

## MLS Area: Wilmette



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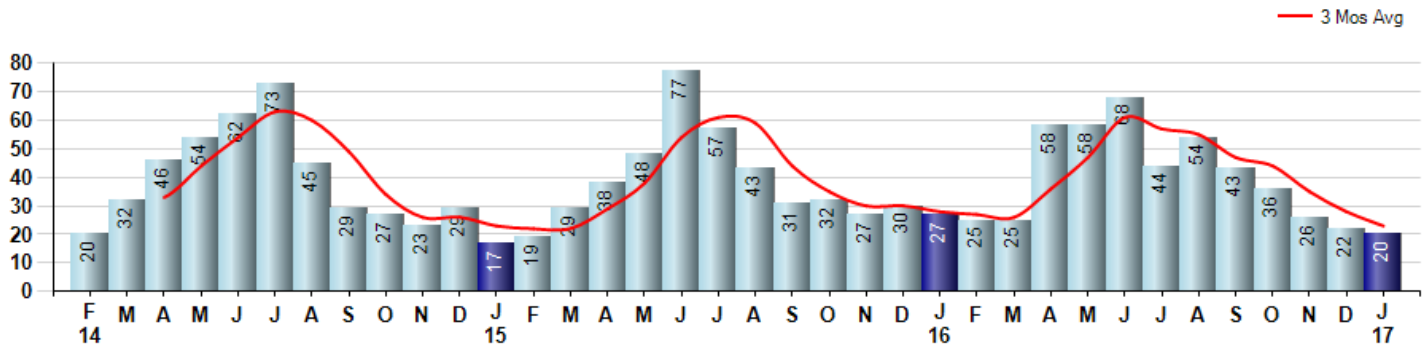
Price Range: \$0 to \$999,999,999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$792,000	↑		↑				
Average List Price of all Current Listings	\$948,733	↑		↔				
January Median Sales Price	\$536,750	↓	↓	↓	↓	\$536,750	↓	↓
January Average Sales Price	\$673,368	↓	↓	↓	↓	\$673,368	↓	↓
Total Properties Currently for Sale (Inventory)	162	↑		↑				
January Number of Properties Sold	20	↓		↓		20	↔	
January Average Days on Market (Solds)	71	↓	↓	↓	↑	71	↓	↑
January Month's Supply of Inventory	8.1	↑	↑	↑	↑	8.1	↑	↑
January Sale Price vs List Price Ratio	91.9%	↑	↔	↑	↓	91.9%	↑	↓

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

### Property Sales

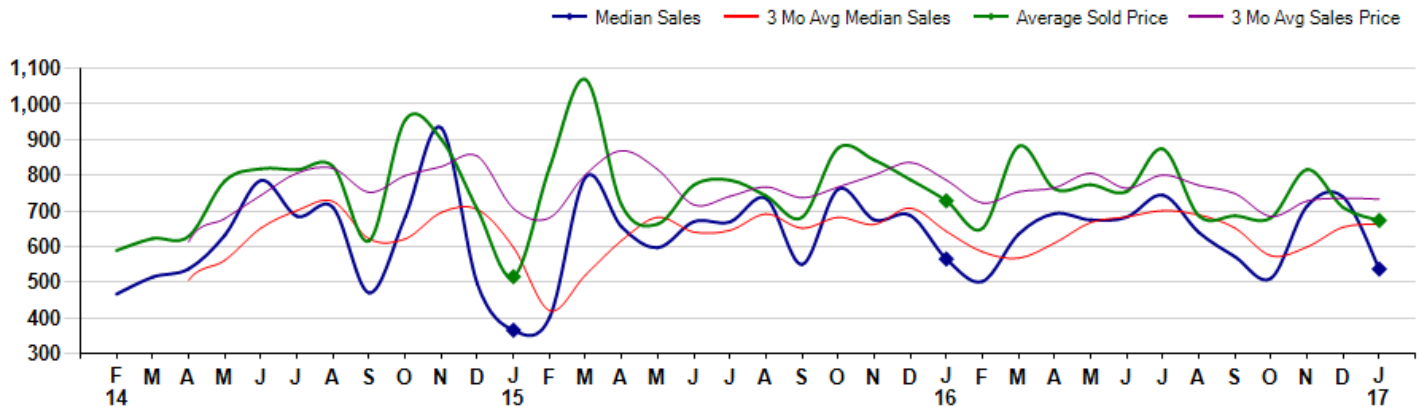
January Property sales were 20, down -25.9% from 27 in January of 2016 and -9.1% lower than the 22 sales last month. January 2017 sales were at a mid level compared to January of 2016 and 2015. January YTD sales of 20 are running -25.9% behind last year's year-to-date sales of 27.



