

MLS Area: Winnetka



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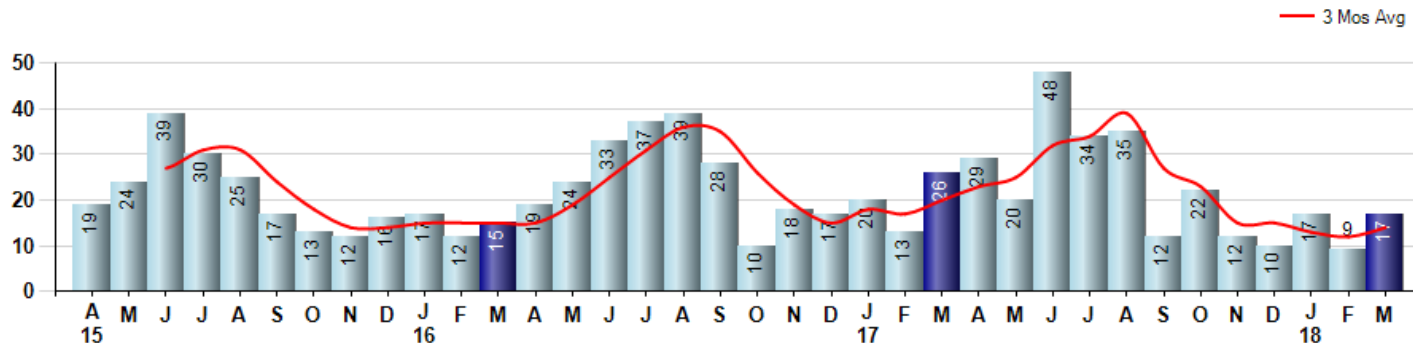
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,450,000	↑		↑				
Average List Price of all Current Listings	\$1,804,704	↓		↑				
March Median Sales Price	\$1,300,000	↑	↑	↑	↑	\$1,160,000	↑	↑
March Average Sales Price	\$1,211,415	↑	↓	↓	↓	\$1,628,304	↑	↑
Total Properties Currently for Sale (Inventory)	153	↑		↓				
March Number of Properties Sold	17	↑		↓		43	↓	
March Average Days on Market (Solds)	81	↓	↓	↑	↑	92	↑	↑
March Month's Supply of Inventory	9.0	↓	↓	↑	↑	10.5	↑	↑
March Sale Price vs List Price Ratio	90.6%	↑	↑	↓	↓	89.7%	↓	↓

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

Property Sales

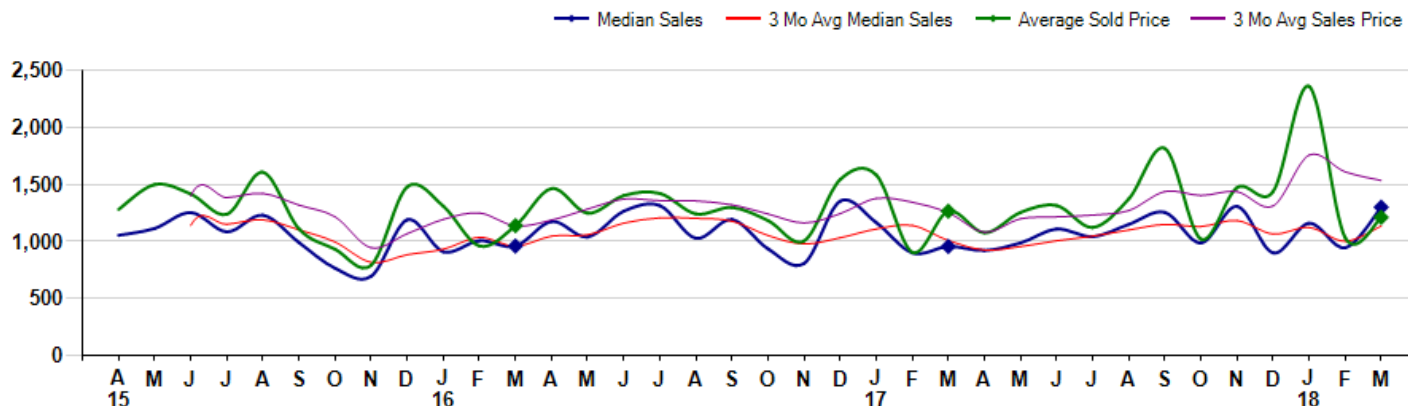
March Property sales were 17, down -34.6% from 26 in March of 2017 and 88.9% higher than the 9 sales last month. March 2018 sales were at a mid level compared to March of 2017 and 2016. March YTD sales of 43 are running -27.1% behind last year's year-to-date sales of 59.



