

MLS Area: Wilmette



ART WILSON

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com



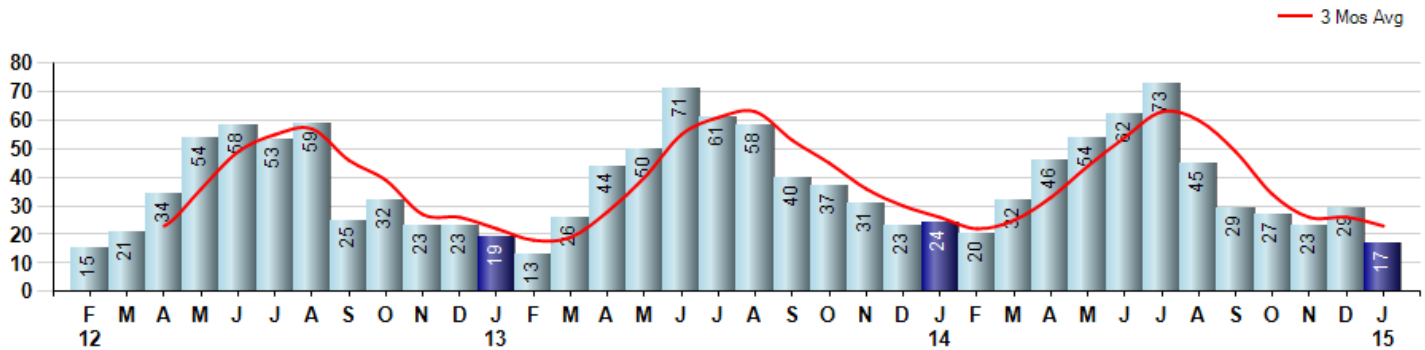
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$743,000	↑		↑				
Average List Price of all Current Listings	\$940,011	↑		↑				
January Median Sales Price	\$365,000	↓	↓	↓	↓	\$365,000	↓	↓
January Average Sales Price	\$515,140	↓	↓	↓	↓	\$515,140	↓	↓
Total Properties Currently for Sale (Inventory)	100	↑		↓				
January Number of Properties Sold	17	↓		↓		17	→	
January Average Days on Market (Solds)	65	↑	↑	↑	↑	65	↑	↑
January Month's Supply of Inventory	5.9	↑	↑	↑	↑	5.9	↑	↑
January Sale Price vs List Price Ratio	95.4%	↓	↓	↑	↓	95.7%	↑	↓

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

Property Sales

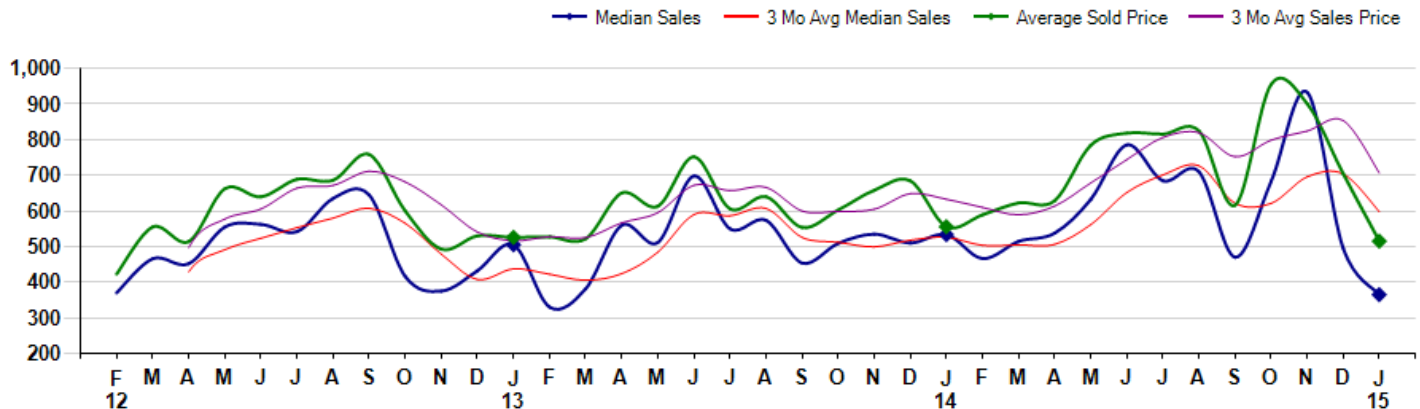
January Property sales were 17, down -29.2% from 24 in January of 2014 and -41.4% lower than the 29 sales last month. January 2015 sales were at their lowest level compared to January of 2014 and 2013. January YTD sales of 17 are running -29.2% behind last year's year-to-date sales of 24.



Prices

The Median Sales Price in January was \$365,000, down -31.6% from \$533,438 in January of 2014 and down -26.3% from \$495,000 last month. The Average Sales Price in January was \$515,140, down -7.3% from \$555,724 in January of 2014 and down -26.9% from \$704,351 last month. January 2015 ASP was at the lowest level compared to January of 2014 and 2013.