### Prices

The Median Sales Price in January was \$536,750, down -5.0% from \$565,000 in January of 2016 and down -27.3% from \$738,750 last month. The Average Sales Price in January was \$673,368, down -7.6% from \$728,450 in January of 2016 and down -5.1% from \$709,295 last month. January 2017 ASP was at a mid range compared to January of 2016 and 2015.

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



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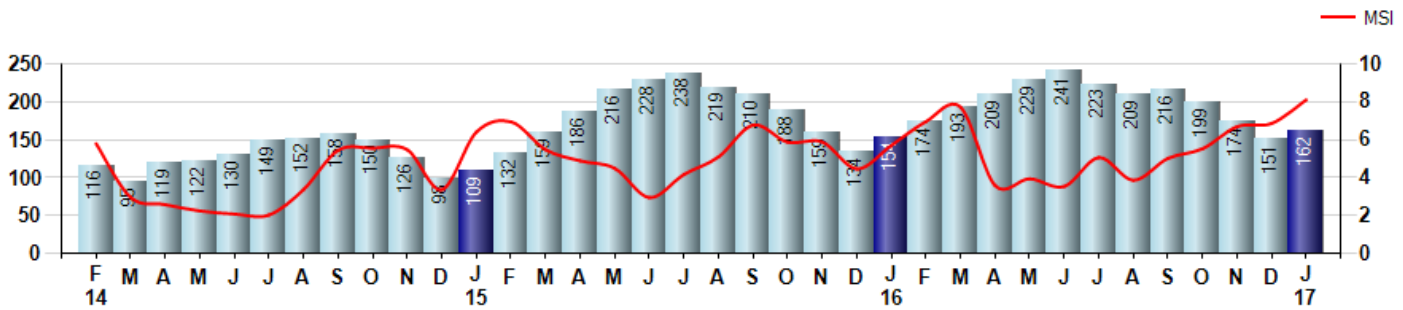
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### Inventory & MSI

The Total Inventory of Properties available for sale as of January was 162, up 7.3% from 151 last month and up 5.2% from 154 in January of last year. January 2017 Inventory was at highest level compared to January of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2017 MSI of 8.1 months was at its highest level compared with January of 2016 and 2015.

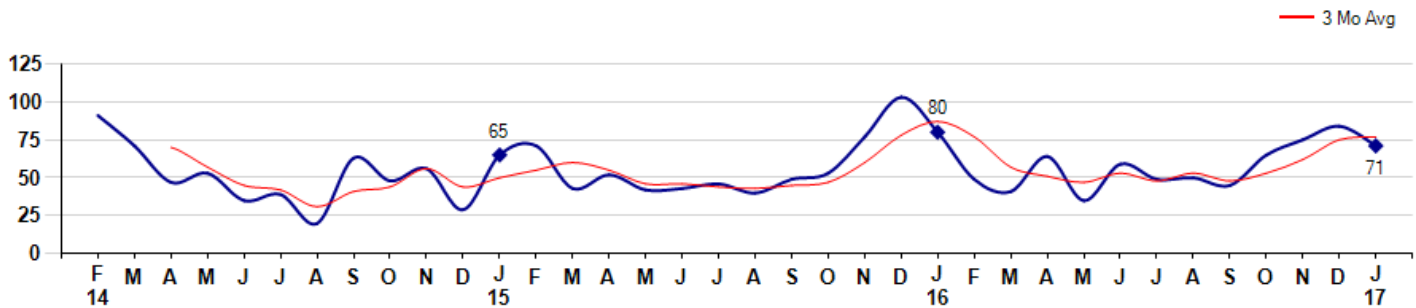
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 71, down -15.5% from 84 days last month and down -11.3% from 80 days in January of last year. The January 2017 DOM was at a mid range compared with January of 2016 and 2015.

