MARKET ACTION REPORT December 2016

MLS Area: Wilmette

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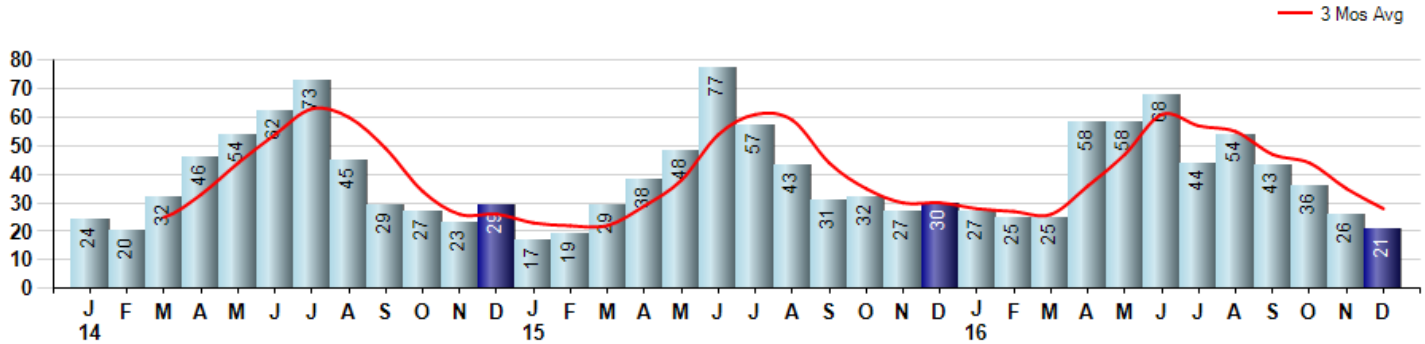
Price Range: $0 to $999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*: LM	L3M	PYM	LY	YTD	Trending Versus*: PriorYTD	PriorYear
Median List Price of all Current Listings	$672,450	↓		↓				
Average List Price of all Current Listings	$895,520	↓		↓				
December Median Sales Price	$735,000	↑	↑	↑	↑	$660,000	↑	↑
December Average Sales Price	$652,595	↓	↓	↓	↓	$748,098	↓	↓
Total Properties Currently for Sale (Inventory)	146	↓		↑				
December Number of Properties Sold	21	↓		↓		485	↑	
December Average Days on Market (Solds)	76	↑	↑	↓	↑	55	↑	↑
December Month's Supply of Inventory	7.0	↑	↑	↑	↑	5.4	↑	↑
December Sale Price vs List Price Ratio	94.2%	↓	↓	↓	↓	95.8%	↓	↓

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

Property Sales

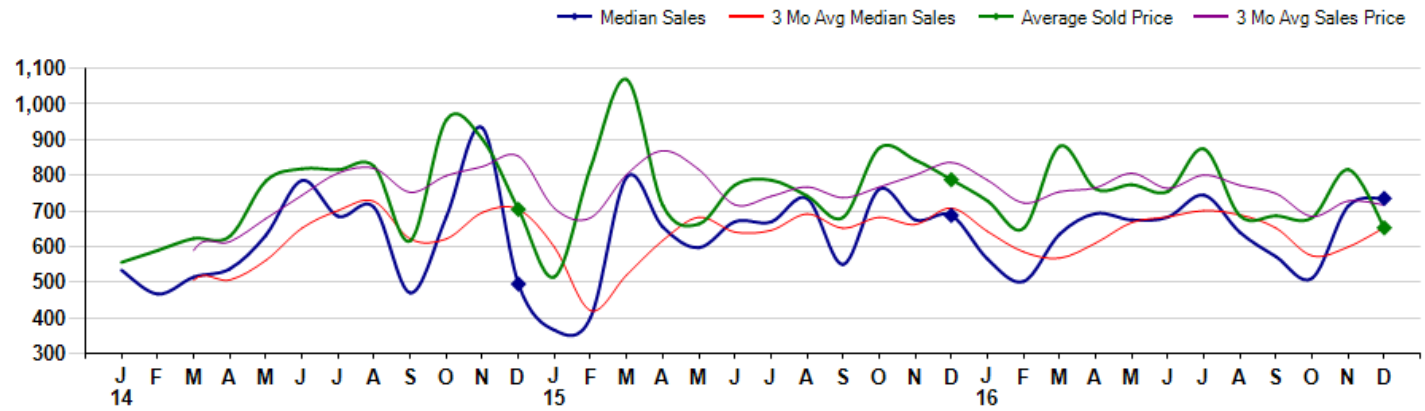
December Property sales were 21, down -30.0% from 30 in December of 2015 and -19.2% lower than the 26 sales last month. December 2016 sales were at their lowest level compared to December of 2015 and 2014. December YTD sales of 485 are running 8.3% ahead of last year's year-to-date sales of 448.



