

MLS Area: Winnetka



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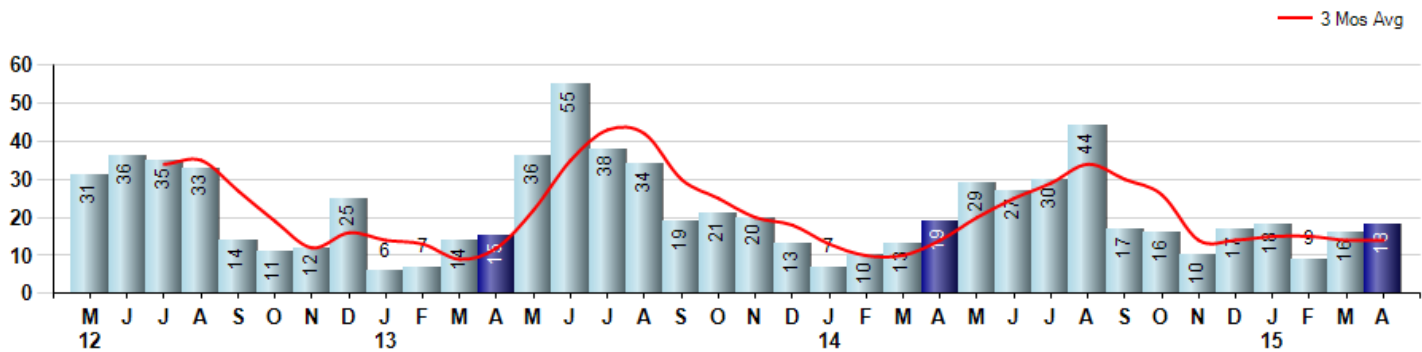
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,390,000	↑						
Average List Price of all Current Listings	\$1,937,132	↑						
April Median Sales Price	\$1,064,500	↓	↓	↑	↓	\$1,225,000	↑	↑
April Average Sales Price	\$1,318,750	↑	↑	↓	→	\$1,274,006	↓	↓
Total Properties Currently for Sale (Inventory)	181	↑		↑				
April Number of Properties Sold	18	↑		↓		61	↑	
April Average Days on Market (Solds)	100	↑	↓	↓	↑	110	↑	↑
Asking Price per Square Foot (based on New Listings)	\$377	↓	↓	↓	↓	\$389	↓	↓
April Sold Price per Square Foot	\$385	↑	↑	↑	↑	\$350	↑	↑
April Month's Supply of Inventory	10.1	↓	↓	↑	↑	10.7	↑	↑
April Sale Price vs List Price Ratio	93.8%	↓	→	→	↓	93.9%	↑	↓

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

Property Sales

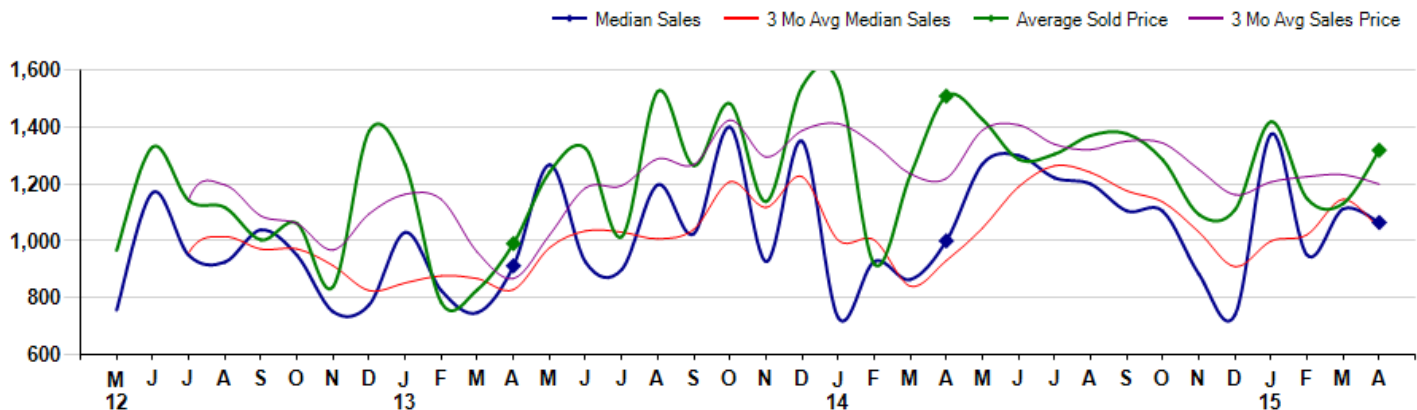
April Property sales were 18, down -5.3% from 19 in April of 2014 and 12.5% higher than the 16 sales last month. April 2015 sales were at a mid level compared to April of 2014 and 2013. April YTD sales of 61 are running 24.5% ahead of last year's year-to-date sales of 49.



