

MLS Area: Winnetka



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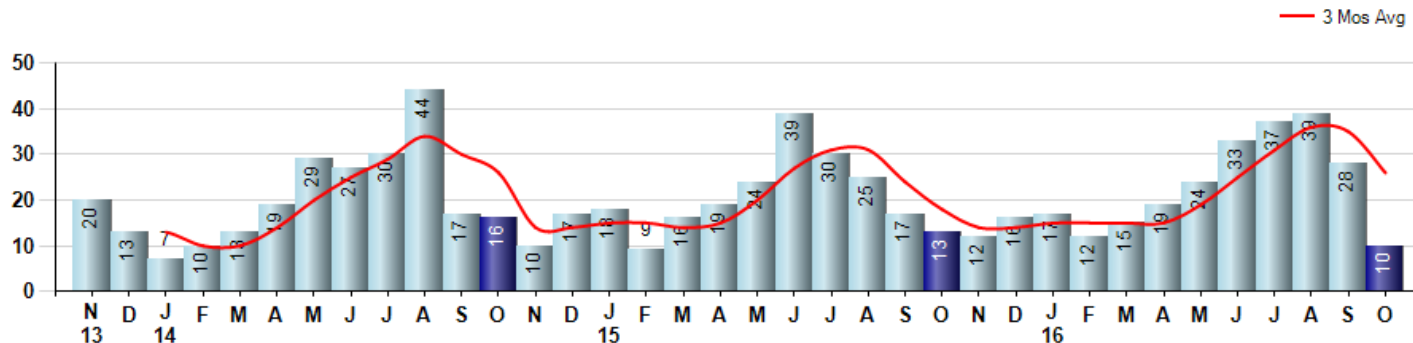
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

| 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 | \$1,858,202 | ↓ | | ↔ | | | | |
| October Median Sales Price | \$935,000 | ↓ | ↓ | ↑ | ↓ | \$1,090,000 | ↔ | ↑ |
| October Average Sales Price | \$1,183,200 | ↓ | ↓ | ↑ | ↓ | \$1,300,061 | ↓ | ↔ |
| Total Properties Currently for Sale (Inventory) | 189 | ↓ | | ↑ | | | | |
| October Number of Properties Sold | 10 | ↓ | | ↓ | | 234 | ↑ | |
| October Average Days on Market (Solds) | 84 | ↑ | ↑ | ↔ | ↑ | 75 | ↓ | ↓ |
| October Month's Supply of Inventory | 18.9 | ↑ | ↑ | ↑ | ↑ | 9.9 | ↑ | ↑ |
| October Sale Price vs List Price Ratio | 93.6% | ↓ | ↓ | ↑ | ↓ | 94.3% | ↓ | ↔ |

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

Property Sales

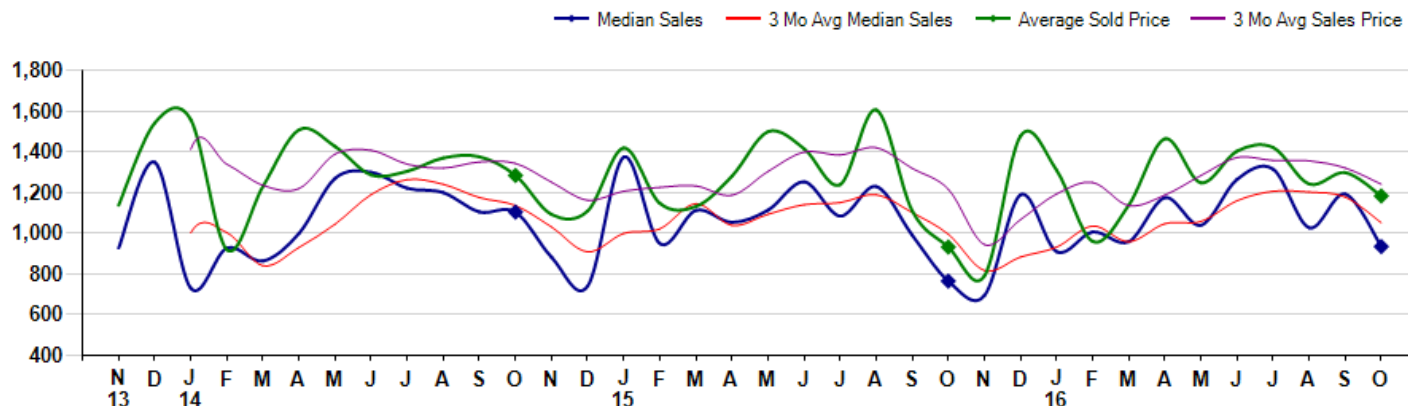
October Property sales were 10, down -23.1% from 13 in October of 2015 and -64.3% lower than the 28 sales last month. October 2016 sales were at their lowest level compared to October of 2015 and 2014. October YTD sales of 234 are running 11.4% ahead of last year's year-to-date sales of 210.