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



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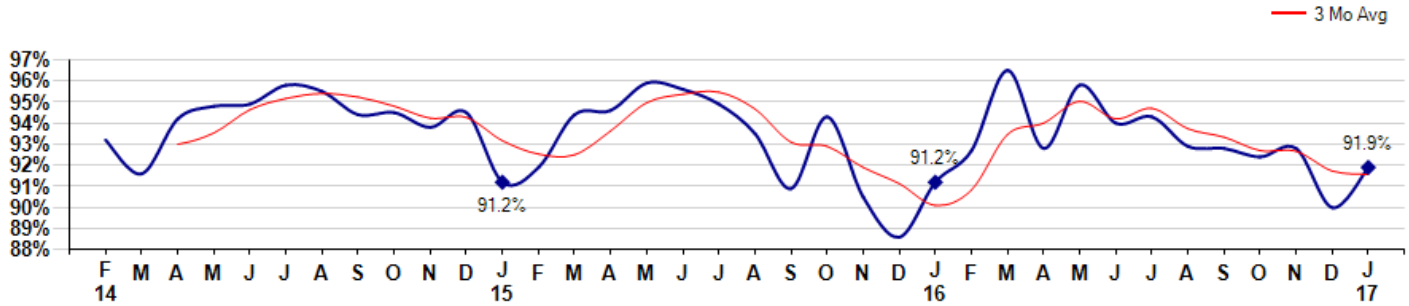


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### Selling Price vs Listing Price

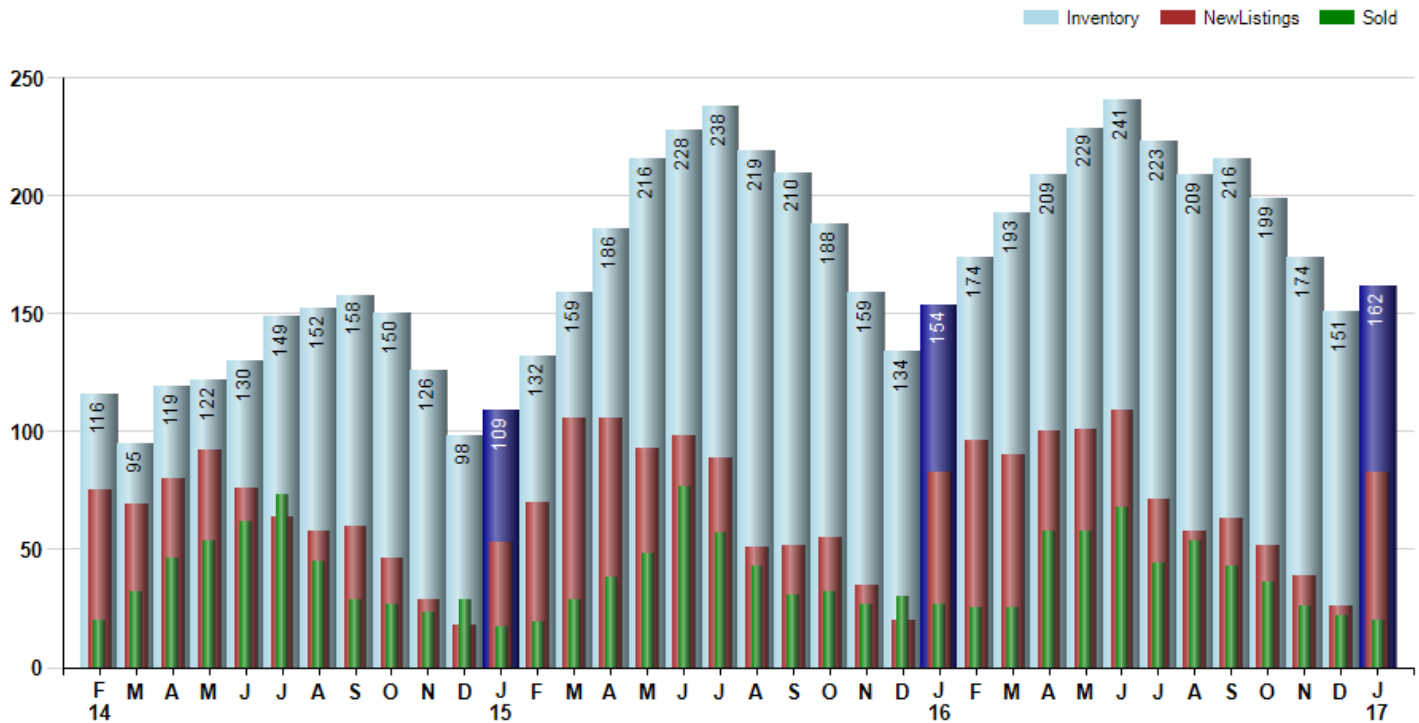
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The January 2017 Selling Price vs List Price of 91.9% was up from 90.0% last month and up from 91.2% 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 2017 was 83, up 219.2% from 26 last month and equal to 83 in January of last year.