Prices

The Median Sales Price in April was \$1,064,500, up 6.5% from \$1,000,000 in April of 2014 and down -4.3% from \$1,112,500 last month. The Average Sales Price in April was \$1,318,750, down -12.6% from \$1,508,868 in April of 2014 and up 16.6% from \$1,131,363 last month. April 2015 ASP was at a mid range compared to April of 2014 and 2013.

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



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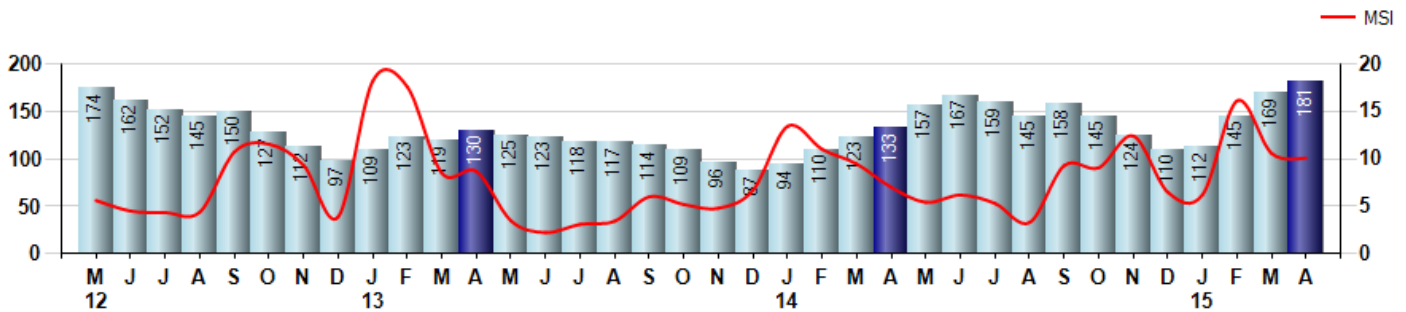
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Inventory & MSI

The Total Inventory of Properties available for sale as of April was 181, up 7.1% from 169 last month and up 36.1% from 133 in April of last year. April 2015 Inventory was at highest level compared to April of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2015 MSI of 10.1 months was at its highest level compared with April of 2014 and 2013.

