MARKET ACTION REPORT

May 2014

MLS Area: Wilmette

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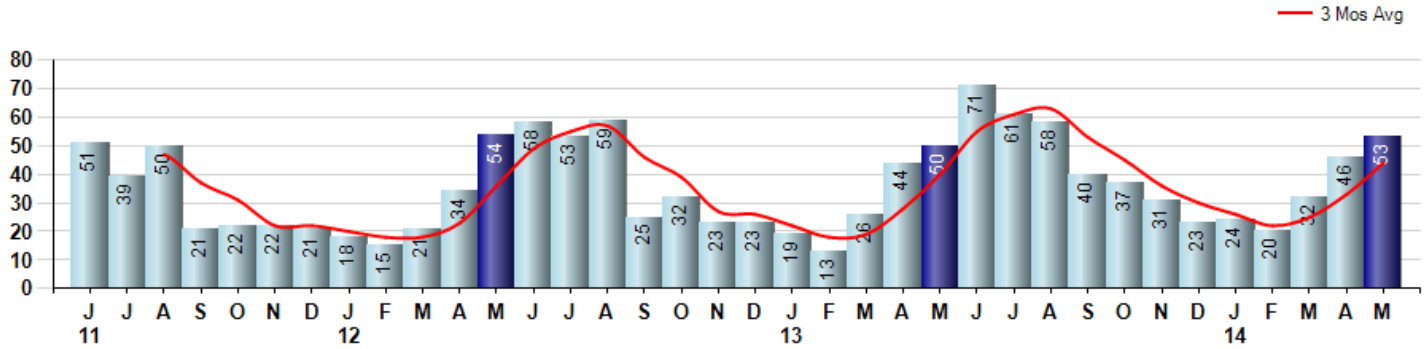
Price Range: $0 to $999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*: LM	L3M	PYM	LY	YTD	Trending Versus*: PriorYTD	PriorYear
Median List Price of all Current Listings	$739,000	↑		↑				
Average List Price of all Current Listings	$982,975	↑		↑				
May Median Sales Price	$649,000	↑	↑	↑	↑	$549,000	↑	↔
May Average Sales Price	$788,439	↑	↑	↑	↑	$661,452	↑	↑
Total Properties Currently for Sale (Inventory)	112	↓		↓				
May Number of Properties Sold	53	↑		↑		175	↑	
May Average Days on Market (Solds)	53	↑	↓	↑	↓	60	↓	↑
May Month's Supply of Inventory	2.1	↓	↓	↓	↓	3.5	↓	↓
May Sale Price vs List Price Ratio	96.9%	↑	↑	↔	↑	95.8%	↓	↓

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

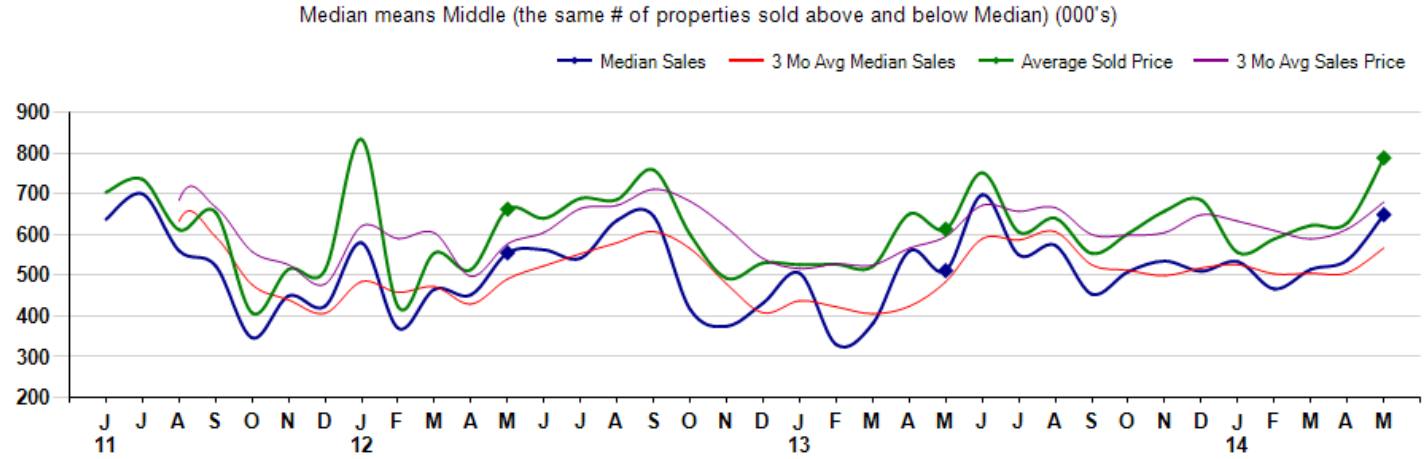
Property Sales

May Property sales were 53, up 6.0% from 50 in May of 2013 and 15.2% higher than the 46 sales last month. May 2014 sales were at a mid level compared to May of 2013 and 2012. May YTD sales of 175 are running 15.1% ahead of last year's year-to-date sales of 152.



