

## MLS Area: Winnetka



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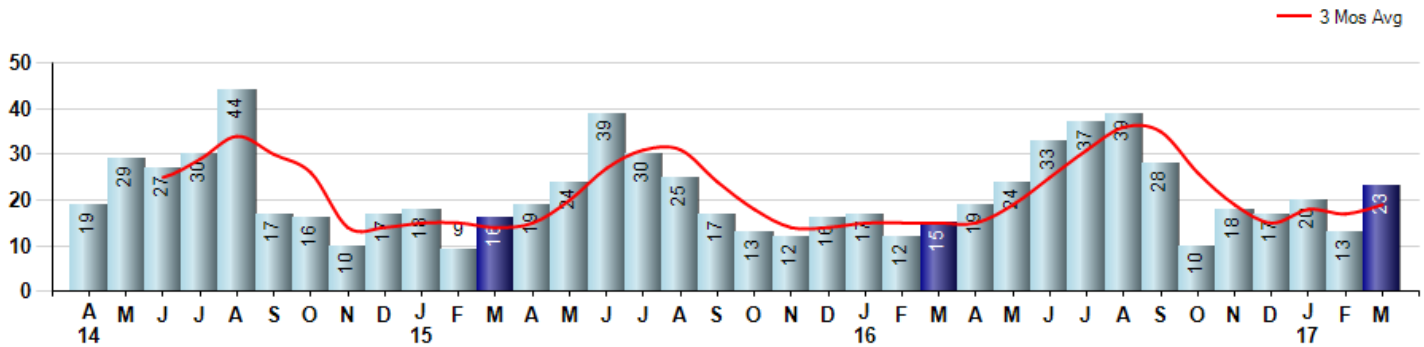
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,319,000	↑		↓				
Average List Price of all Current Listings	\$1,866,378	↔		↑				
March Median Sales Price	\$1,075,000	↑	↓	↑	↓	\$1,087,500	↑	↓
March Average Sales Price	\$1,355,315	↑	↓	↑	↑	\$1,332,121	↑	↑
Total Properties Currently for Sale (Inventory)	170	↑		↓				
March Number of Properties Sold	23	↑		↑		56	↑	
March Average Days on Market (Solds)	52	↓	↓	↓	↓	82	↓	↑
March Month's Supply of Inventory	7.4	↓	↓	↓	↓	8.9	↓	↓
March Sale Price vs List Price Ratio	92.7%	↑	↑	↓	↑	89.8%	↓	↓

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

### Property Sales

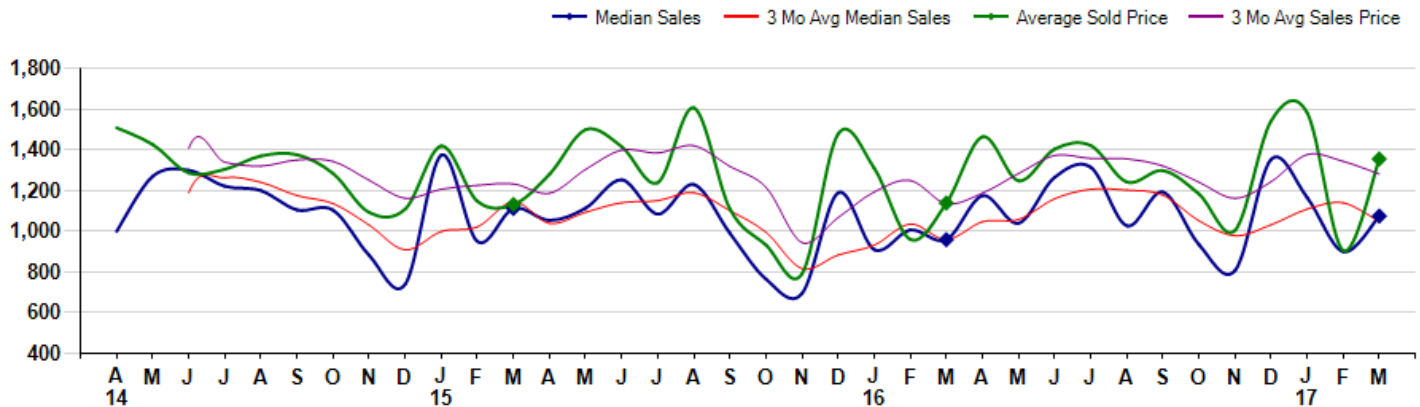
March Property sales were 23, up 53.3% from 15 in March of 2016 and 76.9% higher than the 13 sales last month. March 2017 sales were at their highest level compared to March of 2016 and 2015. March YTD sales of 56 are running 27.3% ahead of last year's year-to-date sales of 44.



