

MLS Area: Wilmette



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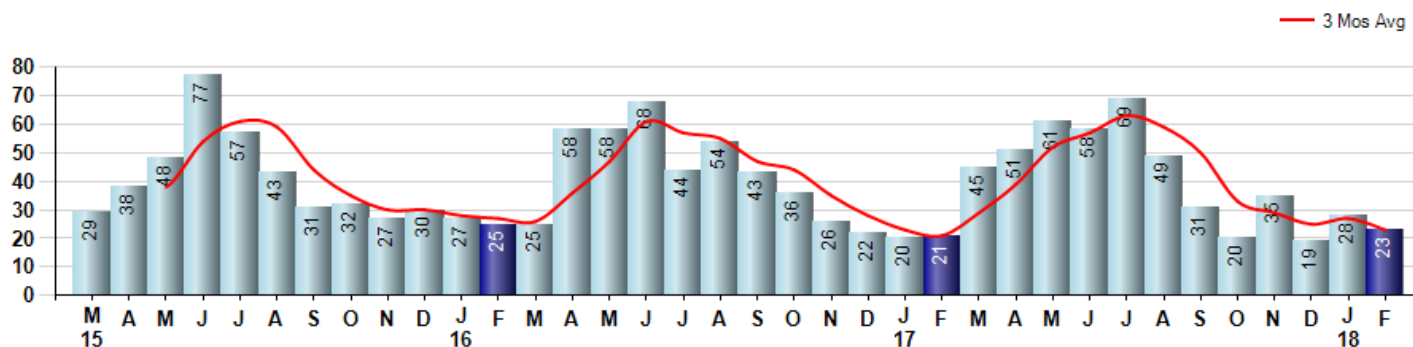
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$854,500	↓		↑				
Average List Price of all Current Listings	\$933,553	↓		↔				
February Median Sales Price	\$587,500	↓	↔	↑	↓	\$665,000	↑	↑
February Average Sales Price	\$818,467	↓	↓	↑	↑	\$860,843	↑	↑
Total Properties Currently for Sale (Inventory)	162	↑		↓				
February Number of Properties Sold	23	↓		↑		51	↑	
February Average Days on Market (Solds)	88	↑	↑	↑	↑	75	↑	↑
Asking Price per Square Foot (based on New Listings)	\$304	↑	↑	↑	↑	\$300	↑	↑
February Sold Price per Square Foot	\$279	↑	↑	↑	↑	\$277	↑	↑
February Month's Supply of Inventory	7.0	↑	↑	↓	↑	5.7	↓	↑
February Sale Price vs List Price Ratio	92.5%	↓	↑	↓	↓	92.8%	↓	↔

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

Property Sales

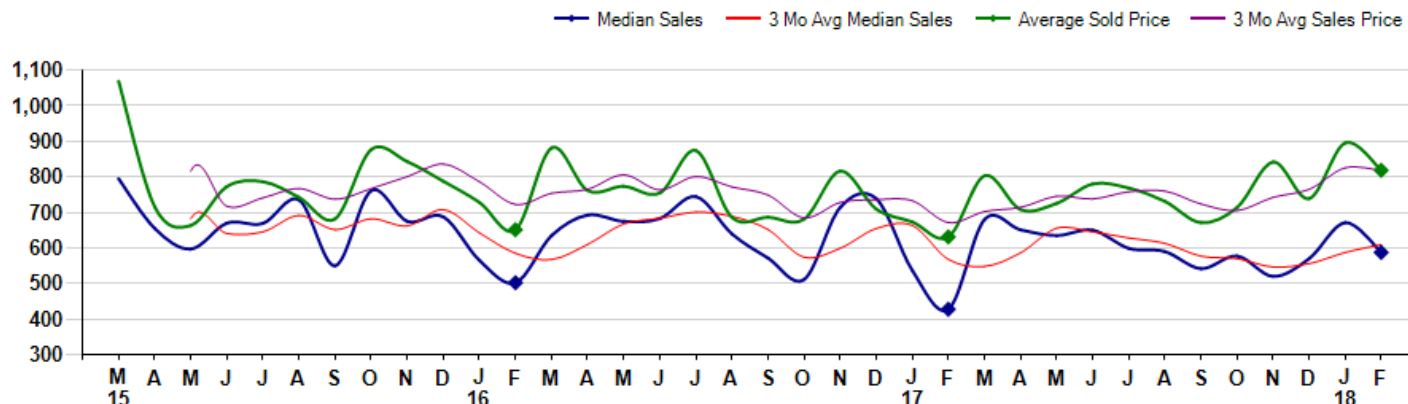
February Property sales were 23, up 9.5% from 21 in February of 2017 and -17.9% lower than the 28 sales last month. February 2018 sales were at a mid level compared to February of 2017 and 2016. February YTD sales of 51 are running 24.4% ahead of last year's year-to-date sales of 41.