Prices

The Median Sales Price in May was $649,000, up 26.9% from $511,504 in May of 2013 and up 20.7% from $537,500 last month. The Average Sales Price in May was $788,439, up 28.6% from $613,168 in May of 2013 and up 25.4% from $628,773 last month. May 2014 ASP was at highest level compared to May of 2013 and 2012.



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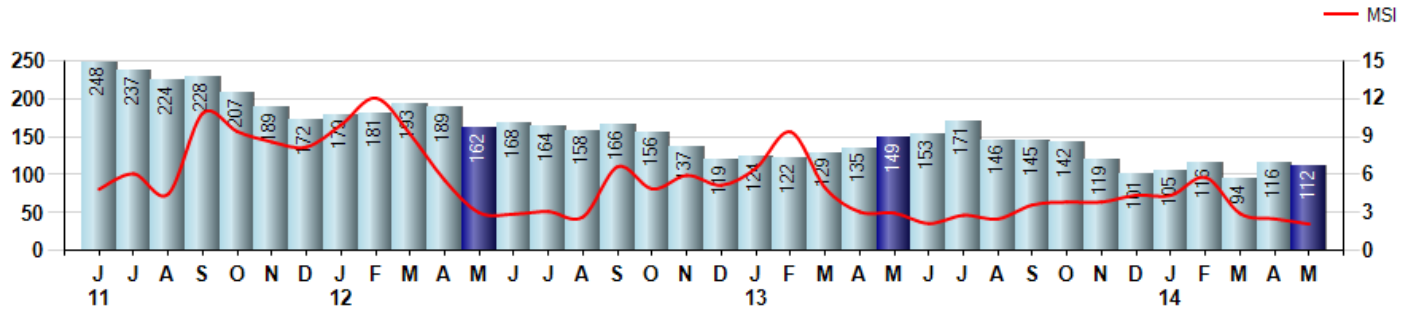
Inventory & MSI

The Total Inventory of Properties available for sale as of May was 112, down -3.4% from 116 last month and down -24.8% from 149 in May of last year. May 2014 Inventory was at the lowest level compared to May of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2014 MSI of 2.1 months was at its lowest level compared with May of 2013 and 2012.

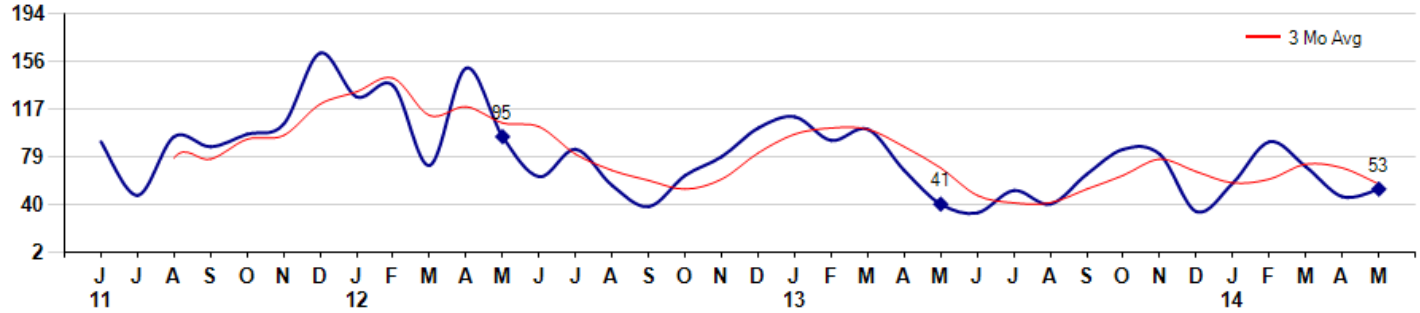
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 53, up 12.8% from 47 days last month and up 29.3% from 41 days in May of last year. The May 2014 DOM was at a mid range compared with May of 2013 and 2012.