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



MLS Area: Wilmette



ART WILSON

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com



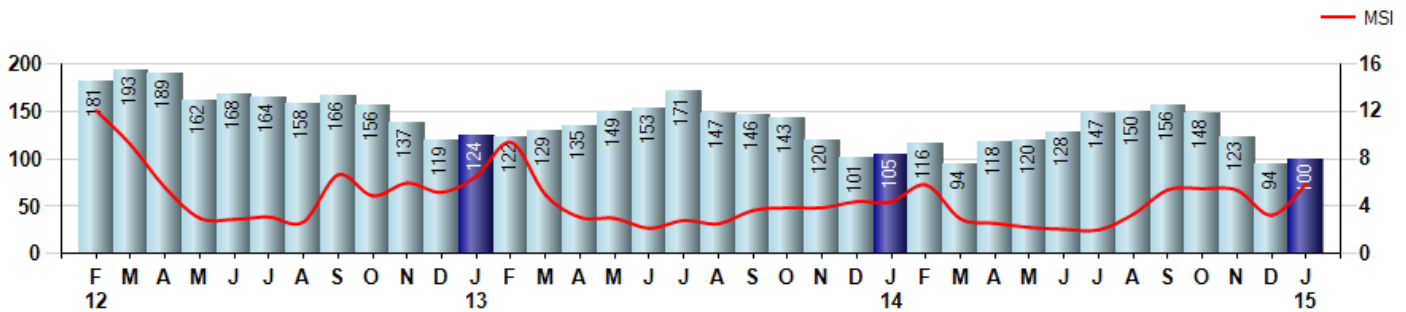
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of January was 100, up 6.4% from 94 last month and down -4.8% from 105 in January of last year. January 2015 Inventory was at the lowest level compared to January of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2015 MSI of 5.9 months was at a mid range compared with January of 2014 and 2013.

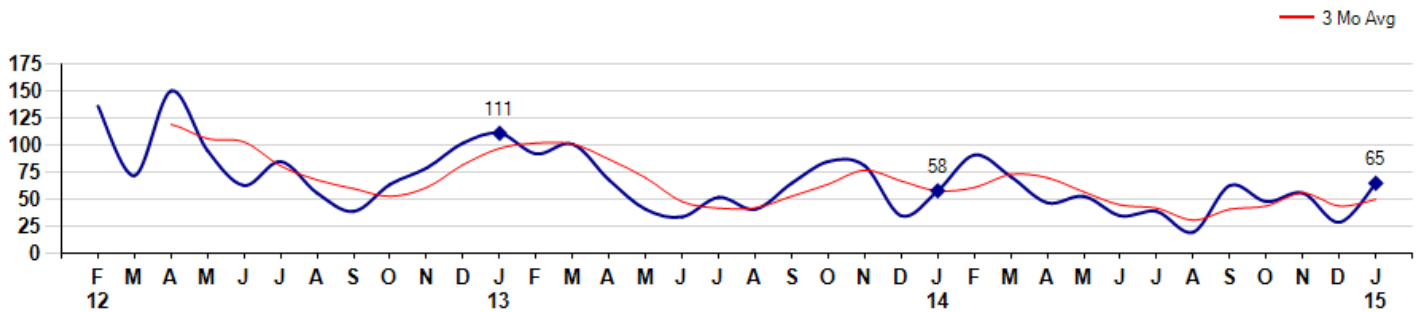
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 65, up 124.1% from 29 days last month and up 12.1% from 58 days in January of last year. The January 2015 DOM was at a mid range compared with January of 2014 and 2013.

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



MLS Area: Wilmette



ART WILSON

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com

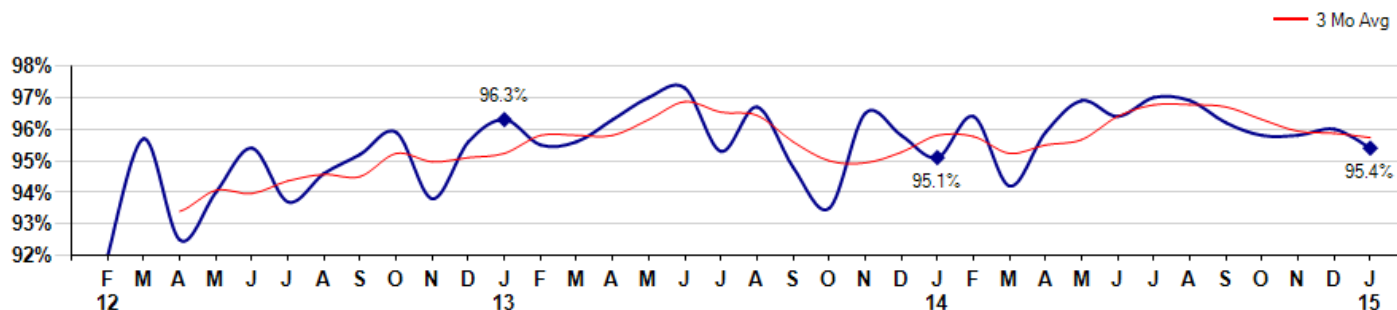


Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

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 January 2015 Selling Price vs List Price of 95.4% was down from 96.0% last month and up from 95.1% in January of last year.

