

## MLS Area: Wilmette



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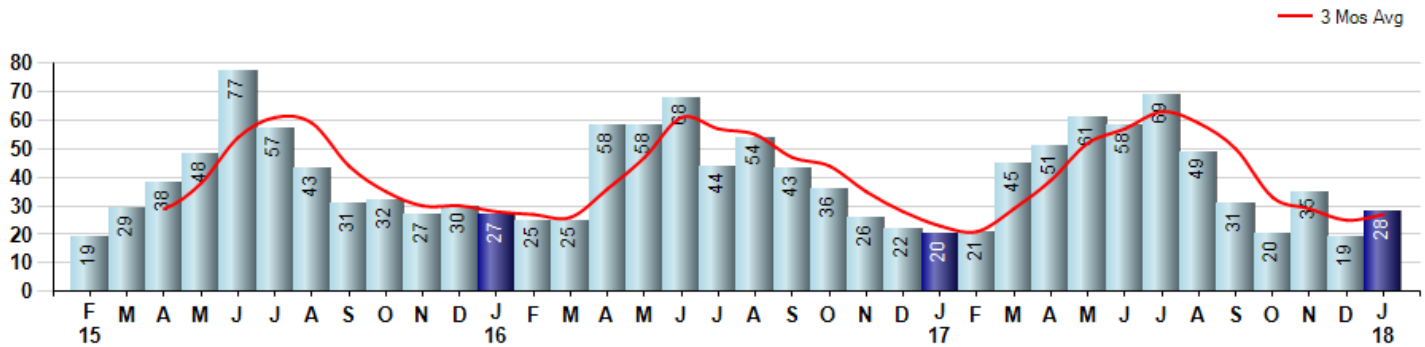
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$962,500	↑		↑				
Average List Price of all Current Listings	\$1,000,699	↑		↑				
January Median Sales Price	\$671,250	↑	↑	↑	↑	\$671,250	↑	↑
January Average Sales Price	\$895,651	↑	↑	↑	↑	\$895,651	↑	↑
Total Properties Currently for Sale (Inventory)	114	↑		↓				
January Number of Properties Sold	28	↑		↑		28	↔	
January Average Days on Market (Solds)	64	↑	↓	↓	↑	64	↓	↑
January Month's Supply of Inventory	4.1	↓	↓	↓	↓	4.1	↓	↓
January Sale Price vs List Price Ratio	93.0%	↑	↑	↑	↔	93.0%	↑	↔

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

### Property Sales

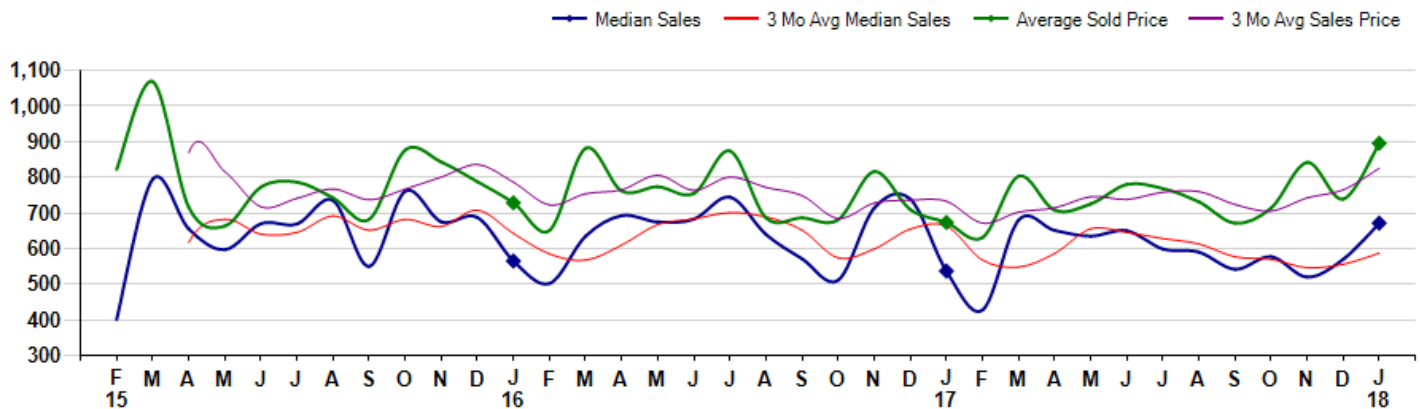
January Property sales were 28, up 40.0% from 20 in January of 2017 and 47.4% higher than the 19 sales last month. January 2018 sales were at their highest level compared to January of 2017 and 2016. January YTD sales of 28 are running 40.0% ahead of last year's year-to-date sales of 20.