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	F 14	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17
Homes Sold	20	32	46	54	62	73	45	29	27	23	29	17	19	29	38	48	77	57	43	31	32	27	30	27	25	25	58	58	68	44	54	43	36	26	22	20
3 Mo. Roll Avg			33	44	54	63	60	49	34	26	26	23	22	22	29	38	54	61	59	44	35	30	30	28	27	26	36	47	61	57	55	47	44	35	28	23

	(000's) F 14	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17
Median Sale Price	466	515	538	632	786	685	710	470	684	934	495	365	401	795	655	597	670	669	735	550	761	675	688	565	502	635	693	675	683	745	640	572	511	714	739	537
3 Mo. Roll Avg			506	561	652	701	727	622	621	696	704	598	420	520	617	682	641	645	691	651	682	662	708	643	585	567	610	667	683	701	689	652	574	599	655	663

	F 14	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17
Inventory	116	95	119	122	130	149	152	158	150	126	98	109	132	159	186	216	228	238	219	210	188	159	134	154	174	193	209	229	241	223	209	216	199	174	151	162
MSI	6	3	3	2	2	2	3	5	6	5	3	6	7	5	5	5	3	4	5	7	6	6	4	6	7	8	4	4	4	5	4	5	6	7	7	8

	F 14	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17
Days On Market	91	71	47	53	35	39	20	63	48	56	29	65	71	43	52	42	43	46	40	49	53	77	103	80	49	41	64	35	59	49	50	45	65	75	84	71
3 Mo. Roll Avg			70	57	45	42	31	41	44	56	44	50	55	60	55	46	46	44	43	45	47	60	78	87	77	57	51	47	53	48	53	48	53	62	75	77

	F 14	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17
Price per Sq Ft	290	268	265	283	285	278	291	283	300	249	266	243	235	271	257	281	277	294	280	262	303	292	240	276	247	306	269	271	285	283	290	264	266	318	240	224
3 Mo. Roll Avg			274	272	278	282	285	284	291	277	272	253	248	250	254	270	272	284	284	279	282	286	278	269	254	276	274	282	275	280	286	279	273	283	275	261

	F 14	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17
Sale to List Price	0.932	0.916	0.942	0.948	0.949	0.958	0.955	0.944	0.945	0.938	0.945	0.912	0.919	0.944	0.946	0.959	0.956	0.949	0.935	0.909	0.943	0.905	0.886	0.912	0.927	0.965	0.928	0.958	0.940	0.943	0.929	0.928	0.924	0.928	0.900	0.919
3 Mo. Roll Avg			0.930	0.935	0.946	0.952	0.954	0.952	0.948	0.942	0.943	0.932	0.925	0.925	0.936	0.950	0.954	0.955	0.947	0.931	0.929	0.919	0.911	0.901	0.908	0.935	0.940	0.950	0.942	0.947	0.937	0.933	0.927	0.927	0.917	0.916

	F 14	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17
New Listings	75	69	80	92	76	64	58	60	46	29	18	53	70	106	106	93	98	89	51	52	55	35	20	83	96	90	100	101	109	71	58	63	52	39	26	83
Inventory	116	95	119	122	130	149	152	158	150	126	98	109	132	159	186	216	228	238	219	210	188	159	134	154	174	193	209	229	241	223	209	216	199	174	151	162
Sales	20	32	46	54	62	73	45	29	27	23	29	17	19	29	38	48	77	57	43	31	32	27	30	27	25	25	58	58	68	44	54	43	36	26	22	20

	(000's) F 14	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17
Avg Sale Price	589	623	629	784	819	816	825	616	955	901	704	515	822	1,069	716	663	773	787	742	682	877	843	788	728	651	882	762	774	755	874	686	686	681	816	709	673
3 Mo. Roll Avg			614	679	744	806	820	752	799	824	854	707	681	802	869	816	717	741	767	737	767	801	836	786	722	754	765	806	763	801	772	749	684	728	736	733

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