

## MLS Area: Wilmette



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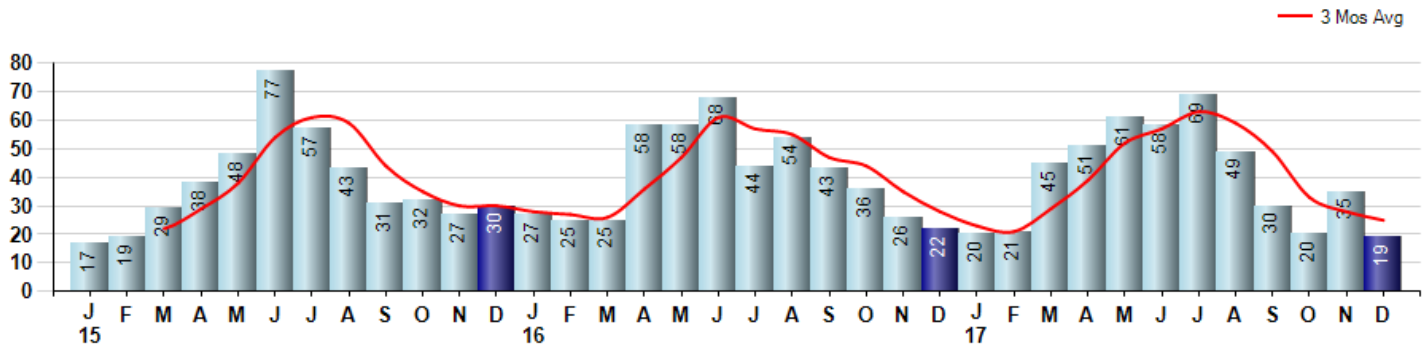
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$778,000	↑		↑				
Average List Price of all Current Listings	\$923,970	↓		↑				
December Median Sales Price	\$570,000	↑	↑	↓	↓	\$608,500	↓	↓
December Average Sales Price	\$738,868	↓	↓	↑	↓	\$742,659	↓	↔
Total Properties Currently for Sale (Inventory)	95	↓		↓				
December Number of Properties Sold	19	↓		↓		478	↓	
December Average Days on Market (Solds)	57	↓	↓	↓	↑	60	↑	↑
December Month's Supply of Inventory	5.0	↑	↓	↓	↓	5.2	↓	↓
December Sale Price vs List Price Ratio	91.7%	↑	↑	↑	↓	93.0%	↓	↓

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

### Property Sales

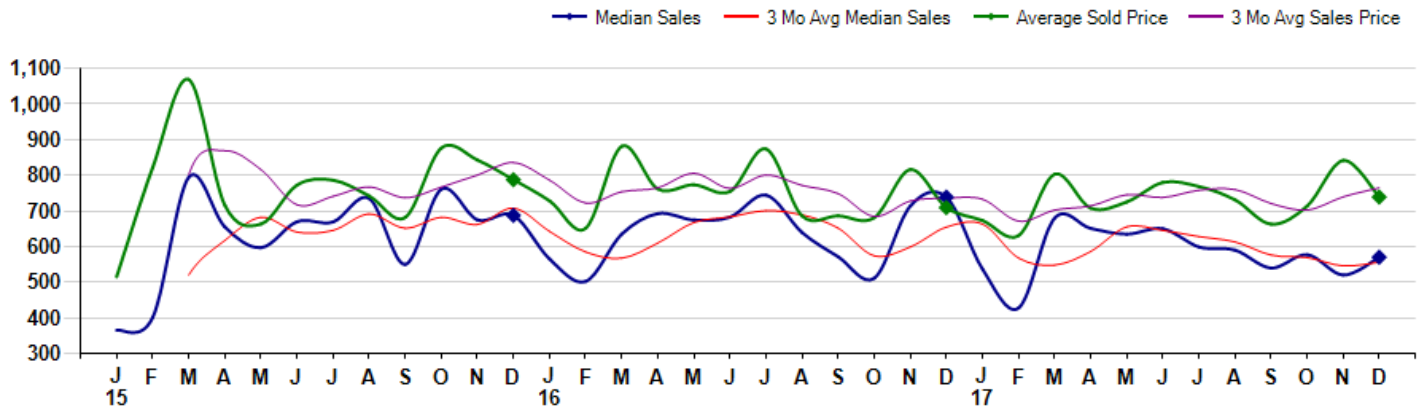
December Property sales were 19, down -13.6% from 22 in December of 2016 and -45.7% lower than the 35 sales last month. December 2017 sales were at their lowest level compared to December of 2016 and 2015. December YTD sales of 478 are running -1.6% behind last year's year-to-date sales of 486.



### Prices

The Median Sales Price in December was \$570,000, down -22.8% from \$738,750 in December of 2016 and up 9.6% from \$520,000 last month. The Average Sales Price in December was \$738,868, up 4.2% from \$709,295 in December of 2016 and down -12.3% from \$842,023 last month. December 2017 ASP was at a mid range compared to December of 2016 and 2015.