Prices

The Median Sales Price in December was $735,000, up 6.9% from $687,500 in December of 2015 and up 3.0% from $713,750 last month. The Average Sales Price in December was $652,595, down -17.2% from $787,683 in December of 2015 and down -20.1% from $816,303 last month. December 2016 ASP was at the lowest level compared to December of 2015 and 2014.

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



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Based on information from Midwest Real Estate Data LLC for the period 1/1/2014 through 12/31/2016. 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.

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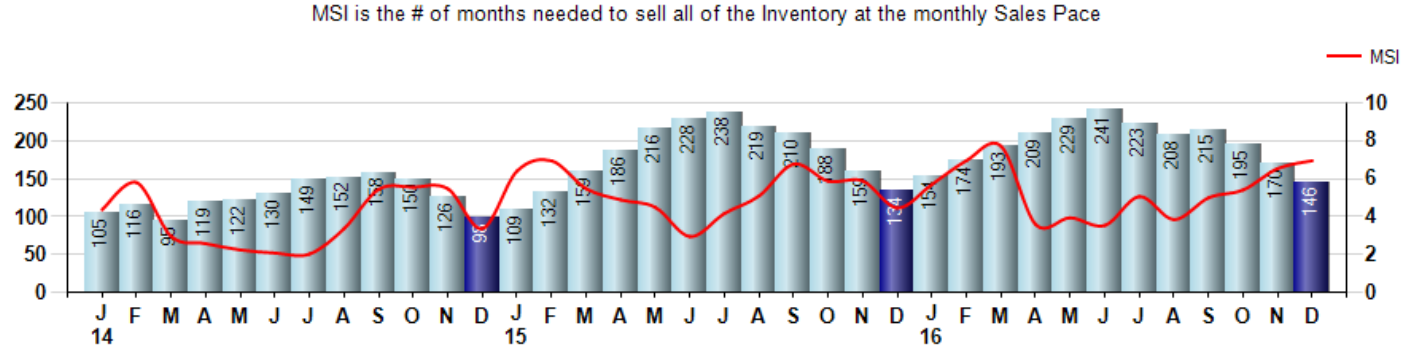
Inventory & MSI

