

## City: Winnetka



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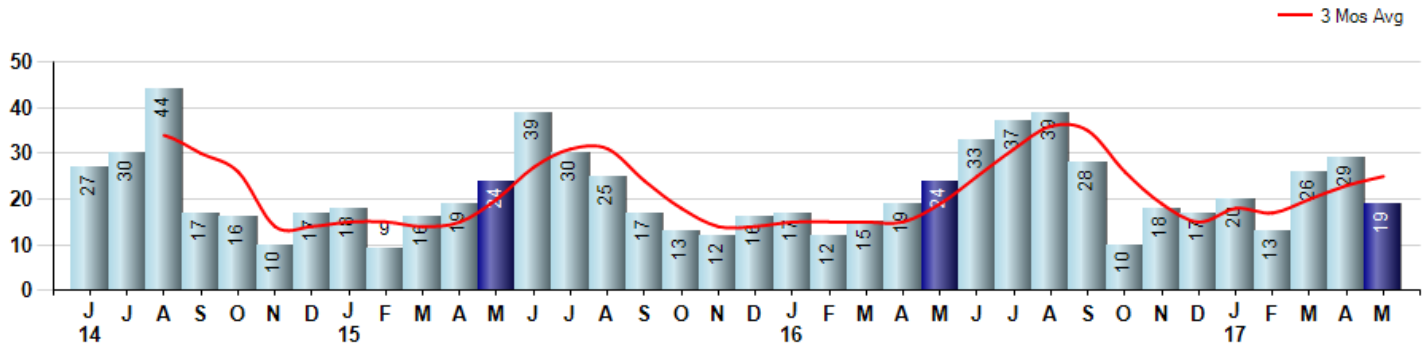
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,492,000	15%		-1%				
Average List Price of all Current Listings	\$1,944,686	7%		6%				
May Median Sales Price	\$1,040,000	13%	12%	0%	-6%	\$965,000	-2%	-12%
May Average Sales Price	\$1,272,026	18%	11%	2%	-3%	\$1,230,598	-2%	-6%
Total Properties Currently for Sale (Inventory)	172	-2%		-22%				
May Number of Properties Sold	19	-35%		-21%			23%	
May Average Days on Market (Solds)	87	13%	13%	34%	15%	81	-17%	7%
Asking Price per Square Foot (based on New Listings)	\$368	12%	5%	-2%	1%	\$353	-4%	-3%
May Sold Price per Square Foot	\$334	15%	8%	10%	2%	\$306	-7%	-7%
May Month's Supply of Inventory	9.1	49%	25%	-1%	-6%	8.2	-26%	-15%
May Sale Price vs List Price Ratio	92.9%	1.3%	1%	1%	1.5%	90.9%	-1.2%	-0.7%

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

### Property Sales

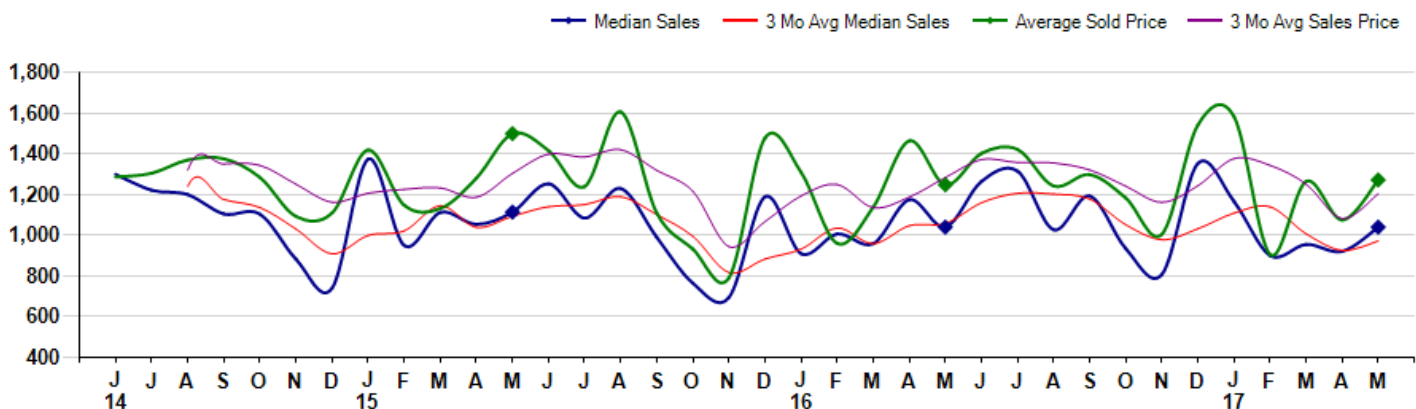
May Property sales were 19, down -20.8% from 24 in May of 2016 and -34.5% lower than the 29 sales last month. May 2017 sales were at their lowest level compared to May of 2016 and 2015. May YTD sales of 107 are running 23.0% ahead of last year's year-to-date sales of 87.



