

MLS Area: Winnetka



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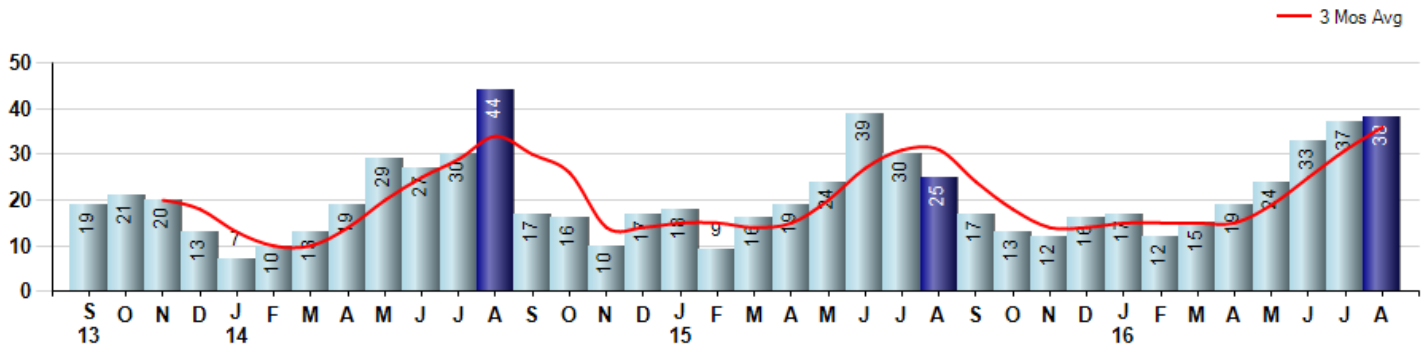
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|---|-------------|-------------------|-----|-----|----|-------------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$1,354,500 | ↓ | | ↓ | | | | |
| Average List Price of all Current Listings | \$1,884,441 | ↓ | | ↔ | | | | |
| August Median Sales Price | \$1,047,150 | ↓ | ↓ | ↓ | ↓ | \$1,100,000 | ↓ | ↑ |
| August Average Sales Price | \$1,263,228 | ↓ | ↓ | ↓ | ↓ | \$1,310,719 | ↓ | ↔ |
| Total Properties Currently for Sale (Inventory) | 196 | ↓ | | ↑ | | | | |
| August Number of Properties Sold | 38 | ↑ | | ↑ | | 195 | ↑ | |
| August Average Days on Market (Solds) | 60 | ↓ | ↓ | ↑ | ↓ | 77 | ↓ | ↓ |
| August Month's Supply of Inventory | 5.2 | ↓ | ↓ | ↓ | ↓ | 9.1 | ↑ | ↓ |
| August Sale Price vs List Price Ratio | 94.9% | ↑ | ↑ | ↔ | ↑ | 94.5% | ↓ | ↔ |

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

Property Sales

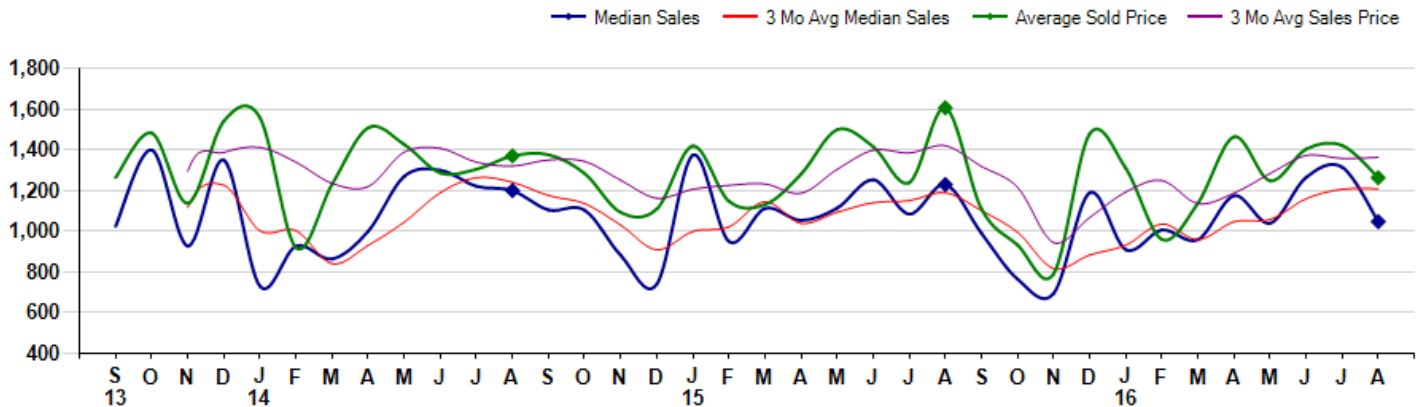
August Property sales were 38, up 52.0% from 25 in August of 2015 and 2.7% higher than the 37 sales last month. August 2016 sales were at a mid level compared to August of 2015 and 2014. August YTD sales of 195 are running 8.3% ahead of last year's year-to-date sales of 180.



