

## MLS Area: Wilmette



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



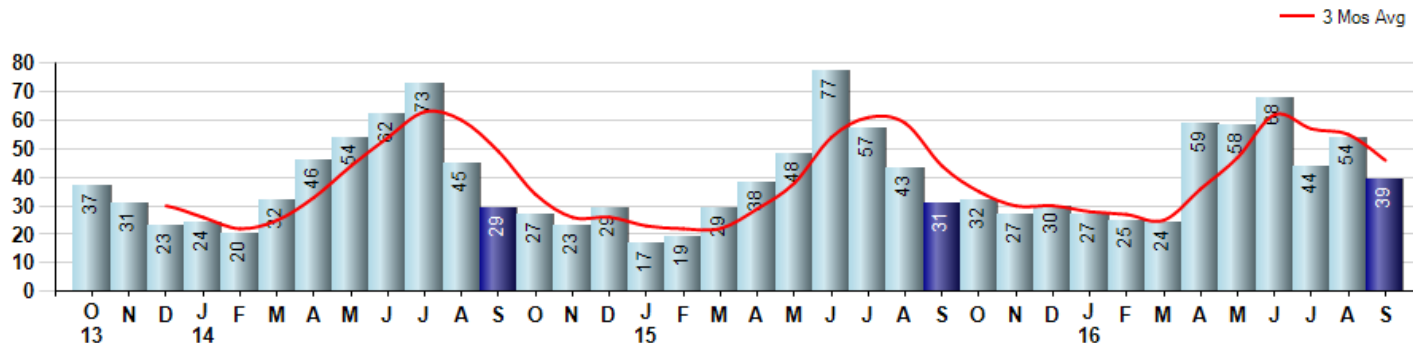
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$780,000	↑		↑				
Average List Price of all Current Listings	\$953,436	↑		↑				
September Median Sales Price	\$571,500	↓	↓	↑	↓	\$662,500	↑	↑
September Average Sales Price	\$697,159	↑	↓	↑	↓	\$756,440	↔	↓
Total Properties Currently for Sale (Inventory)	208	↑		↔				
September Number of Properties Sold	39	↓		↑		398	↑	
September Average Days on Market (Solds)	49	↓	↓	↔	↓	53	↑	↓
September Month's Supply of Inventory	5.3	↑	↑	↓	↔	5.1	↓	↓
September Sale Price vs List Price Ratio	94.8%	↓	↓	↓	↓	96.0%	↓	↓

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

### Property Sales

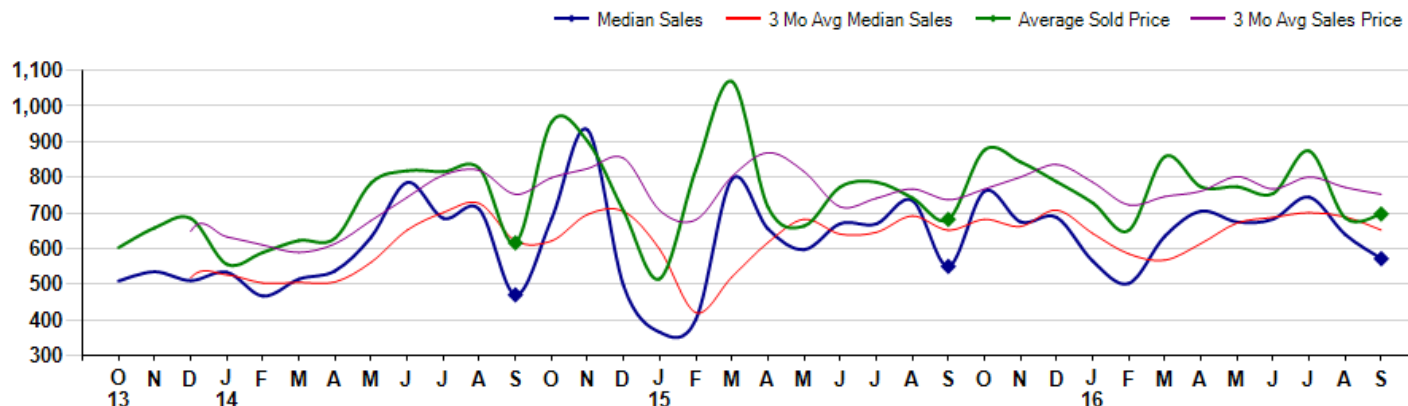
September Property sales were 39, up 25.8% from 31 in September of 2015 and -27.8% lower than the 54 sales last month. September 2016 sales were at their highest level compared to September of 2015 and 2014. September YTD sales of 398 are running 10.9% ahead of last year's year-to-date sales of 359.



### Prices

The Median Sales Price in September was \$571,500, up 3.9% from \$550,000 in September of 2015 and down -10.6% from \$639,500 last month. The Average Sales Price in September was \$697,159, up 2.2% from \$681,871 in September of 2015 and up 1.6% from \$686,084 last month. September 2016 ASP was at highest level compared to September of 2015 and 2014.

