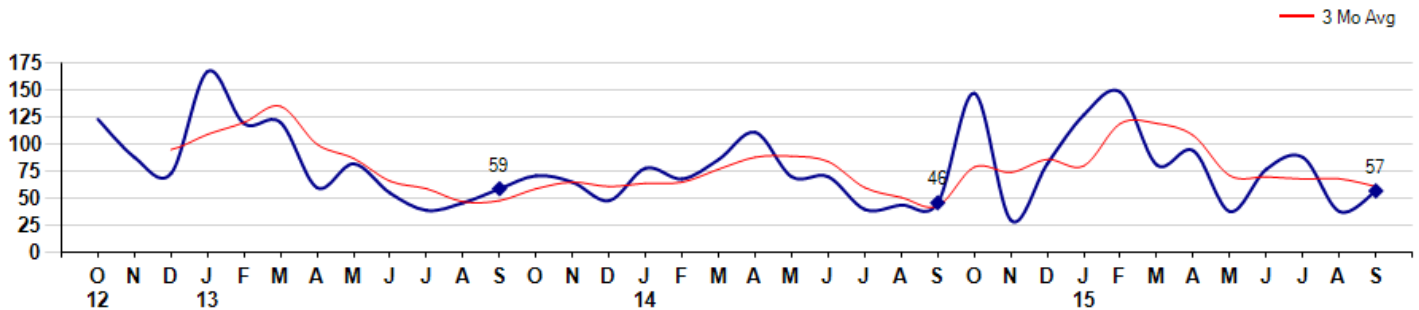
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 September was 57, up 50.0% from 38 days last month and up 23.9% from 46 days in September of last year. The September 2015 DOM was at a mid range compared with September of 2014 and 2013.

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



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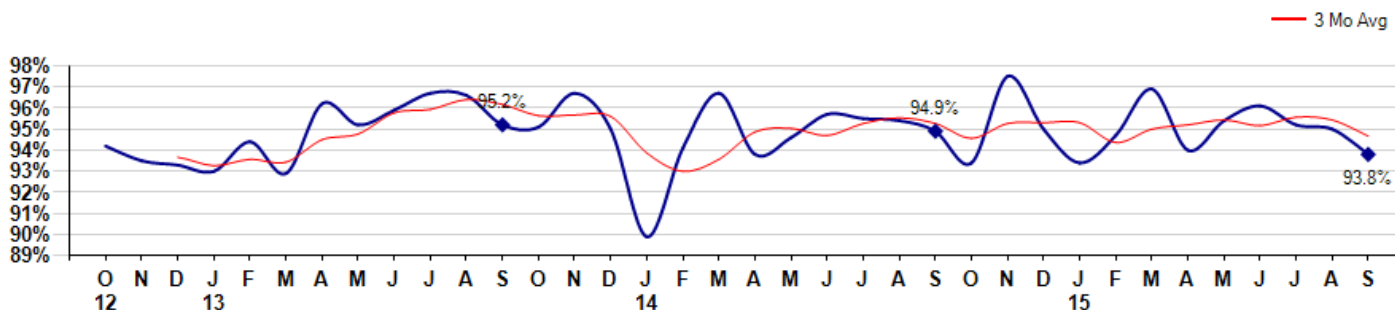


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Selling Price vs Listing Price

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 September 2015 Selling Price vs List Price of 93.8% was down from 95.0% last month and down from 94.9% in September of last year.