### Prices

The Median Sales Price in May was \$1,040,000, equal to \$1,040,000 in May of 2016 and up 12.9% from \$921,000 last month. The Average Sales Price in May was \$1,272,026, up 1.9% from \$1,248,125 in May of 2016 and up 18.3% from \$1,075,198 last month. May 2017 ASP was at a mid range compared to May of 2016 and 2015.

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



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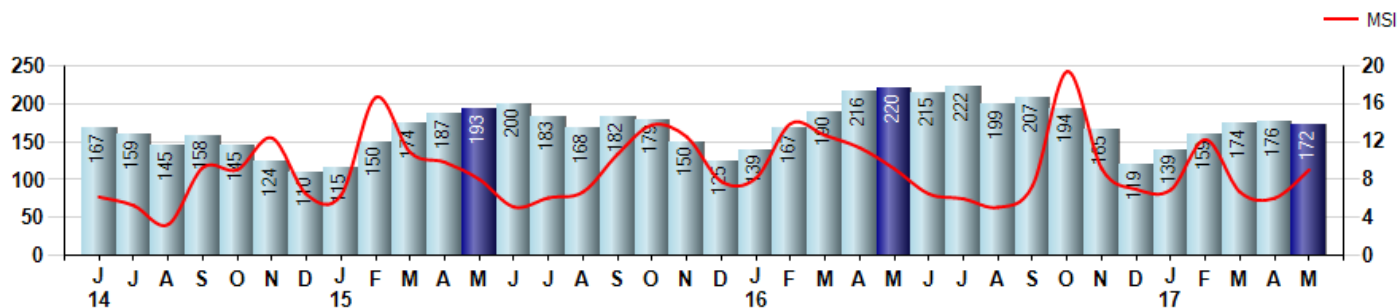
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### Inventory & MSI

The Total Inventory of Properties available for sale as of May was 172, down -2.3% from 176 last month and down -21.8% from 220 in May of last year. May 2017 Inventory was at the lowest level compared to May of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2017 MSI of 9.1 months was at a mid range compared with May of 2016 and 2015.

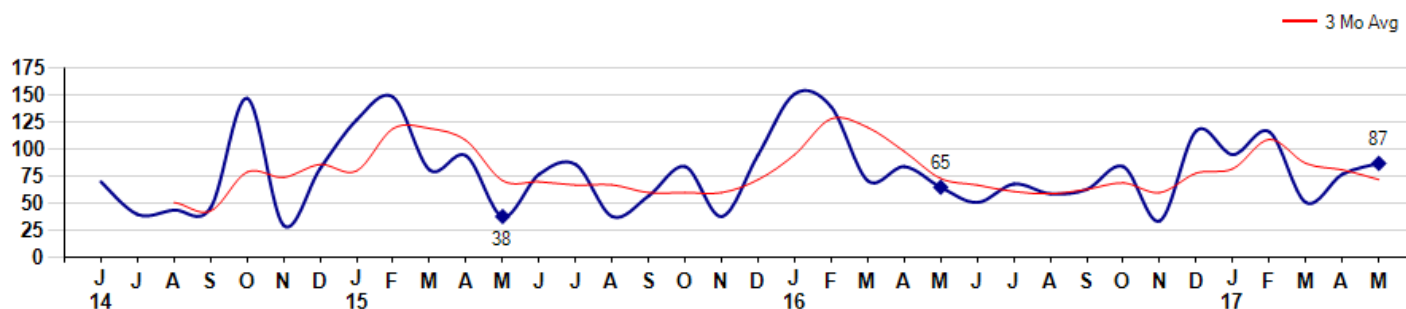
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 May was 87, up 13.0% from 77 days last month and up 33.8% from 65 days in May of last year. The May 2017 DOM was at its highest level compared with May of 2016 and 2015.