### Prices

The Median Sales Price in March was \$1,075,000, up 12.1% from \$959,000 in March of 2016 and up 19.4% from \$900,000 last month. The Average Sales Price in March was \$1,355,315, up 19.0% from \$1,138,667 in March of 2016 and up 49.7% from \$905,192 last month. March 2017 ASP was at highest level compared to March of 2016 and 2015.

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



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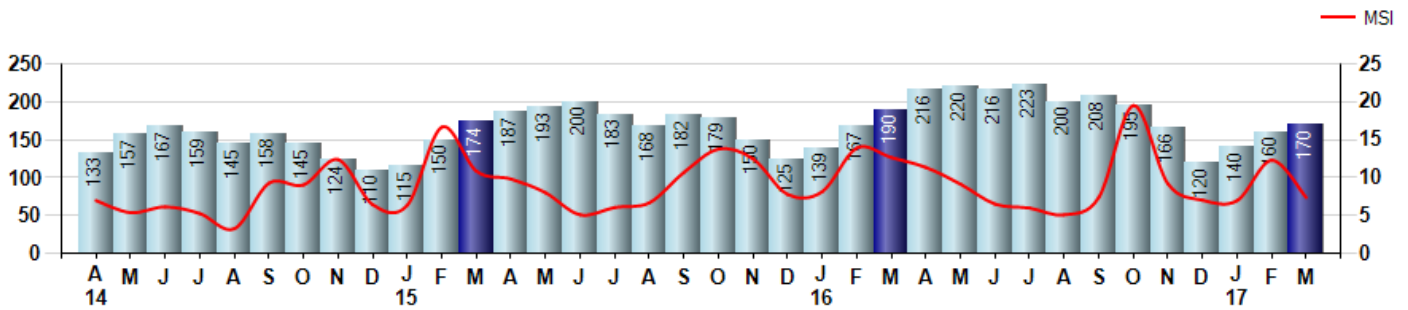
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### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 170, up 6.3% from 160 last month and down -10.5% from 190 in March of last year. March 2017 Inventory was at the lowest level compared to March of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2017 MSI of 7.4 months was at its lowest level compared with March of 2016 and 2015.

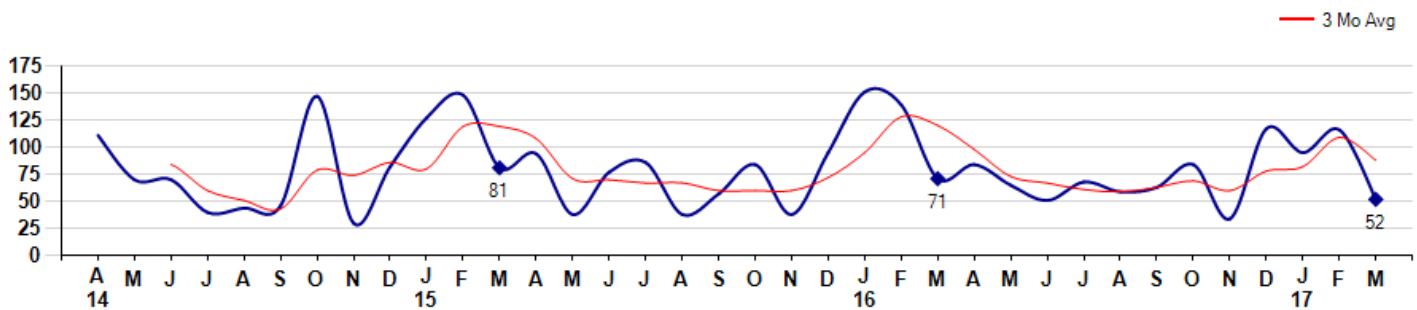
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 March was 52, down -55.2% from 116 days last month and down -26.8% from 71 days in March of last year. The March 2017 DOM was at its lowest level compared with March of 2016 and 2015.