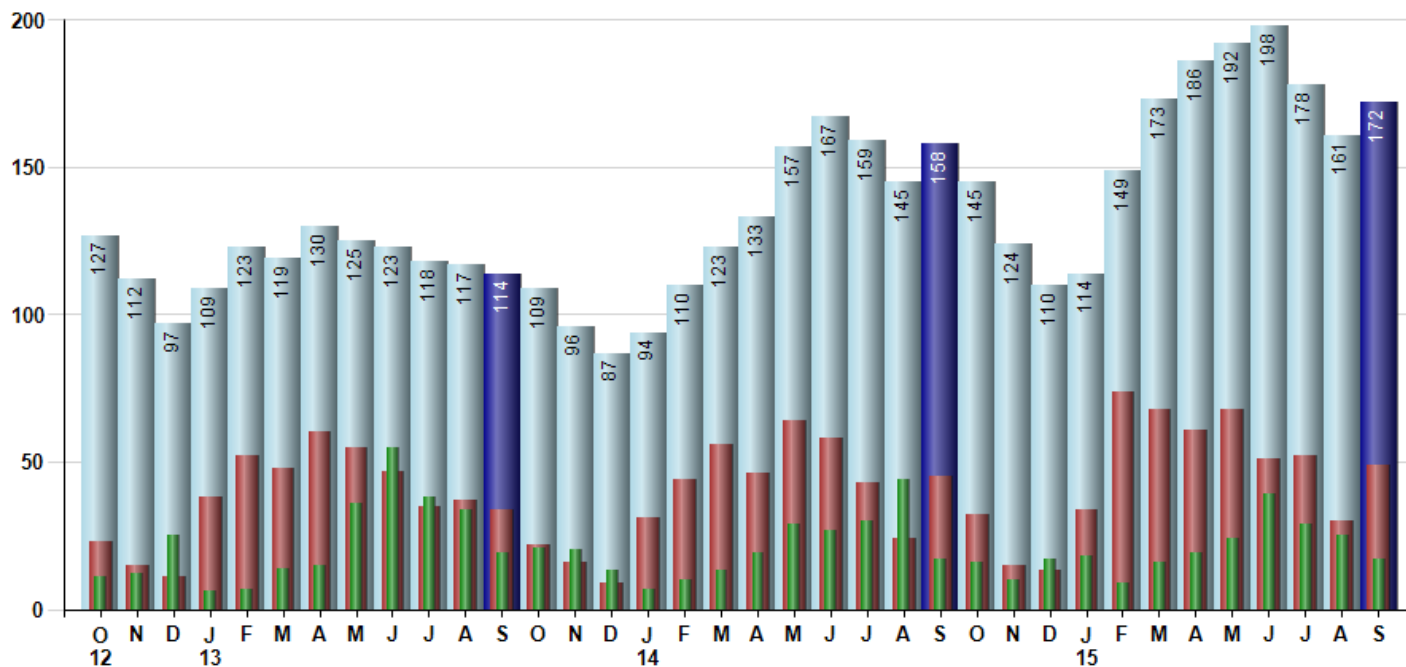
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 September 2015 was 49, up 63.3% from 30 last month and up 8.9% from 45 in September of last year.

Inventory New Listings Sold



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MARKET ACTION REPORT

September 2015

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	O 12	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	A	S
Homes Sold	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	29	25	17
3 Mo. Roll Avg			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	31	31	24

	(000's) O 12	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	A	S
Median Sale Price	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	1,069	1,230	990
3 Mo. Roll Avg			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	1,146	1,184	1,096

	O 12	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	A	S
Inventory	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	149	173	186	192	198	178	161	172
MSI	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	17	11	10	8	5	6	6	10

	O 12	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	A	S
Days On Market	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	88	38	57
3 Mo. Roll Avg			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	68	61

	O 12	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	A	S
Price per Sq Ft	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	345	360	354
3 Mo. Roll Avg			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	372	356	353

	O 12	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	A	S
Sale to List Price	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	0.952	0.950	0.938
3 Mo. Roll Avg			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	0.944	0.950	0.952	0.954	0.952	0.956	0.954	0.947	

	O 12	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	A	S
New Listings	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	74	68	61	68	51	52	30	49
Inventory	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	149	173	186	192	198	178	161	172
Sales	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	29	25	17

	(000's) O 12	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	A	S
Avg Sale Price	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	1,237	1,607	1,110
3 Mo. Roll Avg			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	1,384	1,420	1,318

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