

City: Winnetka



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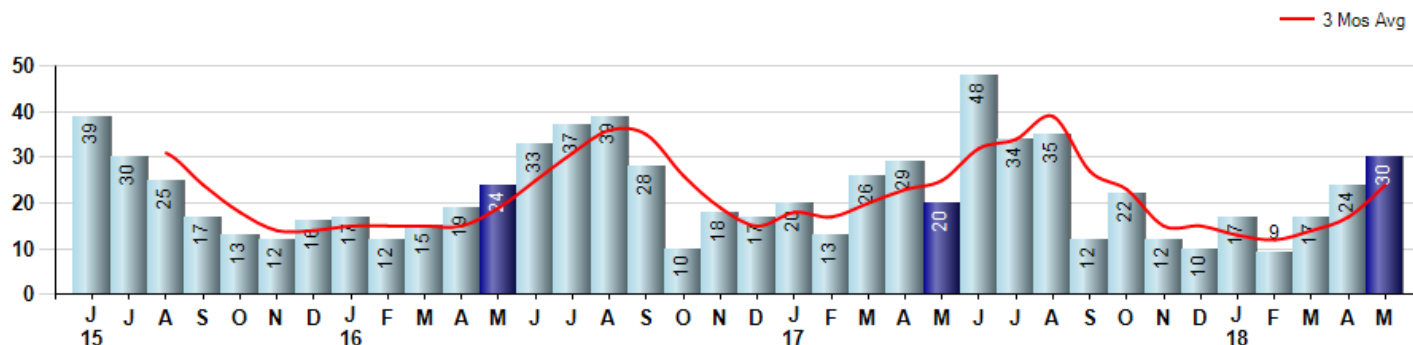
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,489,000	4%		6%				
Average List Price of all Current Listings	\$1,867,236	4%		0%				
May Median Sales Price	\$1,205,000	21%	8%	22%	15%	\$1,115,000	16%	6%
May Average Sales Price	\$1,616,877	0%	10%	29%	21%	\$1,622,870	32%	21%
Total Properties Currently for Sale (Inventory)	173	4%		-5%				
May Number of Properties Sold	30	25%		50%			-10%	
May Average Days on Market (Solds)	70	-23%	-17%	-19%	-5%	85	6%	15%
Asking Price per Square Foot (based on New Listings)	\$341	-3%	-6%	-4%	-4%	\$360	4%	2%
May Sold Price per Square Foot	\$404	8%	11%	21%	30%	\$360	18%	15%
May Month's Supply of Inventory	5.8	-17%	-20%	-37%	-28%	8.9	7%	12%
May Sale Price vs List Price Ratio	91.8%	-0.6%	0%	-1%	0.7%	91.0%	0.1%	-0.2%

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

Property Sales

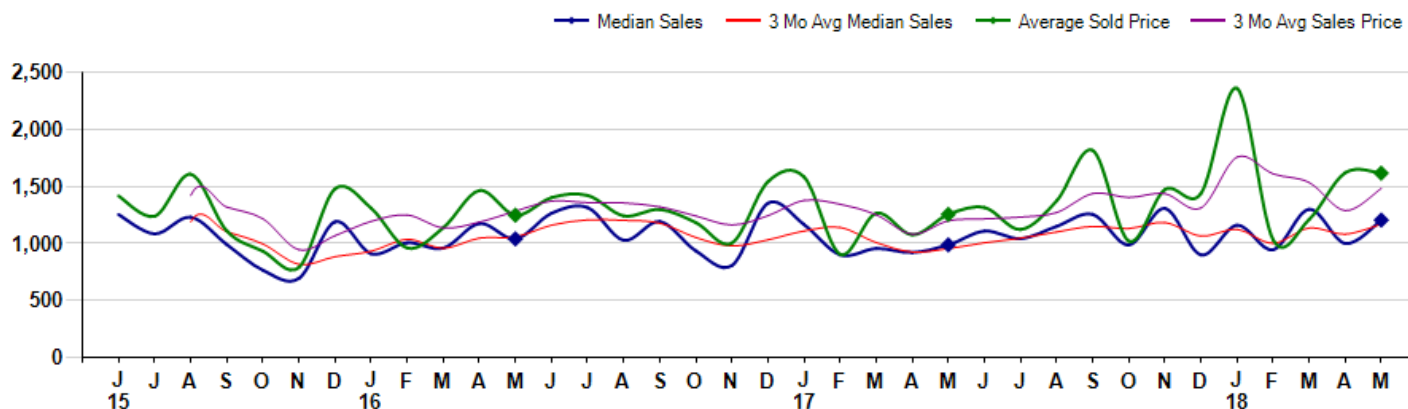
May Property sales were 30, up 50.0% from 20 in May of 2017 and 25.0% higher than the 24 sales last month. May 2018 sales were at their highest level compared to May of 2017 and 2016. May YTD sales of 97 are running -10.2% behind last year's year-to-date sales of 108.