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



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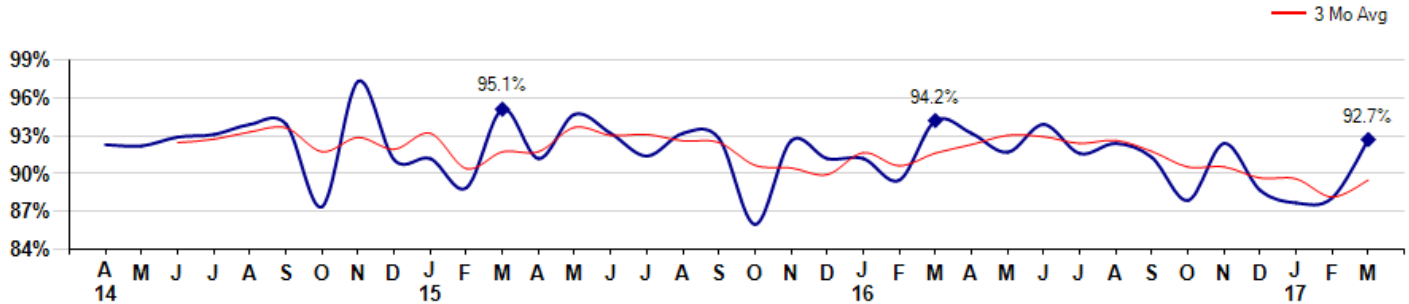


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### Selling Price vs Listing Price

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 March 2017 Selling Price vs List Price of 92.7% was up from 88.1% last month and down from 94.2% in March of last year.

