

## MLS Area: Winnetka



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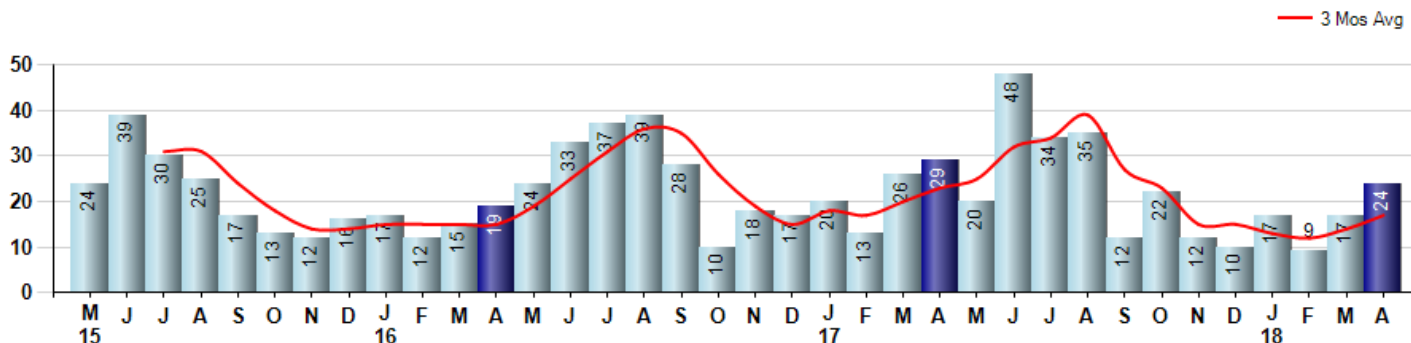
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview                | Month       | Trending Versus*: |     |     |    | YTD         | Trending Versus*: |           |
|---|-------------|-------------------|-----|-----|----|-------------|-------------------|-----------|
|   |             | LM                | L3M | PYM | LY |             | PriorYTD          | PriorYear |
| Median List Price of all Current Listings       | \$1,449,000 | ↔                 |     | ↑   |    |             |                   |           |
| Average List Price of all Current Listings      | \$1,792,306 | ↔                 |     | ↔   |    |             |                   |           |
| April Median Sales Price                        | \$1,000,000 | ↓                 | ↓   | ↑   | ↓  | \$1,068,422 | ↑                 | ↑         |
| April Average Sales Price                       | \$1,620,625 | ↑                 | ↔   | ↑   | ↑  | \$1,625,553 | ↑                 | ↑         |
| Total Properties Currently for Sale (Inventory) | 165         | ↑                 |     | ↓   |    |             |                   |           |
| April Number of Properties Sold                 | 24          | ↑                 |     | ↓   |    | 67          | ↓                 |           |
| April Average Days on Market (Solds)            | 91          | ↑                 | ↓   | ↑   | ↑  | 92          | ↑                 | ↑         |
| April Month's Supply of Inventory               | 6.9         | ↓                 | ↓   | ↑   | ↓  | 9.6         | ↑                 | ↑         |
| April Sale Price vs List Price Ratio            | 92.4%       | ↑                 | ↑   | ↑   | ↑  | 90.7%       | ↔                 | ↓         |

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

### Property Sales

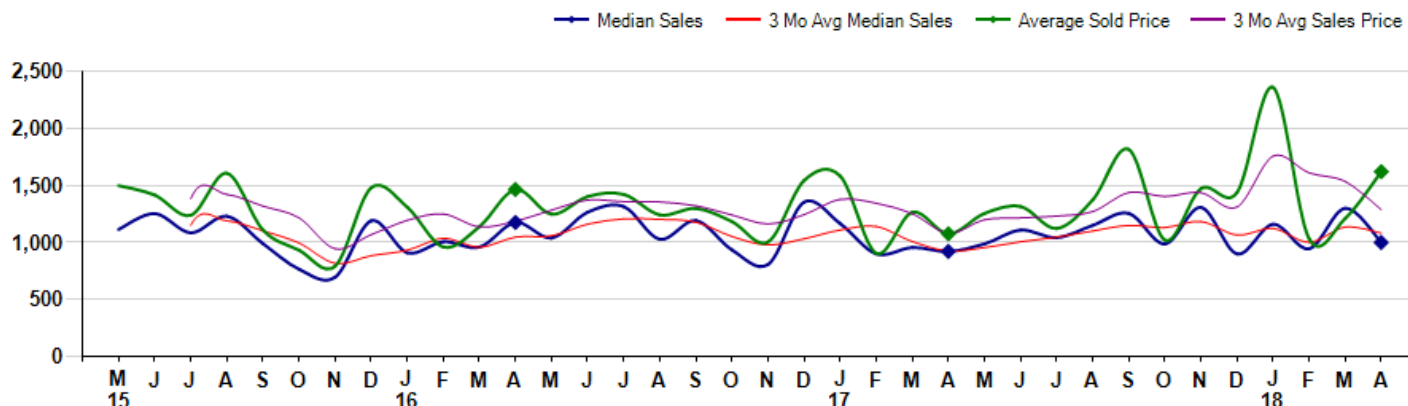
April Property sales were 24, down -17.2% from 29 in April of 2017 and 41.2% higher than the 17 sales last month. April 2018 sales were at a mid level compared to April of 2017 and 2016. April YTD sales of 67 are running -23.9% behind last year's year-to-date sales of 88.