Prices

The Median Sales Price in February was \$587,500, up 37.4% from \$427,500 in February of 2017 and down -12.5% from \$671,250 last month. The Average Sales Price in February was \$818,467, up 29.7% from \$631,024 in February of 2017 and down -8.6% from \$895,651 last month. February 2018 ASP was at highest level compared to February of 2017 and 2016.

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



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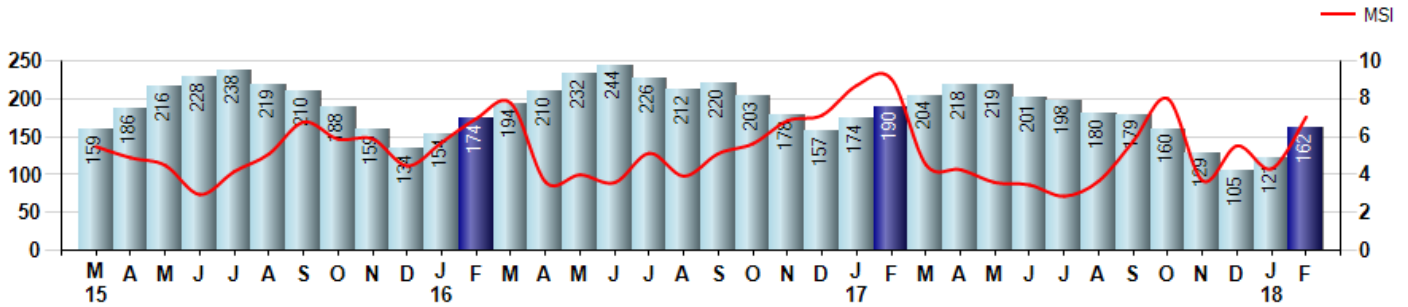
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 162, up 33.9% from 121 last month and down -14.7% from 190 in February of last year. February 2018 Inventory was at the lowest level compared to February of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2018 MSI of 7.0 months was at a mid range compared with February of 2017 and 2016.

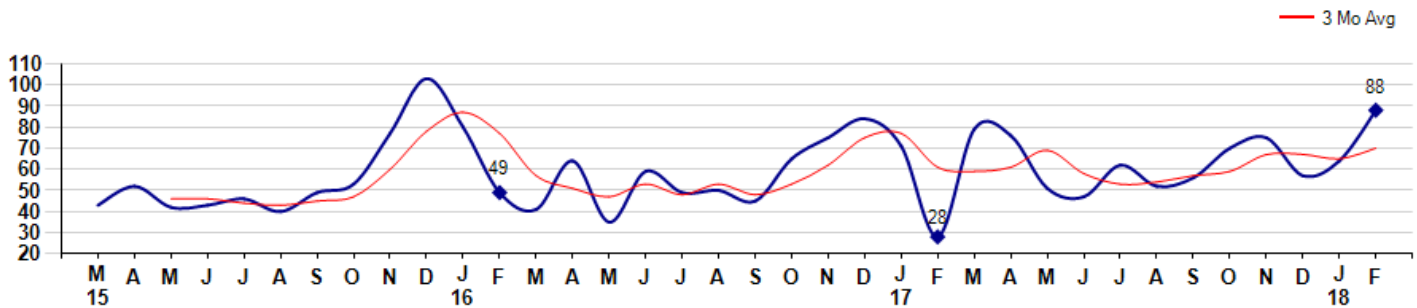
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 February was 88, up 37.5% from 64 days last month and up 214.3% from 28 days in February of last year. The February 2018 DOM was at its highest level compared with February of 2017 and 2016.

