

MLS Area: Wilmette



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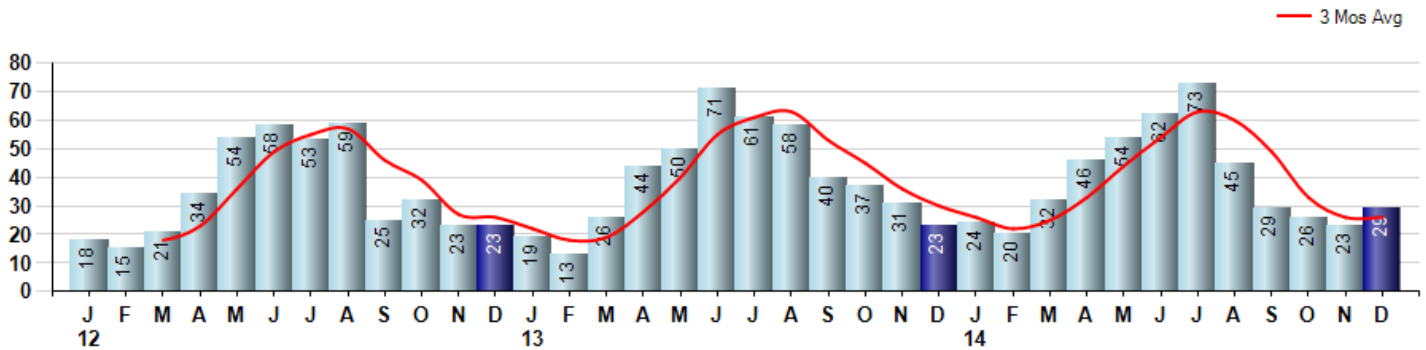
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$659,000	↑		↑				
Average List Price of all Current Listings	\$908,110	↑		↑				
December Median Sales Price	\$495,000	↓	↓	↓	↓	\$615,000	↑	↑
December Average Sales Price	\$704,351	↓	↓	↑	↑	\$750,929	↑	↑
Total Properties Currently for Sale (Inventory)	91	↓		↓				
December Number of Properties Sold	29	↑		↑		463	↓	
December Average Days on Market (Solds)	29	↓	↓	↓	↓	47	↓	↓
December Month's Supply of Inventory	3.1	↓	↓	↓	↓	3.7	↓	↓
December Sale Price vs List Price Ratio	96.0%	↑	→	↑	→	96.3%	↑	↑

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

Property Sales

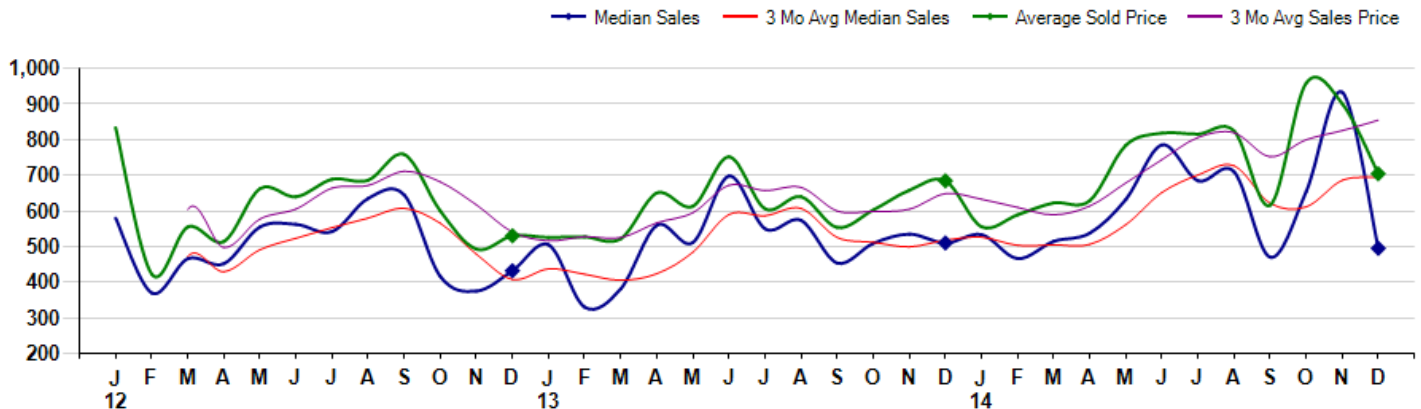
December Property sales were 29, up 26.1% from 23 in December of 2013 and 26.1% higher than the 23 sales last month. December 2014 sales were at their highest level compared to December of 2013 and 2012. December YTD sales of 463 are running -2.1% behind last year's year-to-date sales of 473.



