

## MLS Area: Wilmette



**ART WILSON**

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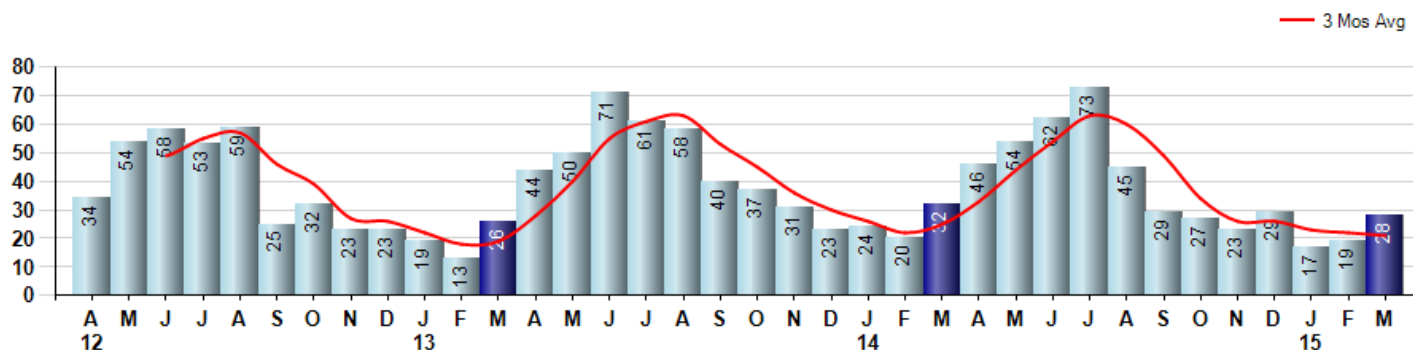
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview                     | Month       | Trending Versus*: |     |     |    | YTD       | Trending Versus*: |           |
|------------------------------------------------------|-------------|-------------------|-----|-----|----|-----------|-------------------|-----------|
|                                                      |             | LM                | L3M | PYM | LY |           | PriorYTD          | PriorYear |
| Median List Price of all Current Listings            | \$927,000   | ↑                 |     | ↑   |    |           |                   |           |
| Average List Price of all Current Listings           | \$1,061,990 | ↑                 |     | ↑   |    |           |                   |           |
| March Median Sales Price                             | \$747,450   | ↑                 | ↑   | ↑   | ↑  | \$554,438 | ↑                 | ↓         |
| March Average Sales Price                            | \$857,542   | ↑                 | ↑   | ↑   | ↑  | \$756,103 | ↑                 | ↑         |
| Total Properties Currently for Sale (Inventory)      | 150         | ↑                 |     | ↑   |    |           |                   |           |
| March Number of Properties Sold                      | 28          | ↑                 |     | ↓   |    | 64        | ↓                 |           |
| March Average Days on Market (Solds)                 | 45          | ↓                 | ↓   | ↓   | ↓  | 58        | ↓                 | ↑         |
| Asking Price per Square Foot (based on New Listings) | \$337       | ↑                 | ↑   | ↑   | ↑  | \$310     | →                 | ↑         |
| March Sold Price per Square Foot                     | \$271       | ↑                 | ↑   | ↑   | ↓  | \$252     | ↓                 | ↓         |
| March Month's Supply of Inventory                    | 5.4         | ↓                 | ↓   | ↑   | ↑  | 6.1       | ↑                 | ↑         |
| March Sale Price vs List Price Ratio                 | 95.1%       | ↓                 | ↓   | ↑   | ↓  | 96.1%     | ↑                 | →         |