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



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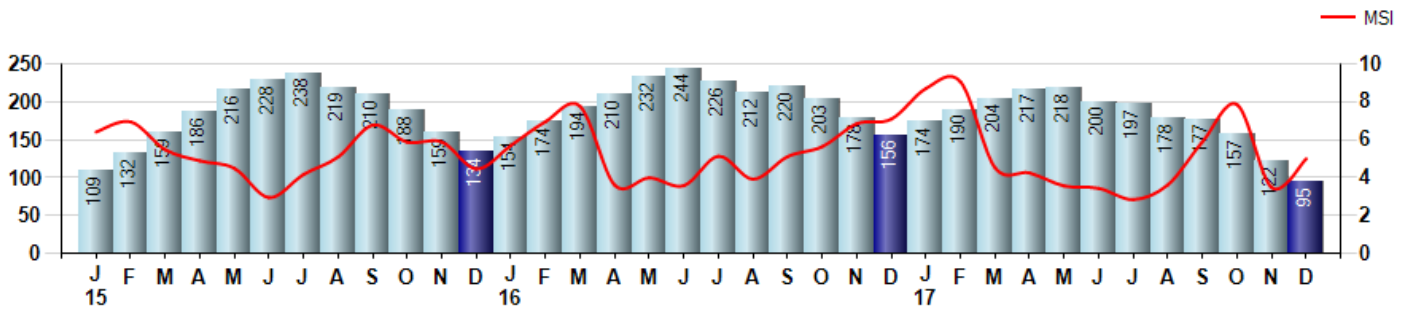
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### Inventory & MSI

The Total Inventory of Properties available for sale as of December was 95, down -22.1% from 122 last month and down -39.1% from 156 in December of last year. December 2017 Inventory was at the lowest level compared to December of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2017 MSI of 5.0 months was at a mid range compared with December of 2016 and 2015.

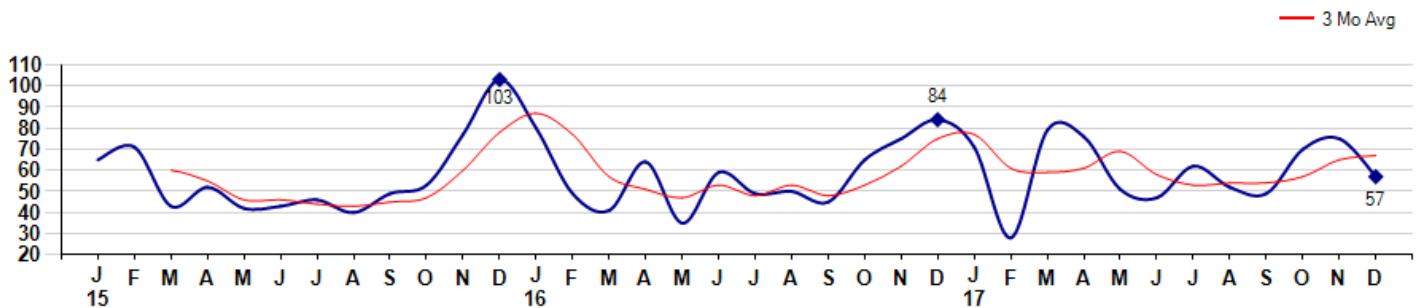
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 December was 57, down -24.0% from 75 days last month and down -32.1% from 84 days in December of last year. The December 2017 DOM was at its lowest level compared with December of 2016 and 2015.

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



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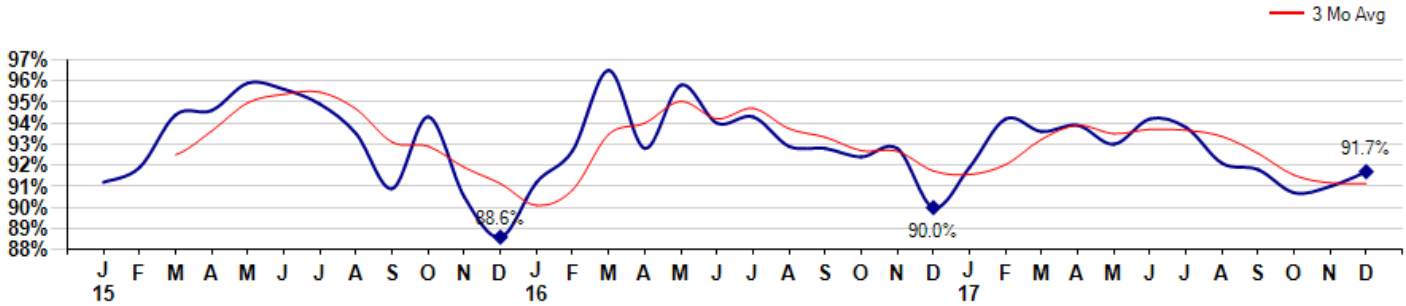