Prices

The Median Sales Price in December was \$495,000, down -3.0% from \$510,088 in December of 2013 and down -47.0% from \$933,500 last month. The Average Sales Price in December was \$704,351, up 2.9% from \$684,634 in December of 2013 and down -21.9% from \$901,322 last month. December 2014 ASP was at highest level compared to December of 2013 and 2012.

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



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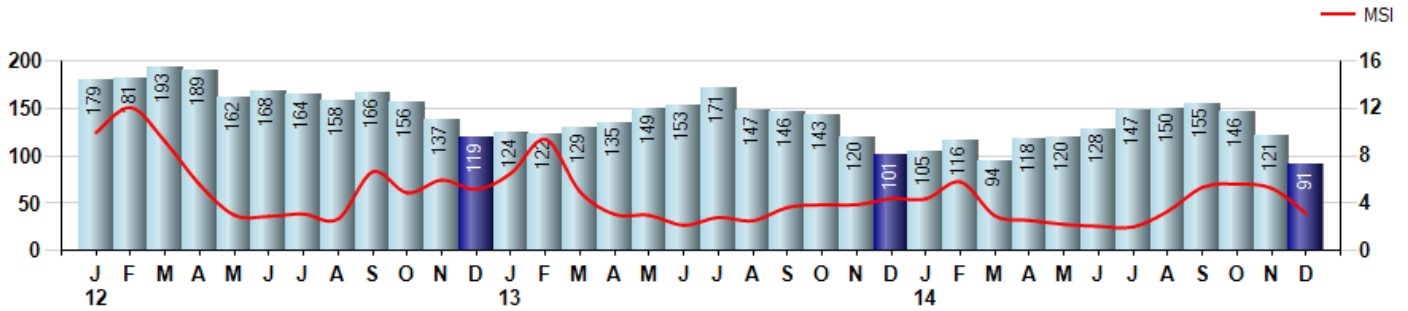
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 91, down -24.8% from 121 last month and down -9.9% from 101 in December of last year. December 2014 Inventory was at the lowest level compared to December of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2014 MSI of 3.1 months was at its lowest level compared with December of 2013 and 2012.

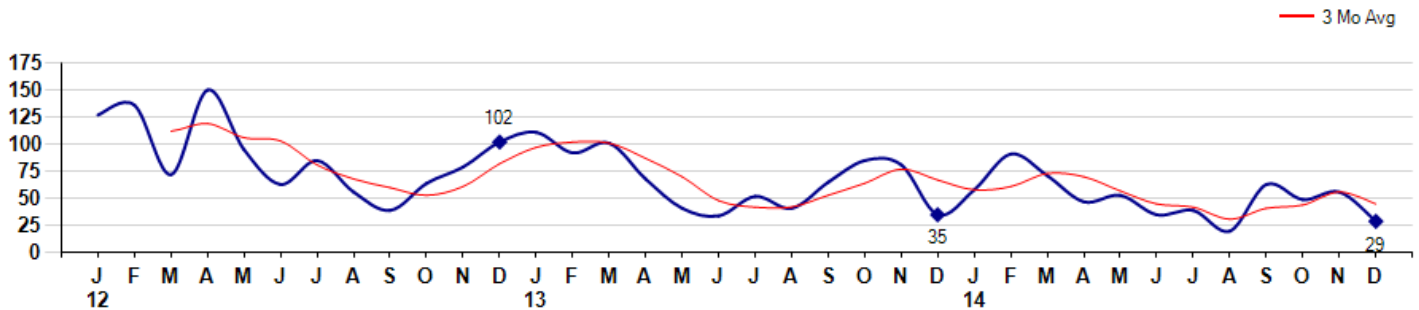
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 29, down -48.2% from 56 days last month and down -17.1% from 35 days in December of last year. The December 2014 DOM was at its lowest level compared with December of 2013 and 2012.