### Prices

The Median Sales Price in April was \$1,000,000, up 8.6% from \$921,000 in April of 2017 and down -23.1% from \$1,300,000 last month. The Average Sales Price in April was \$1,620,625, up 50.7% from \$1,075,198 in April of 2017 and up 33.8% from \$1,211,415 last month. April 2018 ASP was at highest level compared to April of 2017 and 2016.

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



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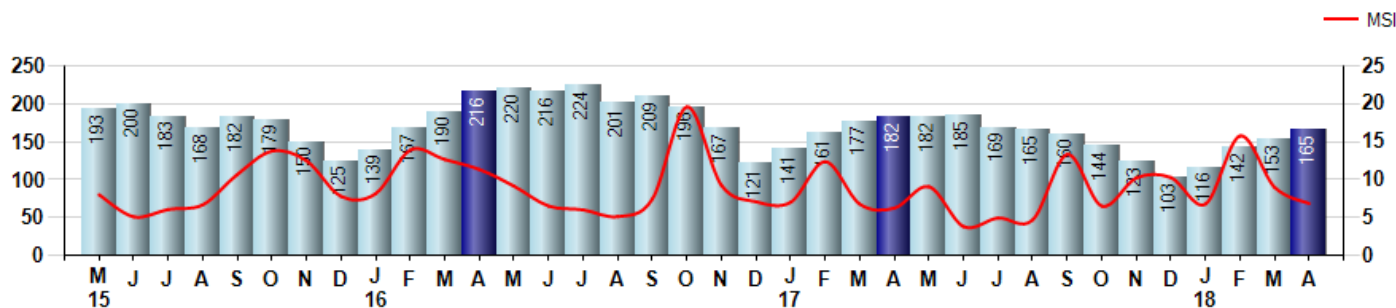
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

### Inventory & MSI

The Total Inventory of Properties available for sale as of April was 165, up 7.8% from 153 last month and down -9.3% from 182 in April of last year. April 2018 Inventory was at the lowest level compared to April of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2018 MSI of 6.9 months was at a mid range compared with April of 2017 and 2016.

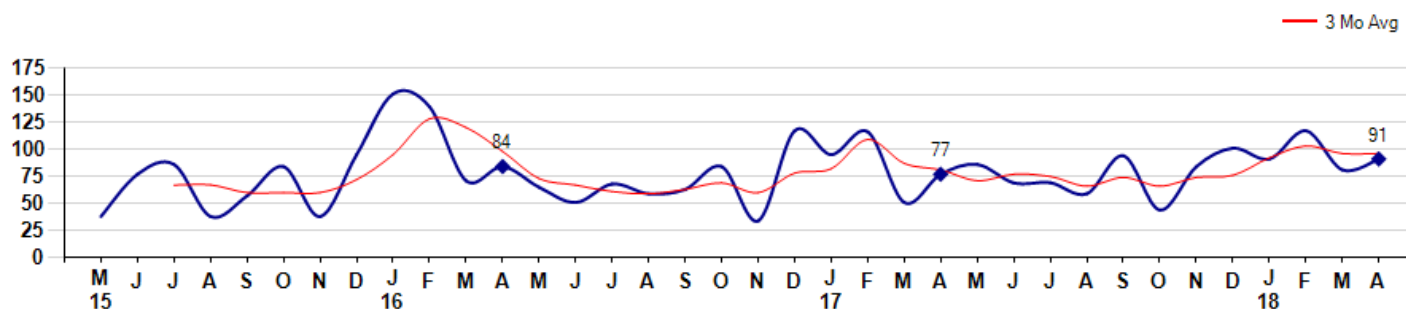
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 April was 91, up 12.3% from 81 days last month and up 18.2% from 77 days in April of last year. The April 2018 DOM was at its highest level compared with April of 2017 and 2016.