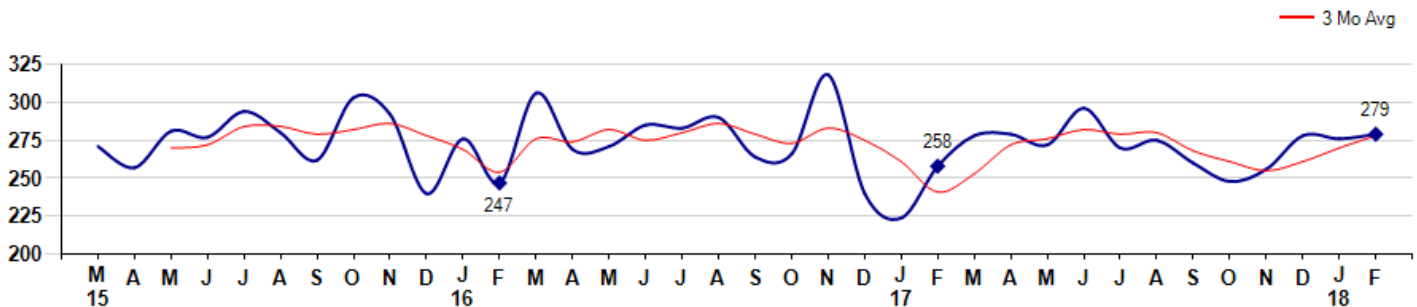
Average Days on Market(Listing to Contract) for properties sold during the month



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The February 2018 Selling Price per Square Foot of \$279 was up 1.1% from \$276 last month and up 8.1% from \$258 in February of last year.

Average Selling Price per Square Foot for properties that sold during the month



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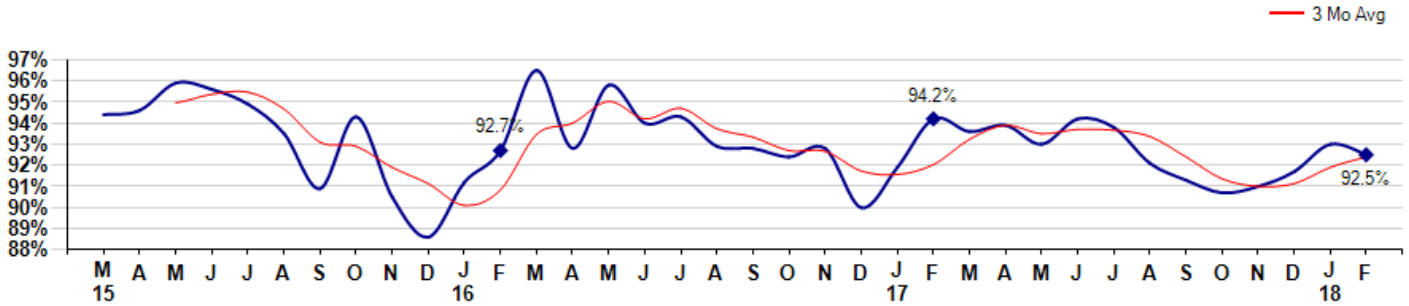


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Selling Price vs Listing Price