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



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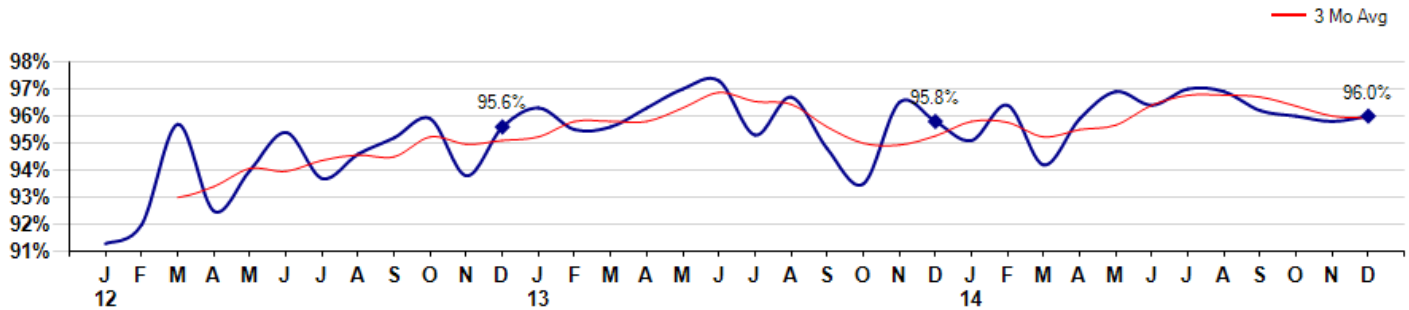


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Selling Price vs Listing Price

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 December 2014 Selling Price vs List Price of 96.0% was up from 95.8% last month and up from 95.8% in December of last year.