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

### Property Sales

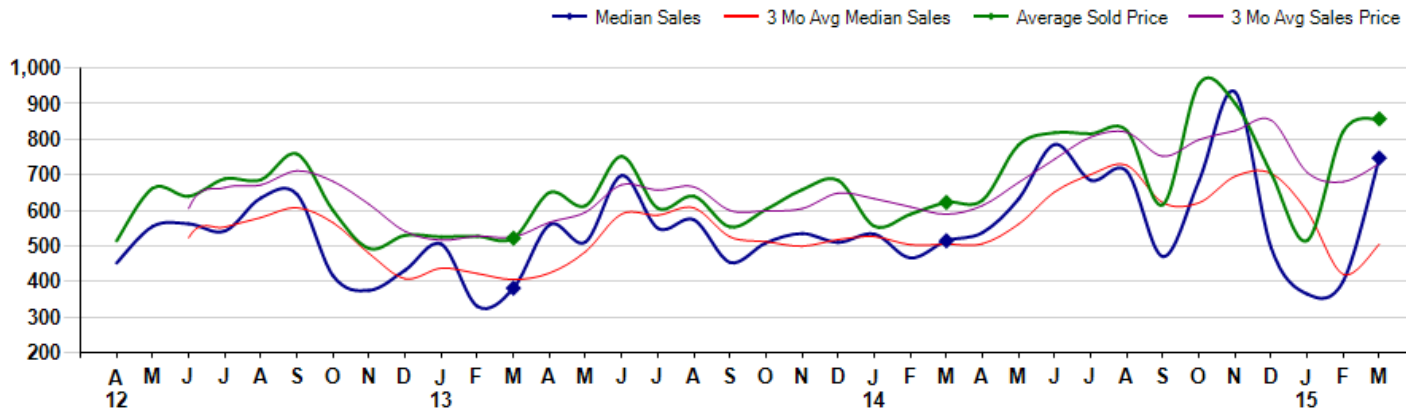
March Property sales were 28, down -12.5% from 32 in March of 2014 and 47.4% higher than the 19 sales last month. March 2015 sales were at a mid level compared to March of 2014 and 2013. March YTD sales of 64 are running -15.8% behind last year's year-to-date sales of 76.



### Prices

The Median Sales Price in March was \$747,450, up 45.3% from \$514,500 in March of 2014 and up 86.4% from \$401,000 last month. The Average Sales Price in March was \$857,542, up 37.7% from \$622,563 in March of 2014 and up 4.3% from \$822,211 last month. March 2015 ASP was at highest level compared to March of 2014 and 2013.

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



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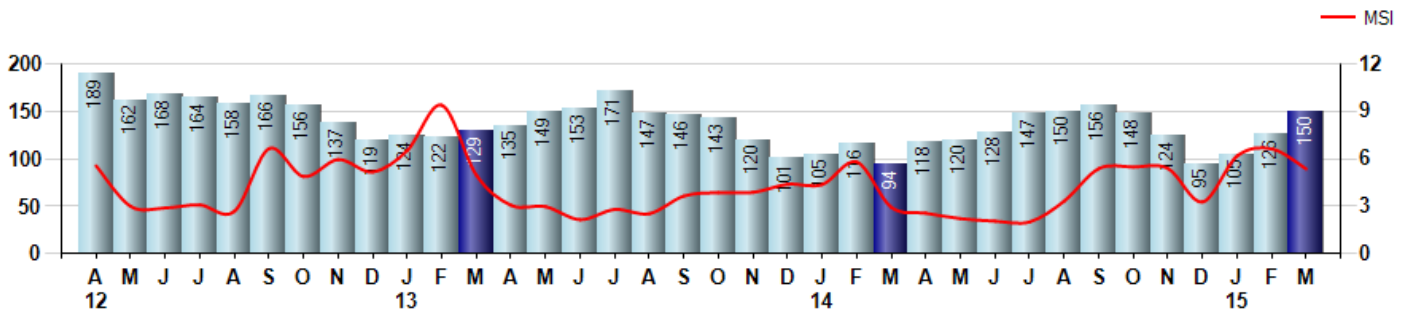
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### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 150, up 19.0% from 126 last month and up 59.6% from 94 in March of last year. March 2015 Inventory was at highest level compared to March of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2015 MSI of 5.4 months was at its highest level compared with March of 2014 and 2013.

