

MLS Area: Winnetka



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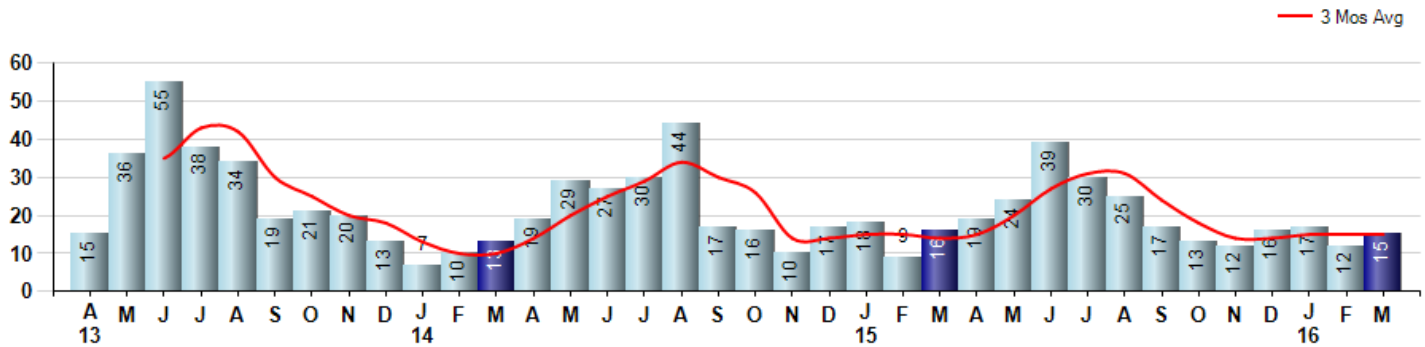
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

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	\$1,839,143	↔		↑				
March Median Sales Price	\$959,000	↓	↓	↓	↓	\$962,000	↓	↓
March Average Sales Price	\$1,138,667	↑	↓	↔	↓	\$1,156,048	↓	↓
Total Properties Currently for Sale (Inventory)	185	↑		↑				
March Number of Properties Sold	15	↑		↓		44	↑	
March Average Days on Market (Solds)	71	↓	↓	↓	↓	118	↑	↑
March Month's Supply of Inventory	12.3	↓	↑	↑	↑	11.5	↑	↑
March Sale Price vs List Price Ratio	96.6%	↑	↑	↓	↑	94.6%	↑	↔

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

Property Sales

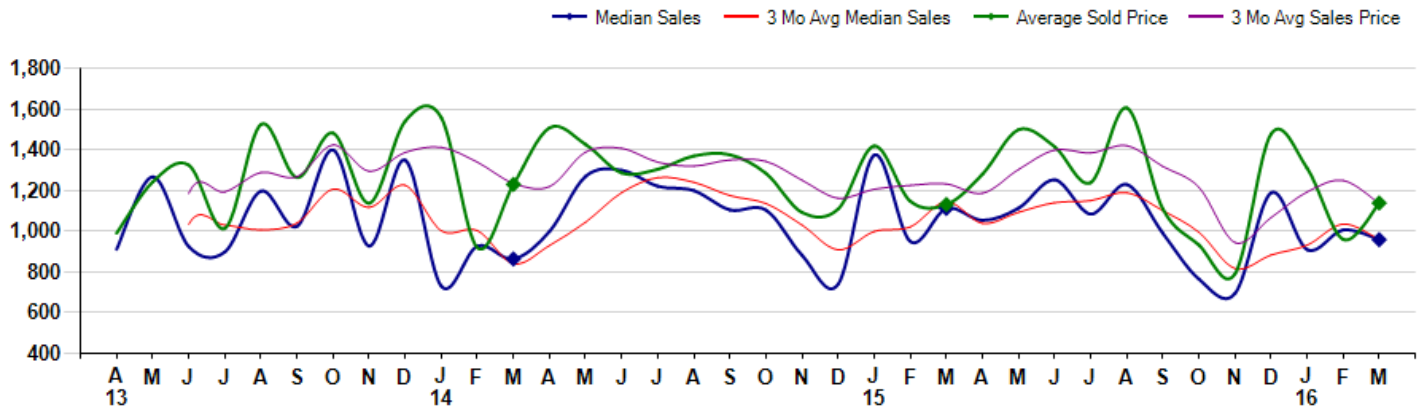
March Property sales were 15, down -6.3% from 16 in March of 2015 and 25.0% higher than the 12 sales last month. March 2016 sales were at a mid level compared to March of 2015 and 2014. March YTD sales of 44 are running 2.3% ahead of last year's year-to-date sales of 43.



Prices

The Median Sales Price in March was \$959,000, down -13.8% from \$1,112,500 in March of 2015 and down -4.8% from \$1,007,000 last month. The Average Sales Price in March was \$1,138,667, up 0.6% from \$1,131,363 in March of 2015 and up 18.6% from \$960,154 last month. March 2016 ASP was at a mid range compared to March of 2015 and 2014.

