

City: Winnetka



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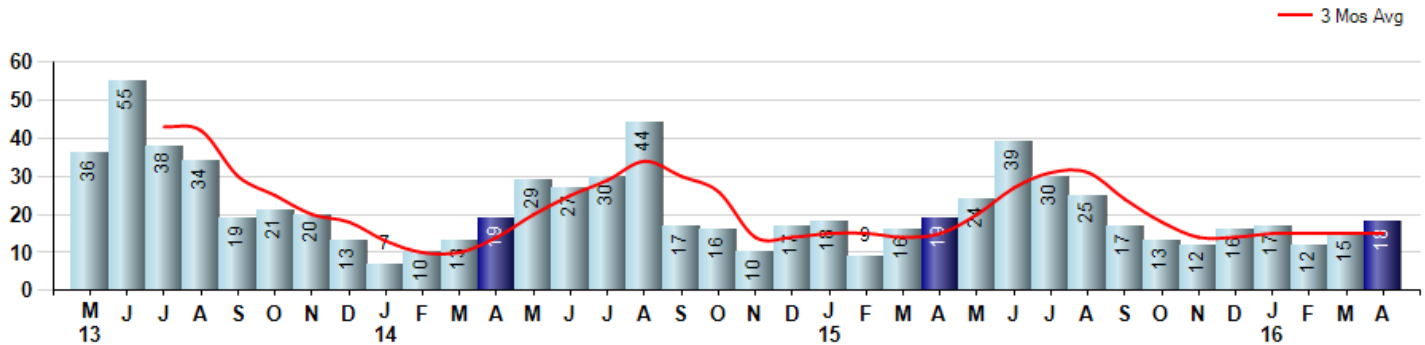
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,497,000	0%		15%				
Average List Price of all Current Listings	\$1,768,772	-1%		-4%				
April Median Sales Price	\$1,202,500	25%	23%	14%	13%	\$977,500	-20%	-8%
April Average Sales Price	\$1,504,125	32%	20%	17%	15%	\$1,257,103	-1%	-4%
Total Properties Currently for Sale (Inventory)	214	13%		14%				
April Number of Properties Sold	18	20%		-5%			0%	
April Average Days on Market (Solds)	89	25%	-19%	-5%	10%	110	2%	36%
Asking Price per Square Foot (based on New Listings)	\$352	-2%	-4%	-4%	-6%	\$368	-4%	-2%
April Sold Price per Square Foot	\$414	34%	22%	10%	17%	\$340	-2%	-4%
April Month's Supply of Inventory	11.9	-6%	-7%	21%	25%	11.6	6%	22%
April Sale Price vs List Price Ratio	95.3%	-1.3%	1%	1%	0.9%	94.4%	0.5%	

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

Property Sales

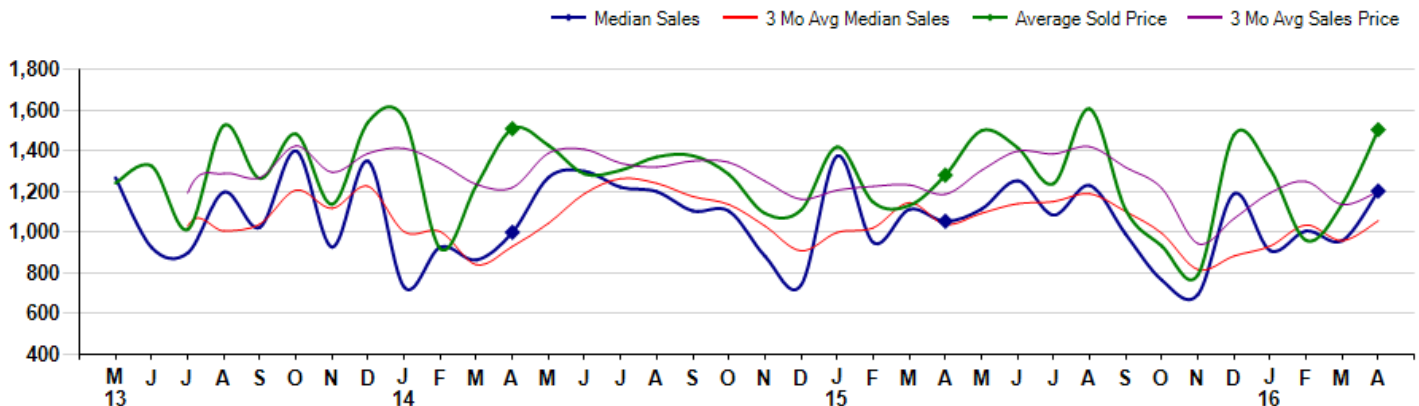
April Property sales were 18, down -5.3% from 19 in April of 2015 and 20.0% higher than the 15 sales last month. April 2016 sales were at their lowest level compared to April of 2015 and 2014. April YTD sales of 62 are running equal to last year's year-to-date sales of 62.



