

MLS Area: Wilmette



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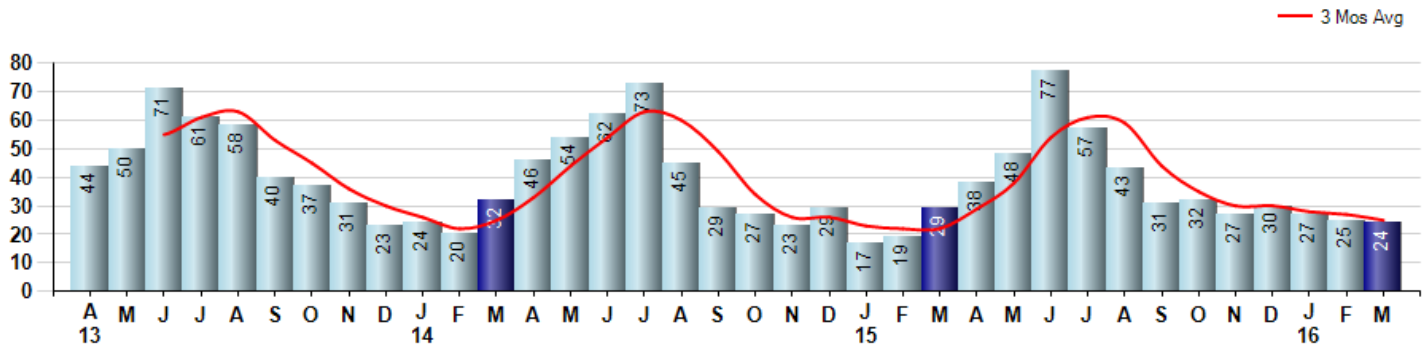
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$767,000	↔		↓				
Average List Price of all Current Listings	\$981,157	↔		↓				
March Median Sales Price	\$635,000	↑	↑	↓	↔	\$608,500	↑	↓
March Average Sales Price	\$858,479	↑	↑	↓	↑	\$744,077	↓	↓
Total Properties Currently for Sale (Inventory)	188	↑		↑				
March Number of Properties Sold	24	↓		↓		76	↑	
March Average Days on Market (Solds)	43	↓	↓	↔	↓	58	↑	↑
March Month's Supply of Inventory	7.8	↑	↑	↑	↑	6.8	↑	↑
March Sale Price vs List Price Ratio	97.4%	↑	↑	↑	↑	95.5%	↓	↓

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

Property Sales

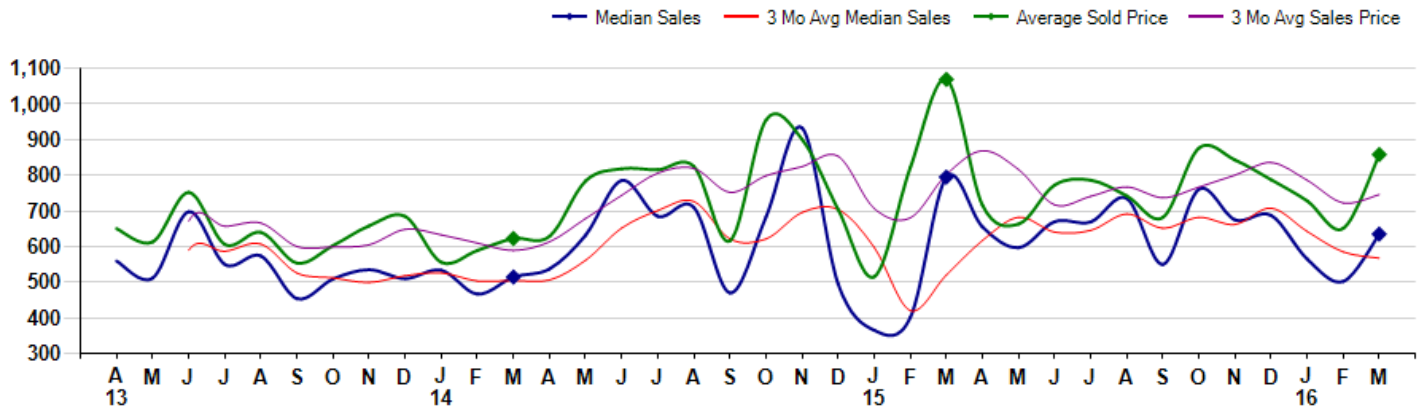
March Property sales were 24, down -17.2% from 29 in March of 2015 and -4.0% lower than the 25 sales last month. March 2016 sales were at their lowest level compared to March of 2015 and 2014. March YTD sales of 76 are running 16.9% ahead of last year's year-to-date sales of 65.