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



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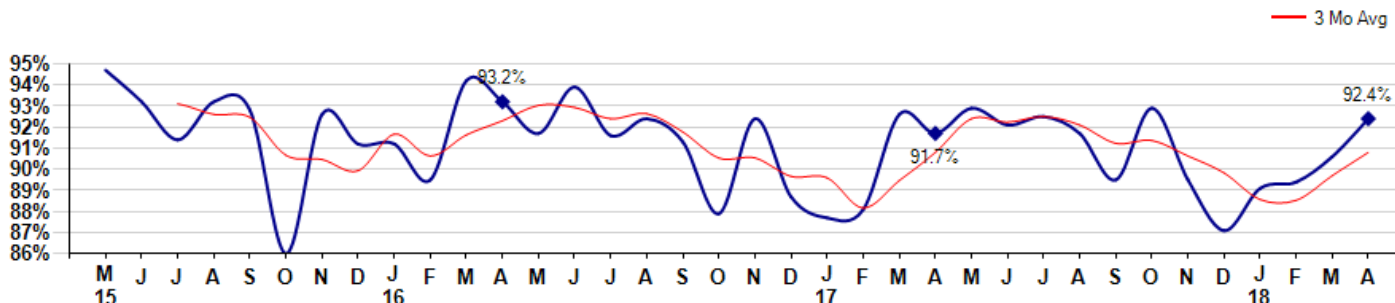


Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

### 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 April 2018 Selling Price vs List Price of 92.4% was up from 90.6% last month and up from 91.7% in April of last year.

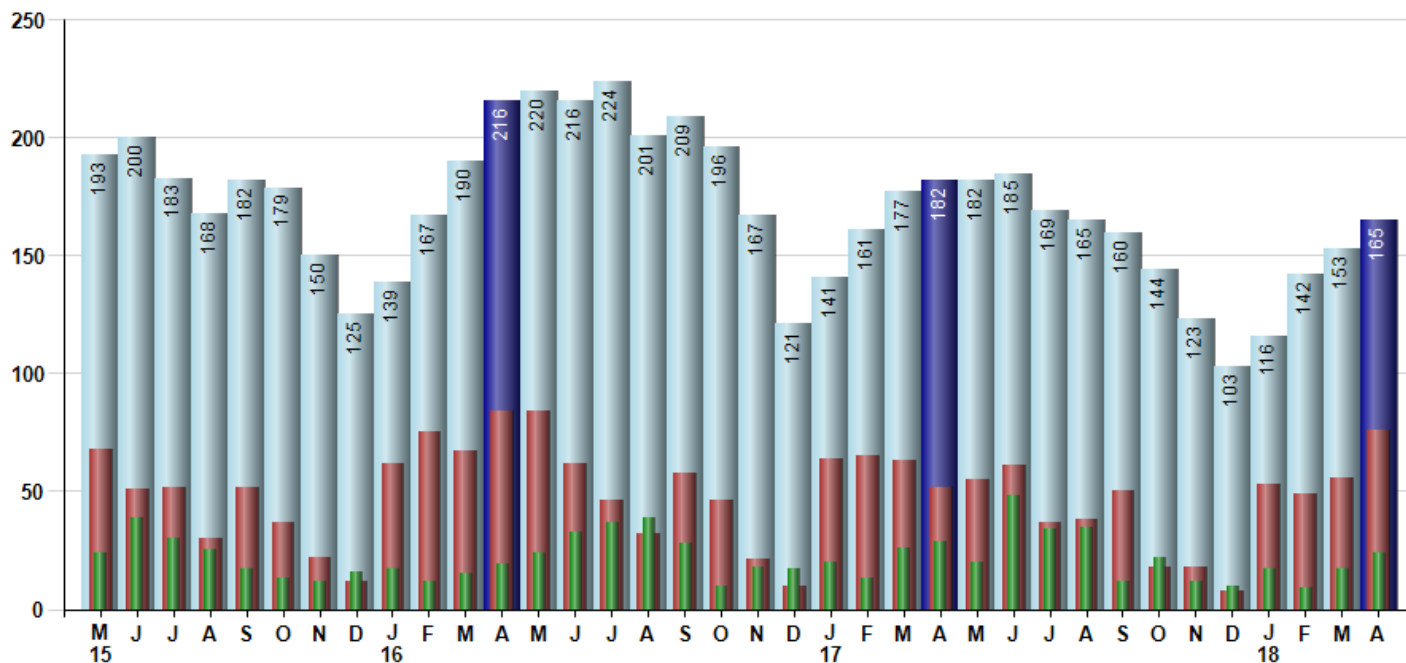
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 April 2018 was 76, up 35.7% from 56 last month and up 46.2% from 52 in April of last year.