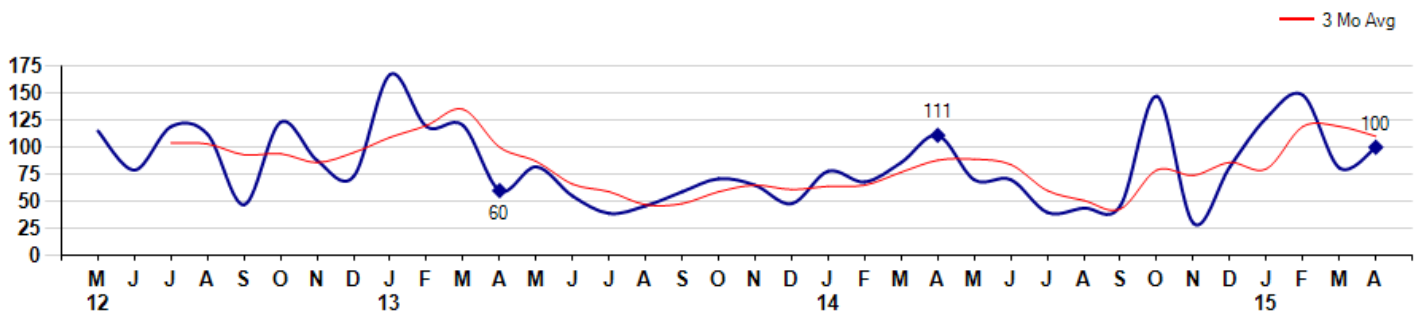
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 100, up 23.5% from 81 days last month and down -9.9% from 111 days in April of last year. The April 2015 DOM was at a mid range compared with April of 2014 and 2013.

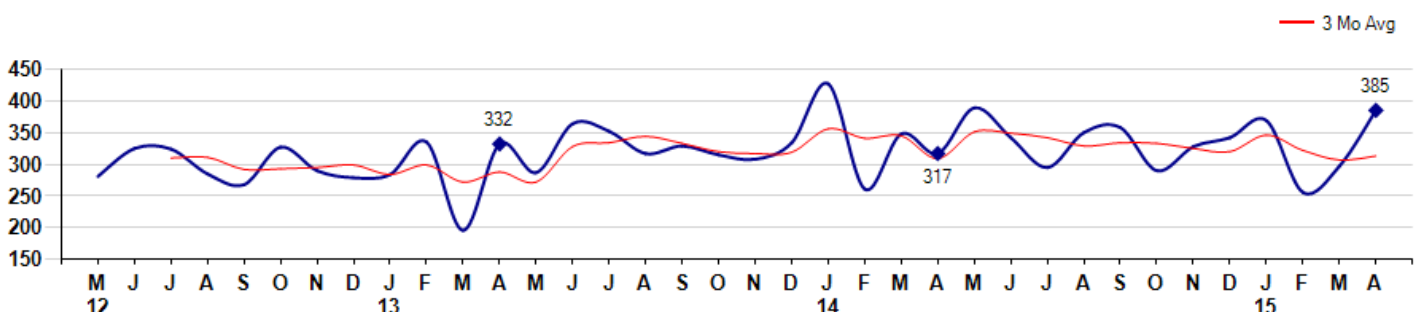
Average Days on Market(Listing to Contract) for properties sold during the month



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 2015 Selling Price per Square Foot of \$385 was up 29.6% from \$297 last month and up 21.5% from \$317 in April of last year.

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



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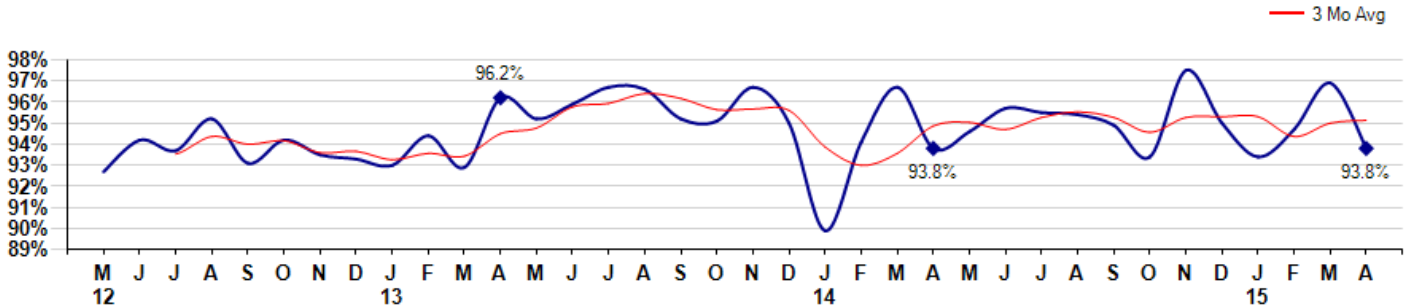