Prices

The Median Sales Price in April was \$1,202,500, up 14.1% from \$1,054,000 in April of 2015 and up 25.4% from \$959,000 last month. The Average Sales Price in April was \$1,504,125, up 17.4% from \$1,280,921 in April of 2015 and up 32.1% from \$1,138,667 last month. April 2016 ASP was at a mid range compared to April of 2015 and 2014.

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



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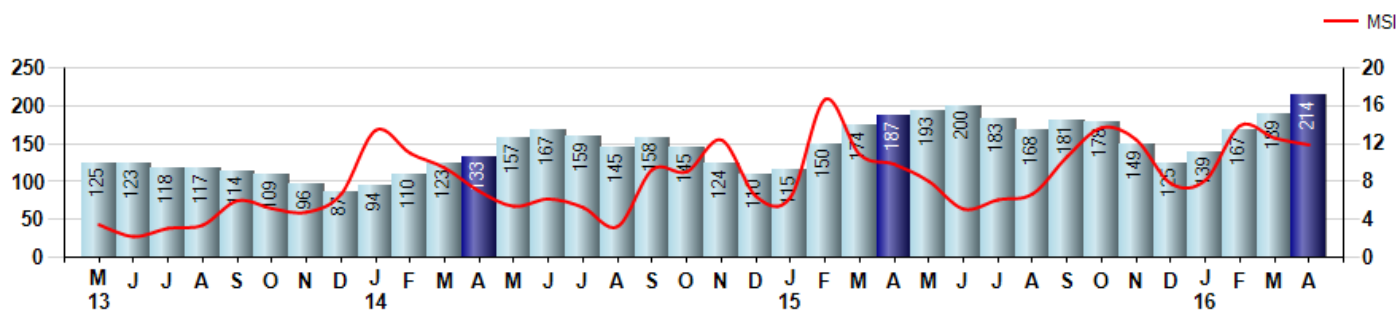
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Inventory & MSI

The Total Inventory of Properties available for sale as of April was 214, up 13.2% from 189 last month and up 14.4% from 187 in April of last year. April 2016 Inventory was at highest level compared to April of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2016 MSI of 11.9 months was at its highest level compared with April of 2015 and 2014.

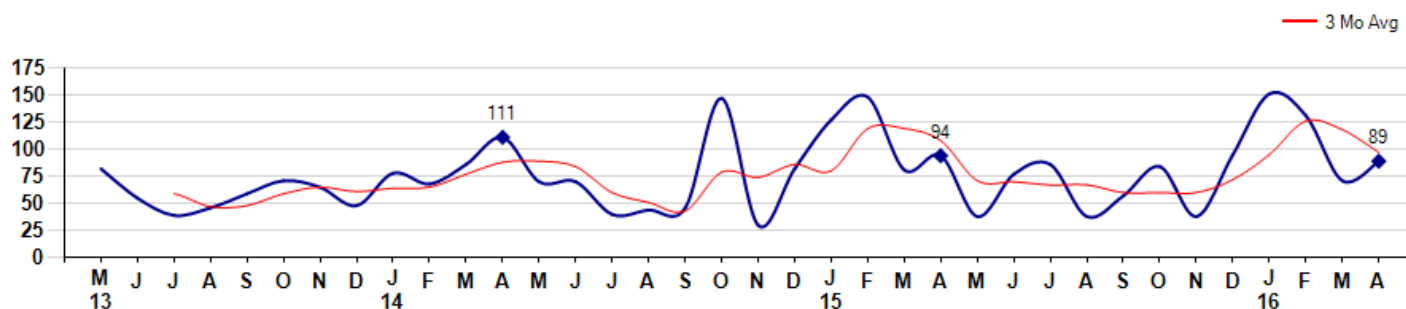
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 April was 89, up 25.4% from 71 days last month and down -5.3% from 94 days in April of last year. The April 2016 DOM was at its lowest level compared with April of 2015 and 2014.