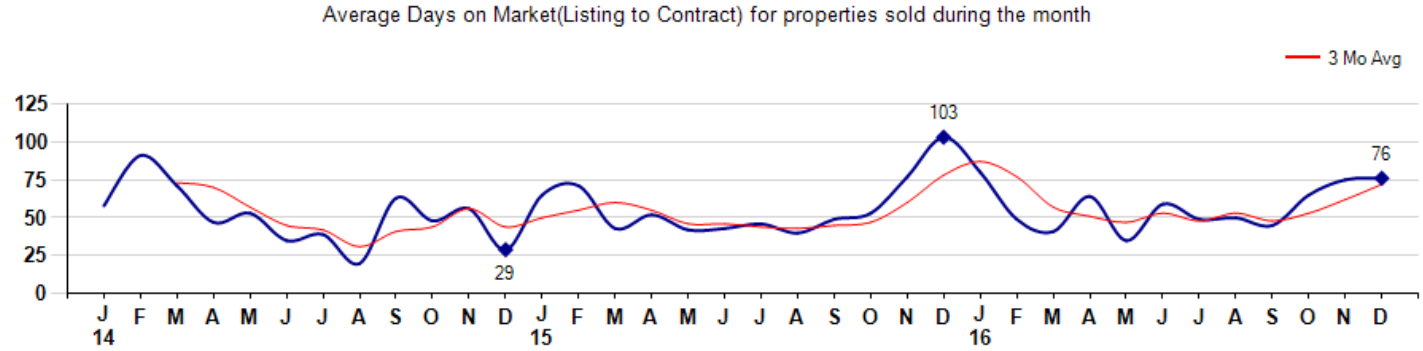
The Total Inventory of Properties available for sale as of December was 146, down -14.1% from 170 last month and up 9.0% from 134 in December of last year. December 2016 Inventory was at highest level compared to December of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2016 MSI of 7.0 months was at its highest level compared with December of 2015 and 2014.



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 76, up 1.3% from 75 days last month and down -26.2% from 103 days in December of last year. The December 2016 DOM was at a mid range compared with December of 2015 and 2014.



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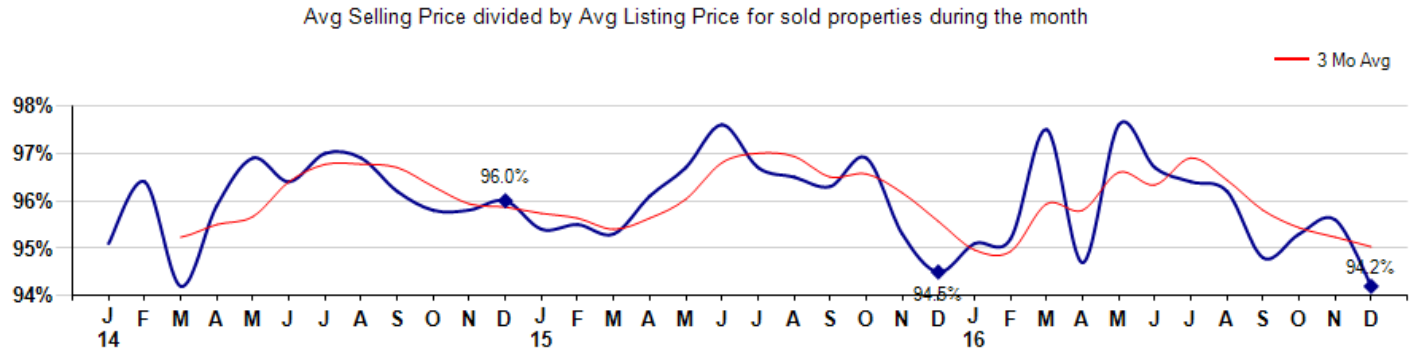
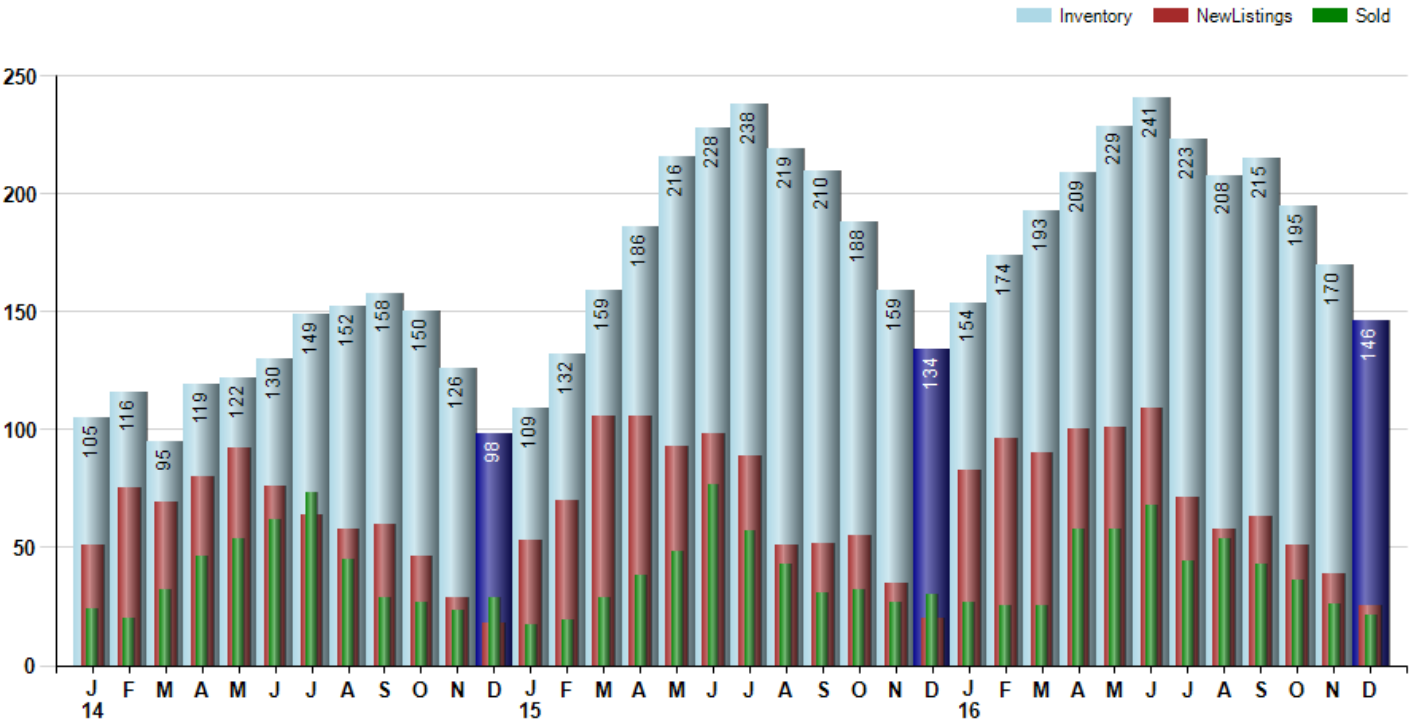
Selling Price vs Listing Price