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



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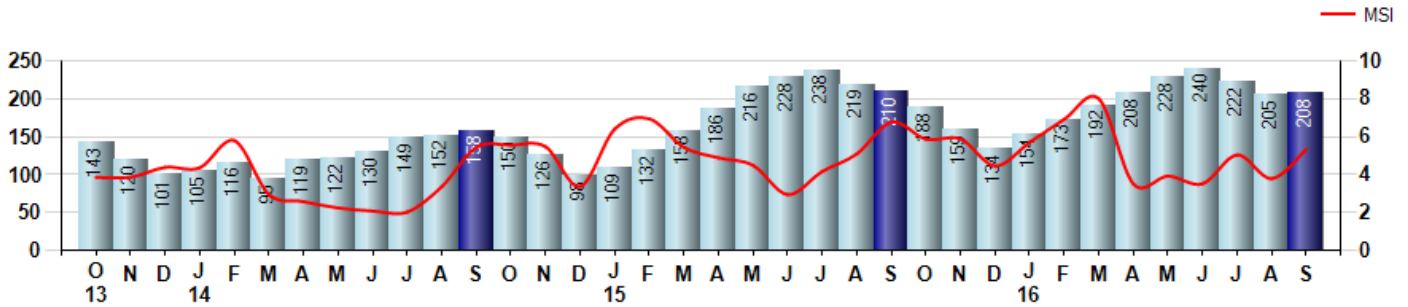
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### Inventory & MSI

The Total Inventory of Properties available for sale as of September was 208, up 1.5% from 205 last month and down -1.0% from 210 in September of last year. September 2016 Inventory was at a mid range compared to September of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2016 MSI of 5.3 months was at its lowest level compared with September of 2015 and 2014.

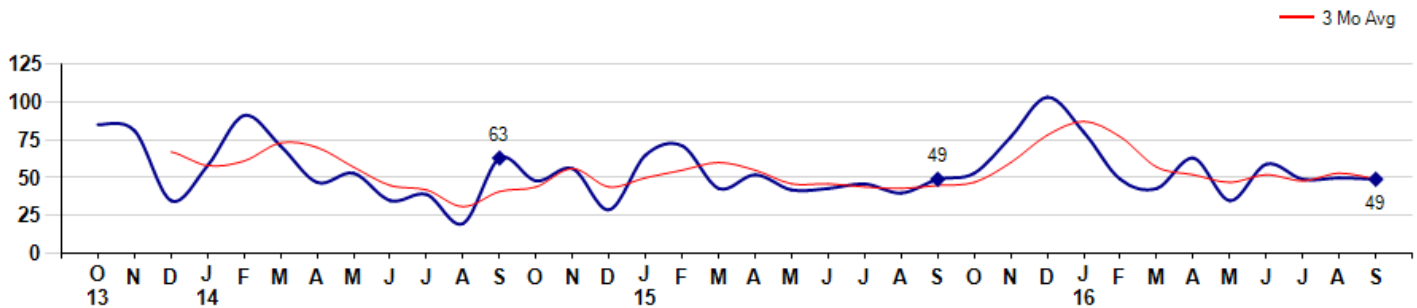
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 September was 49, down -2.0% from 50 days last month and equal to 49 days in September of last year. The September 2016 DOM was at its lowest level compared with September of 2015 and 2014.

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



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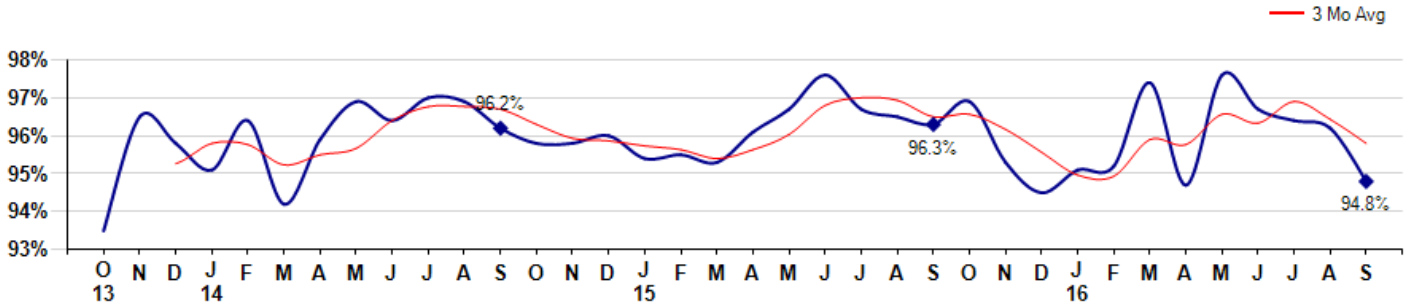


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### Selling Price vs Listing Price