### Prices

The Median Sales Price in January was \$671,250, up 25.1% from \$536,750 in January of 2017 and up 17.8% from \$570,000 last month. The Average Sales Price in January was \$895,651, up 33.0% from \$673,368 in January of 2017 and up 21.2% from \$738,868 last month. January 2018 ASP was at highest level compared to January of 2017 and 2016.

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



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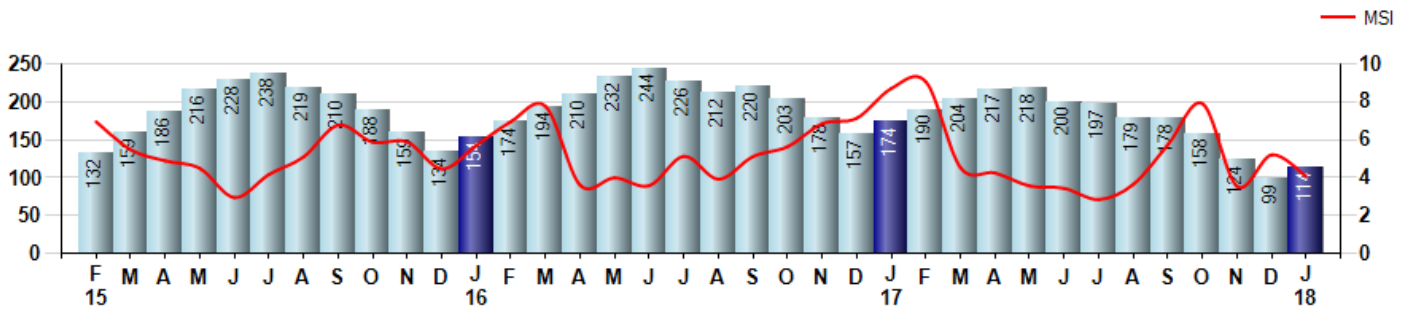
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### Inventory & MSI

The Total Inventory of Properties available for sale as of January was 114, up 15.2% from 99 last month and down -34.5% from 174 in January of last year. January 2018 Inventory was at the lowest level compared to January of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2018 MSI of 4.1 months was at its lowest level compared with January of 2017 and 2016.

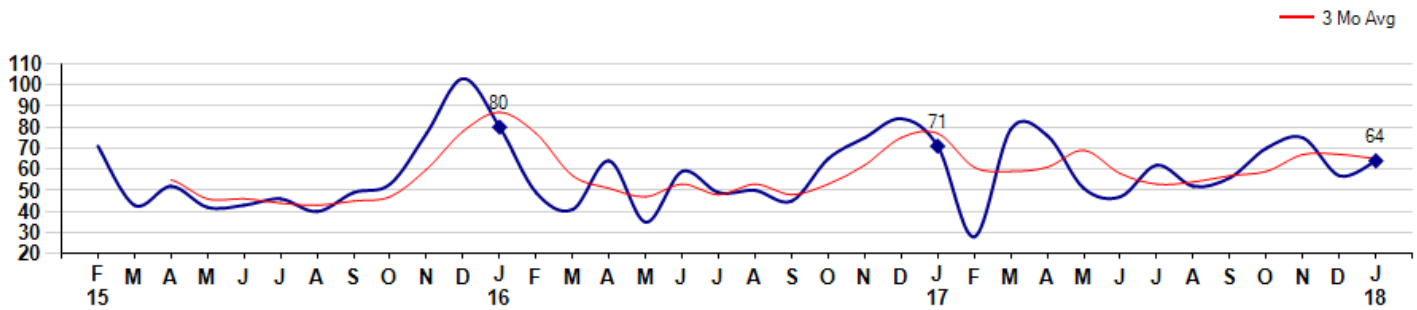
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 64, up 12.3% from 57 days last month and down -9.9% from 71 days in January of last year. The January 2018 DOM was at its lowest level compared with January of 2017 and 2016.

