

MLS Area: Wilmette



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



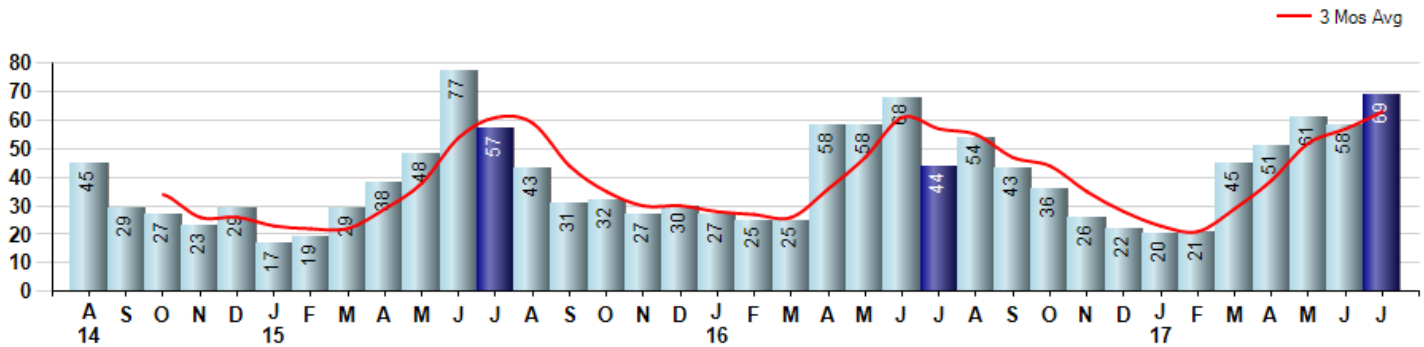
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$774,250	↓		↑				
Average List Price of all Current Listings	\$941,339	↓		↔				
July Median Sales Price	\$599,000	↓	↓	↓	↓	\$630,000	↓	↓
July Average Sales Price	\$768,689	↓	↑	↓	↑	\$742,913	↓	↔
Total Properties Currently for Sale (Inventory)	192	↓		↓				
July Number of Properties Sold	69	↑		↑		325	↑	
July Average Days on Market (Solds)	62	↑	↑	↑	↑	60	↑	↑
July Month's Supply of Inventory	2.8	↓	↓	↓	↓	5.2	↓	↓
July Sale Price vs List Price Ratio	93.8%	↓	↔	↓	↑	93.6%	↓	↑

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

Property Sales

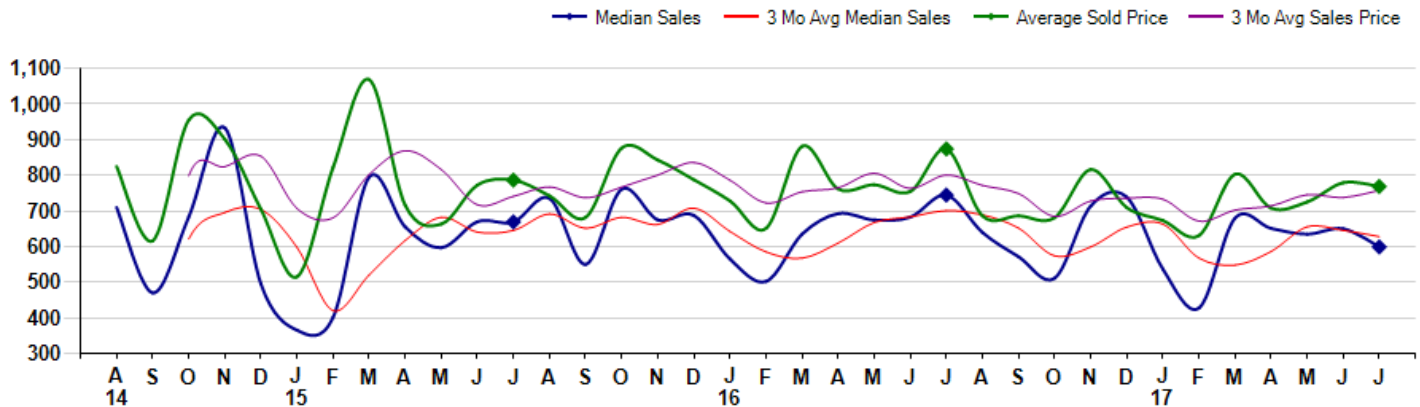
July Property sales were 69, up 56.8% from 44 in July of 2016 and 19.0% higher than the 58 sales last month. July 2017 sales were at their highest level compared to July of 2016 and 2015. July YTD sales of 325 are running 6.6% ahead of last year's year-to-date sales of 305.



Prices

The Median Sales Price in July was \$599,000, down -19.5% from \$744,500 in July of 2016 and down -7.8% from \$650,000 last month. The Average Sales Price in July was \$768,689, down -12.1% from \$874,103 in July of 2016 and down -1.4% from \$779,300 last month. July 2017 ASP was at the lowest level compared to July of 2016 and 2015.