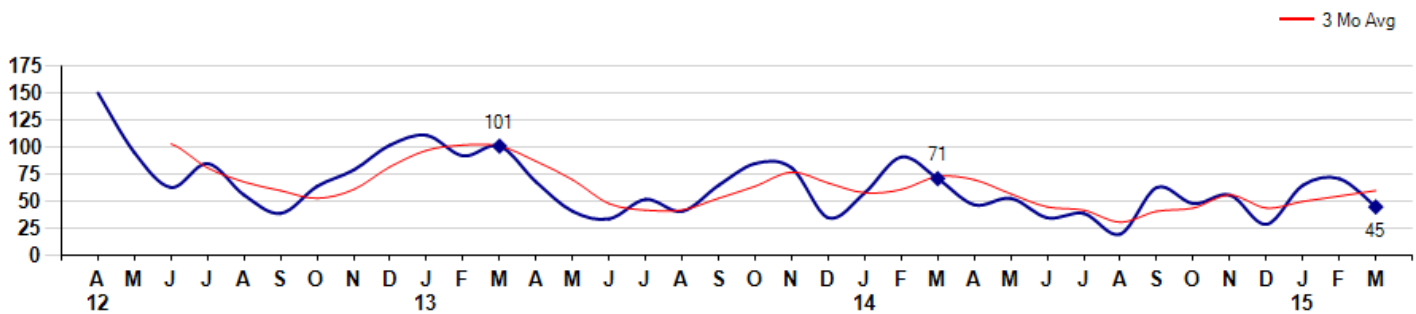
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 March was 45, down -36.6% from 71 days last month and down -36.6% from 71 days in March of last year. The March 2015 DOM was at its lowest level compared with March of 2014 and 2013.

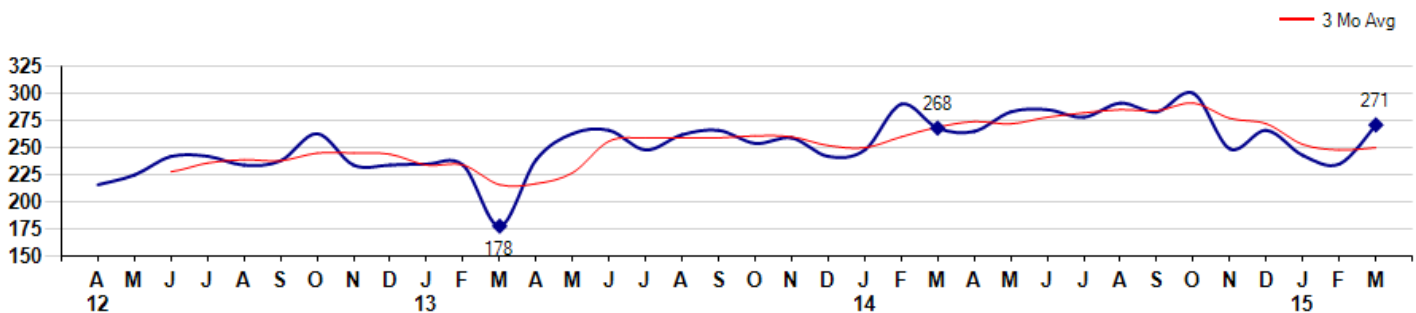
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 March 2015 Selling Price per Square Foot of \$271 was up 15.3% from \$235 last month and up 1.1% from \$268 in March of last year.