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



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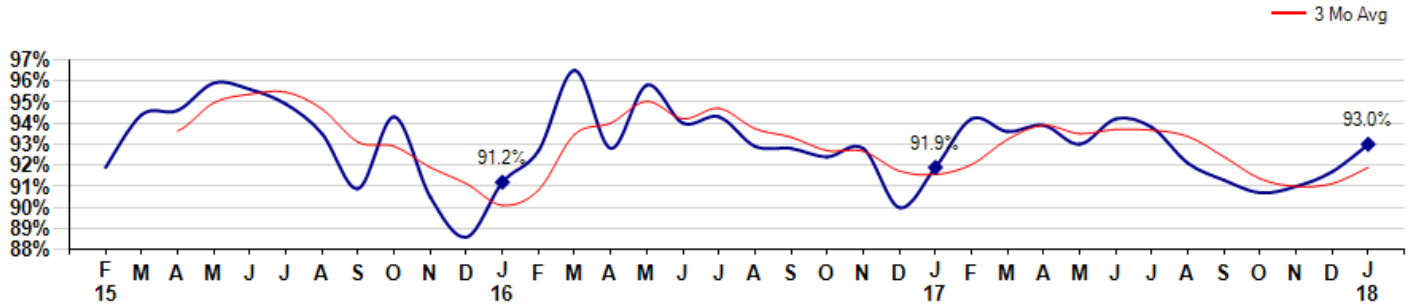


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### Selling Price vs Listing Price

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 2018 Selling Price vs List Price of 93.0% was up from 91.7% last month and up from 91.9% in January of last year.

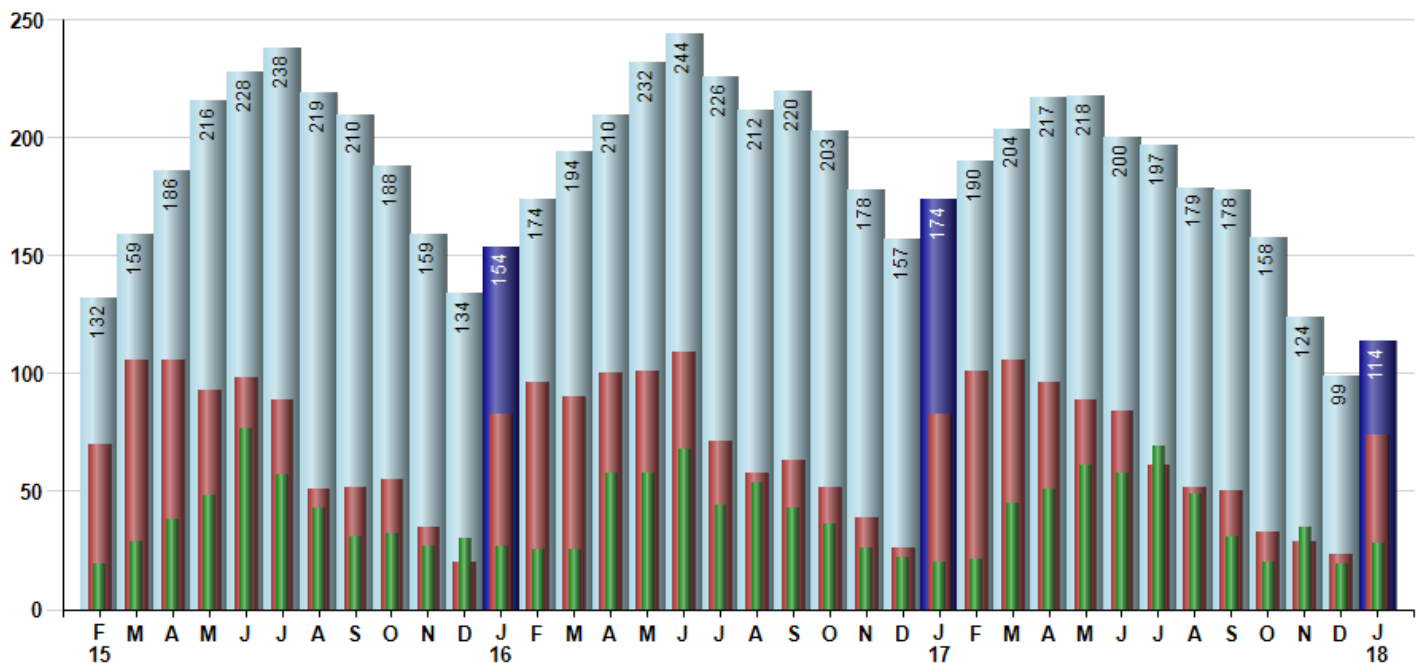
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 2018 was 74, up 221.7% from 23 last month and down -10.8% from 83 in January of last year.