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 2016 Selling Price vs List Price of 94.2% was down from 95.6% last month and down from 94.5% in December of last year.



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 2016 was 25, down -35.9% from 39 last month and up 25.0% from 20 in December of last year.



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	J 14	F	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
Homes Sold	24	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	21
3 Mo. Roll Avg			25	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

(000's)	J 14	F	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
MedianSalePrice	533	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	735
3 Mo. Roll Avg			505	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	653

	J 14	F	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
Inventory	105	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	208	215	195	170	146
MSI	4	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	5	7	7

	J 14	F	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
Days On Market	58	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	76
3 Mo. Roll Avg			73	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	72

	J 14	F	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
Price per Sq Ft	248	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	228
3 Mo. Roll Avg			269	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	271

	J 14	F	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
Sale to List Price	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	0.953	0.961	0.967	0.976	0.967	0.965	0.963	0.969	0.953	0.945	0.951	0.952	0.975	0.947	0.976	0.967	0.964	0.962	0.948	0.953	0.956	0.942
3 Mo. Roll Avg			0.952	0.955	0.957	0.964	0.968	0.968	0.967	0.963	0.959	0.959	0.957	0.956	0.954	0.956	0.960	0.968	0.970	0.969	0.965	0.966	0.962	0.956	0.950	0.949	0.959	0.958	0.966	0.963	0.969	0.964	0.958	0.954	0.952	0.950

	J 14	F	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
New Listings	51	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	51	39	25
Inventory	105	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	208	215	195	170	146
Sales	24	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	21

(000's)	J 14	F	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
Avg Sale Price	556	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	653
3 Mo. Roll Avg			589	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	717

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