

City: Winnetka



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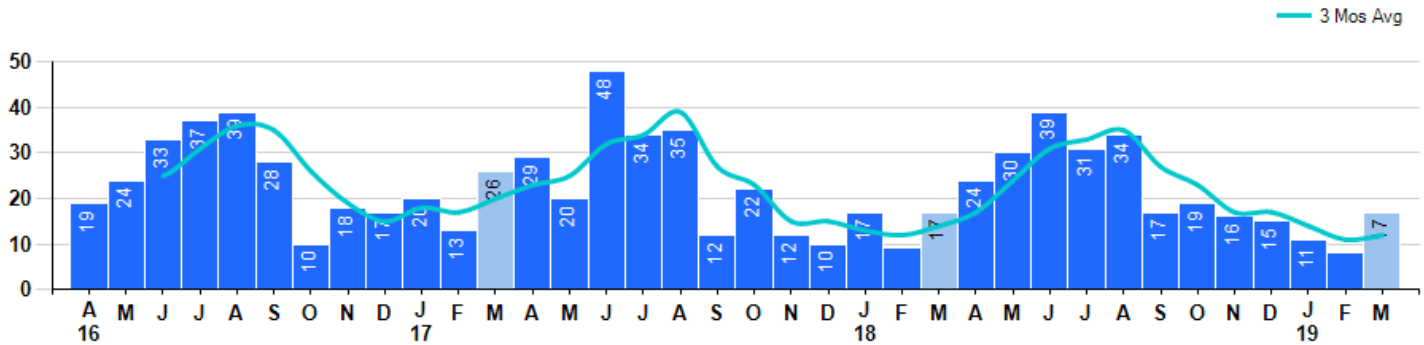
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,445,000	-4%		0%				
Average List Price of all Current Listings	\$1,771,888	0%		0%				
March Median Sales Price	\$1,365,000	41%	35%	5%	26%	\$1,046,500	-10%	-4%
March Average Sales Price	\$1,499,853	28%	28%	24%	6%	\$1,236,492	-24%	-13%
Total Properties Currently for Sale (Inventory)	160	7%		5%				
March Number of Properties Sold	17	113%		0%			-16%	
March Average Days on Market (Solds)	100	33%	43%	24%	43%	78	-15%	11%
Asking Price per Square Foot (based on New Listings)	\$360	5%	6%	-8%	2%	\$344	-7%	-3%
March Sold Price per Square Foot	\$330	17%	14%	13%	0%	\$291	-8%	-12%
March Month's Supply of Inventory	9.4	-50%	-27%	5%	29%	12.9	23%	77%
March Sale Price vs List Price Ratio	92.5%	2.7%	0%	2%	0.6%	92.1%	2.6%	0.2%

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

Property Sales

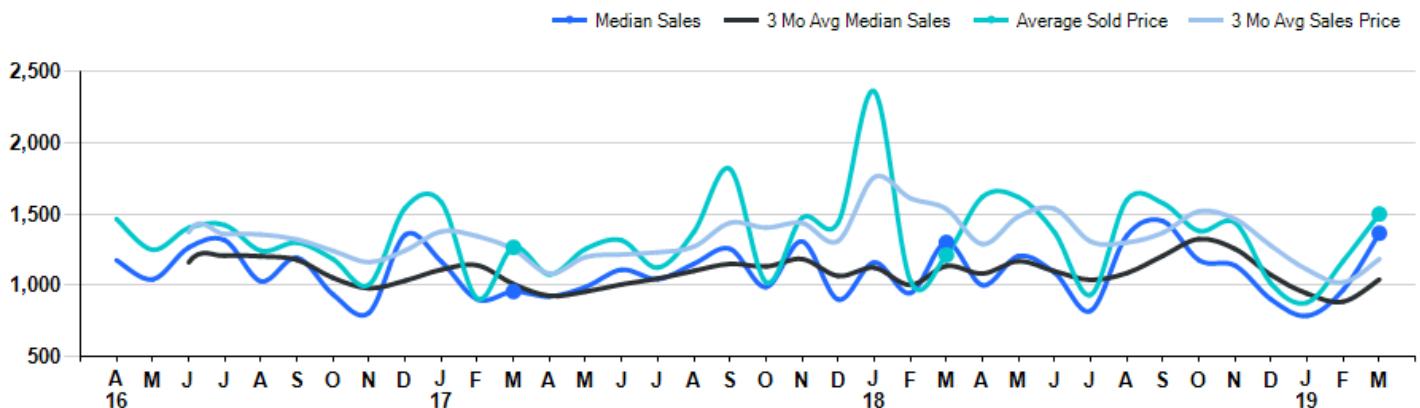
March Property sales were 17, equal to 17 in March of 2018 and 112.5% higher than the 8 sales last month. March 2019 sales were at their lowest level compared to March of 2018 and 2017. March YTD sales of 36 are running -16.3% behind last year's year-to-date sales of 43.