Prices

The Median Sales Price in March was \$1,300,000, up 36.1% from \$955,500 in March of 2017 and up 37.6% from \$945,000 last month. The Average Sales Price in March was \$1,211,415, down -4.3% from \$1,265,317 in March of 2017 and up 17.4% from \$1,031,956 last month. March 2018 ASP was at a mid range compared to March of 2017 and 2016.

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



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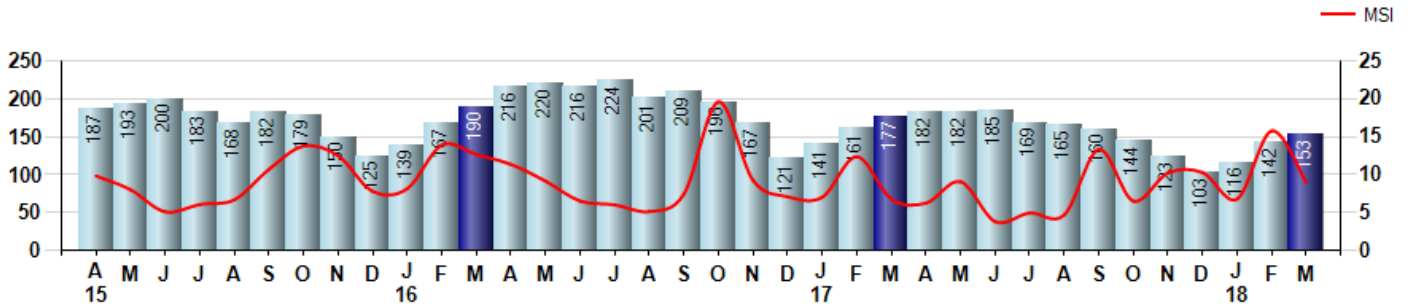
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Inventory & MSI

The Total Inventory of Properties available for sale as of March was 153, up 7.7% from 142 last month and down -13.6% from 177 in March of last year. March 2018 Inventory was at the lowest level compared to March of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2018 MSI of 9.0 months was at a mid range compared with March of 2017 and 2016.

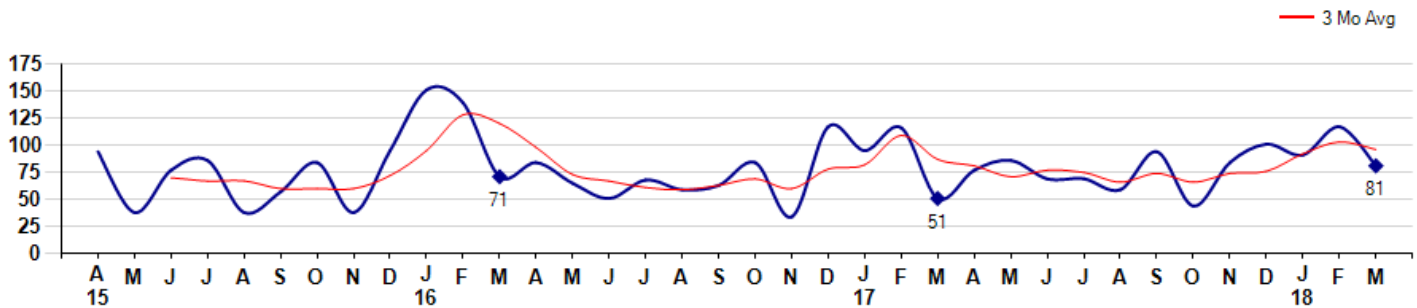
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 March was 81, down -30.8% from 117 days last month and up 58.8% from 51 days in March of last year. The March 2018 DOM was at its highest level compared with March of 2017 and 2016.

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



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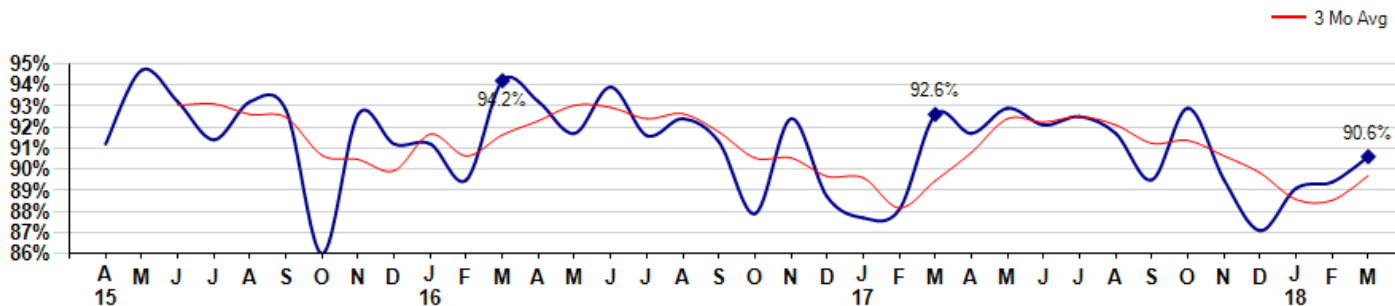


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Selling Price vs Listing Price

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 2018 Selling Price vs List Price of 90.6% was up from 89.4% last month and down from 92.6% in March of last year.

