

MLS Area: Wilmette



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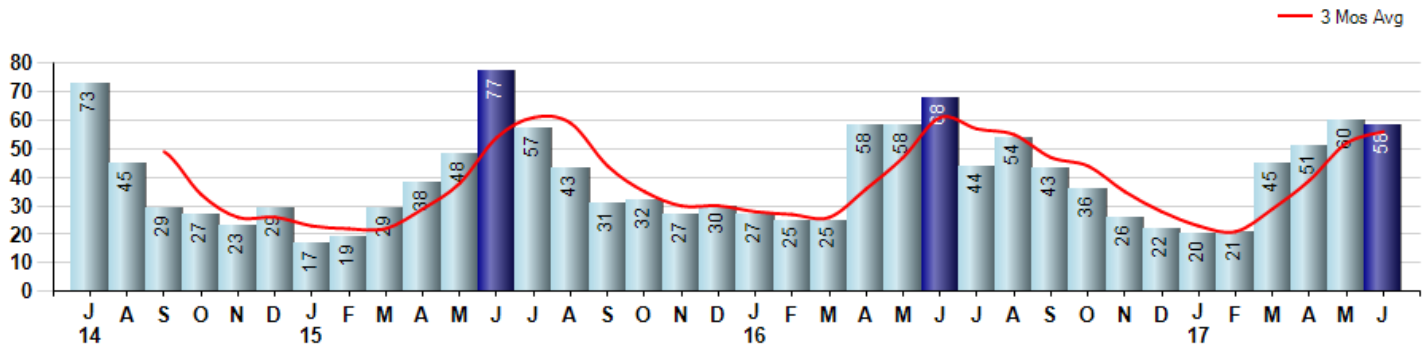
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|---|-----------|-------------------|-----|-----|----|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$799,750 | ↑ | | ↑ | | | | |
| Average List Price of all Current Listings | \$971,641 | ↑ | | ↑ | | | | |
| June Median Sales Price | \$650,000 | ↑ | ↔ | ↓ | ↔ | \$635,000 | ↓ | ↓ |
| June Average Sales Price | \$779,300 | ↑ | ↑ | ↑ | ↑ | \$734,734 | ↓ | ↓ |
| Total Properties Currently for Sale (Inventory) | 194 | ↓ | | ↓ | | | | |
| June Number of Properties Sold | 58 | ↓ | | ↓ | | 255 | ↓ | |
| June Average Days on Market (Solds) | 47 | ↓ | ↓ | ↓ | ↓ | 60 | ↑ | ↑ |
| June Month's Supply of Inventory | 3.3 | ↓ | ↓ | ↓ | ↓ | 5.6 | ↑ | ↑ |
| June Sale Price vs List Price Ratio | 94.2% | ↑ | ↑ | ↑ | ↑ | 93.6% | ↓ | ↑ |