Prices

The Median Sales Price in August was \$1,047,150, down -14.9% from \$1,230,000 in August of 2015 and down -20.4% from \$1,315,000 last month. The Average Sales Price in August was \$1,263,228, down -21.4% from \$1,606,701 in August of 2015 and down -11.2% from \$1,421,973 last month. August 2016 ASP was at the lowest level compared to August of 2015 and 2014.

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



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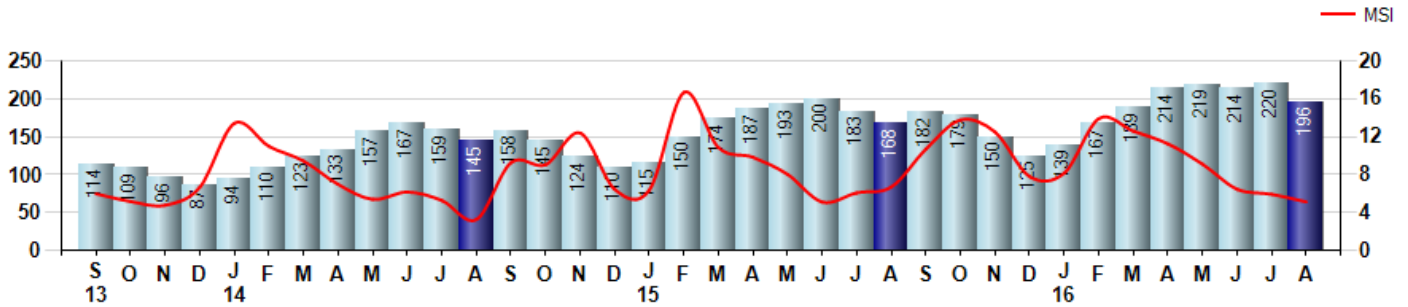
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of August was 196, down -10.9% from 220 last month and up 16.7% from 168 in August of last year. August 2016 Inventory was at highest level compared to August of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2016 MSI of 5.2 months was at a mid range compared with August of 2015 and 2014.

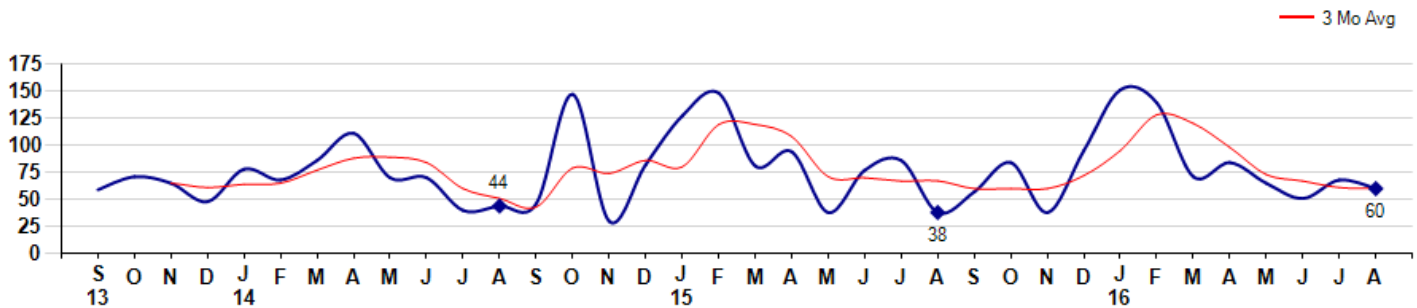
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 August was 60, down -11.8% from 68 days last month and up 57.9% from 38 days in August of last year. The August 2016 DOM was at its highest level compared with August of 2015 and 2014.