Prices

The Median Sales Price in October was \$935,000, up 22.2% from \$765,000 in October of 2015 and down -21.6% from \$1,192,500 last month. The Average Sales Price in October was \$1,183,200, up 26.9% from \$932,423 in October of 2015 and down -8.9% from \$1,298,464 last month. October 2016 ASP was at a mid range compared to October of 2015 and 2014.

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



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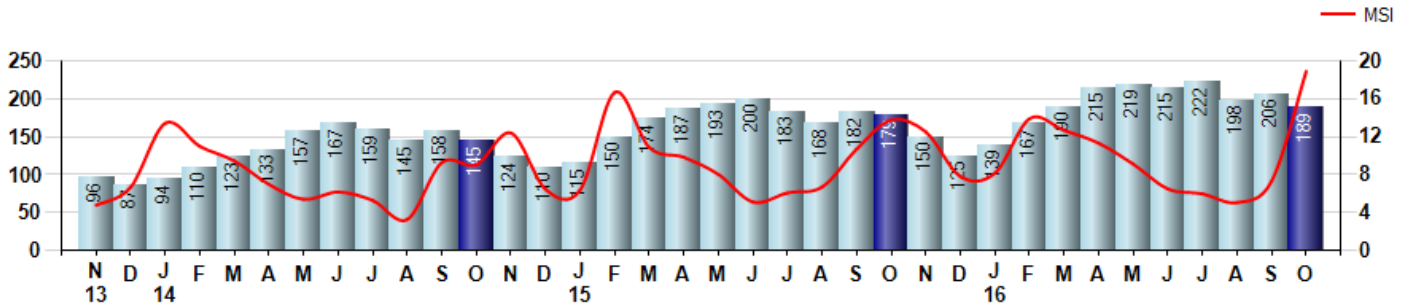
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of October was 189, down -8.3% from 206 last month and up 5.6% from 179 in October of last year. October 2016 Inventory was at highest level compared to October of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2016 MSI of 18.9 months was at its highest level compared with October of 2015 and 2014.

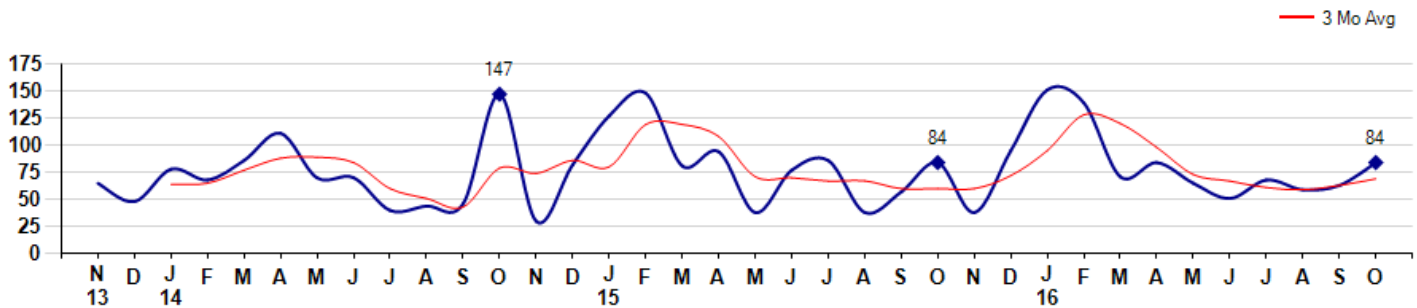
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 October was 84, up 33.3% from 63 days last month and equal to 84 days in October of last year. The October 2016 DOM was at its lowest level compared with October of 2015 and 2014.