Inventory    New Listings    Sold



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# MARKET ACTION REPORT

April 2018

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|                | M 15 | J  | J  | A  | S  | O  | N  | D  | J 16 | F  | M  | A  | M  | J  | J  | A  | S  | O  | N  | D  | J 17 | F  | M  | A  | M  | J  | J  | A  | S  | O  | N  | D  | J 18 | F  | M  | A  |
|----------------|------|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|
| Homes Sold     | 24   | 39 | 30 | 25 | 17 | 13 | 12 | 16 | 17   | 12 | 15 | 19 | 24 | 33 | 37 | 39 | 28 | 10 | 18 | 17 | 20   | 13 | 26 | 29 | 20 | 48 | 34 | 35 | 12 | 22 | 12 | 10 | 17   | 9  | 17 | 24 |
| 3 Mo. Roll Avg |      |    | 31 | 31 | 24 | 18 | 14 | 14 | 15   | 15 | 15 | 19 | 25 | 31 | 36 | 35 | 26 | 19 | 15 | 18 | 17   | 20 | 23 | 25 | 32 | 34 | 39 | 27 | 23 | 15 | 15 | 13 | 12   | 14 | 17 |    |

|                   | (000's) M 15 | J     | J     | A     | S     | O   | N   | D     | J 16 | F     | M   | A     | M     | J     | J     | A     | S     | O     | N   | D     | J 17  | F     | M     | A   | M   | J     | J     | A     | S     | O     | N     | D     | J 18  | F     | M     | A     |
|-------------------|--------------|-------|-------|-------|-------|-----|-----|-------|------|-------|-----|-------|-------|-------|-------|-------|-------|-------|-----|-------|-------|-------|-------|-----|-----|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Median Sale Price | 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   | 956   | 921 | 988 | 1,109 | 1,043 | 1,150 | 1,256 | 987   | 1,307 | 900   | 1,160 | 945   | 1,300 | 1,000 |
| 3 Mo. Roll Avg    |              |       | 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 | 1,007 | 926 | 955 | 1,006 | 1,046 | 1,100 | 1,149 | 1,131 | 1,183 | 1,065 | 1,122 | 1,002 | 1,135 | 1,082 |

|           | M 15 | J   | J   | A   | S   | O   | N   | D   | J 16 | F   | M   | A   | M   | J   | J   | A   | S   | O   | N   | D   | J 17 | F   | M   | A   | M   | J   | J   | A   | S   | O   | N   | D   | J 18 | F   | M   | A   |
|-----------|------|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|
| Inventory | 193  | 200 | 183 | 168 | 182 | 179 | 150 | 125 | 139  | 167 | 190 | 216 | 220 | 216 | 224 | 201 | 209 | 196 | 167 | 121 | 141  | 161 | 177 | 182 | 182 | 185 | 169 | 165 | 160 | 144 | 123 | 103 | 116  | 142 | 153 | 165 |
| MSI       | 8    | 5   | 6   | 7   | 11  | 14  | 13  | 8   | 8    | 14  | 13  | 11  | 9   | 7   | 6   | 5   | 7   | 20  | 9   | 7   | 7    | 12  | 7   | 6   | 9   | 4   | 5   | 5   | 13  | 7   | 10  | 10  | 7    | 16  | 9   | 7   |

|                | M 15 | J  | J  | A  | S  | O  | N  | D  | J 16 | F   | M   | A  | M  | J  | J  | A  | S  | O  | N  | D   | J 17 | F   | M  | A  | M  | J  | J  | A  | S  | O  | N  | D   | J 18 | F   | M  | A  |
|----------------|------|----|----|----|----|----|----|----|------|-----|-----|----|----|----|----|----|----|----|----|-----|------|-----|----|----|----|----|----|----|----|----|----|-----|------|-----|----|----|
| Days On Market | 38   | 77 | 86 | 38 | 57 | 84 | 38 | 95 | 151  | 139 | 71  | 84 | 65 | 51 | 68 | 59 | 63 | 84 | 34 | 117 | 95   | 116 | 51 | 77 | 86 | 69 | 69 | 59 | 94 | 44 | 84 | 101 | 91   | 117 | 81 | 91 |
| 3 Mo. Roll Avg |      |    | 67 | 67 | 60 | 60 | 60 | 72 | 95   | 128 | 120 | 98 | 73 | 67 | 61 | 59 | 63 | 69 | 60 | 78  | 82   | 109 | 87 | 81 | 71 | 77 | 75 | 66 | 74 | 66 | 74 | 76  | 92   | 103 | 96 | 96 |

