

MLS Area: Wilmette



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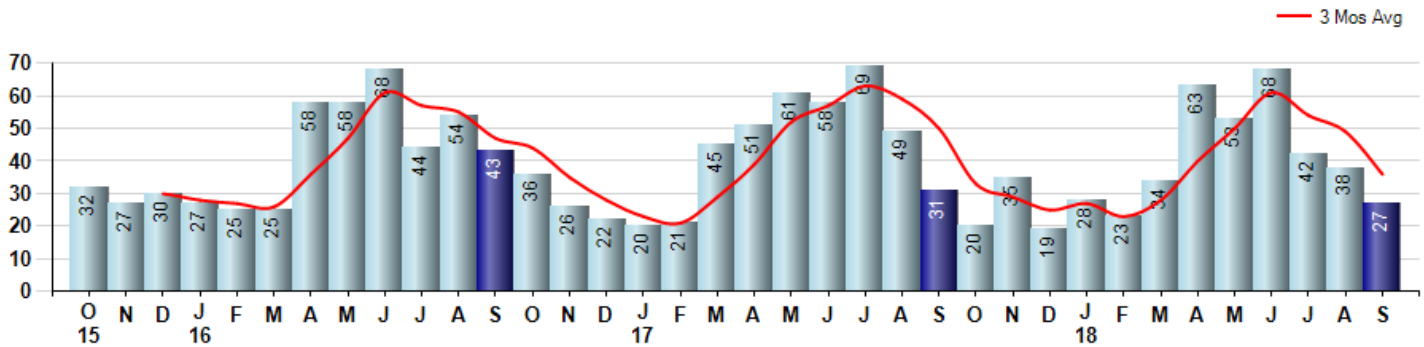
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$695,000	↔		↓				
Average List Price of all Current Listings	\$841,601	↔		↓				
September Median Sales Price	\$620,000	↓	↓	↑	↔	\$689,500	↑	↑
September Average Sales Price	\$754,620	↓	↓	↑	↔	\$802,669	↑	↑
Total Properties Currently for Sale (Inventory)	205	↑		↑				
September Number of Properties Sold	27	↓		↓		376	↓	
September Average Days on Market (Solds)	49	↓	↓	↓	↓	54	↓	↓
September Month's Supply of Inventory	7.6	↑	↑	↑	↑	4.9	↓	↓
September Sale Price vs List Price Ratio	92.4%	↑	↓	↑	↓	93.8%	↑	↑

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

Property Sales

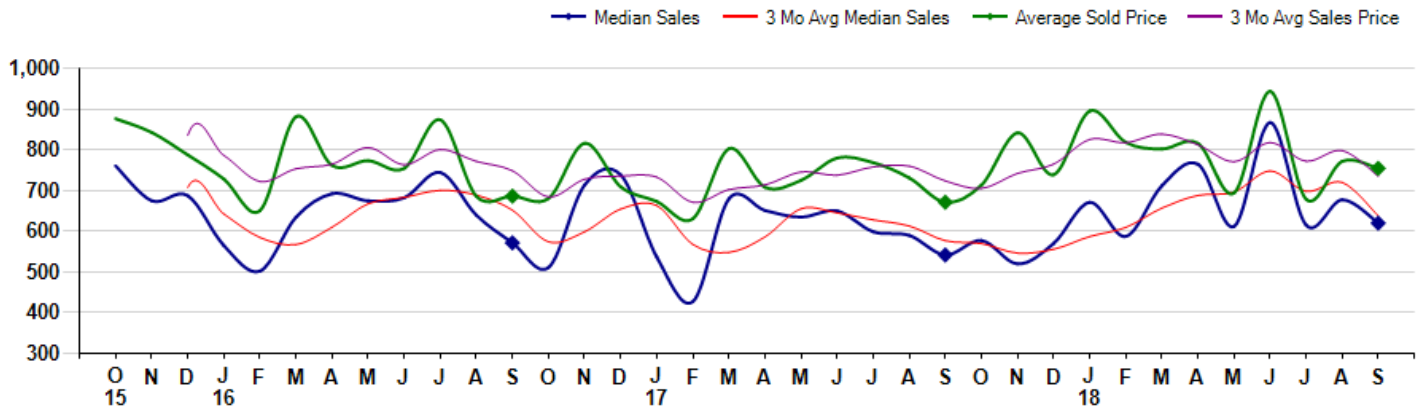
September Property sales were 27, down -12.9% from 31 in September of 2017 and -28.9% lower than the 38 sales last month. September 2018 sales were at their lowest level compared to September of 2017 and 2016. September YTD sales of 376 are running -7.2% behind last year's year-to-date sales of 405.



Prices

The Median Sales Price in September was \$620,000, up 14.4% from \$541,750 in September of 2017 and down -8.5% from \$677,500 last month. The Average Sales Price in September was \$754,620, up 12.4% from \$671,331 in September of 2017 and down -2.3% from \$772,041 last month. September 2018 ASP was at highest level compared to September of 2017 and 2016.