Prices

The Median Sales Price in May was \$1,205,000, up 22.0% from \$987,500 in May of 2017 and up 20.5% from \$1,000,000 last month. The Average Sales Price in May was \$1,616,877, up 28.8% from \$1,255,175 in May of 2017 and down -0.2% from \$1,620,625 last month. May 2018 ASP was at highest level compared to May of 2017 and 2016.

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



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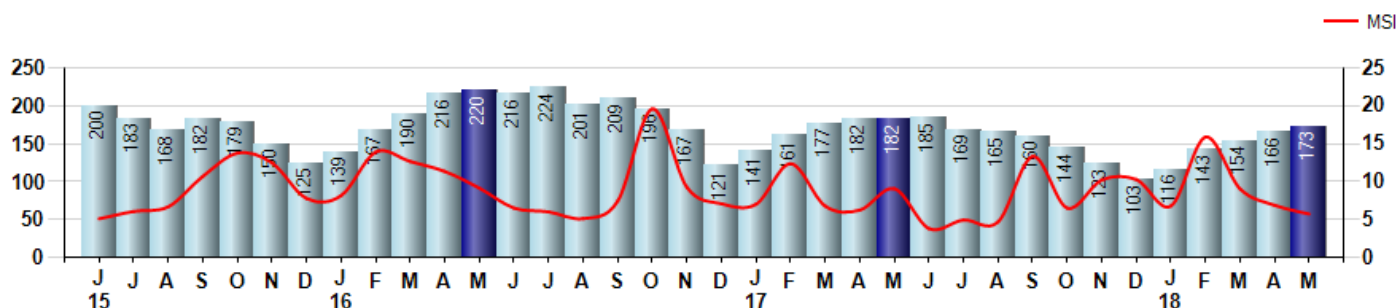
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Inventory & MSI

The Total Inventory of Properties available for sale as of May was 173, up 4.2% from 166 last month and down -4.9% from 182 in May of last year. May 2018 Inventory was at the lowest level compared to May of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2018 MSI of 5.8 months was at its lowest level compared with May of 2017 and 2016.

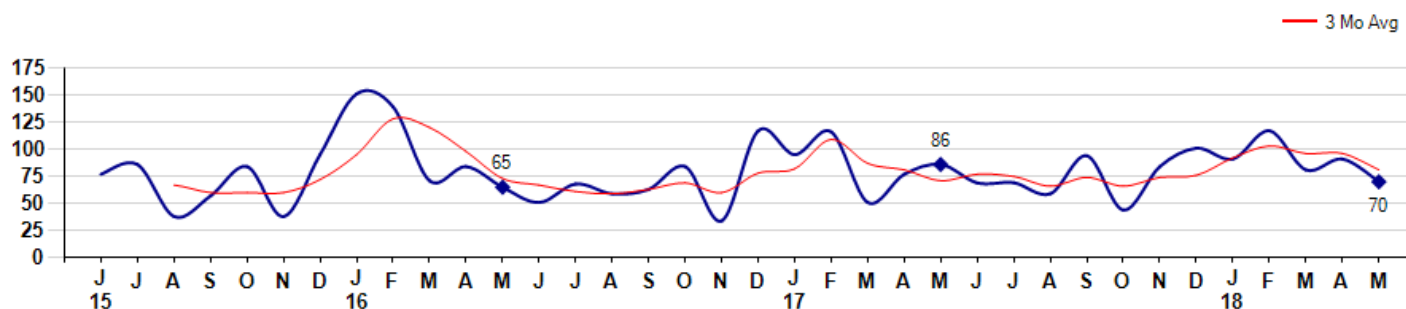
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 May was 70, down -23.1% from 91 days last month and down -18.6% from 86 days in May of last year. The May 2018 DOM was at a mid range compared with May of 2017 and 2016.