|                 | M 15 | J   | J   | A   | S   | O   | N   | D   | J 16 | F   | M   | A   | M   | J   | J   | A   | S   | O   | N   | D   | J 17 | F   | M   | A   | M   | J   | J   | A   | S   | O   | N   | D   | J 18 | F   | M   | A   |
|-----------------|------|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|
| Price per Sq Ft | 408  | 363 | 345 | 360 | 354 | 328 | 238 | 381 | 341  | 273 | 308 | 414 | 304 | 325 | 344 | 351 | 358 | 312 | 280 | 299 | 289  | 300 | 316 | 291 | 334 | 343 | 299 | 301 | 328 | 294 | 302 | 278 | 349  | 269 | 293 | 375 |
| 3 Mo. Roll Avg  |      |     | 372 | 356 | 353 | 347 | 307 | 316 | 320  | 332 | 307 | 332 | 342 | 348 | 324 | 340 | 351 | 340 | 317 | 297 | 289  | 296 | 302 | 302 | 314 | 323 | 325 | 314 | 309 | 308 | 308 | 291 | 310  | 299 | 304 | 312 |

|                    | M 15  | J     | J     | A     | S     | O     | N     | D     | J 16  | F     | M     | A     | M     | J     | J     | A     | S     | O     | N     | D     | J 17  | F     | M     | A     | M     | J     | J     | A     | S     | O     | N     | D     | J 18  | F     | M     | A     |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.926 | 0.917 | 0.929 | 0.921 | 0.925 | 0.917 | 0.895 | 0.929 | 0.895 | 0.871 | 0.891 | 0.894 | 0.906 | 0.924 |
| 3 Mo. Roll Avg     |       |       | 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 | 0.908 | 0.924 | 0.922 | 0.925 | 0.921 | 0.912 | 0.914 | 0.906 | 0.898 | 0.886 | 0.885 | 0.897 | 0.908 |

|              | M 15 | J   | J   | A   | S   | O   | N   | D   | J 16 | F   | M   | A   | M   | J   | J   | A   | S   | O   | N   | D   | J 17 | F   | M   | A   | M   | J   | J   | A   | S   | O   | N   | D   | J 18 | F   | M   | A   |
|--------------|------|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|
| New Listings | 68   | 51  | 52  | 30  | 52  | 37  | 22  | 12  | 62   | 75  | 67  | 84  | 84  | 62  | 46  | 32  | 58  | 46  | 21  | 10  | 64   | 65  | 63  | 52  | 55  | 61  | 37  | 38  | 50  | 18  | 18  | 8   | 53   | 49  | 56  | 76  |
| Inventory    | 193  | 200 | 183 | 168 | 182 | 179 | 150 | 125 | 139  | 167 | 190 | 216 | 220 | 216 | 224 | 201 | 209 | 196 | 167 | 121 | 141  | 161 | 177 | 182 | 182 | 185 | 169 | 165 | 160 | 144 | 123 | 103 | 116  | 142 | 153 | 165 |
| Sales        | 24   | 39  | 30  | 25  | 17  | 13  | 12  | 16  | 17   | 12  | 15  | 19  | 24  | 33  | 37  | 39  | 28  | 10  | 18  | 17  | 20   | 13  | 26  | 29  | 20  | 48  | 34  | 35  | 12  | 22  | 12  | 10  | 17   | 9   | 17  | 24  |

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|----------------|--------------|-------|-------|-------|-------|-------|-----|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Avg Sale Price | 1,500        | 1,416 | 1,239 | 1,607 | 1,110 | 932   | 791 | 1,479 | 1,310 | 960   | 1,139 | 1,464 | 1,248 | 1,403 | 1,422 | 1,242 | 1,298 | 1,183 | 1,005 | 1,543 | 1,583 | 905   | 1,265 | 1,075 | 1,255 | 1,315 | 1,123 | 1,374 | 1,817 | 1,021 | 1,472 | 1,439 | 2,361 | 1,032 | 1,211 | 1,621 |
| 3 Mo. Roll Avg |              |       | 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 | 1,251 | 1,082 | 1,199 | 1,215 | 1,231 | 1,271 | 1,438 | 1,404 | 1,436 | 1,311 | 1,757 | 1,611 | 1,535 | 1,288 |

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