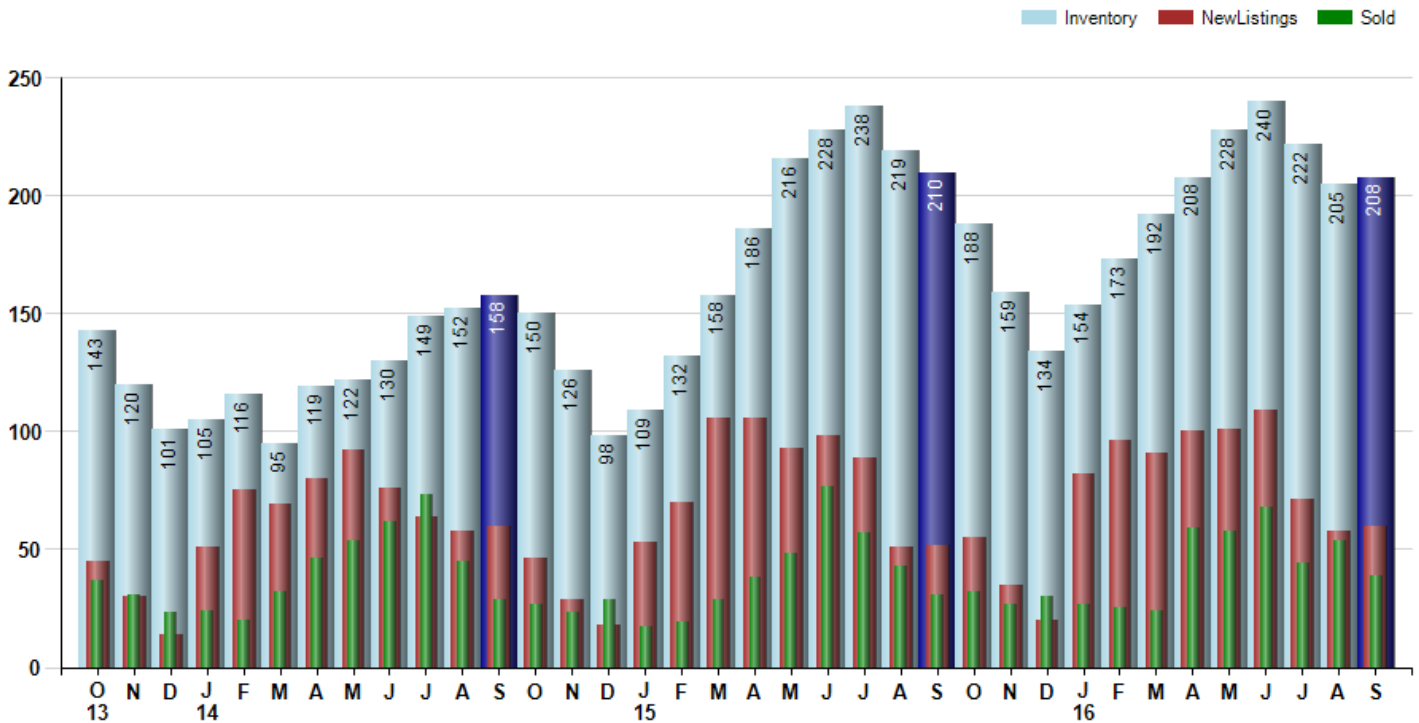
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The September 2016 Selling Price vs List Price of 94.8% was down from 96.2% last month and down from 96.3% in September 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 September 2016 was 60, up 3.4% from 58 last month and up 15.4% from 52 in September of last year.



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# MARKET ACTION REPORT

September 2016

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	O 13	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	A	M	J	J	A	S
Homes Sold	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	59	58	68	44	54	39
3 Mo. Roll Avg			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	36	47	62	57	55	46

	(000's) O 13	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	A	M	J	J	A	S
Median Sale Price	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	705	675	683	745	640	572
3 Mo. Roll Avg			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	614	672	687	701	689	652

	O 13	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	A	M	J	J	A	S
Inventory	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	173	192	208	228	240	222	205	208
MSI	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	4	4	4	5	4	5

	O 13	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	A	M	J	J	A	S
Days On Market	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	63	35	59	49	50	49
3 Mo. Roll Avg			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	52	47	52	48	53	49

	O 13	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	A	M	J	J	A	S
Price per Sq Ft	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	269	271	285	283	290	265
3 Mo. Roll Avg			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	275	283	275	280	286	279

	O 13	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	A	M	J	J	A	S
Sale to List Price	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	0.947	0.976	0.967	0.964	0.962	0.948
3 Mo. Roll Avg			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	0.958	0.966	0.963	0.969	0.964	0.958

	O 13	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	A	M	J	J	A	S
New Listings	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	96	91	100	101	109	71	58	60
Inventory	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	173	192	208	228	240	222	205	208
Sales	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	59	58	68	44	54	39

	(000's) O 13	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	A	M	J	J	A	S
Avg Sale Price	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	773	774	755	874	686	697
3 Mo. Roll Avg			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	761	802	767	801	772	752

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