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



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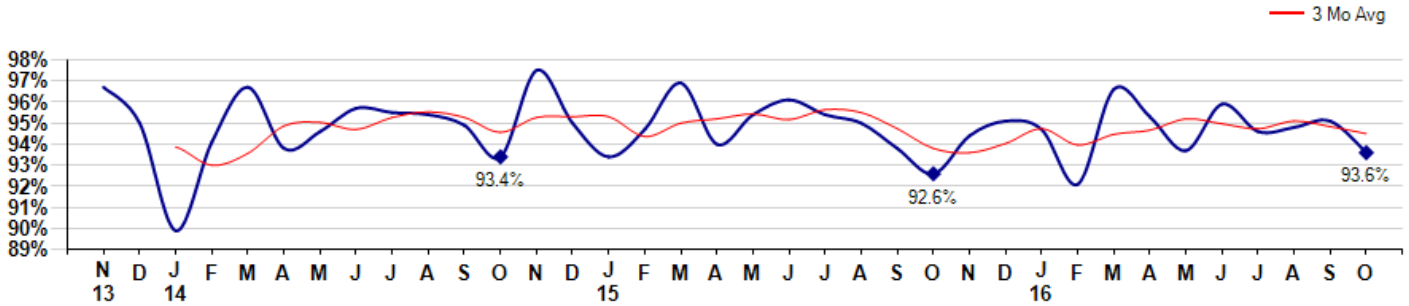


Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Selling Price vs Listing Price

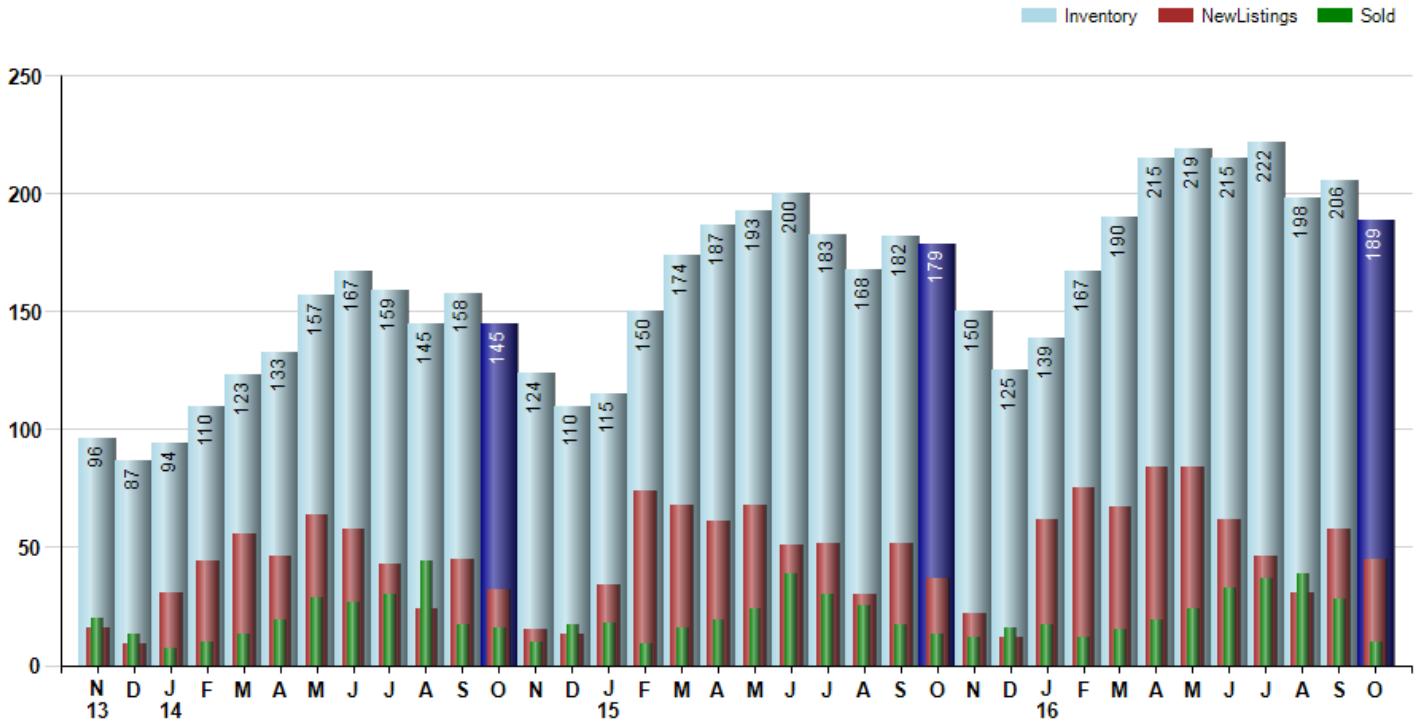
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The October 2016 Selling Price vs List Price of 93.6% was down from 95.1% last month and up from 92.6% in October 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 October 2016 was 45, down -22.4% from 58 last month and up 21.6% from 37 in October of last year.