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### Selling Price vs Listing Price

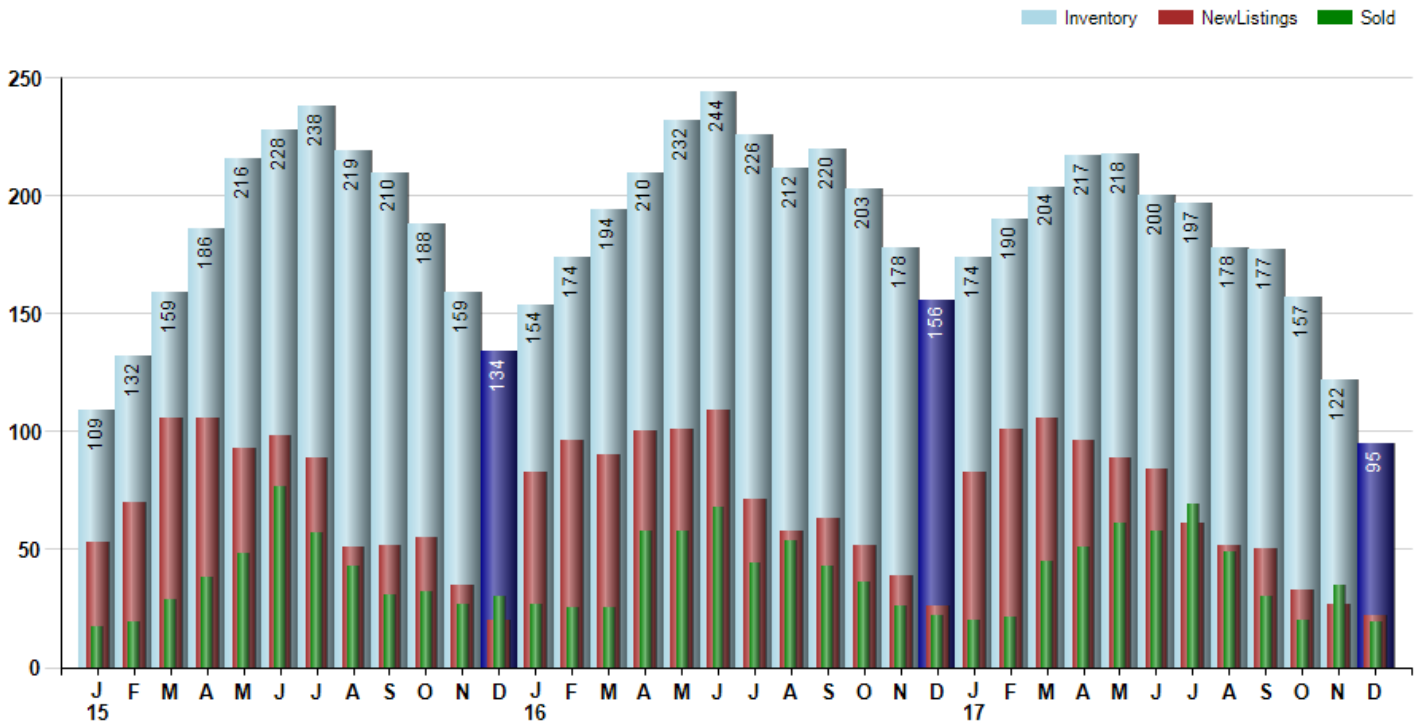
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2017 Selling Price vs List Price of 91.7% was up from 91.0% last month and up from 90.0% in December 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 December 2017 was 22, down -18.5% from 27 last month and down -15.4% from 26 in December of last year.



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	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	A	S	O	N	D
Homes Sold	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	49	30	20	35	19
3 Mo. Roll Avg			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	59	49	33	28	25

(000's)	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	A	S	O	N	D
Median Sale Price	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	590	540	578	520	570
3 Mo. Roll Avg			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	613	576	569	546	556

	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	A	S	O	N	D
Inventory	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	218	200	197	178	177	157	122	95
MSI	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	4	6	8	3	5

	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	A	S	O	N	D
Days On Market	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	52	49	70	75	57
3 Mo. Roll Avg			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	54	54	57	65	67

	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	A	S	O	N	D
Price per Sq Ft	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	275	261	248	256	278
3 Mo. Roll Avg			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	280	269	261	255	261

	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	A	S	O	N	D
Sale to List Price	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	0.921	0.918	0.907	0.910	0.917
3 Mo. Roll Avg			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	0.934	0.926	0.915	0.912	0.911

	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	A	S	O	N	D
New Listings	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	61	52	50	33	27	22
Inventory	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	218	200	197	178	177	157	122	95
Sales	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	49	30	20	35	19

(000's)	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	A	S	O	N	D
Avg Sale Price	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	780	769	731	663	714	842	739
3 Mo. Roll Avg			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	760	721	703	740	765

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