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



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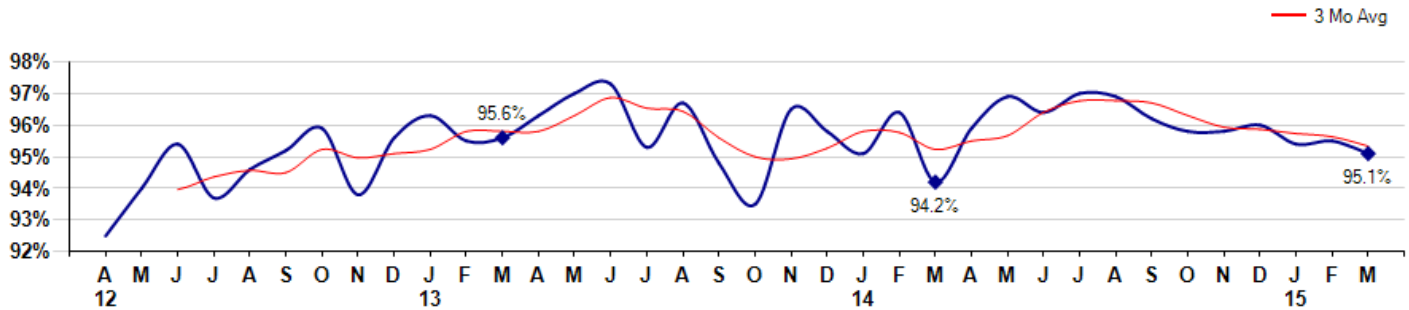


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### Selling Price vs Listing Price

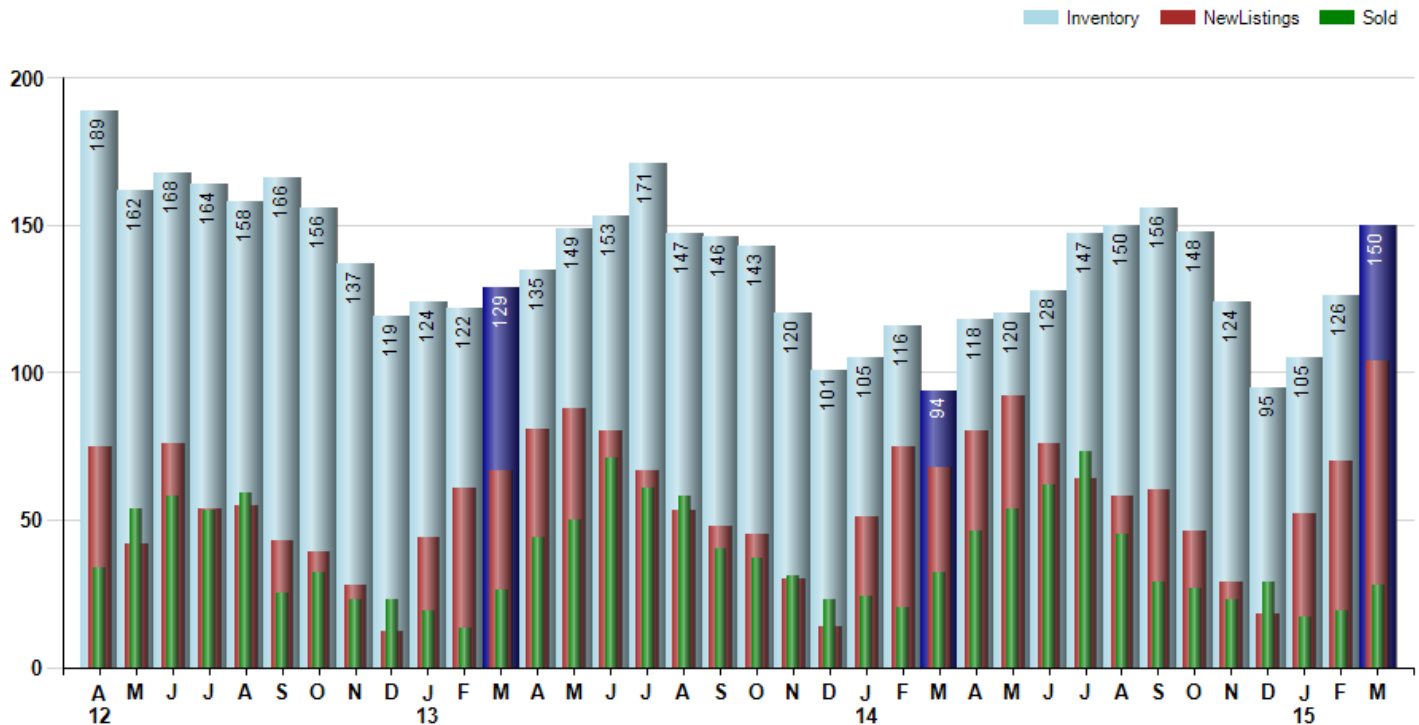
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2015 Selling Price vs List Price of 95.1% was down from 95.5% last month and up from 94.2% 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 2015 was 104, up 48.6% from 70 last month and up 52.9% from 68 in March of last year.