Prices

The Median Sales Price in March was \$1,365,000, up 5.0% from \$1,300,000 in March of 2018 and up 41.0% from \$967,861 last month. The Average Sales Price in March was \$1,499,853, up 23.8% from \$1,211,415 in March of 2018 and up 28.1% from \$1,170,403 last month. March 2019 ASP was at highest level compared to March of 2018 and 2017.

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



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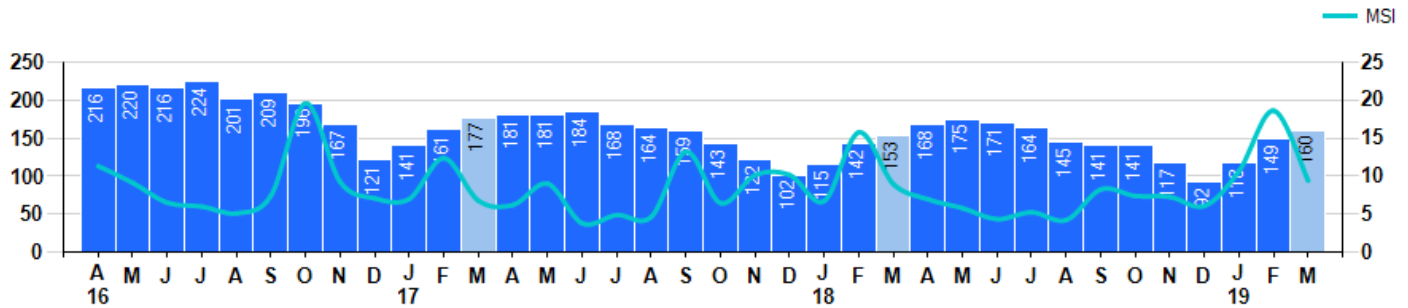
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Inventory & MSI

The Total Inventory of Properties available for sale as of March was 160, up 7.4% from 149 last month and up 4.6% from 153 in March of last year. March 2019 Inventory was at a mid range compared to March of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2019 MSI of 9.4 months was at its highest level compared with March of 2018 and 2017.

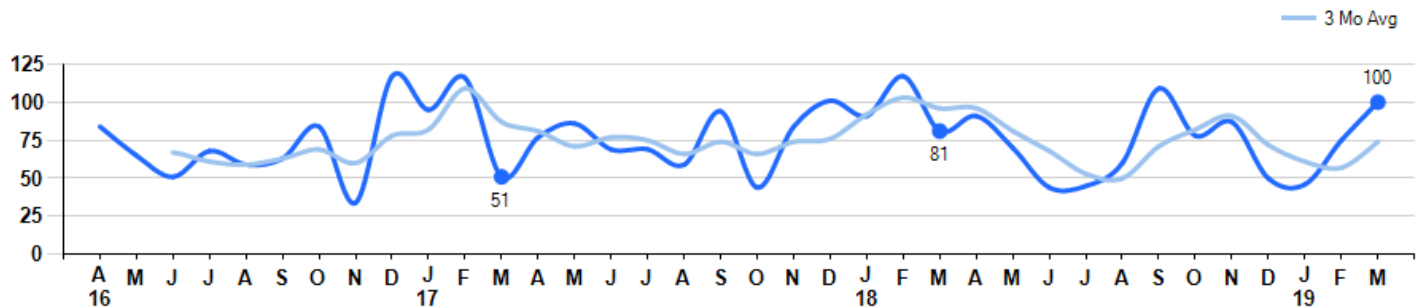
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 100, up 33.3% from 75 days last month and up 23.5% from 81 days in March of last year. The March 2019 DOM was at its highest level compared with March of 2018 and 2017.