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



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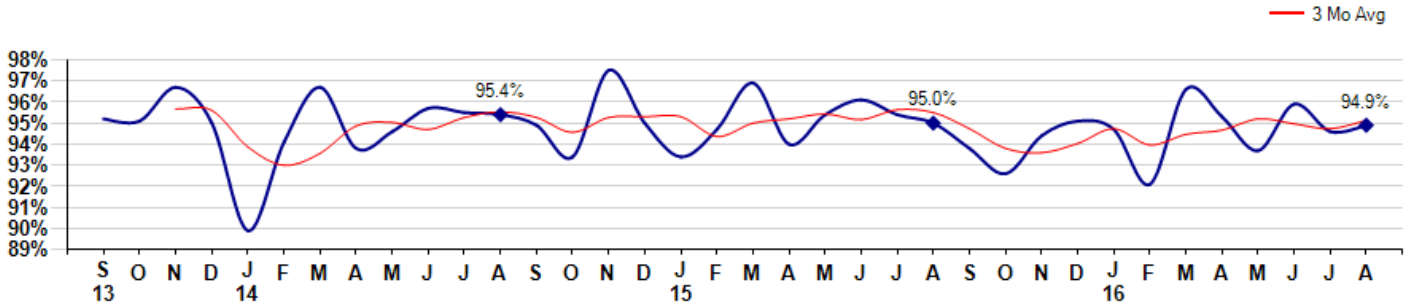


Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

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 August 2016 Selling Price vs List Price of 94.9% was up from 94.6% last month and down from 95.0% in August of last year.

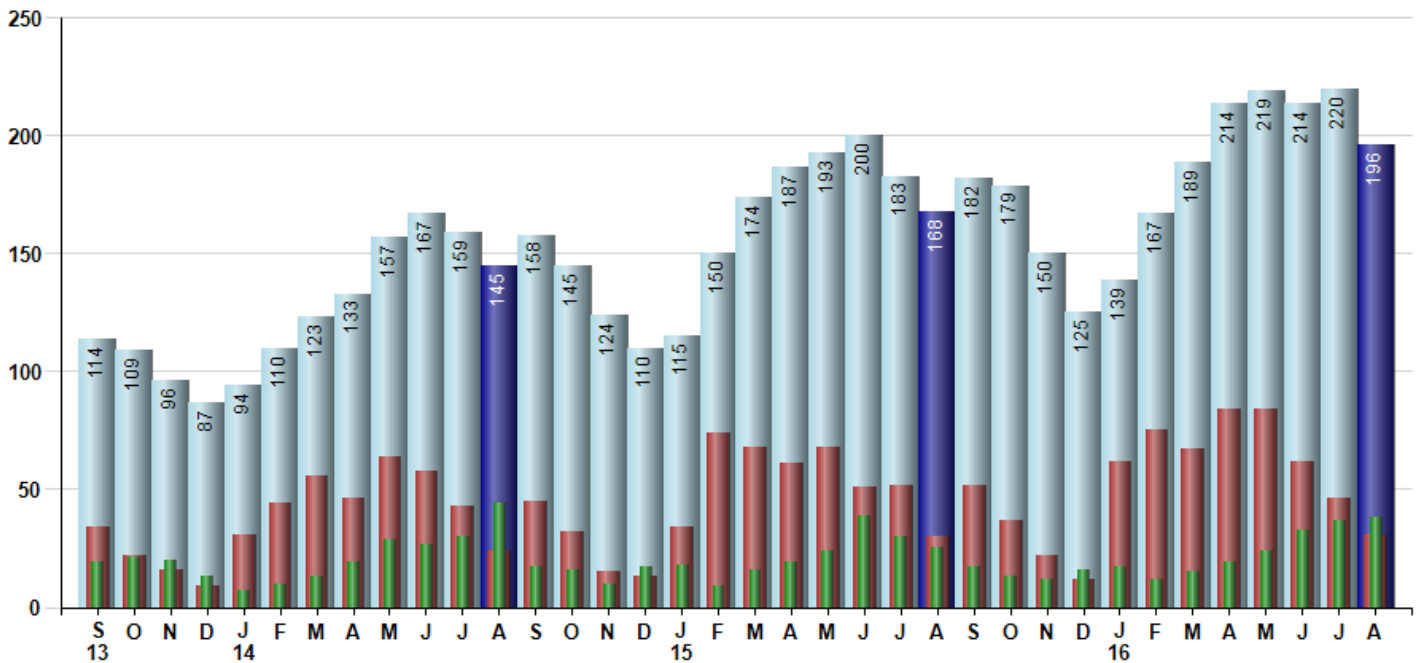
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 August 2016 was 31, down -32.6% from 46 last month and up 3.3% from 30 in August of last year.