Prices

The Median Sales Price in March was \$635,000, down -20.1% from \$795,000 in March of 2015 and up 26.4% from \$502,200 last month. The Average Sales Price in March was \$858,479, down -19.7% from \$1,069,351 in March of 2015 and up 31.8% from \$651,128 last month. March 2016 ASP was at a mid range compared to March of 2015 and 2014.

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



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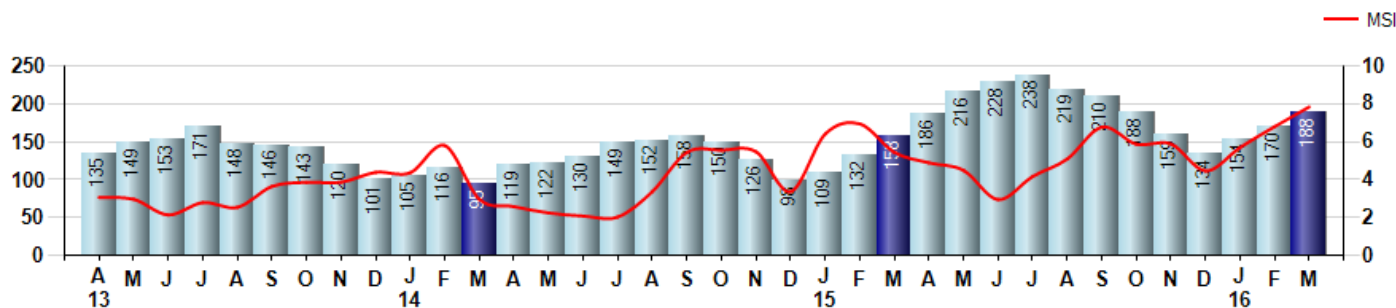
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Inventory & MSI

The Total Inventory of Properties available for sale as of March was 188, up 10.6% from 170 last month and up 19.0% from 158 in March of last year. March 2016 Inventory was at highest level compared to March of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2016 MSI of 7.8 months was at its highest level compared with March of 2015 and 2014.

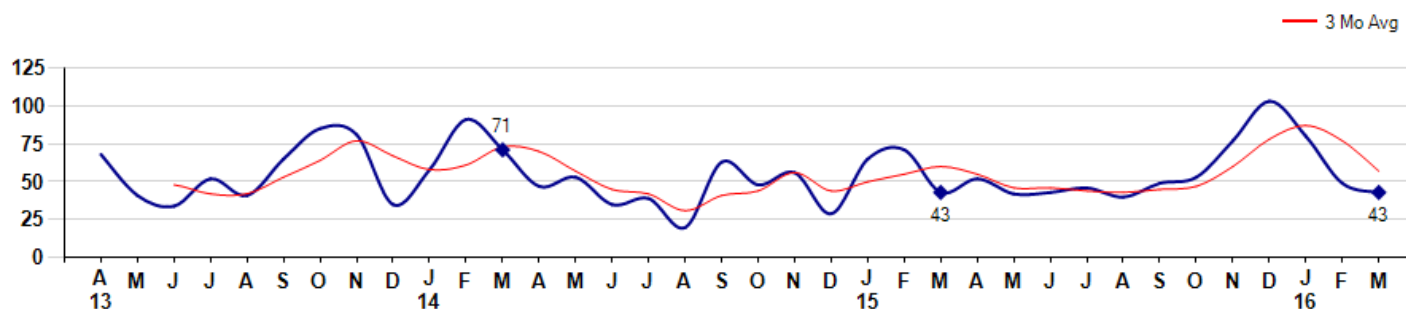
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 43, down -12.2% from 49 days last month and equal to 43 days in March of last year. The March 2016 DOM was at its lowest level compared with March of 2015 and 2014.