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



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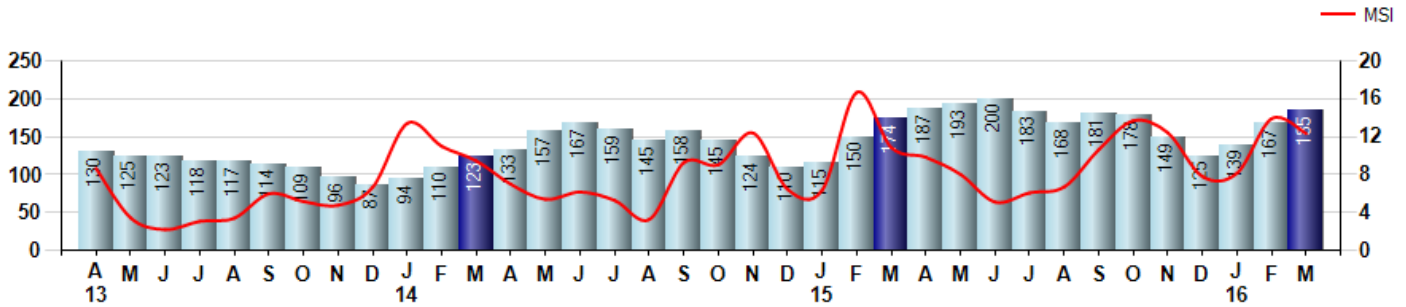
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Inventory & MSI

The Total Inventory of Properties available for sale as of March was 185, up 10.8% from 167 last month and up 6.3% from 174 in March of last year. March 2016 Inventory was at highest level compared to March of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2016 MSI of 12.3 months was at its highest level compared with March of 2015 and 2014.

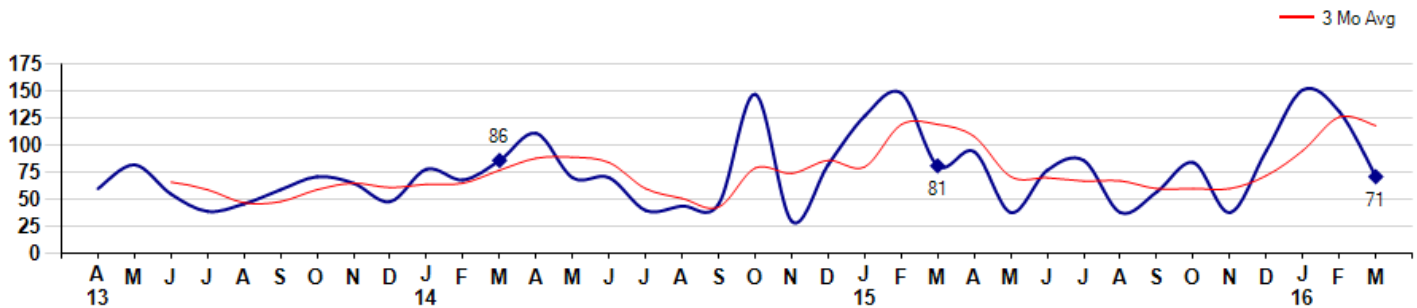
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 March was 71, down -45.8% from 131 days last month and down -12.3% from 81 days in March of last year. The March 2016 DOM was at its lowest level compared with March of 2015 and 2014.

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



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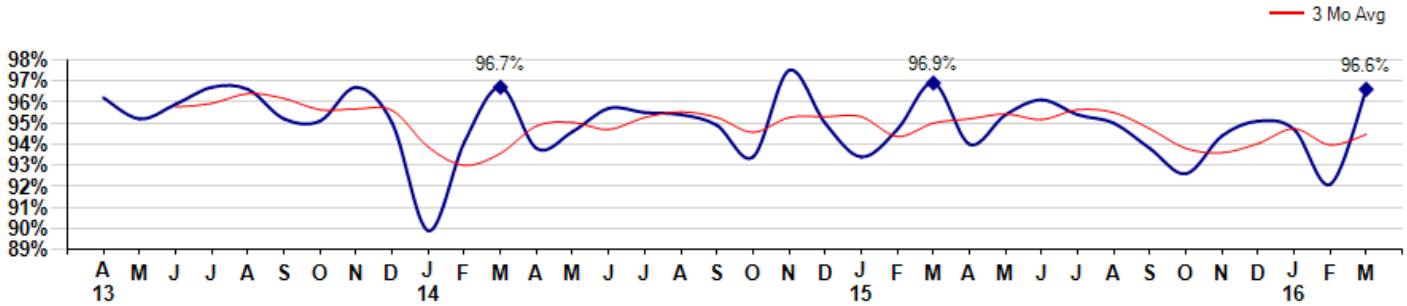


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Selling Price vs Listing Price

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 March 2016 Selling Price vs List Price of 96.6% was up from 92.1% last month and down from 96.9% in March of last year.

