

City: *Winnetka*



Price Range: All | Properties: SFH - Condo - TwnHm

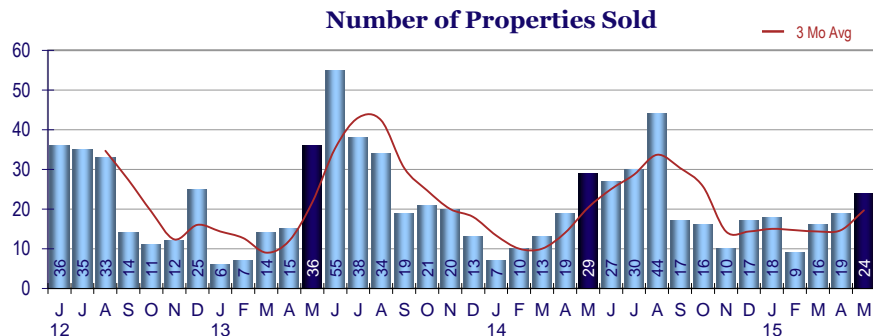
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,435,000	5%		-10%				
Average List Price of all Current Listings	\$1,920,188	1%		-12%				
May Median Sales Price	\$1,114,000	6%	5%	-12%	-3%	\$1,166,875	11%	1%
May Average Sales Price	\$1,499,750	17%	15%	5%	13%	\$1,329,167	-2%	1%
Total Properties Currently for Sale (Inventory)	190	3%		21%				
May Number of Properties Sold	24	26%		-17%		86	10%	
May Average Days on Market (Solds)	38	-60%	-52%	-46%	-47%	89	7%	24%
Asking Price per Square Foot (based on New Listings)	\$369	-1%	-4%	-3%	-7%	\$383	-4%	-3%
May Sold Price per Square Foot	\$408	8%	13%	5%	20%	\$363	3%	7%
May Month's Supply of Inventory	7.9	-18%	-16%	46%	-3%	10.2	10%	25%
May Sale Price vs List Price Ratio	95.4%	1.5%	1.4%	.8%	1.3%	93.9%	1.1%	-3%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2014) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

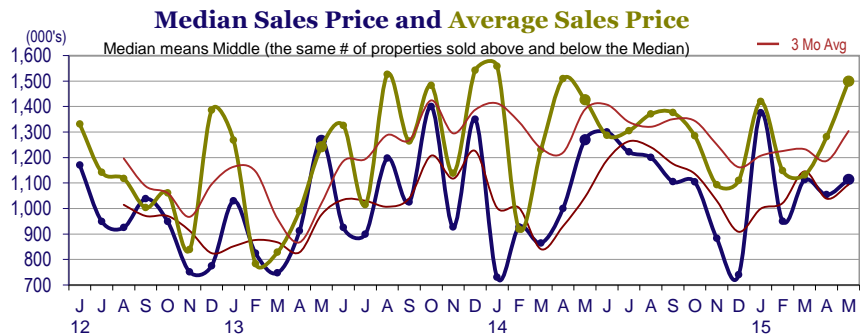
## Property Sales

May Property sales were 24, down 17.2% from 29 in May of 2014 and 26.3% higher than the 19 sales last month. May 2015 sales were at their lowest level compared to May of 2014 and 2013. May YTD sales of 86 are running 10.3% ahead of last year's year-to-date sales of 78.