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|                | A 12 | 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  | J 15 | F  | M  |
|----------------|------|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|
| Homes Sold     | 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 | 27 | 23 | 29 | 17   | 19 | 28 |
| 3 Mo. Roll Avg |      |    | 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 | 34 | 26 | 26 | 23   | 22 | 21 |

| (000's)           | A 12 | 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   | J 15 | F   | M   |
|-------------------|------|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|
| Median Sale Price | 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 | 684 | 934 | 495 | 365  | 401 | 747 |
| 3 Mo. Roll Avg    |      |     | 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 | 621 | 696 | 704 | 598  | 420 | 504 |

|           | A 12 | 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  | J 15 | F   | M   |   |
|-----------|------|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|----|-----|-----|-----|-----|-----|-----|-----|-----|----|------|-----|-----|---|
| Inventory | 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 | 156 | 148 | 124 | 95 | 105  | 126 | 150 |   |
| MSI       | 6    | 3   | 3   | 3   | 3   | 7   | 5   | 6   | 5   | 7    | 9   | 5   | 3   | 3   | 2   | 3   | 3   | 4   | 4   | 4   | 4   | 4    | 4   | 6  | 3   | 3   | 2   | 2   | 2   | 3   | 5   | 5   | 5  | 3    | 6   | 7   | 5 |

|                | A 12 | 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  | J 15 | F  | M  |
|----------------|------|----|-----|----|----|----|----|----|-----|------|-----|-----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|
| Days On Market | 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 | 48 | 56 | 29 | 65   | 71 | 45 |
| 3 Mo. Roll Avg |      |    | 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 | 44 | 50   | 55 | 60 |

|                 | A 12 | 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   | J 15 | F   | M   |
|-----------------|------|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|
| Price per Sq Ft | 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 | 243  | 235 | 271 |
| 3 Mo. Roll Avg  |      |     | 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 | 253  | 248 | 250 |

|                    | A 12  | 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     | J 15  | F     | M     |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.958 | 0.958 | 0.960 | 0.954 | 0.955 | 0.951 |
| 3 Mo. Roll Avg     |       |       | 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 | 0.964 | 0.968 | 0.968 | 0.967 | 0.963 | 0.959 | 0.959 | 0.957 | 0.956 | 0.953 |

|              | A 12 | 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  | J 15 | F   | M   |
|--------------|------|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|----|-----|-----|-----|-----|-----|-----|-----|-----|----|------|-----|-----|
| New Listings | 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  | 60  | 46  | 29  | 18 | 52   | 70  | 104 |
| Inventory    | 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 | 156 | 148 | 124 | 95 | 105  | 126 | 150 |
| Sales        | 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  | 27  | 23  | 29 | 17   | 19  | 28  |

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|----------------|------|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|
| Avg Sale Price | 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 | 955 | 901 | 704 | 515  | 822 | 858 |
| 3 Mo. Roll Avg |      |     | 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 | 799 | 824 | 854 | 707  | 681 | 732 |

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