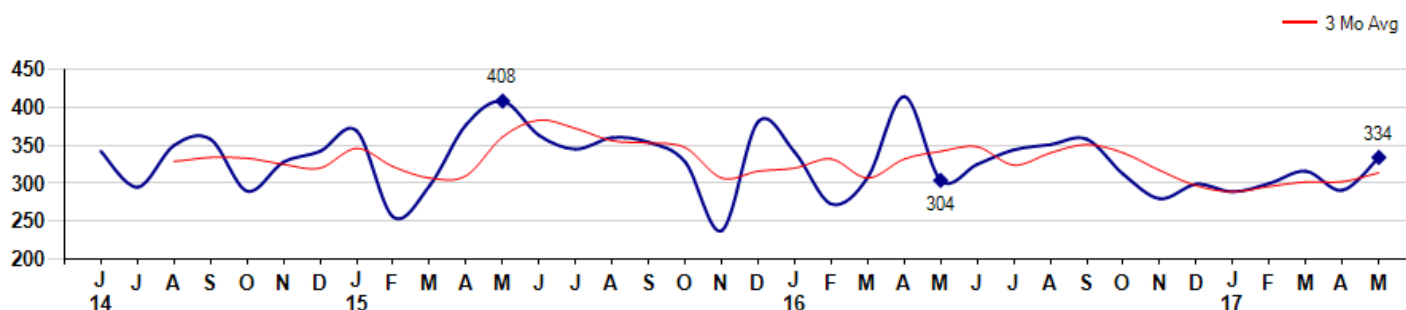
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 May 2017 Selling Price per Square Foot of \$334 was up 14.8% from \$291 last month and up 9.9% from \$304 in May of last year.

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



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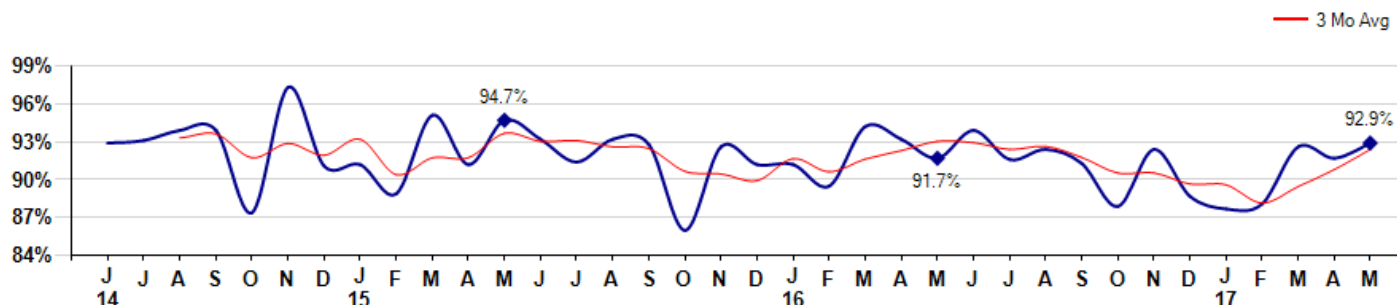


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### Selling Price vs Listing Price

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 May 2017 Selling Price vs List Price of 92.9% was up from 91.7% last month and up from 91.7% in May of last year.

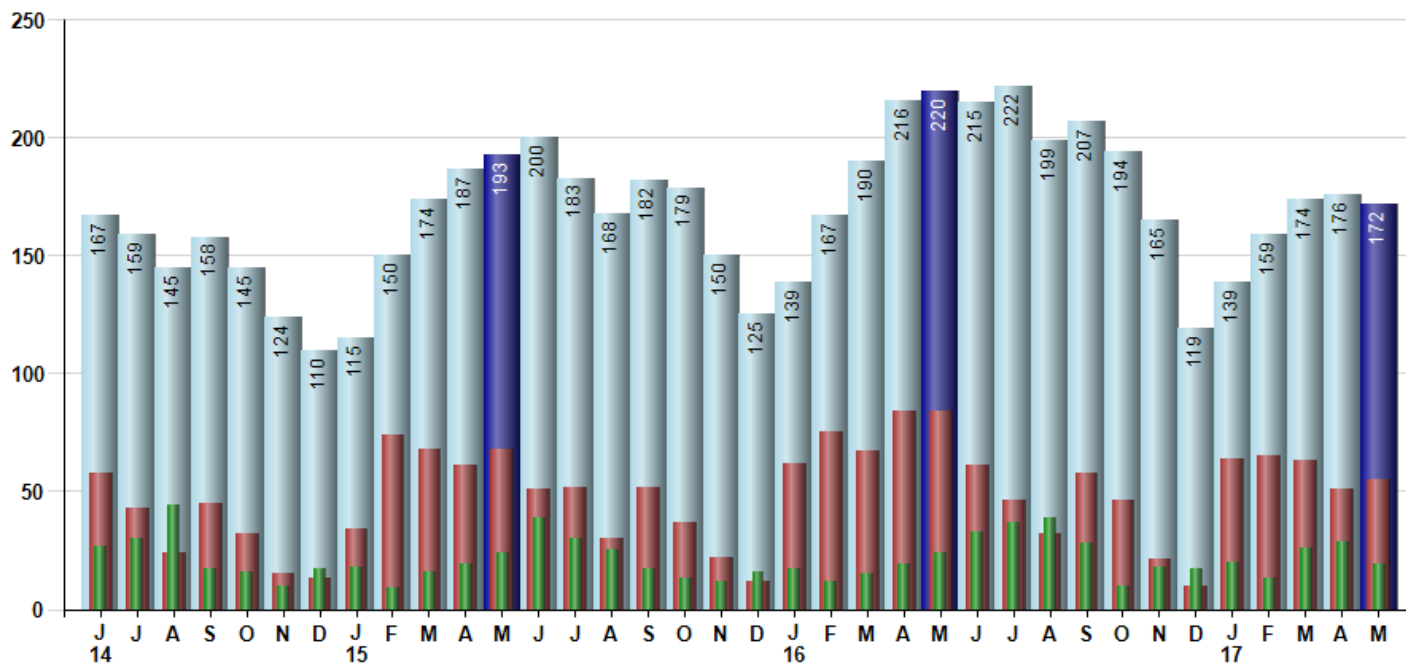
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 May 2017 was 55, up 7.8% from 51 last month and down -34.5% from 84 in May of last year.