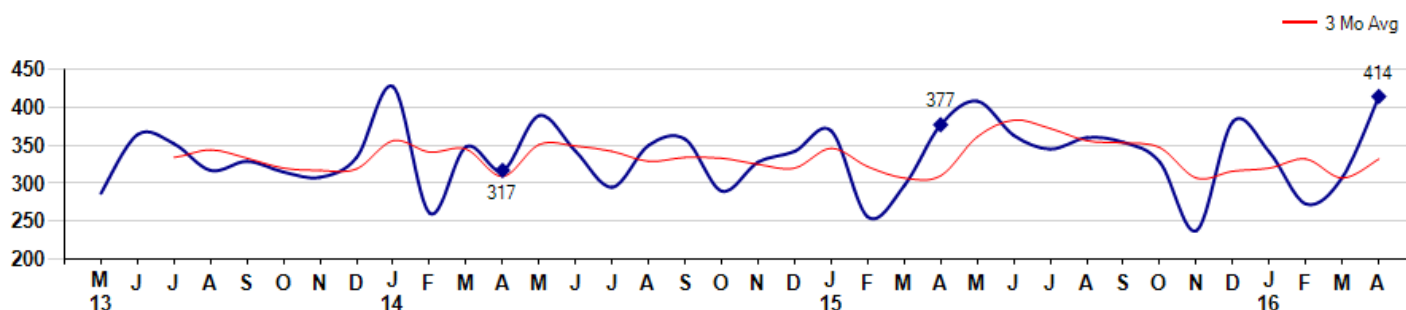
Average Days on Market(Listing to Contract) for properties sold during the month



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 April 2016 Selling Price per Square Foot of \$414 was up 34.4% from \$308 last month and up 9.8% from \$377 in April of last year.

Average Selling Price per Square Foot for properties that sold during the month



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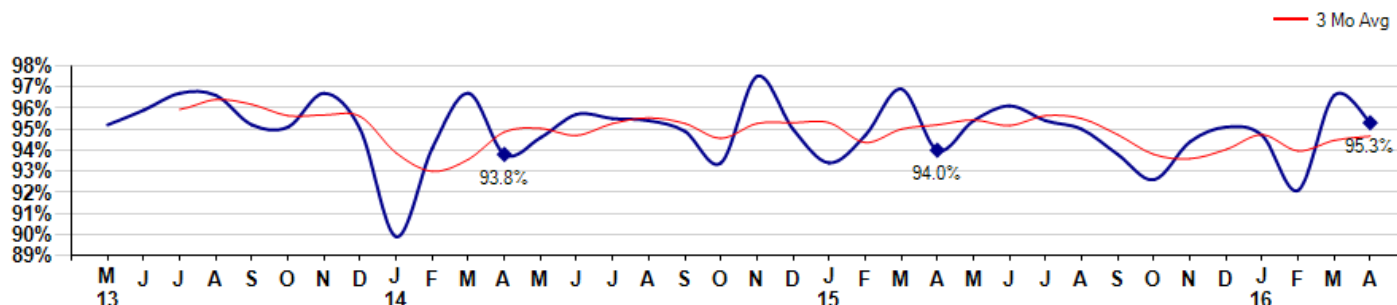


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Selling Price vs Listing Price

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 April 2016 Selling Price vs List Price of 95.3% was down from 96.6% last month and up from 94.0% in April of last year.