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MARKET ACTION REPORT

October 2016

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| | N 13 | 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 | S | O |
|----------------|------|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|
| Homes Sold | 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 | 39 | 28 | 10 |
| 3 Mo. Roll Avg | | | 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 | 15 | 19 | 25 | 31 | 36 | 35 | 26 |

| | (000's) N 13 | 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 | S | O |
|-------------------|--------------|-------|-------|-------|-----|-------|-------|-------|-------|-------|-------|-------|-------|-----|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----|-----|-------|------|-------|-----|-------|-------|-------|-------|-------|-------|-------|
| Median Sale Price | 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 | 1,027 | 1,193 | 935 |
| 3 Mo. Roll Avg | | | 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 | 1,202 | 1,178 | 1,052 |

| | N 13 | 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 | S | O |
|-----------|------|----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Inventory | 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 | 190 | 215 | 219 | 215 | 222 | 198 | 206 | 189 |
| MSI | 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 | 7 | 6 | 5 | 7 | 19 |

| | N 13 | 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 | S | O |
|----------------|------|----|------|----|----|-----|----|----|----|----|----|-----|----|----|------|-----|-----|-----|----|----|----|----|----|----|----|----|------|-----|-----|----|----|----|----|----|----|----|
| Days On Market | 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 | 59 | 63 | 84 |
| 3 Mo. Roll Avg | | | 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 | 59 | 63 | 69 |

| | N 13 | 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 | S | O |
|-----------------|------|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Price per Sq Ft | 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 | 351 | 358 | 312 |
| 3 Mo. Roll Avg | | | 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 | 340 | 351 | 340 |

| | N 13 | 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 | S | O |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.948 | 0.951 | 0.936 |
| 3 Mo. Roll Avg | | | 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 | 0.940 | 0.945 | 0.947 | 0.952 | 0.950 | 0.947 | 0.951 | 0.948 | 0.945 |

| | N 13 | 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 | S | O |
|--------------|------|----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| New Listings | 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 | 58 | 45 |
| Inventory | 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 | 190 | 215 | 219 | 215 | 222 | 198 | 206 | 189 |
| Sales | 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 | 39 | 28 | 10 |

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|----------------|--------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Avg Sale Price | 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 | 1,242 | 1,298 | 1,183 |
| 3 Mo. Roll Avg | | | 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 | 1,356 | 1,321 | 1,241 |

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