

City: *Winnetka*



Price Range: All | Properties: SFH - Condo - TwnHm

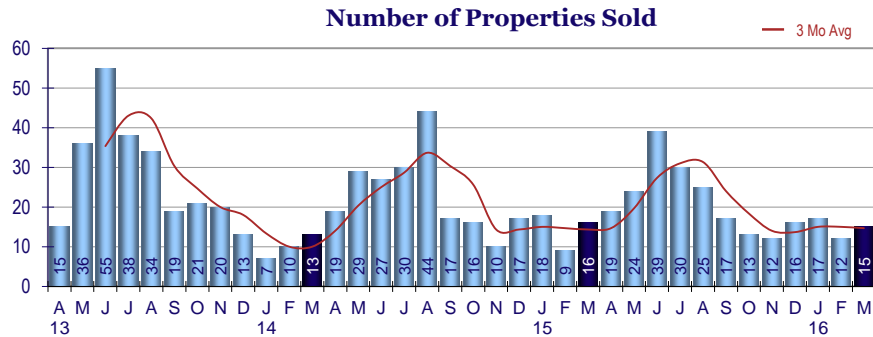
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,598,000	-3%		25%				
Average List Price of all Current Listings	\$1,845,222	0%		2%				
March Median Sales Price	\$959,000	-5%	-2%	-14%	-10%	\$962,000	-22%	-9%
March Average Sales Price	\$1,138,667	19%	-8%	1%	-13%	\$1,156,048	-8%	-12%
Total Properties Currently for Sale (Inventory)	186	11%		7%				
March Number of Properties Sold	15	25%		-6%		44	2%	
March Average Days on Market (Solds)	71	-46%	-37%	-12%	-12%	118	4%	46%
Asking Price per Square Foot (based on New Listings)	\$366	-9%	-5%	-10%	-3%	\$386	-1%	2%
March Sold Price per Square Foot	\$308	13%	-7%	4%	-13%	\$312	-6%	-12%
March Month's Supply of Inventory	12.4	-11%	8%	14%	30%	11.5	2%	21%
March Sale Price vs List Price Ratio	96.6%	4.9%	2.2%	-3%	2.3%	94.6%	.4%	.1%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2015) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

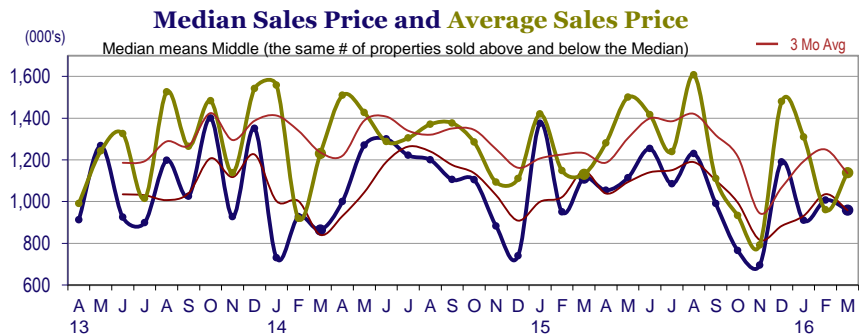
## Property Sales

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

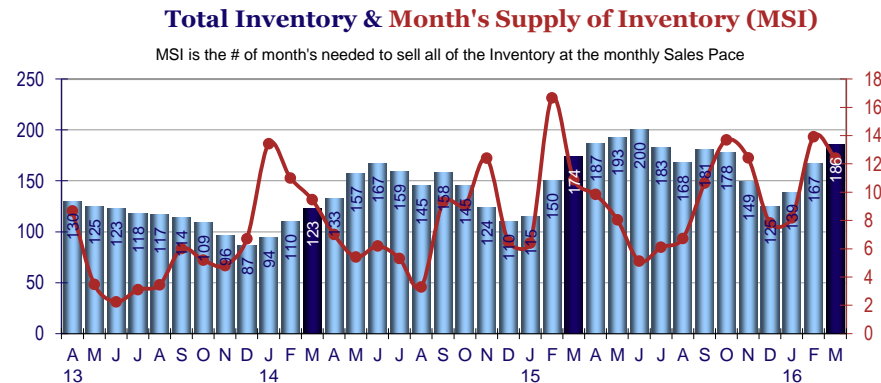
The Median Sales Price in March was \$959,000, down 13.8% from \$1,112,500 in March of 2015 and down 4.8% from \$1,007,000 last month. The Average Sales Price in March was \$1,138,667, up 0.6% from \$1,131,363 in March of 2015 and up 18.6% from \$960,154 last month. March 2016 ASP was at a mid range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



## Inventory & MSI

The Total Inventory of Properties available for sale as of March was 186, up 11.4% from 167 last month and up 6.9% from 174 in March of last year. March 2016 Inventory was at its highest level compared with 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 12.4 months was at its highest level compared with March of 2015 and 2014.