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



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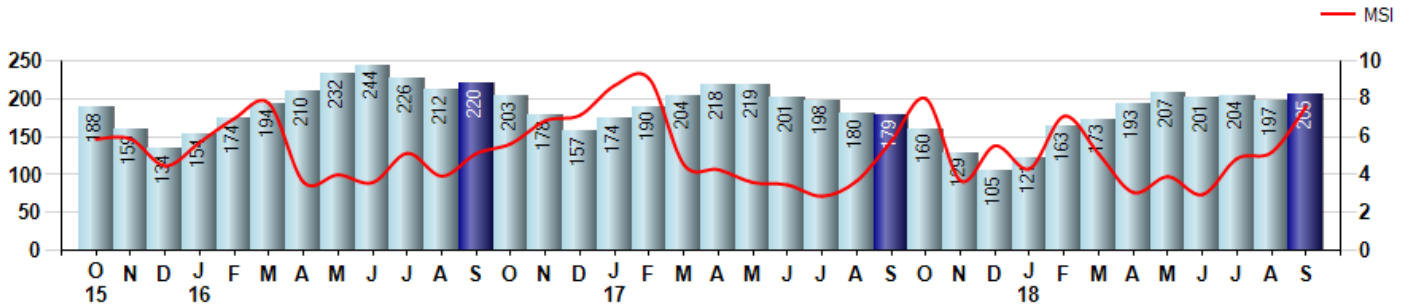
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Inventory & MSI

The Total Inventory of Properties available for sale as of September was 205, up 4.1% from 197 last month and up 14.5% from 179 in September of last year. September 2018 Inventory was at a mid range compared to September of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2018 MSI of 7.6 months was at its highest level compared with September of 2017 and 2016.

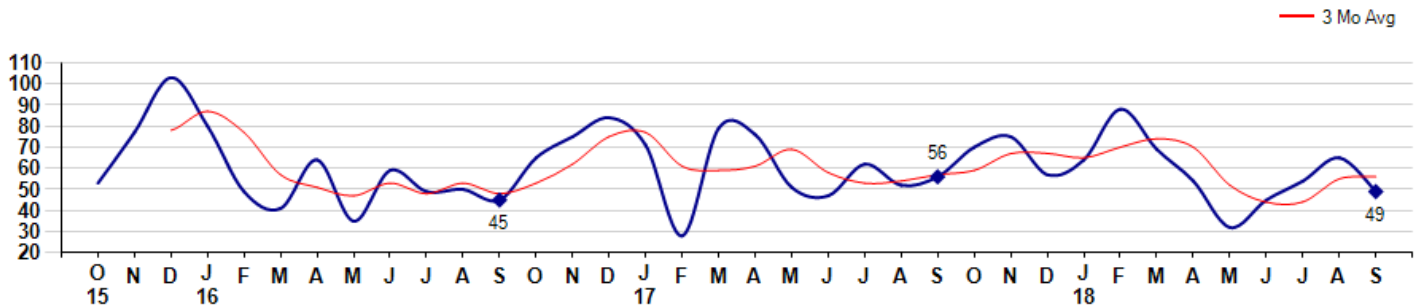
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 September was 49, down -24.6% from 65 days last month and down -12.5% from 56 days in September of last year. The September 2018 DOM was at a mid range compared with September of 2017 and 2016.

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



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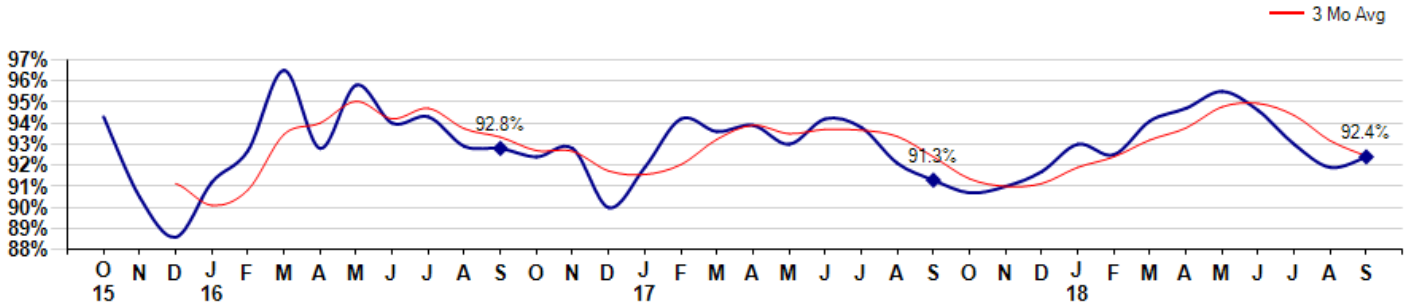


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Selling Price vs Listing Price

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 2018 Selling Price vs List Price of 92.4% was up from 91.9% last month and up from 91.3% in September of last year.