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

Property Sales

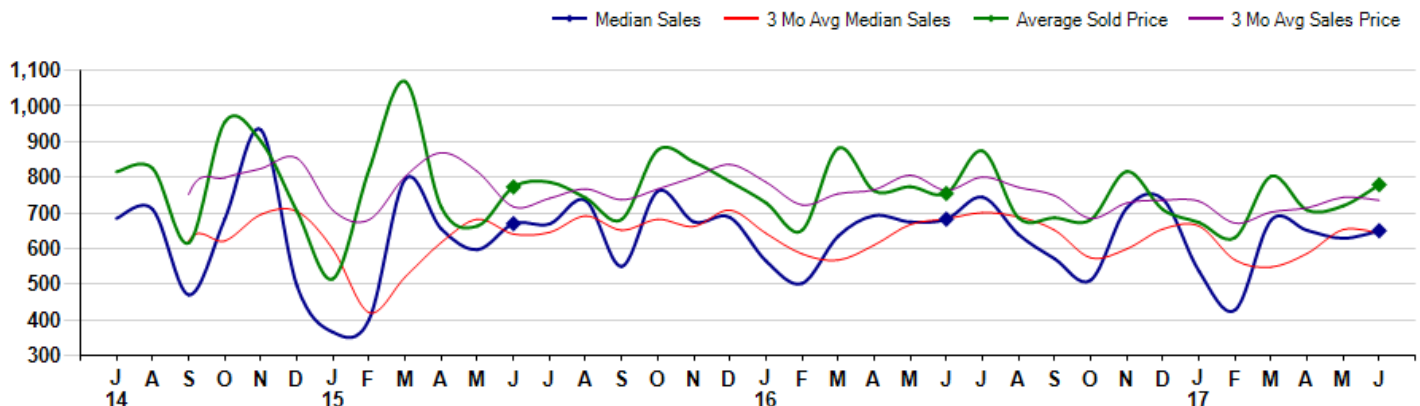
June Property sales were 58, down -14.7% from 68 in June of 2016 and -3.3% lower than the 60 sales last month. June 2017 sales were at their lowest level compared to June of 2016 and 2015. June YTD sales of 255 are running -2.3% behind last year's year-to-date sales of 261.



Prices

The Median Sales Price in June was \$650,000, down -4.8% from \$682,500 in June of 2016 and up 3.4% from \$628,750 last month. The Average Sales Price in June was \$779,300, up 3.3% from \$754,699 in June of 2016 and up 8.3% from \$719,883 last month. June 2017 ASP was at highest level compared to June of 2016 and 2015.

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



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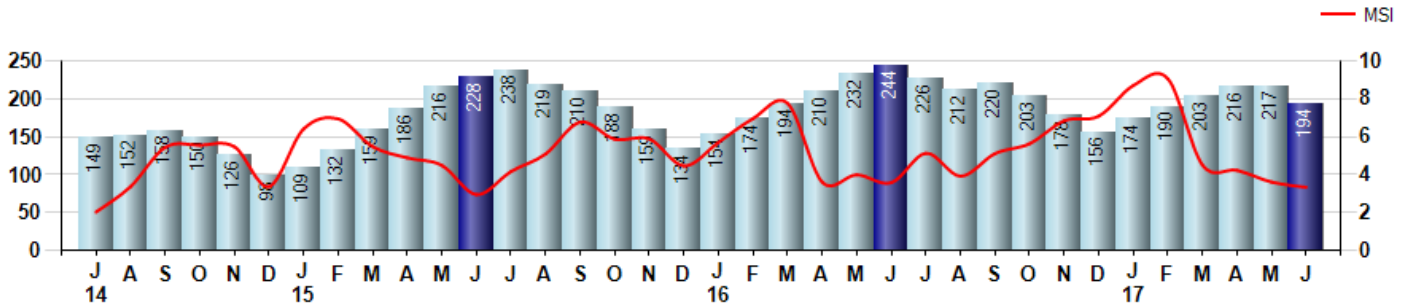
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Inventory & MSI

The Total Inventory of Properties available for sale as of June was 194, down -10.6% from 217 last month and down -20.5% from 244 in June of last year. June 2017 Inventory was at the lowest level compared to June of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2017 MSI of 3.3 months was at a mid range compared with June of 2016 and 2015.