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Selling Price vs Listing Price

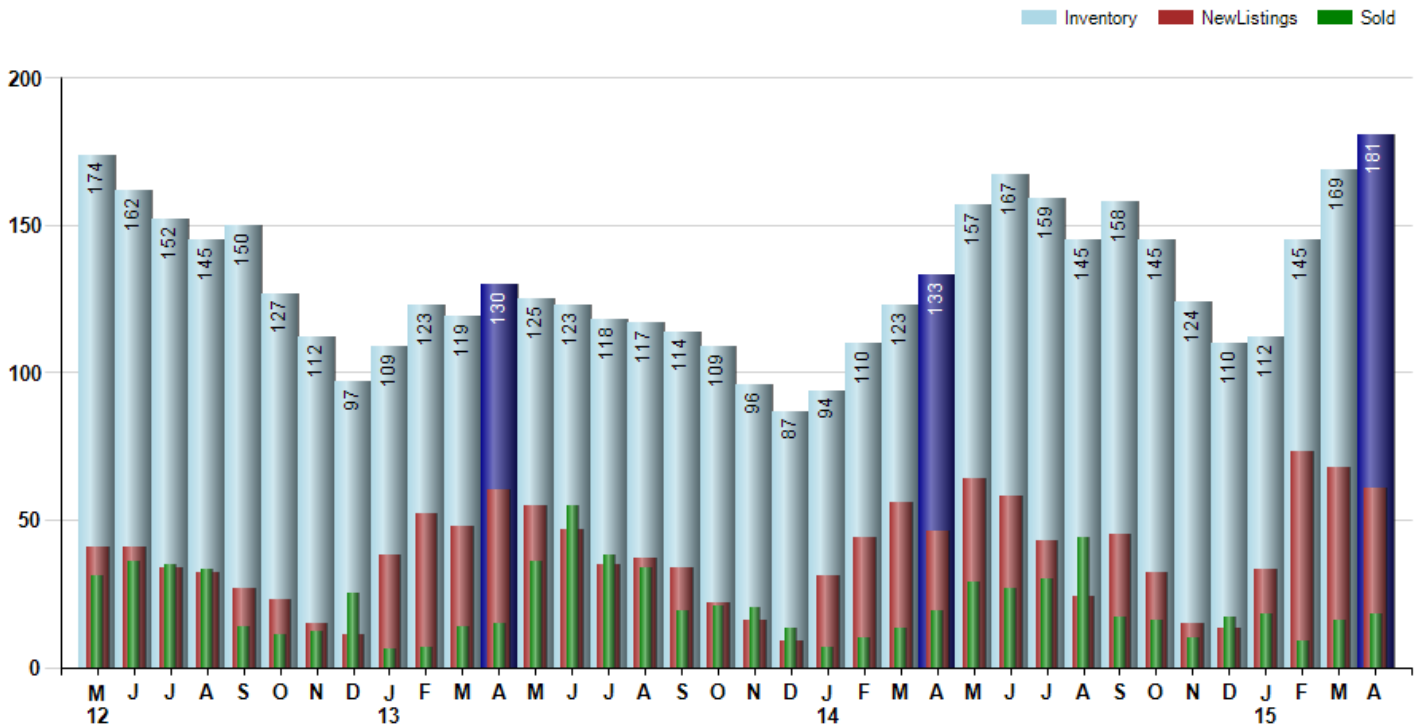
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The April 2015 Selling Price vs List Price of 93.8% was down from 96.9% last month and equal to 93.8% 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 2015 was 61, down -10.3% from 68 last month and up 32.6% from 46 in April of last year.