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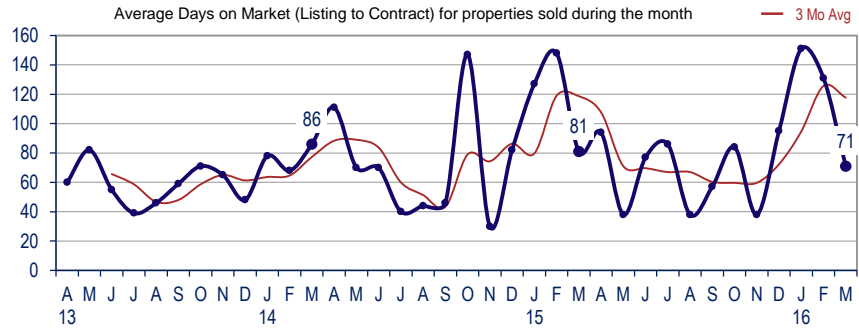


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## Market Time

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.

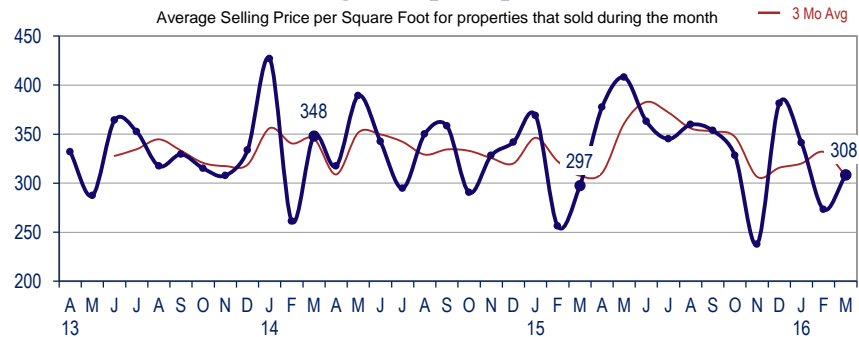
## Days On Market for Sold Properties



## Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The March 2016 Selling Price per Square Foot of \$308 was up 12.9% from \$273 last month and up 3.7% from 297 in March of last year.

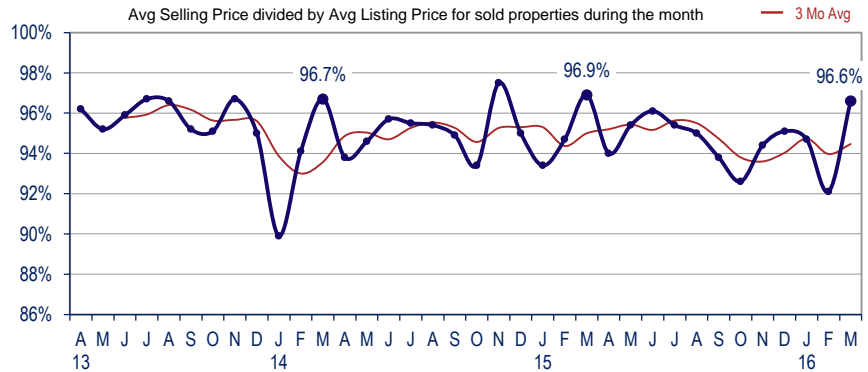
## Selling Price per Square Foot



## Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original 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 Original List Price of 96.6% was up from 92.1% last month and down from 96.9% in March of last year.

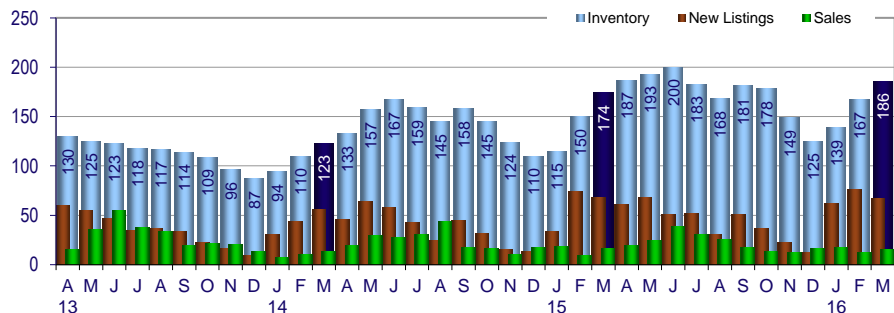
## Selling Price versus Listing Price Ratio



## 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 / Sales





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