## Prices

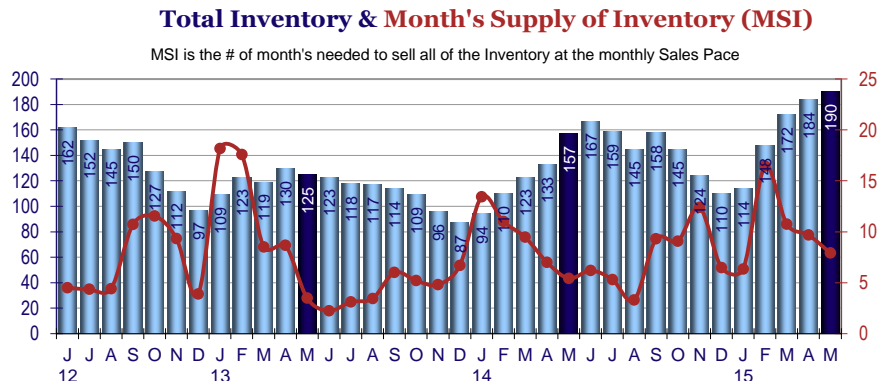
The Median Sales Price in May was \$1,114,000, down 12.3% from \$1,270,000 in May of 2014 and up 5.7% from \$1,054,000 last month. The Average Sales Price in May was \$1,499,750, up 5.1% from \$1,426,738 in May of 2014 and up 17.1% from \$1,280,921 last month. May 2015 ASP was at the highest level compared to May of 2014 and 2013.



## Inventory & MSI

The Total Inventory of Properties available for sale as of May was 190, up 3.3% from 184 last month and up 21.0% from 157 in May of last year. May 2015 Inventory was at its highest level compared with May of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2015 MSI of 7.9 months was at its highest level compared with May of 2014 and 2013.



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## 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 38, down 59.6% from 94 days last month and down 45.7% from 70 days in May of last year. The May 2015 DOM was at its lowest level compared with May of 2014 and 2013.

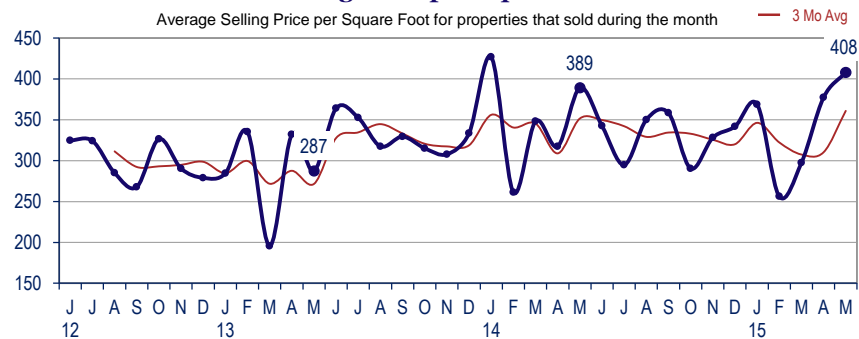
## Days On Market for Sold Properties



## 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 2015 Selling Price per Square Foot of \$408 was up 8.1% from \$377 last month and up 4.8% from 389 in May of last year.

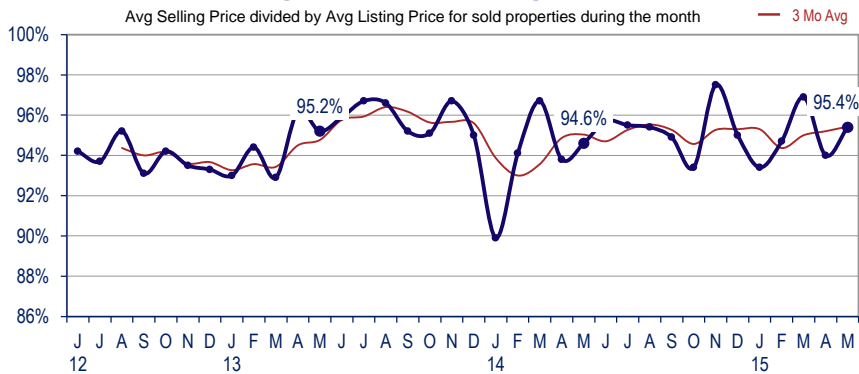
## Selling Price per Square Foot



## Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original 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 2015 Selling Price vs Original List Price of 95.4% was up from 94.0% last month and up from 94.6% in May of last year.