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MARKET ACTION REPORT

April 2015

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	M 12	J	J	A	S	O	N	D	J 13	F	M	A	M	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
Homes Sold	31	36	35	33	14	11	12	25	6	7	14	15	36	55	38	34	19	21	20	13	7	10	13	19	29	27	30	44	17	16	10	17	18	9	16	18
3 Mo. Roll Avg			34	35	27	19	12	16	14	13	9	12	22	35	43	42	30	25	20	18	13	10	10	14	20	25	29	34	30	26	14	14	15	15	14	14

	(000's) M 12	J	J	A	S	O	N	D	J 13	F	M	A	M	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
Median Sale Price	757	1,170	949	925	1,039	949	751	775	1,030	825	748	912	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	1,065
3 Mo. Roll Avg			959	1,015	971	971	913	825	852	877	868	828	976	1,035	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	1,042

	M 12	J	J	A	S	O	N	D	J 13	F	M	A	M	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	
Inventory	174	162	152	145	150	127	112	97	109	123	119	130	125	123	118	117	114	109	96	87	94	110	123	133	157	167	159	145	158	145	124	110	112	145	169	181	
MSI	6	5	4	4	11	12	9	4	18	18	9	9	3	2	3	3	6	5	5	7	13	11	9	7	5	6	5	3	9	9	12	6	6	16	11	10	

	M 12	J	J	A	S	O	N	D	J 13	F	M	A	M	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
Days On Market	115	79	119	112	47	123	88	73	167	119	120	60	82	55	39	46	59	71	65	48	78	68	86	111	70	70	40	44	46	147	30	82	127	148	81	100
3 Mo. Roll Avg			104	103	93	94	86	95	109	120	135	100	87	66	59	47	48	59	65	61	64	65	77	88	89	84	60	51	43	79	74	86	80	119	119	110

	M 12	J	J	A	S	O	N	D	J 13	F	M	A	M	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
Price per Sq Ft	281	325	324	285	268	327	290	279	284	335	196	332	287	364	352	317	329	315	308	334	427	261	348	317	389	342	295	350	358	290	328	342	369	256	297	385
3 Mo. Roll Avg			310	311	292	293	295	299	284	299	272	288	272	328	334	344	333	320	317	319	356	341	345	309	351	349	342	329	334	333	325	320	346	322	307	313

	M 12	J	J	A	S	O	N	D	J 13	F	M	A	M	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
Sale to List Price	0.927	0.942	0.937	0.952	0.931	0.942	0.935	0.933	0.930	0.944	0.929	0.962	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	0.938
3 Mo. Roll Avg			0.935	0.944	0.940	0.942	0.936	0.937	0.933	0.936	0.934	0.945	0.948	0.958	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	0.944	0.950	0.951	

	M 12	J	J	A	S	O	N	D	J 13	F	M	A	M	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
New Listings	41	41	34	32	27	23	15	11	38	52	48	60	55	47	35	37	34	22	16	9	31	44	56	46	64	58	43	24	45	32	15	13	33	73	68	61
Inventory	174	162	152	145	150	127	112	97	109	123	119	130	125	123	118	117	114	109	96	87	94	110	123	133	157	167	159	145	158	145	124	110	112	145	169	181
Sales	31	36	35	33	14	11	12	25	6	7	14	15	36	55	38	34	19	21	20	13	7	10	13	19	29	27	30	44	17	16	10	17	18	9	16	18

	(000's) M 12	J	J	A	S	O	N	D	J 13	F	M	A	M	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
Avg Sale Price	966	1,331	1,142	1,118	1,003	1,061	838	1,386	1,268	783	828	991	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	1,319
3 Mo. Roll Avg			1,146	1,197	1,087	1,061	967	1,095	1,164	1,145	960	867	1,020	1,186	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	1,199

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