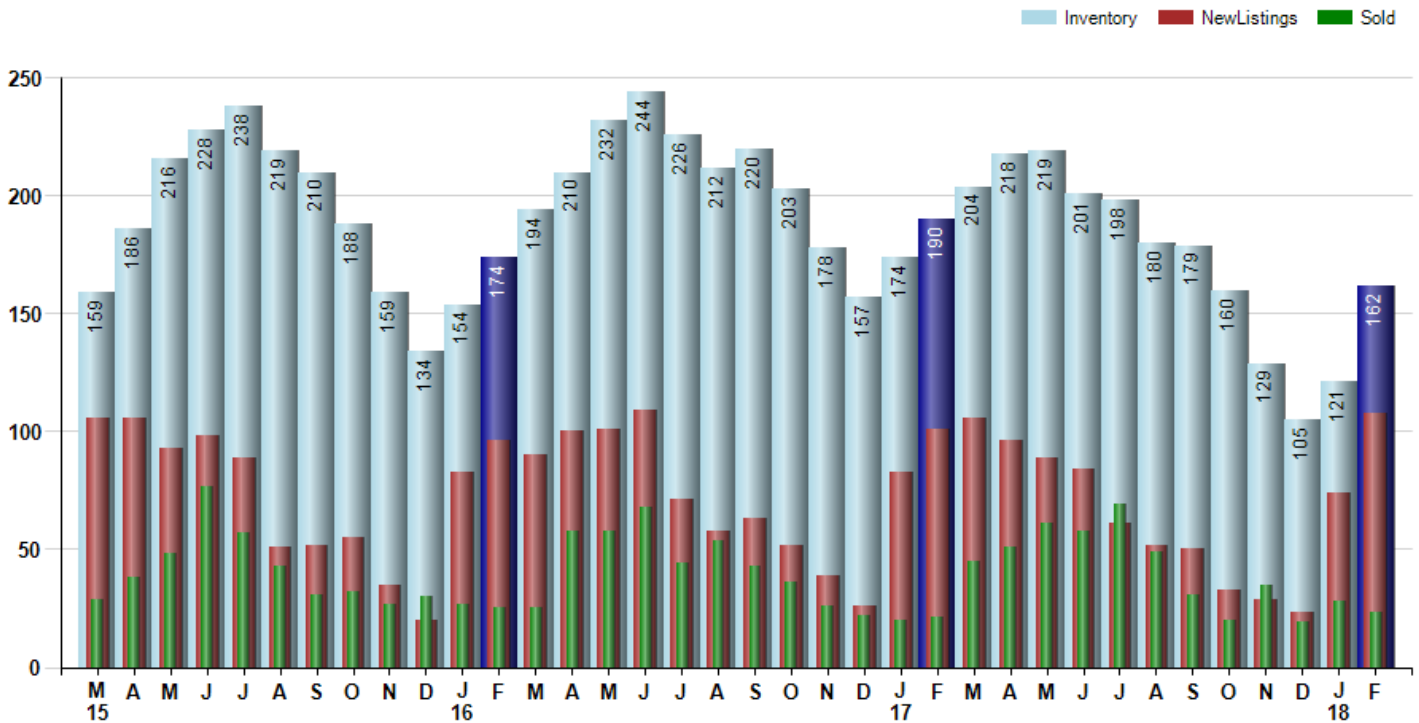
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The February 2018 Selling Price vs List Price of 92.5% was down from 93.0% last month and down from 94.2% in February 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 February 2018 was 108, up 45.9% from 74 last month and up 6.9% from 101 in February of last year.



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MARKET ACTION REPORT

February 2018

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Homes Sold	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	23
3 Mo. Roll Avg			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	23

	(000's) M 15	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	F
Median Sale Price	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	588
3 Mo. Roll Avg			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	610

	M 15	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	F
Inventory	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	218	219	201	198	180	179	160	129	105	121	162
MSI	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	6	4	7

	M 15	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	F
Days On Market	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	88
3 Mo. Roll Avg			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	70

	M 15	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	F
Price per Sq Ft	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	279
3 Mo. Roll Avg			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	278

	M 15	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	F
Sale to List Price	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	0.925
3 Mo. Roll Avg			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	0.924

	M 15	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	F
New Listings	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	108
Inventory	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	218	219	201	198	180	179	160	129	105	121	162
Sales	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	23

	(000's) M 15	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	F
Avg Sale Price	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	818
3 Mo. Roll Avg			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	724	705	742	765	826	818

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