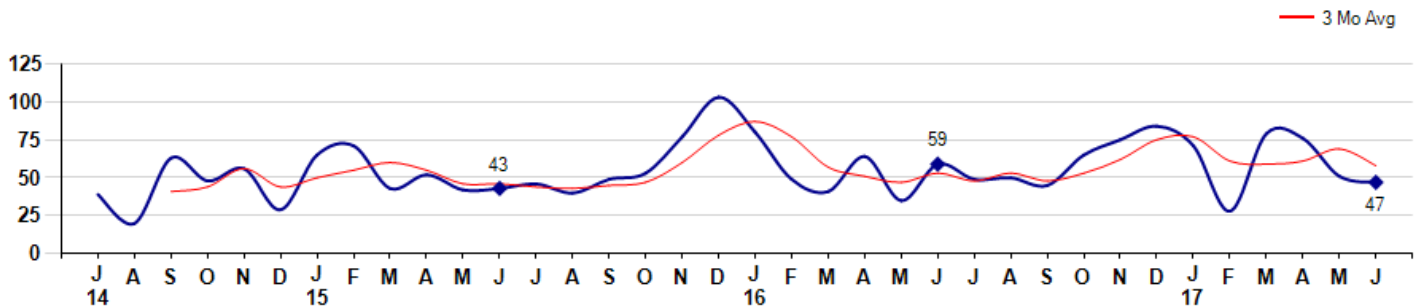
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 June was 47, down -7.8% from 51 days last month and down -20.3% from 59 days in June of last year. The June 2017 DOM was at a mid range compared with June of 2016 and 2015.

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



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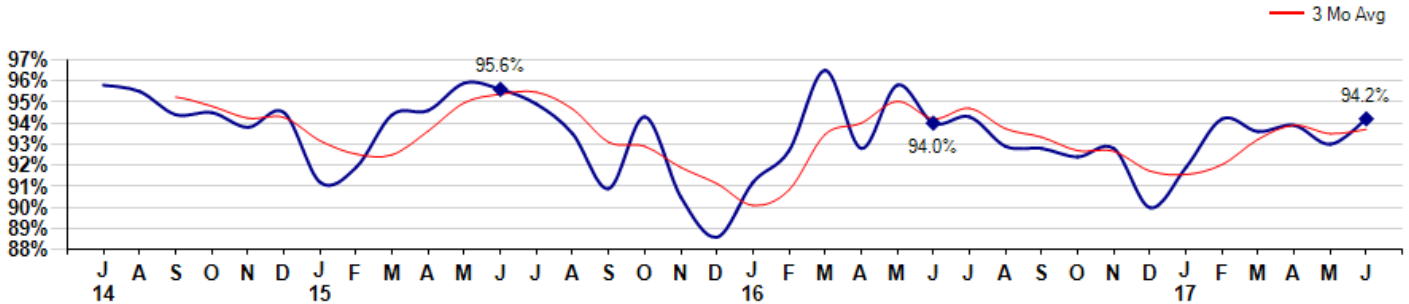


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Selling Price vs Listing Price