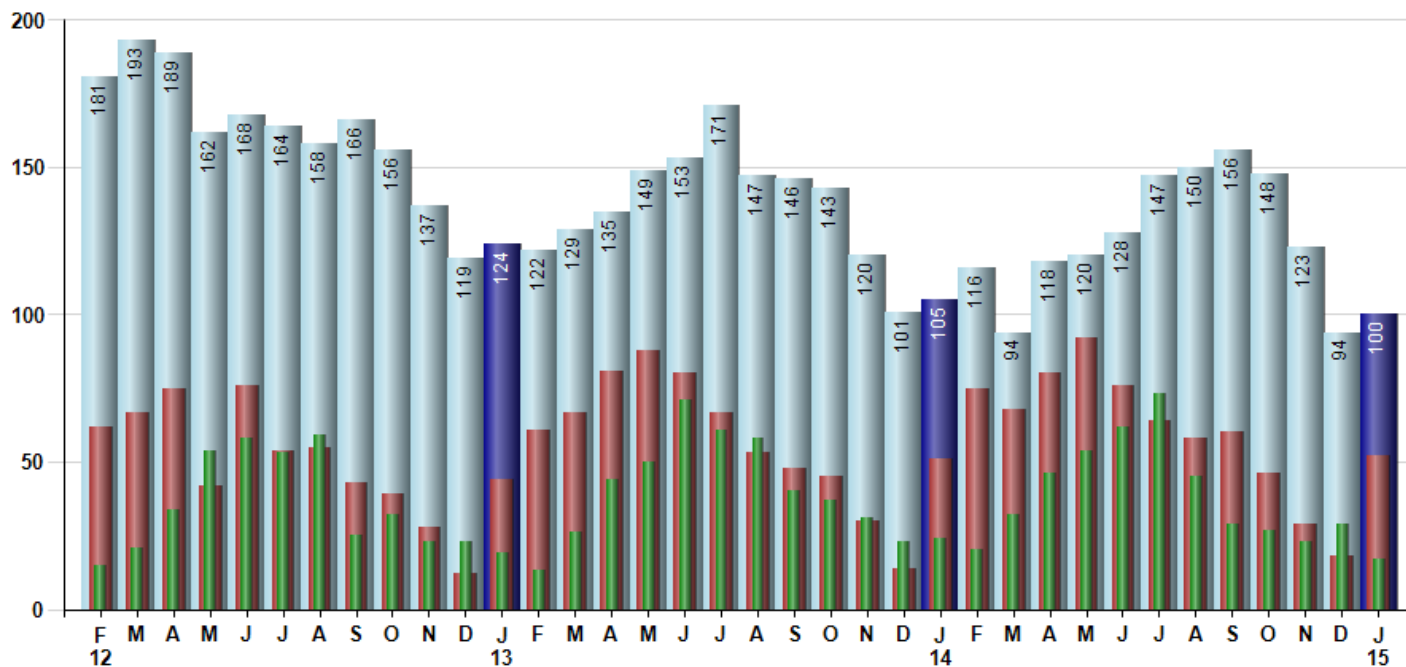
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 January 2015 was 52, up 188.9% from 18 last month and up 2.0% from 51 in January of last year.

Inventory NewListings Sold



© 2015 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 2/1/2012 through 1/31/2015. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



MLS Area: Wilmette



ART WILSON
 Broker, Realtor
 847-363-1599
 www.NorthShoreHomesOnline.com
 Art.Wilson@cbexchange.com



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

	F 12	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	J 15
Homes Sold	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	27	23	29	17
3 Mo. Roll Avg			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	34	26	26	23

	(000's) F 12	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	J 15
Median Sale Price	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	684	934	495	365
3 Mo. Roll Avg			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	621	696	704	598

	F 12	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	J 15
Inventory	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	156	148	123	94	100
MSI	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	5	5	3	6

	F 12	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	J 15
Days On Market	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	48	56	29	65
3 Mo. Roll Avg			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	44	50

	F 12	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	J 15
Price per Sq Ft	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	243
3 Mo. Roll Avg			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	253

	F 12	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	J 15
Sale to List Price	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	0.958	0.958	0.960	0.954
3 Mo. Roll Avg			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	0.964	0.968	0.968	0.967	0.963	0.959	0.959	0.957

	F 12	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	J 15
New Listings	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	60	46	29	18	52
Inventory	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	156	148	123	94	100
Sales	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	27	23	29	17

	(000's) F 12	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	J 15
Avg Sale Price	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	955	901	704	515
3 Mo. Roll Avg			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	799	824	854	707

© 2015 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 2/1/2012 through 1/31/2015. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.