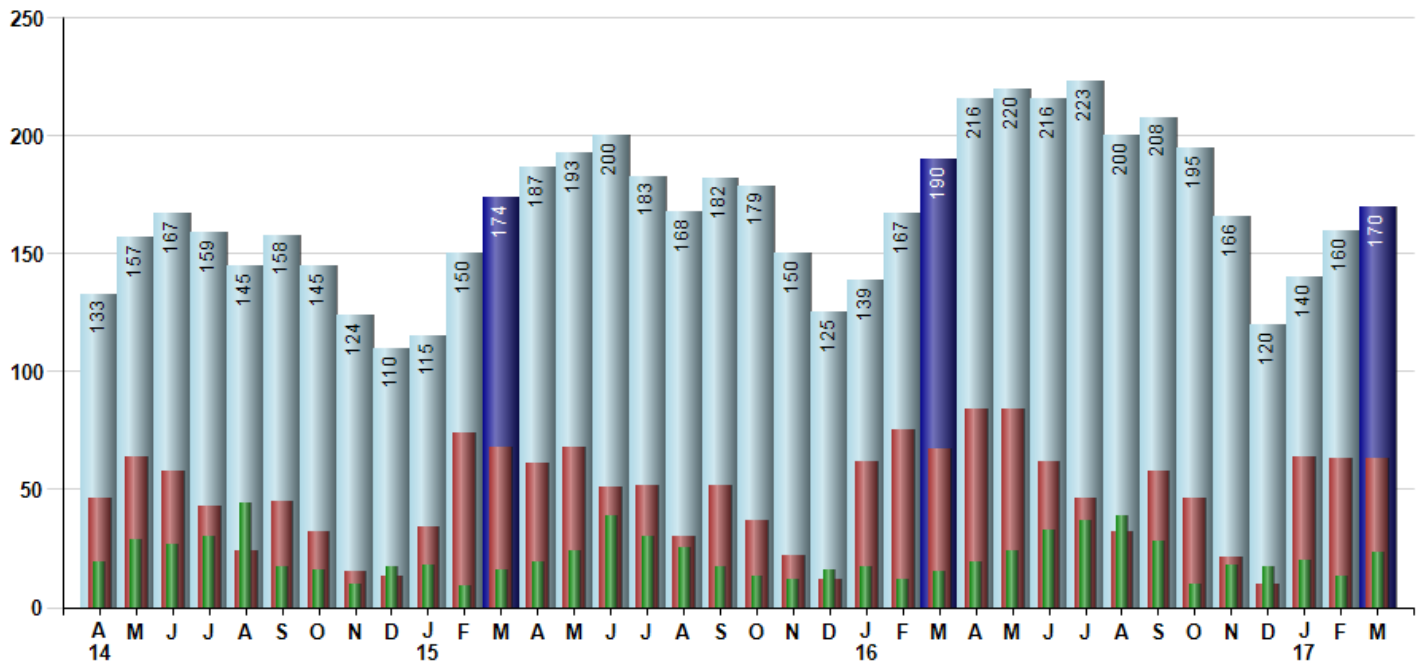
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 March 2017 was 63, equal to 63 last month and down -6.0% from 67 in March of last year.

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



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Homes Sold	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	18	17	20	13	23
3 Mo. Roll Avg			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	19	15	18	17	19	

(000's)	A 14	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	D	J 17	F	M
Median Sale Price	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	808	1,354	1,166	900	1,075
3 Mo. Roll Avg			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	978	1,032	1,109	1,140	1,047

	A 14	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	D	J 17	F	M
Inventory	133	157	167	159	145	158	145	124	110	115	150	174	187	193	200	183	168	182	179	150	125	139	167	190	216	220	216	223	200	208	195	166	120	140	160	170
MSI	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	20	9	7	7	12	7

	A 14	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	D	J 17	F	M
Days On Market	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	117	95	116	52
3 Mo. Roll Avg			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	78	82	109	88

	A 14	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	D	J 17	F	M
Price per Sq Ft	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	280	299	289	300	316
3 Mo. Roll Avg			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	317	297	289	296	302

	A 14	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	D	J 17	F	M
Sale to List Price	0.923	0.922	0.929	0.931	0.939	0.939	0.874	0.973	0.911	0.912	0.889	0.951	0.912	0.947	0.932	0.914	0.932	0.928	0.860	0.926	0.912	0.912	0.895	0.942	0.932	0.917	0.939	0.916	0.924	0.913	0.879	0.924	0.887	0.877	0.881	0.927
3 Mo. Roll Avg			0.925	0.927	0.933	0.936	0.917	0.929	0.919	0.932	0.904	0.917	0.917	0.937	0.930	0.931	0.926	0.925	0.907	0.905	0.899	0.917	0.906	0.916	0.923	0.930	0.929	0.924	0.926	0.918	0.905	0.905	0.897	0.896	0.882	0.895

	A 14	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	D	J 17	F	M
New Listings	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	21	10	64	63	63
Inventory	133	157	167	159	145	158	145	124	110	115	150	174	187	193	200	183	168	182	179	150	125	139	167	190	216	220	216	223	200	208	195	166	120	140	160	170
Sales	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	18	17	20	13	23

(000's)	A 14	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	D	J 17	F	M
Avg Sale Price	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	1,005	1,543	1,583	905	1,355
3 Mo. Roll Avg			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	1,162	1,244	1,377	1,344	1,281

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