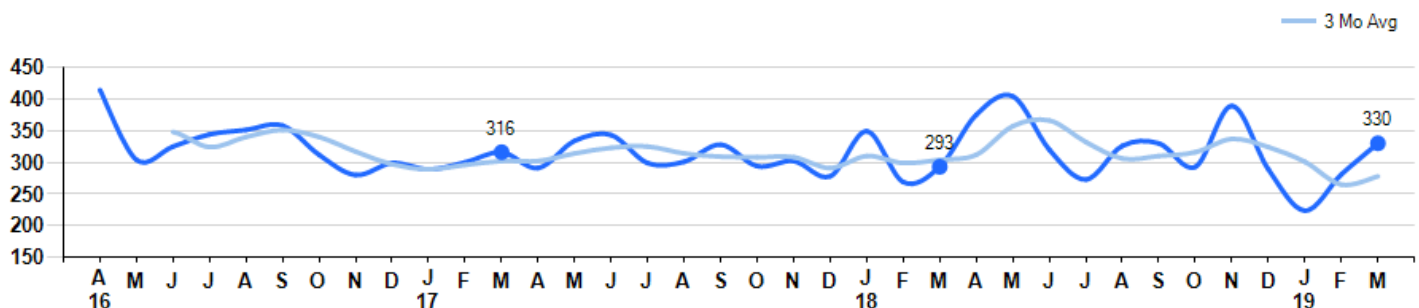
Average Days on Market(Listing to Contract) for properties sold during the month



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 March 2019 Selling Price per Square Foot of \$330 was up 17.4% from \$281 last month and up 12.6% from \$293 in March of last year.

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





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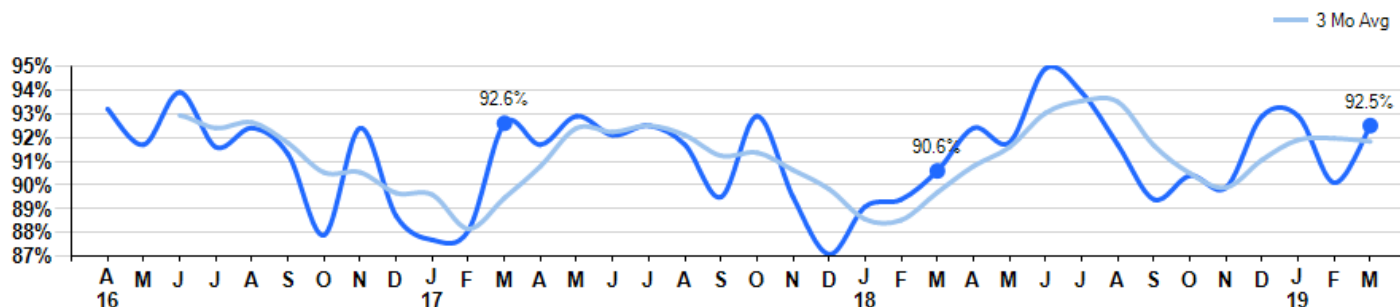
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Selling Price vs Listing Price

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 March 2019 Selling Price vs List Price of 92.5% was up from 90.1% last month and up from 90.6% in March of last year.

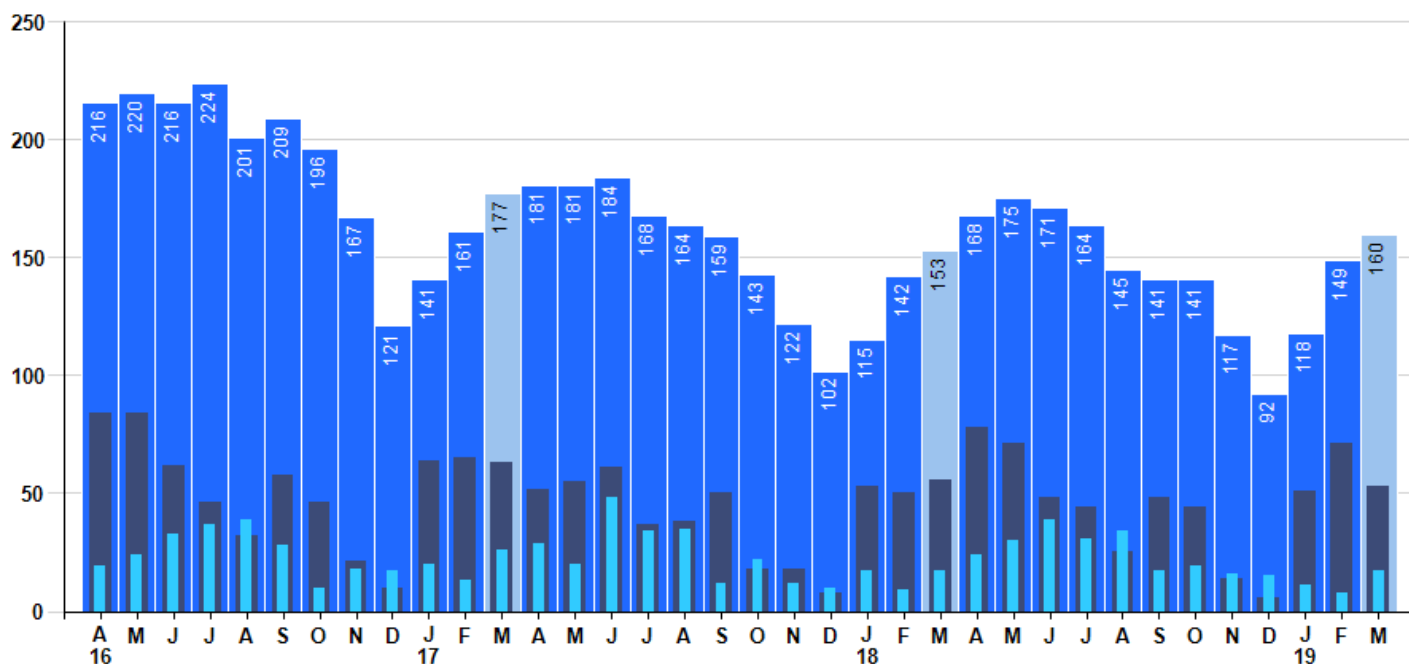
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2019 was 53, down -25.4% from 71 last month and down -5.4% from 56 in March of last year.