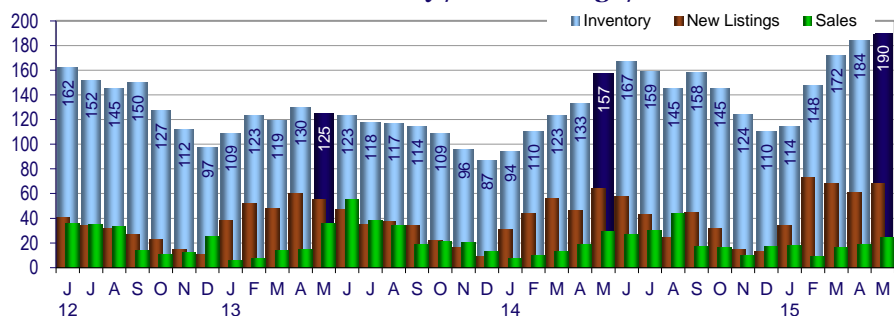
## Selling Price versus Listing Price Ratio



## 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 2015 was 68, up 11.5% from 61 last month and up 6.3% from 64 in May of last year.

## Inventory / New Listings / Sales



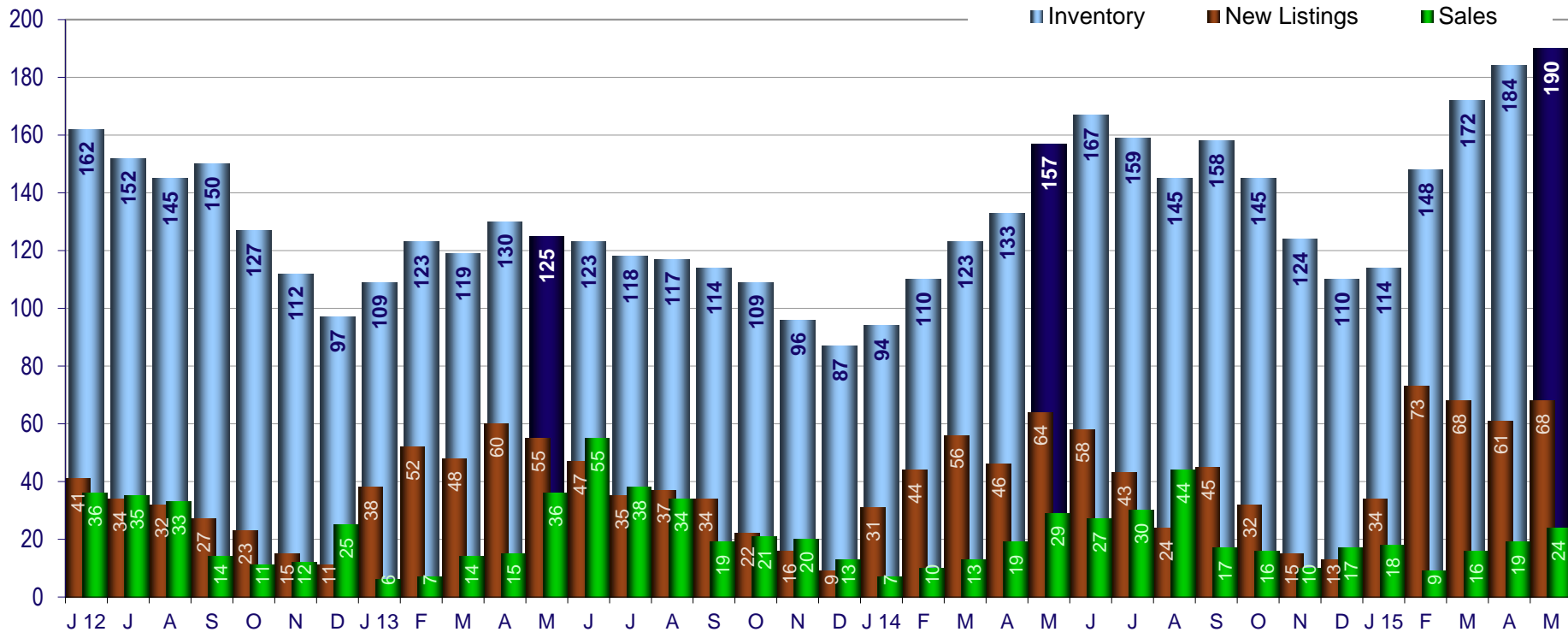
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