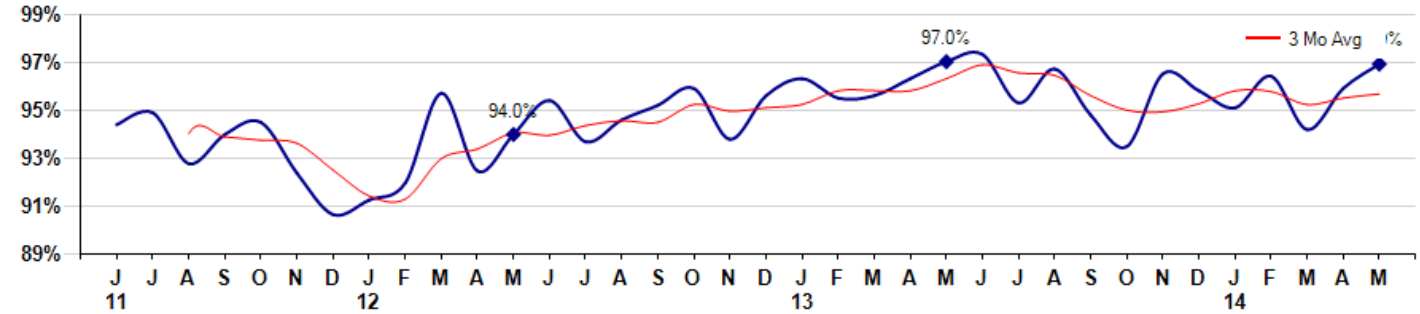
Average Days on Market(Listing to Contract) for properties sold during the month



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 2014 Selling Price vs List Price of 96.9% was up from 95.9% last month and down from 97.0% in May of last year.

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



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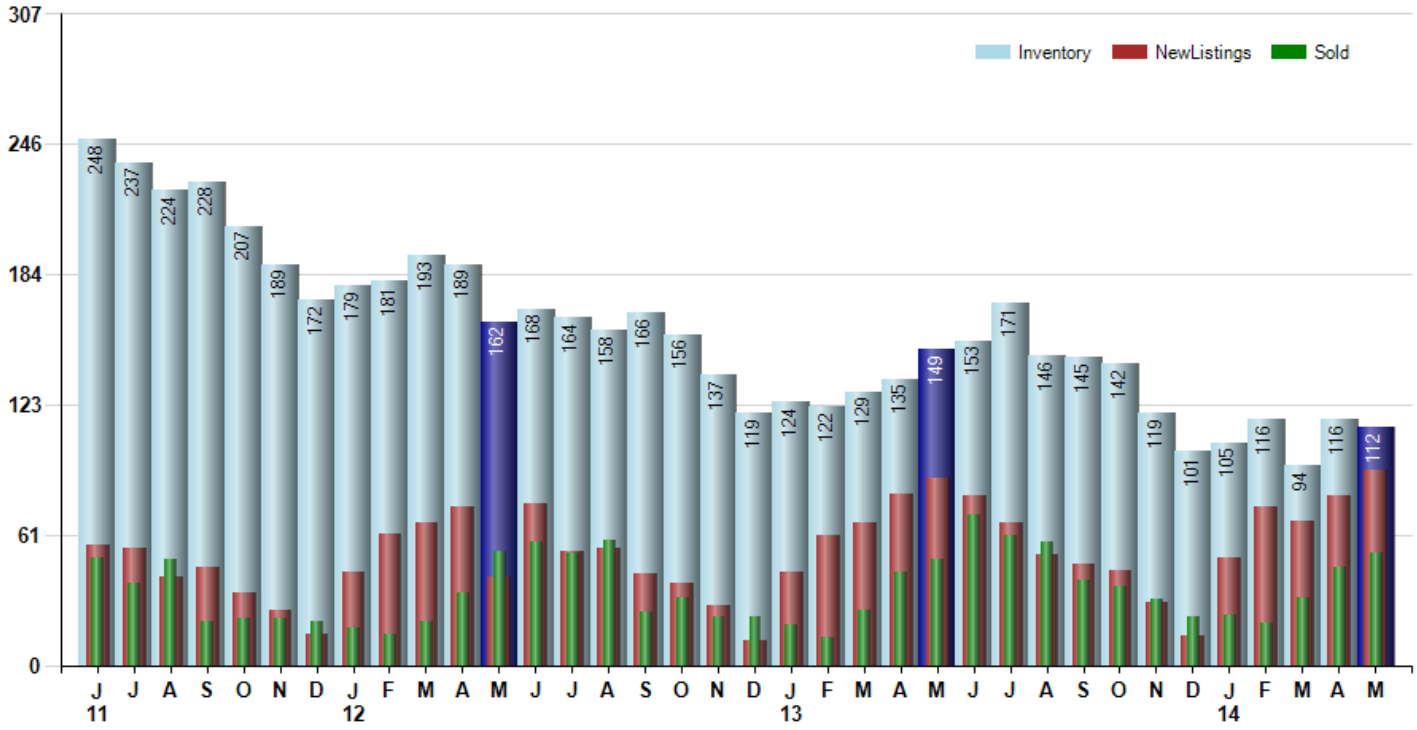
Inventory / New Listings / Sales

'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 2014 was 92, up 15.0% from 80 last month and up 4.5% from 88 in May of last year.