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



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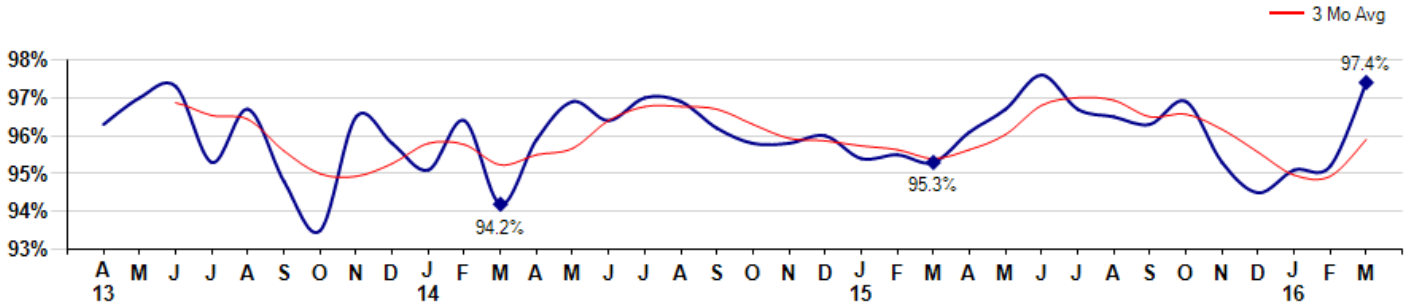


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Selling Price vs Listing Price

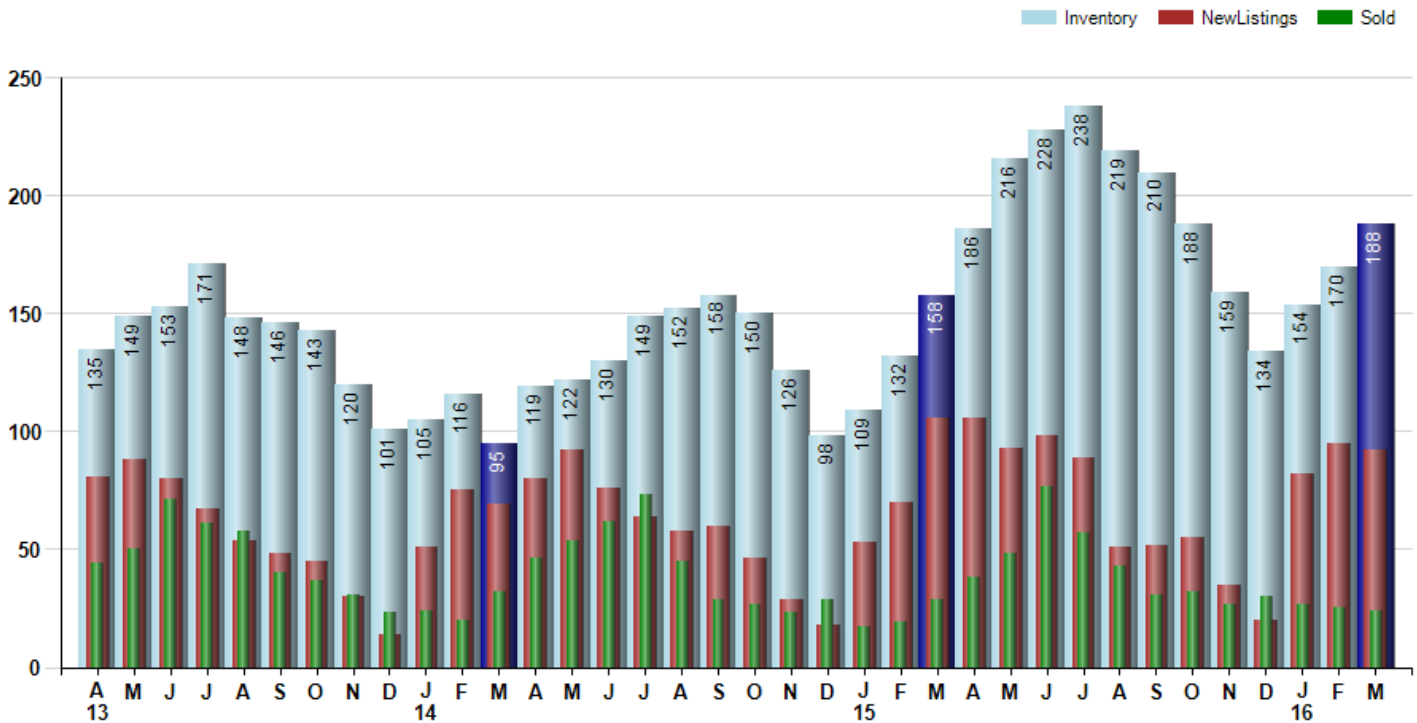
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2016 Selling Price vs List Price of 97.4% was up from 95.2% last month and up from 95.3% 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 2016 was 92, down -3.2% from 95 last month and down -13.2% from 106 in March of last year.