Inventory New Listings Sold



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	A 16	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	J	J	A	S	O	N	D	J 19	F	M
Homes Sold	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	39	31	34	17	19	16	15	11	8	17
3 Mo. Roll Avg			25	31	36	35	26	19	15	18	17	20	23	25	32	34	39	27	23	15	15	13	12	14	17	24	31	33	35	27	23	17	17	14	11	12

(000's)	A 16	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	J	J	A	S	O	N	D	J 19	F	M
MedianSalePrice	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	1,088	820	1,348	1,450	1,175	1,138	900	785	968	1,365
3 Mo. Roll Avg			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	1,098	1,038	1,085	1,206	1,324	1,254	1,071	941	884	1,039

	A 16	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	J	J	A	S	O	N	D	J 19	F	M
Inventory	216	220	216	224	201	209	196	167	121	141	161	177	181	181	184	168	164	159	143	122	102	115	142	153	168	175	171	164	145	141	141	117	92	118	149	160
MSI	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	4	5	4	8	7	7	6	11	19	9

	A 16	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	J	J	A	S	O	N	D	J 19	F	M
Days On Market	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	44	45	60	109	78	87	50	46	75	100
3 Mo. Roll Avg			67	61	59	63	69	60	78	82	109	87	81	71	77	75	66	74	66	74	76	92	103	96	96	81	68	53	50	71	82	91	72	61	57	74

	A 16	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	J	J	A	S	O	N	D	J 19	F	M
Price per Sq Ft	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	320	273	326	330	293	389	289	224	281	330
3 Mo. Roll Avg			348	324	340	351	340	317	297	289	296	302	302	314	323	325	314	309	308	308	291	310	299	304	312	357	366	332	306	310	316	337	324	301	265	278

	A 16	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	J	J	A	S	O	N	D	J 19	F	M
Sale to List Price	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	0.949	0.939	0.917	0.894	0.904	0.899	0.929	0.929	0.901	0.925
3 Mo. Roll Avg			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	0.930	0.935	0.935	0.917	0.905	0.899	0.911	0.919	0.920	0.918

	A 16	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	J	J	A	S	O	N	D	J 19	F	M
New Listings	84	84	62	46	32	58	46	21	10	64	65	63	52	55	61	37	38	50	18	18	8	53	50	56	78	71	48	44	25	48	44	14	6	51	71	53
Inventory	216	220	216	224	201	209	196	167	121	141	161	177	181	181	184	168	164	159	143	122	102	115	142	153	168	175	171	164	145	141	141	117	92	118	149	160
Sales	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	39	31	34	17	19	16	15	11	8	17

(000's)	A 16	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	J	J	A	S	O	N	D	J 19	F	M
Avg Sale Price	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	1,371	932	1,597	1,576	1,380	1,438	1,010	878	1,170	1,500
3 Mo. Roll Avg			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	1,536	1,307	1,300	1,368	1,518	1,465	1,276	1,109	1,019	1,183