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



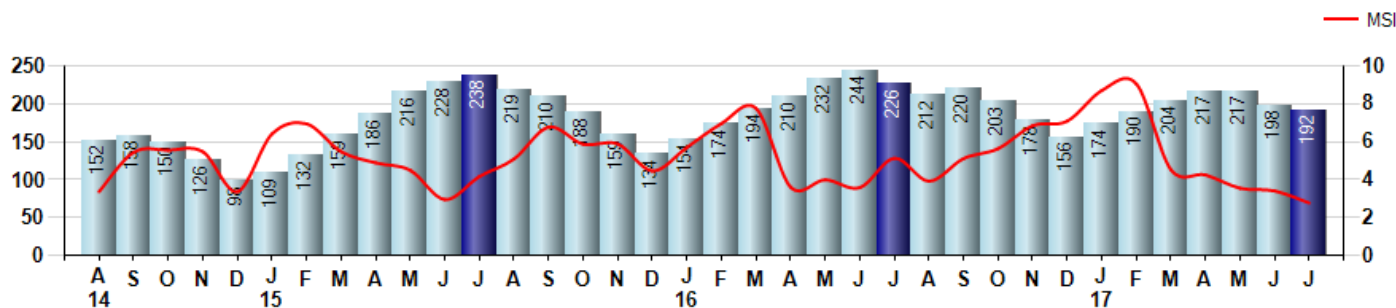
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of July was 192, down -3.0% from 198 last month and down -15.0% from 226 in July of last year. July 2017 Inventory was at the lowest level compared to July of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2017 MSI of 2.8 months was at its lowest level compared with July of 2016 and 2015.

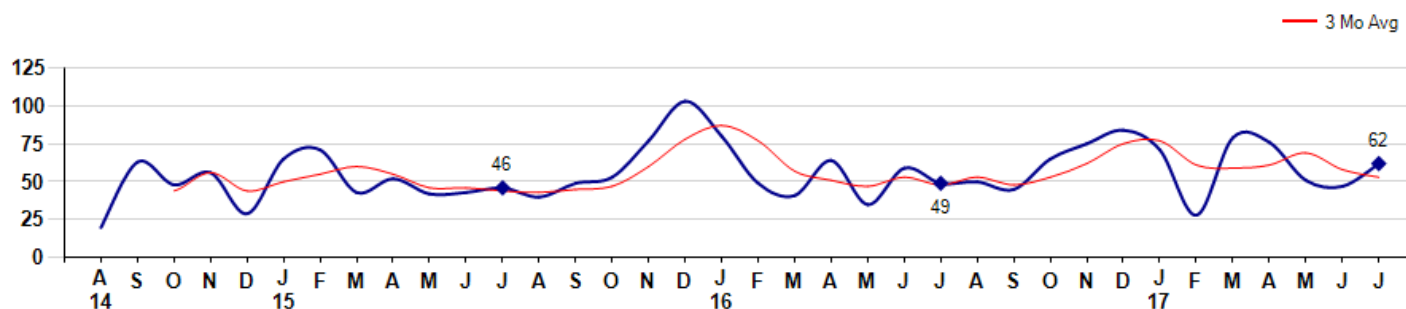
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 July was 62, up 31.9% from 47 days last month and up 26.5% from 49 days in July of last year. The July 2017 DOM was at its highest level compared with July of 2016 and 2015.

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

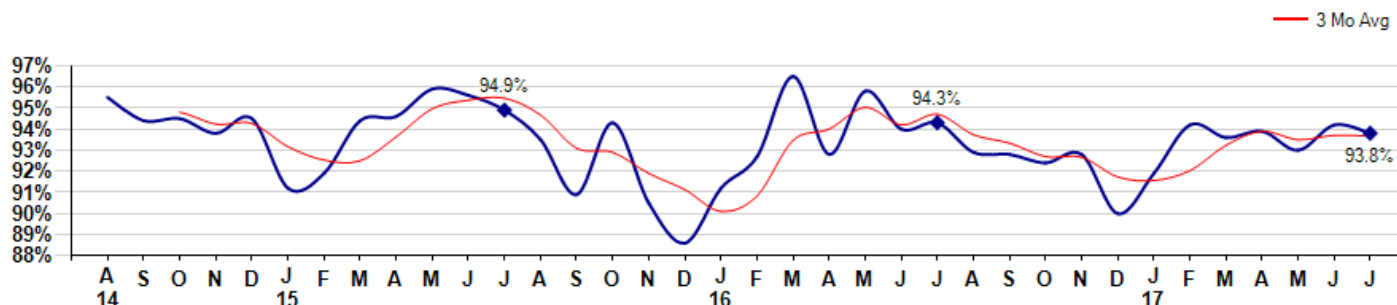


Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

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 July 2017 Selling Price vs List Price of 93.8% was down from 94.2% last month and down from 94.3% in July of last year.