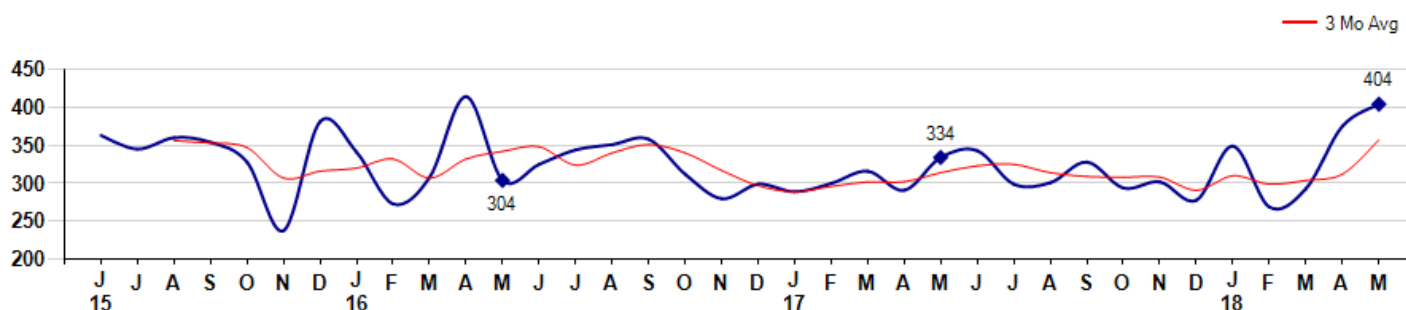
Average Days on Market(Listing to Contract) for properties sold during the month



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 2018 Selling Price per Square Foot of \$404 was up 7.7% from \$375 last month and up 21.0% from \$334 in May of last year.

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



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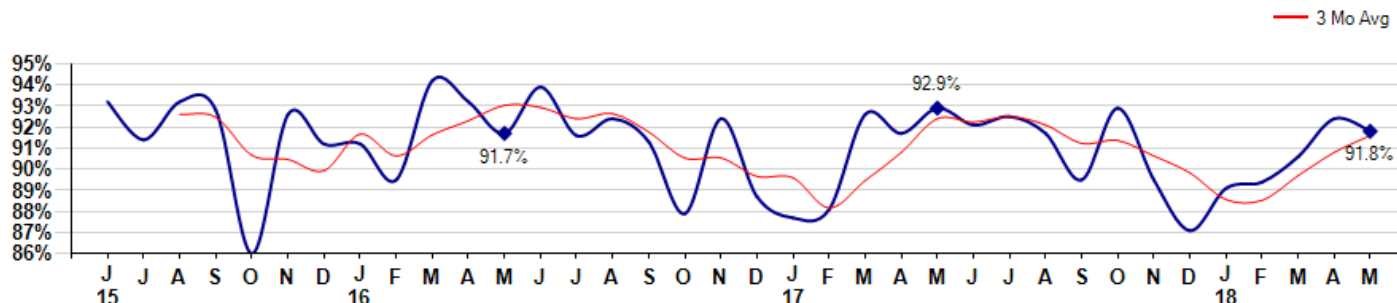


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Selling Price vs Listing Price

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 2018 Selling Price vs List Price of 91.8% was down from 92.4% last month and down from 92.9% in May of last year.