Inventory (light blue), New Listings (red), Sold (green)



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# MARKET ACTION REPORT

January 2018

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	F 15	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	F	M	A	M	J	J	A	S	O	N	D	J 18
Homes Sold	19	29	38	48	77	57	43	31	32	27	30	27	25	25	58	58	68	44	54	43	36	26	22	20	21	45	51	61	58	69	49	31	20	35	19	28
3 Mo. Roll Avg			29	38	54	61	59	44	35	30	30	28	27	26	36	47	61	57	55	47	44	35	28	23	21	29	39	52	57	63	59	50	33	29	25	27

	(000's) F 15	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	F	M	A	M	J	J	A	S	O	N	D	J 18
Median Sale Price	401	795	655	597	670	669	735	550	761	675	688	565	502	635	693	675	683	745	640	572	511	714	739	537	428	680	651	635	650	599	590	542	578	520	570	671
3 Mo. Roll Avg			617	682	641	645	691	651	682	662	708	643	585	567	610	667	683	701	689	652	574	599	655	663	568	548	586	655	645	628	613	577	570	546	556	587

	F 15	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	F	M	A	M	J	J	A	S	O	N	D	J 18
Inventory	132	159	186	216	228	238	219	210	188	159	134	154	174	194	210	232	244	226	212	220	203	178	157	174	190	204	217	218	200	197	179	178	158	124	99	114
MSI	7	5	5	5	3	4	5	7	6	6	4	6	7	8	4	4	4	5	4	5	6	7	7	9	9	5	4	4	3	3	4	6	8	4	5	4

	F 15	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	F	M	A	M	J	J	A	S	O	N	D	J 18
Days On Market	71	43	52	42	43	46	40	49	53	77	103	80	49	41	64	35	59	49	50	45	65	75	84	71	28	79	76	51	47	62	52	56	70	75	57	64
3 Mo. Roll Avg			55	46	46	44	43	45	47	60	78	87	77	57	51	47	53	48	53	48	53	62	75	77	61	59	61	69	58	53	54	57	59	67	67	65

	F 15	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	F	M	A	M	J	J	A	S	O	N	D	J 18
Price per Sq Ft	235	271	257	281	277	294	280	262	303	292	240	276	247	306	269	271	285	283	290	264	266	318	240	224	258	278	279	272	296	270	275	260	248	256	278	276
3 Mo. Roll Avg			254	270	272	284	284	279	282	286	278	269	254	276	274	282	275	280	286	279	273	283	275	261	241	253	272	276	282	279	280	268	261	255	261	270

	F 15	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	F	M	A	M	J	J	A	S	O	N	D	J 18
Sale to List Price	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	0.942	0.936	0.939	0.930	0.942	0.938	0.921	0.913	0.907	0.910	0.917	0.930
3 Mo. Roll Avg			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	0.920	0.932	0.939	0.935	0.937	0.937	0.934	0.924	0.914	0.910	0.911	0.919

	F 15	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	F	M	A	M	J	J	A	S	O	N	D	J 18
New Listings	70	106	106	93	98	89	51	52	55	35	20	83	96	90	100	101	109	71	58	63	52	39	26	83	101	106	96	89	84	61	52	50	33	29	23	74
Inventory	132	159	186	216	228	238	219	210	188	159	134	154	174	194	210	232	244	226	212	220	203	178	157	174	190	204	217	218	200	197	179	178	158	124	99	114
Sales	19	29	38	48	77	57	43	31	32	27	30	27	25	25	58	58	68	44	54	43	36	26	22	20	21	45	51	61	58	69	49	31	20	35	19	28

	(000's) F 15	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	F	M	A	M	J	J	A	S	O	N	D	J 18
Avg Sale Price	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	631	803	708	725	780	769	731	671	714	842	739	896
3 Mo. Roll Avg			869	816	717	741	767	737	767	801	836	786	722	754	765	806	763	801	772	749	684	728	736	671	702	714	745	738	758	760	724	705	742	765	826	

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