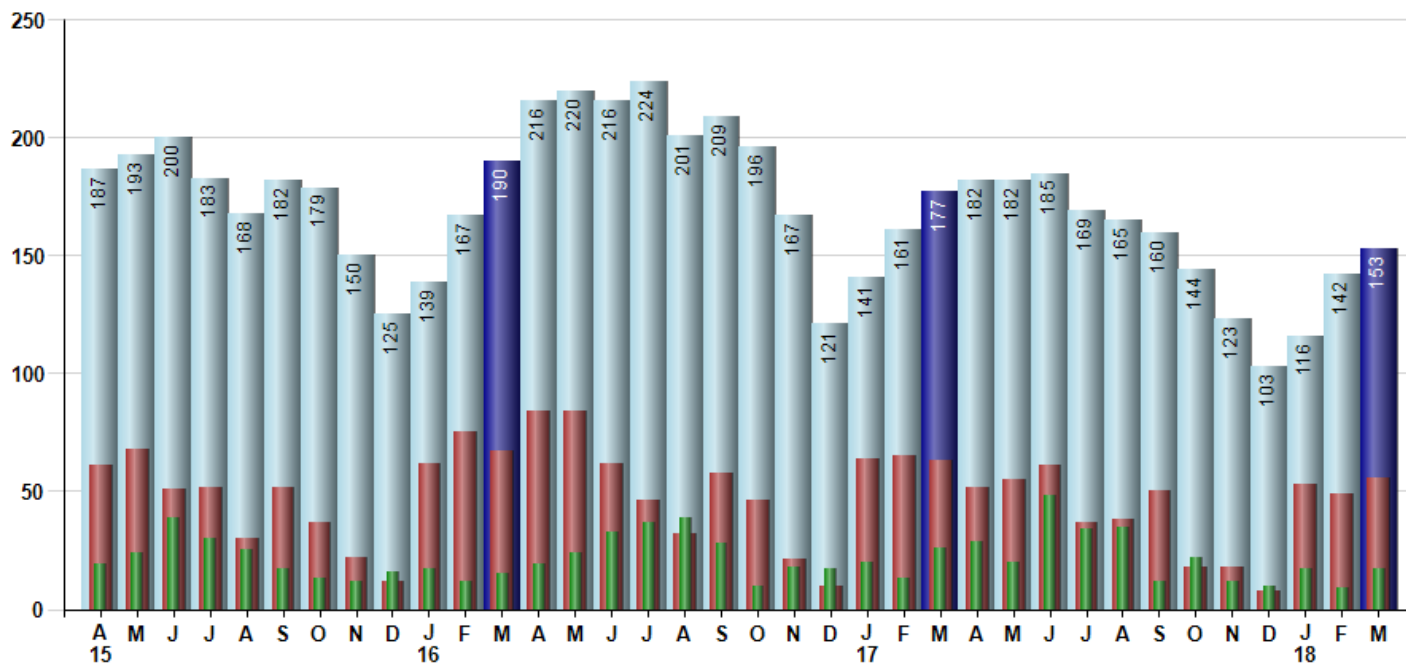
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2018 was 56, up 14.3% from 49 last month and down -11.1% from 63 in March of last year.

Inventory New Listings Sold



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MARKET ACTION REPORT

March 2018

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Homes Sold	19	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
3 Mo. Roll Avg			27	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	

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

	A 15	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	A	M	J	J	A	S	O	N	D	J 18	F	M
Inventory	187	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
MSI	10	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

	A 15	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	A	M	J	J	A	S	O	N	D	J 18	F	M
Days On Market	94	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
3 Mo. Roll Avg			70	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

	A 15	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	A	M	J	J	A	S	O	N	D	J 18	F	M
Price per Sq Ft	377	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
3 Mo. Roll Avg			383	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

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

	A 15	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	A	M	J	J	A	S	O	N	D	J 18	F	M
New Listings	61	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
Inventory	187	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
Sales	19	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

(000's)	A 15	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	A	M	J	J	A	S	O	N	D	J 18	F	M
Avg Sale Price	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	1,403	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
3 Mo. Roll Avg			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	1,251	1,082	1,199	1,215	1,231	1,271	1,438	1,404	1,436	1,311	1,757	1,611	1,535

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