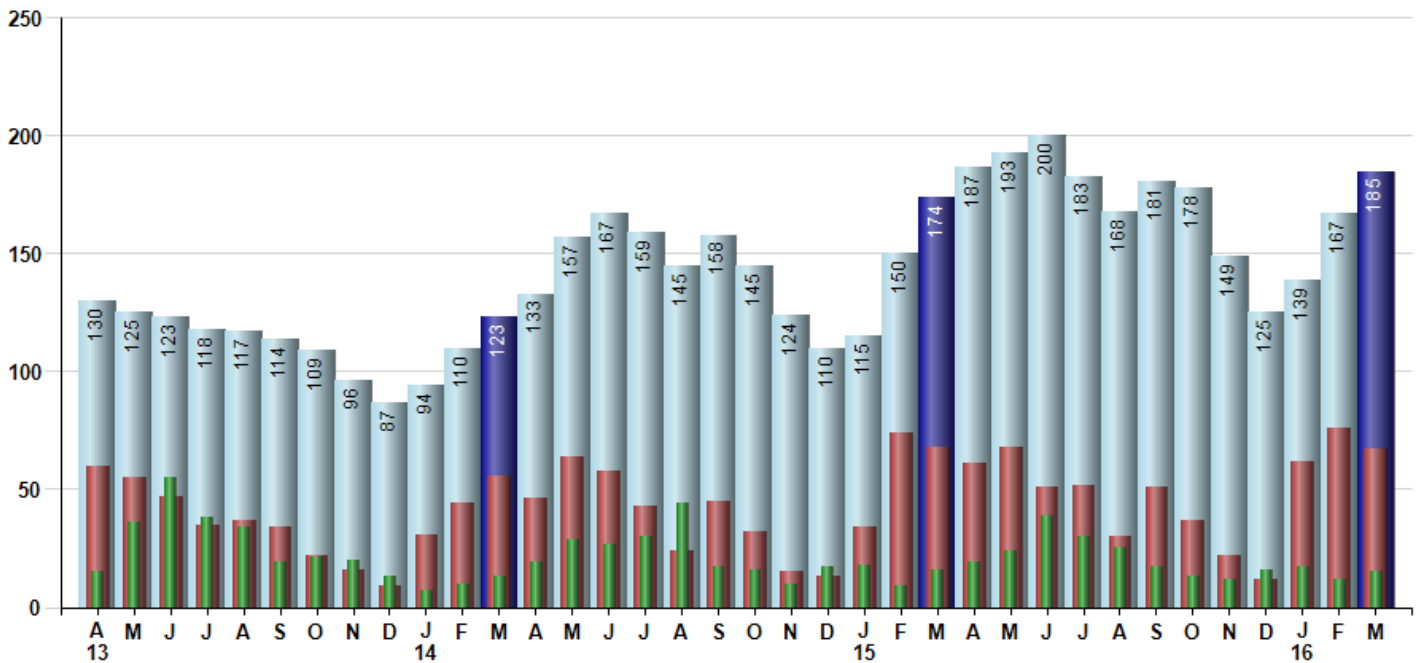
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2016 was 67, down -11.8% from 76 last month and down -1.5% from 68 in March of last year.

Inventory New Listings Sold



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MARKET ACTION REPORT

March 2016

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	A 13	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	O	N	D	J 16	F	M
Homes Sold	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	30	25	17	13	12	16	17	12	15
3 Mo. Roll Avg			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	18	14	14	15	15	15

	(000's) A 13	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	O	N	D	J 16	F	M
Median Sale Price	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	1,085	1,230	990	765	695	1,190	910	1,007	959
3 Mo. Roll Avg			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	1,151	1,189	1,102	995	817	883	932	1,036	959

	A 13	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	O	N	D	J 16	F	M
Inventory	130	125	123	118	117	114	109	96	87	94	110	123	133	157	167	159	145	158	145	124	110	115	150	174	187	193	200	183	168	181	178	149	125	139	167	185
MSI	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	7	11	14	12	8	8	14	12

	A 13	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	O	N	D	J 16	F	M
Days On Market	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	86	38	57	84	38	95	151	131	71
3 Mo. Roll Avg			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	67	67	60	60	60	72	95	126	118

	A 13	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	O	N	D	J 16	F	M
Price per Sq Ft	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	328	238	381	341	273	308
3 Mo. Roll Avg			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	347	307	316	320	332	307

	A 13	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	O	N	D	J 16	F	M
Sale to List Price	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	0.954	0.950	0.938	0.926	0.944	0.951	0.947	0.921	0.966
3 Mo. Roll Avg			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	0.955	0.947	0.938	0.936	0.940	0.947	0.940	0.945	

	A 13	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	O	N	D	J 16	F	M
New Listings	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	51	37	22	12	62	76	67
Inventory	130	125	123	118	117	114	109	96	87	94	110	123	133	157	167	159	145	158	145	124	110	115	150	174	187	193	200	183	168	181	178	149	125	139	167	185
Sales	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	30	25	17	13	12	16	17	12	15

	(000's) A 13	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	O	N	D	J 16	F	M
Avg Sale Price	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	1,239	1,607	1,110	932	791	1,479	1,310	960	1,139
3 Mo. Roll Avg			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	1,385	1,421	1,319	1,216	944	1,068	1,193	1,250	1,136

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