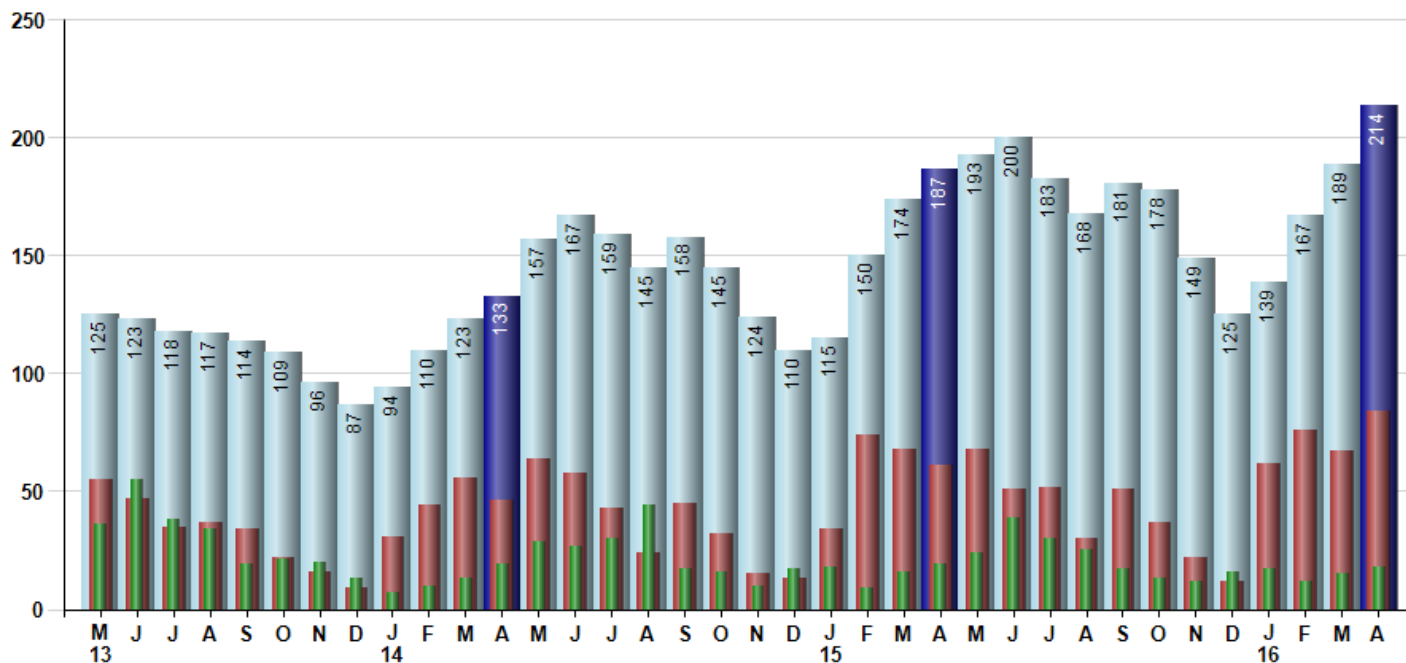
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2016 was 84, up 25.4% from 67 last month and up 37.7% from 61 in April of last year.

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



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MARKET ACTION REPORT

April 2016

City: *Winnetka*



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	M 13	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	A
Homes Sold	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	18
3 Mo. Roll Avg			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	15

	(000's) M 13	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	A
Median Sale Price	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	1,203
3 Mo. Roll Avg			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	1,056

	M 13	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	A
Inventory	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	189	214
MSI	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	13	12

	M 13	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	A
Days On Market	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	89
3 Mo. Roll Avg			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	97

	M 13	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	A
Price per Sq Ft	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	414
3 Mo. Roll Avg			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	332

	M 13	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	A
Sale to List Price	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	0.953
3 Mo. Roll Avg			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	0.953	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	0.947

	M 13	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	A
New Listings	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	84
Inventory	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	189	214
Sales	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	18

	(000's) M 13	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	A
Avg Sale Price	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	1,504
3 Mo. Roll Avg			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	1,201

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