Inventory    New Listings    Sold



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# MARKET ACTION REPORT

May 2017

City: *Winnetka*



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	J 14	J	A	S	O	N	D	J 15	F	M	A	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
Homes Sold	27	30	44	17	16	10	17	18	9	16	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	19
3 Mo. Roll Avg			34	30	26	14	14	15	15	14	15	20	27	31	31	24	18	14	14	15	15	15	19	25	31	36	35	26	19	15	18	17	20	23	25	

	(000's) J 14	J	A	S	O	N	D	J 15	F	M	A	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
Median Sale Price	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	1,175	1,040	1,265	1,315	1,027	1,193	935	808	1,354	1,166	900	956	921	1,040
3 Mo. Roll Avg			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	1,047	1,058	1,160	1,207	1,202	1,178	1,052	978	1,032	1,109	1,140	1,007	926	972

	J 14	J	A	S	O	N	D	J 15	F	M	A	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
Inventory	167	159	145	158	145	124	110	115	150	174	187	193	200	183	168	182	179	150	125	139	167	190	216	220	215	222	199	207	194	165	119	139	159	174	176	172
MSI	6	5	3	9	9	12	6	6	17	11	10	8	5	6	7	11	14	13	8	8	14	13	11	9	7	6	5	7	19	9	7	7	12	7	6	9

	J 14	J	A	S	O	N	D	J 15	F	M	A	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
Days On Market	70	40	44	46	147	30	82	127	148	81	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	87
3 Mo. Roll Avg			51	43	79	74	86	80	119	119	108	71	70	67	67	60	60	60	72	95	128	120	98	73	67	61	59	63	69	60	78	82	109	87	81	72

	J 14	J	A	S	O	N	D	J 15	F	M	A	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
Price per Sq Ft	342	295	350	358	290	328	342	369	256	297	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
3 Mo. Roll Avg			329	334	333	325	320	346	322	307	310	361	383	372	356	353	347	307	316	320	332	307	332	342	348	324	340	351	340	317	297	289	296	302	302	314

	J 14	J	A	S	O	N	D	J 15	F	M	A	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
Sale to List Price	0.929	0.931	0.939	0.939	0.874	0.973	0.911	0.912	0.889	0.951	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
3 Mo. Roll Avg			0.933	0.936	0.917	0.929	0.919	0.932	0.904	0.917	0.917	0.937	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

	J 14	J	A	S	O	N	D	J 15	F	M	A	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
New Listings	58	43	24	45	32	15	13	34	74	68	61	68	51	52	30	52	37	22	12	62	75	67	84	84	61	46	32	58	46	21	10	64	65	63	51	55
Inventory	167	159	145	158	145	124	110	115	150	174	187	193	200	183	168	182	179	150	125	139	167	190	216	220	215	222	199	207	194	165	119	139	159	174	176	172
Sales	27	30	44	17	16	10	17	18	9	16	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	19

	(000's) J 14	J	A	S	O	N	D	J 15	F	M	A	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
Avg Sale Price	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	1,464	1,248	1,403	1,422	1,242	1,298	1,183	1,005	1,543	1,583	905	1,265	1,075	1,272
3 Mo. Roll Avg			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	1,188	1,284	1,372	1,358	1,356	1,321	1,241	1,162	1,244	1,377	1,344	1,251	1,082	1,204

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