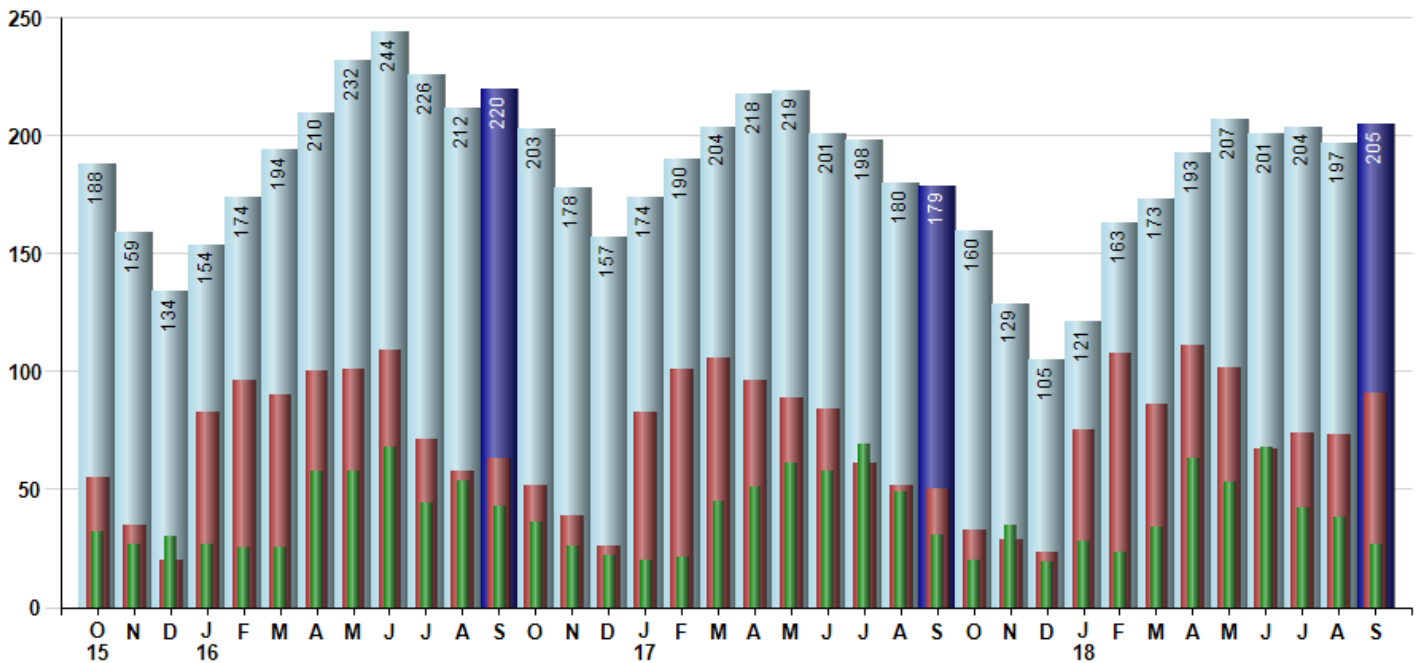
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2018 was 91, up 24.7% from 73 last month and up 82.0% from 50 in September of last year.

Inventory New Listings Sold



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MARKET ACTION REPORT

September 2018

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	O 15	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	M	A	M	J	J	A	S
Homes Sold	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	34	63	53	68	42	38	27
3 Mo. Roll Avg			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	28	40	50	61	54	49	36

	(000's) O 15	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	M	A	M	J	J	A	S
Median Sale Price	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	712	765	612	868	615	678	620
3 Mo. Roll Avg			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	657	688	696	748	698	720	638

	O 15	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	M	A	M	J	J	A	S
Inventory	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	163	173	193	207	201	204	197	205
MSI	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	5	3	4	3	5	5	8

	O 15	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	M	A	M	J	J	A	S
Days On Market	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	69	54	32	45	54	65	49
3 Mo. Roll Avg			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	74	70	52	44	44	55	56

	O 15	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	M	A	M	J	J	A	S
Price per Sq Ft	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	255	288	262	301	281	304	261
3 Mo. Roll Avg			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	270	274	268	284	281	295	282

	O 15	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	M	A	M	J	J	A	S
Sale to List Price	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	0.941	0.947	0.955	0.946	0.930	0.919	0.924
3 Mo. Roll Avg			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	0.932	0.938	0.948	0.949	0.944	0.932	0.924

	O 15	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	M	A	M	J	J	A	S
New Listings	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	75	108	86	111	102	67	74	73	91
Inventory	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	163	173	193	207	201	204	197	205
Sales	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	34	63	53	68	42	38	27

	(000's) O 15	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	M	A	M	J	J	A	S
Avg Sale Price	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	802	816	694	944	679	772	755
3 Mo. Roll Avg			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	839	812	771	818	772	798	735

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