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MARKET ACTION REPORT

March 2016

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	A 13	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	A	M	J	J	A	S	O	N	D	J 16	F	M
Homes Sold	44	50	71	61	58	40	37	31	23	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	24
3 Mo. Roll Avg			55	61	63	53	45	36	30	26	22	25	33	44	54	63	60	49	34	26	26	23	22	22	29	38	54	61	59	44	35	30	30	28	27	25

	(000's) A 13	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	A	M	J	J	A	S	O	N	D	J 16	F	M
Median Sale Price	560	512	698	550	573	454	509	535	510	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
3 Mo. Roll Avg			590	587	607	526	512	499	518	526	503	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

	A 13	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	A	M	J	J	A	S	O	N	D	J 16	F	M
Inventory	135	149	153	171	148	146	143	120	101	105	116	95	119	122	130	149	152	158	150	126	98	109	132	158	186	216	228	238	219	210	188	159	134	154	170	188
MSI	3	3	2	3	3	4	4	4	4	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

	A 13	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	A	M	J	J	A	S	O	N	D	J 16	F	M
Days On Market	68	41	34	52	41	65	85	81	35	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	43
3 Mo. Roll Avg			48	42	42	53	64	77	67	58	61	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

	A 13	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	A	M	J	J	A	S	O	N	D	J 16	F	M
Price per Sq Ft	239	263	266	248	262	266	254	259	242	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	310
3 Mo. Roll Avg			256	259	259	259	261	260	252	250	260	269	274	272	278	282	285	284	291	277	272	253	248	250	254	270	272	284	284	279	282	286	278	269	254	278

	A 13	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	A	M	J	J	A	S	O	N	D	J 16	F	M
Sale to List Price	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	0.953	0.961	0.967	0.976	0.967	0.965	0.963	0.969	0.953	0.945	0.951	0.952	0.974
3 Mo. Roll Avg			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	0.954	0.956	0.960	0.968	0.970	0.969	0.965	0.966	0.962	0.956	0.950	0.949	0.959

	A 13	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	A	M	J	J	A	S	O	N	D	J 16	F	M
New Listings	81	88	80	67	54	48	45	30	14	51	75	69	80	92	76	64	58	60	46	29	18	53	70	106	106	93	98	89	51	52	55	35	20	82	95	92
Inventory	135	149	153	171	148	146	143	120	101	105	116	95	119	122	130	149	152	158	150	126	98	109	132	158	186	216	228	238	219	210	188	159	134	154	170	188
Sales	44	50	71	61	58	40	37	31	23	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	24

	(000's) A 13	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	A	M	J	J	A	S	O	N	D	J 16	F	M
Avg Sale Price	650	613	752	606	640	554	603	658	685	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	858
3 Mo. Roll Avg			672	657	666	600	599	605	648	633	610	589	614	679	744	806	820	752	799	824	854	707	681	802	869	816	717	741	767	737	767	801	836	786	722	746

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