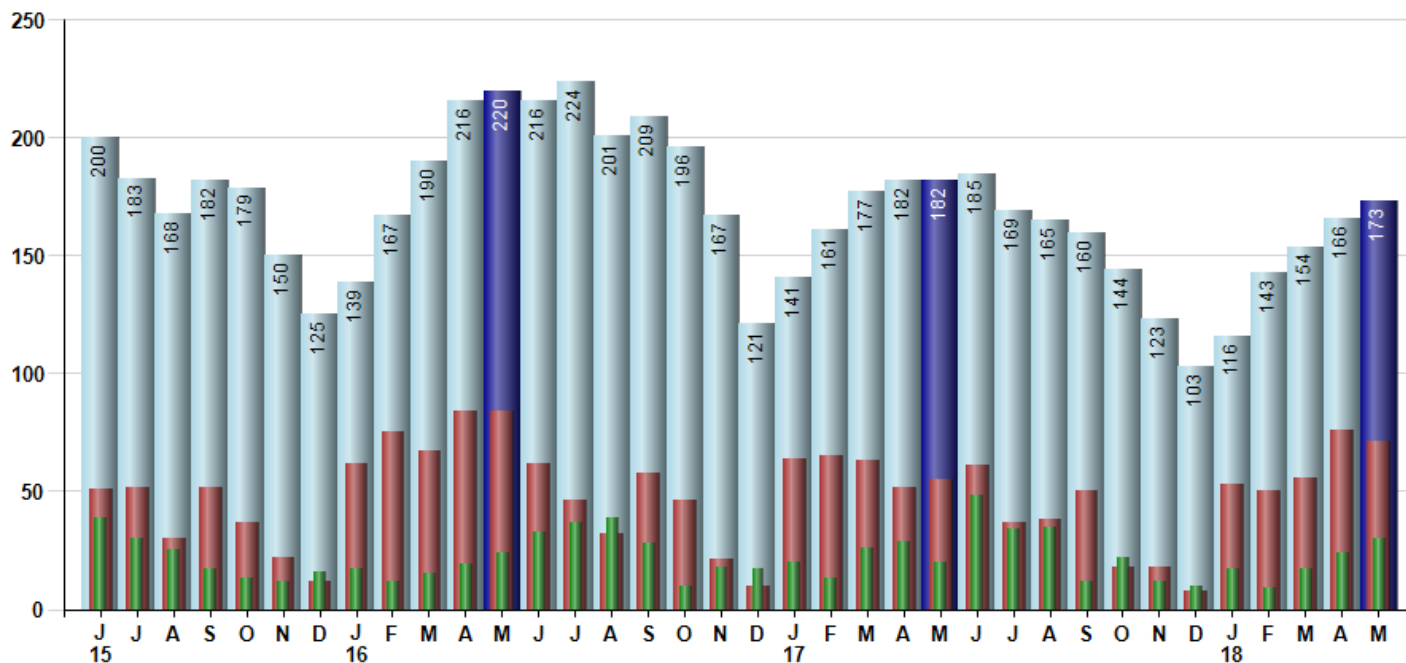
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2018 was 71, down -6.6% from 76 last month and up 29.1% from 55 in May of last year.

Inventory NewListings Sold



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MARKET ACTION REPORT

May 2018

City: *Winnetka*



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	J 15	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	M
Homes Sold	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	30
3 Mo. Roll Avg			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	24	

(000's)	J 15	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	M
Median Sale Price	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	1,205
3 Mo. Roll Avg			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	1,168

	J 15	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	M
Inventory	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	143	154	166	173
MSI	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	6

	J 15	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	M
Days On Market	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	70
3 Mo. Roll Avg			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	81

	J 15	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	M
Price per Sq Ft	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	404
3 Mo. Roll Avg			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	357

	J 15	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	M
Sale to List Price	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	0.918
3 Mo. Roll Avg			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	0.916

	J 15	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	M
New Listings	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	50	56	76	71
Inventory	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	143	154	166	173
Sales	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	30

(000's)	J 15	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	M
Avg Sale Price	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	1,617
3 Mo. Roll Avg			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	1,483

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