Inventory New Listings Sold



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Based on information from Midwest Real Estate Data LLC for the period 9/1/2013 through 8/31/2016. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



MARKET ACTION REPORT

August 2016

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| | S 13 | 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 | F | M | A | M | J | J | A |
|----------------|------|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|
| Homes Sold | 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 | 12 | 15 | 19 | 24 | 33 | 37 | 38 |
| 3 Mo. Roll Avg | | | 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 | 15 | 15 | 19 | 25 | 31 | 36 | |

| | (000's) S 13 | 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 | F | M | A | M | J | J | A |
|-------------------|--------------|-------|-------|-------|-------|-------|-----|-------|-------|-------|-------|-------|-------|-------|-------|-----|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----|-----|-------|------|-------|-----|-------|-------|-------|-------|-------|
| Median Sale Price | 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 | 1,007 | 959 | 1,175 | 1,040 | 1,265 | 1,315 | 1,047 |
| 3 Mo. Roll Avg | | | 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 | 1,189 | 1,102 | 995 | 817 | 883 | 932 | 1,036 | 959 | 1,047 | 1,058 | 1,160 | 1,207 | 1,209 |

| | S 13 | 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 | F | M | A | M | J | J | A |
|-----------|------|-----|----|----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|
| Inventory | 114 | 109 | 96 | 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 | 189 | 214 | 219 | 214 | 220 | 196 |
| MSI | 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 | 13 | 8 | 8 | 14 | 13 | 11 | 9 | 6 | 6 | 5 |

| | S 13 | 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 | F | M | A | M | J | J | A |
|----------------|------|----|----|----|------|----|----|-----|----|----|----|----|----|-----|----|----|------|-----|-----|-----|----|----|----|----|----|----|----|----|------|-----|-----|----|----|----|----|----|
| Days On Market | 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 | 139 | 71 | 84 | 65 | 51 | 68 | 60 |
| 3 Mo. Roll Avg | | | 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 | 128 | 120 | 98 | 73 | 67 | 61 | 60 |

| | S 13 | 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 | F | M | A | M | J | J | A |
|-----------------|------|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|
| Price per Sq Ft | 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 | 273 | 308 | 414 | 304 | 325 | 344 | 355 |
| 3 Mo. Roll Avg | | | 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 | 332 | 307 | 332 | 342 | 348 | 324 | 341 |

| | S 13 | 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 | F | M | A | M | J | J | A |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.921 | 0.966 | 0.953 | 0.937 | 0.959 | 0.946 | 0.949 |
| 3 Mo. Roll Avg | | | 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 | 0.955 | 0.947 | 0.938 | 0.936 | 0.940 | 0.947 | 0.940 | 0.945 | 0.947 | 0.952 | 0.950 | 0.947 | 0.951 | |

| | S 13 | 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 | F | M | A | M | J | J | A |
|--------------|------|-----|----|----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|
| New Listings | 34 | 22 | 16 | 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 | 31 |
| Inventory | 114 | 109 | 96 | 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 | 189 | 214 | 219 | 214 | 220 | 196 |
| Sales | 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 | 12 | 15 | 19 | 24 | 33 | 37 | 38 |

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|----------------|--------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Avg Sale Price | 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 | 960 | 1,139 | 1,464 | 1,248 | 1,404 | 1,422 | 1,263 |
| 3 Mo. Roll Avg | | | 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 | 1,250 | 1,136 | 1,188 | 1,284 | 1,372 | 1,358 | 1,363 |

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