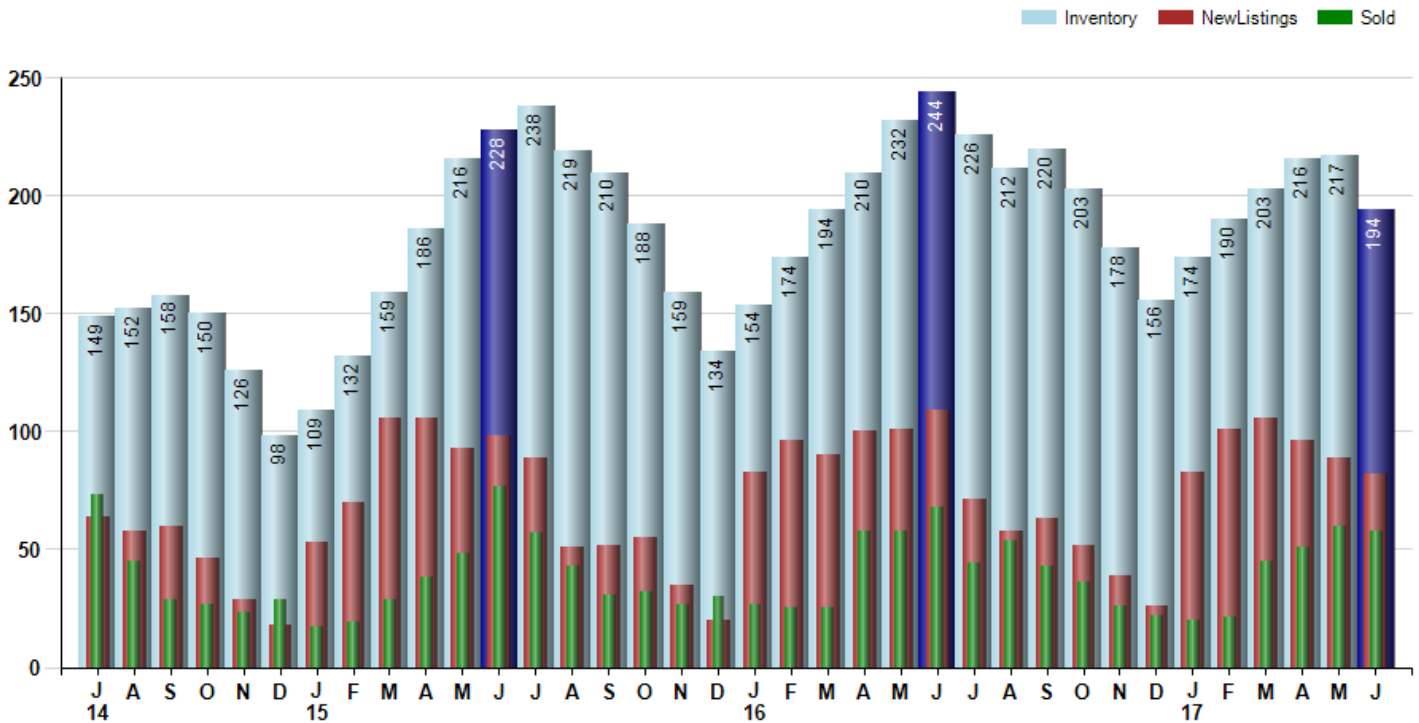
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The June 2017 Selling Price vs List Price of 94.2% was up from 93.0% last month and up from 94.0% in June 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 June 2017 was 82, down -7.9% from 89 last month and down -24.8% from 109 in June of last year.



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Based on information from Midwest Real Estate Data LLC for the period 7/1/2014 through 6/30/2017. 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.



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| | J 14 | 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 | F | M | A | M | J |
|----------------|------|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|
| Homes Sold | 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 | 21 | 45 | 51 | 60 | 58 |
| 3 Mo. Roll Avg | | | 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 | 21 | 29 | 39 | 52 | 56 |

| (000's) | J 14 | 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 | F | M | A | M | J |
|-------------------|------|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|
| Median Sale Price | 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 | 428 | 680 | 651 | 629 | 650 |
| 3 Mo. Roll Avg | | | 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 | 568 | 548 | 586 | 653 | 643 |

| | J 14 | 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 | F | M | A | M | J |
|-----------|------|-----|-----|-----|-----|----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|
| Inventory | 149 | 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 | 203 | 216 | 217 | 194 |
| MSI | 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 | 9 | 9 | 5 | 4 | 4 | 3 |

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

| | J 14 | 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 | F | M | A | M | J |
|-----------------|------|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|
| Price per Sq Ft | 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 | 258 | 278 | 279 | 275 | 296 |
| 3 Mo. Roll Avg | | | 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 | 241 | 253 | 272 | 277 | 283 |

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

| | J 14 | 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 | F | M | A | M | J |
|--------------|------|-----|-----|-----|-----|----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|
| New Listings | 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 | 101 | 106 | 96 | 89 | 82 |
| Inventory | 149 | 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 | 203 | 216 | 217 | 194 |
| Sales | 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 | 21 | 45 | 51 | 60 | 58 |

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|----------------|------|-----|-----|-----|-----|-----|------|-----|-------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|
| Avg Sale Price | 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 | 631 | 803 | 708 | 720 | 779 |
| 3 Mo. Roll Avg | | | 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 | 671 | 702 | 714 | 744 | 736 |

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