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	J 11	J	A	S	O	N	D	J 12	F	M	A	M	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
Homes Sold	51	39	50	21	22	22	21	18	15	21	34	54	58	53	59	25	32	23	23	19	13	26	44	50	71	61	58	40	37	31	23	24	20	32	46	53
3 Mo. Roll Avg			47	37	31	22	22	20	18	18	23	36	49	55	57	46	39	27	26	22	18	19	28	40	55	61	63	53	45	36	30	26	22	25	33	44

(000's)	J 11	J	A	S	O	N	D	J 12	F	M	A	M	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
MedianSalePrice	638	700	560	524	347	449	424	580	370	466	452	555	563	542	635	645	416	375	432	505	330	381	560	512	698	550	573	454	509	535	510	533	466	515	538	649
3 Mo. Roll Avg			633	595	477	440	407	484	458	472	429	491	523	553	580	607	565	479	408	437	422	405	424	484	590	587	607	526	512	499	518	526	503	505	506	567

	J 11	J	A	S	O	N	D	J 12	F	M	A	M	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
Inventory	248	237	224	228	207	189	172	179	181	193	189	162	168	164	158	166	156	137	119	124	122	129	135	149	153	171	146	145	142	119	101	105	116	94	116	112
MSI	5	6	4	11	9	9	8	10	12	9	6	3	3	3	3	7	5	6	5	7	9	5	3	3	2	3	3	4	4	4	4	4	6	3	3	2

	J 11	J	A	S	O	N	D	J 12	F	M	A	M	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
Days On Market	91	48	95	87	97	105	162	127	136	72	150	95	63	85	56	39	64	79	102	111	92	101	68	41	34	52	41	65	85	81	35	58	91	71	47	53
3 Mo. Roll Avg			78	77	93	96	121	131	142	112	119	106	103	81	68	60	53	61	82	97	102	101	87	70	48	42	42	53	64	77	67	58	61	73	70	57

	J 11	J	A	S	O	N	D	J 12	F	M	A	M	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
Price per Sq Ft	226	242	237	277	188	229	194	247	264	219	216	225	242	242	234	238	263	234	234	235	234	178	239	263	266	248	262	266	254	259	242	248	290	268	265	283
3 Mo. Roll Avg			235	252	234	231	204	223	235	243	233	220	228	236	239	238	245	245	244	234	234	216	217	227	256	259	259	259	261	260	252	250	260	269	274	272

	J 11	J	A	S	O	N	D	J 12	F	M	A	M	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
Sale to List Price	0.944	0.949	0.928	0.940	0.945	0.924	0.907	0.913	0.920	0.957	0.925	0.940	0.954	0.937	0.946	0.952	0.959	0.938	0.956	0.963	0.955	0.956	0.963	0.970	0.973	0.953	0.967	0.948	0.935	0.965	0.958	0.951	0.964	0.942	0.959	0.969
3 Mo. Roll Avg			0.940	0.939	0.938	0.936	0.925	0.915	0.913	0.930	0.934	0.941	0.940	0.944	0.946	0.945	0.952	0.950	0.951	0.952	0.958	0.958	0.958	0.963	0.969	0.965	0.964	0.956	0.950	0.949	0.953	0.958	0.958	0.952	0.955	0.957

	J 11	J	A	S	O	N	D	J 12	F	M	A	M	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
New Listings	57	55	42	46	34	26	15	44	62	67	75	42	76	54	55	43	39	28	12	44	61	67	81	88	80	67	52	48	45	30	14	51	75	68	80	92
Inventory	248	237	224	228	207	189	172	179	181	193	189	162	168	164	158	166	156	137	119	124	122	129	135	149	153	171	146	145	142	119	101	105	116	94	116	112
Sales	51	39	50	21	22	22	21	18	15	21	34	54	58	53	59	25	32	23	23	19	13	26	44	50	71	61	58	40	37	31	23	24	20	32	46	53

(000's)	J 11	J	A	S	O	N	D	J 12	F	M	A	M	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
Avg Sale Price	704	736	612	655	408	515	513	834	423	555	514	663	640	689	686	759	600	493	530	526	527	522	650	613	752	606	640	554	603	658	685	556	589	623	629	788
3 Mo. Roll Avg			684	668	558	526	478	620	590	604	497	577	606	664	672	711	682	617	541	516	528	525	566	595	672	657	666	600	599	605	648	633	610	589	614	680

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