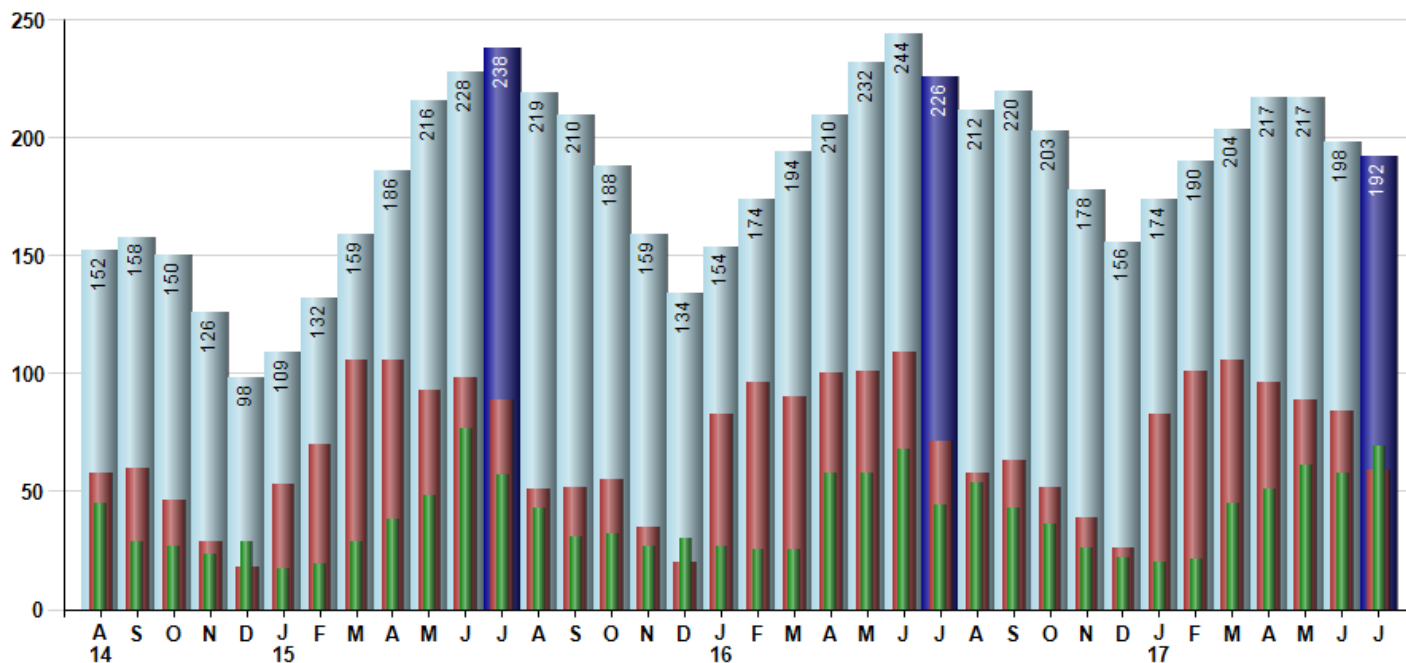
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 July 2017 was 59, down -29.8% from 84 last month and down -16.9% from 71 in July of last year.

Inventory NewListings Sold



© 2017 Coldwell Banker Residential Brokerage. 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 8/1/2014 through 7/31/2017. 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 999999999 | Properties: Single Family Home, Townhome, Condo

	A 14	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	F	M	A	M	J	J
Homes Sold	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	21	45	51	61	58	69
3 Mo. Roll Avg			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	21	29	39	52	57	63

	(000's) A 14	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	F	M	A	M	J	J
Median Sale Price	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	428	680	651	635	650	599
3 Mo. Roll Avg			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	568	548	586	655	645	628

	A 14	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	F	M	A	M	J	J
Inventory	152	158	150	126	98	109	132	159	186	216	228	238	219	210	188	159	134	154	174	194	210	232	244	226	212	220	203	178	156	174	190	204	217	217	198	192
MSI	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	9	9	5	4	4	3	3

	A 14	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	F	M	A	M	J	J
Days On Market	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	28	79	76	51	47	62
3 Mo. Roll Avg			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	61	59	61	69	58	53

	A 14	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	F	M	A	M	J	J
Price per Sq Ft	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	258	278	279	272	296	270
3 Mo. Roll Avg			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	241	253	272	276	282	279

	A 14	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	F	M	A	M	J	J
Sale to List Price	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	0.942	0.936	0.939	0.930	0.942	0.938
3 Mo. Roll Avg			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	0.920	0.932	0.939	0.935	0.937	0.937

	A 14	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	F	M	A	M	J	J
New Listings	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	101	106	96	89	84	59
Inventory	152	158	150	126	98	109	132	159	186	216	228	238	219	210	188	159	134	154	174	194	210	232	244	226	212	220	203	178	156	174	190	204	217	217	198	192
Sales	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	21	45	51	61	58	69

	(000's) A 14	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	F	M	A	M	J	J
Avg Sale Price	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	631	803	708	725	779	769
3 Mo. Roll Avg			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	671	702	714	745	738	758

© 2017 Coldwell Banker Residential Brokerage. 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 8/1/2014 through 7/31/2017. 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.