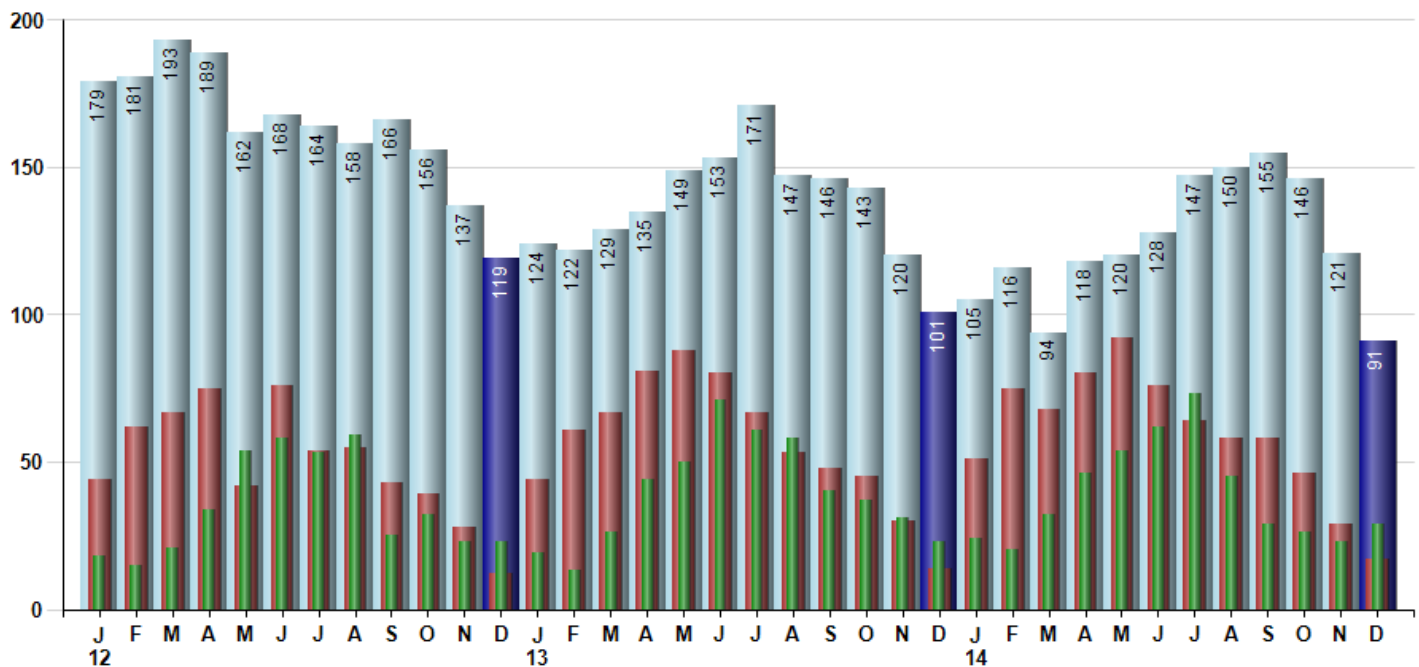
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 December 2014 was 17, down -41.4% from 29 last month and up 21.4% from 14 in December of last year.

Inventory New Listings Sold



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MARKET ACTION REPORT

December 2014

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	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	J	J	A	S	O	N	D
Homes Sold	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	54	62	73	45	29	26	23	29
3 Mo. Roll Avg			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	54	63	60	49	33	26	26

(000's)	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	J	J	A	S	O	N	D
Median Sale Price	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	632	786	685	710	470	654	934	495
3 Mo. Roll Avg			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	561	652	701	727	622	611	686	694

	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	J	J	A	S	O	N	D
Inventory	179	181	193	189	162	168	164	158	166	156	137	119	124	122	129	135	149	153	171	147	146	143	120	101	105	116	94	118	120	128	147	150	155	146	121	91
MSI	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	2	2	3	5	6	5	3

	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	J	J	A	S	O	N	D
Days On Market	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	35	39	20	63	49	56	29
3 Mo. Roll Avg			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	45	42	31	41	44	56	45

	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	J	J	A	S	O	N	D
Price per Sq Ft	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	285	278	291	283	300	249	266
3 Mo. Roll Avg			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	278	282	285	284	291	277	272

	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	J	J	A	S	O	N	D
Sale to List Price	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	0.964	0.970	0.969	0.962	0.960	0.958	0.960
3 Mo. Roll Avg			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	0.963	0.969	0.965	0.964	0.956	0.950	0.949	0.953	0.958	0.958	0.952	0.955	0.957	0.964	0.968	0.968	0.967	0.964	0.960	0.959	

	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	J	J	A	S	O	N	D
New Listings	44	62	67	75	42	76	54	55	43	39	28	12	44	61	67	81	88	80	67	53	48	45	30	14	51	75	68	80	92	76	64	58	58	46	29	17
Inventory	179	181	193	189	162	168	164	158	166	156	137	119	124	122	129	135	149	153	171	147	146	143	120	101	105	116	94	118	120	128	147	150	155	146	121	91
Sales	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	54	62	73	45	29	26	23	29

(000's)	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	J	J	A	S	O	N	D
Avg Sale Price	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	784	819	816	825	616	959	901	704
3 Mo. Roll Avg			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	679	744	806	820	752	800	825	855

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