

MLS Area: Wilmette



ART WILSON

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com



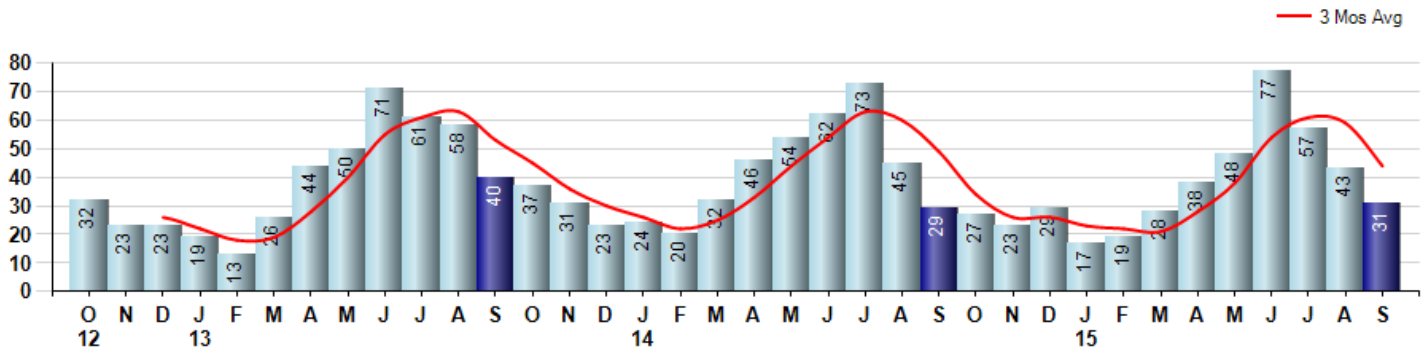
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$737,000	↓		↑				
Average List Price of all Current Listings	\$983,417	↔		↑				
September Median Sales Price	\$550,000	↓	↓	↑	↓	\$620,000	↔	↑
September Average Sales Price	\$681,871	↓	↓	↑	↓	\$739,736	↑	↔
Total Properties Currently for Sale (Inventory)	202	↓		↑				
September Number of Properties Sold	31	↓		↑		358	↓	
September Average Days on Market (Solds)	49	↑	↑	↓	↑	47	↔	↔
September Month's Supply of Inventory	6.5	↑	↑	↑	↑	5.2	↑	↑
September Sale Price vs List Price Ratio	96.3%	↓	↓	↔	↔	96.7%	↑	↑

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

Property Sales

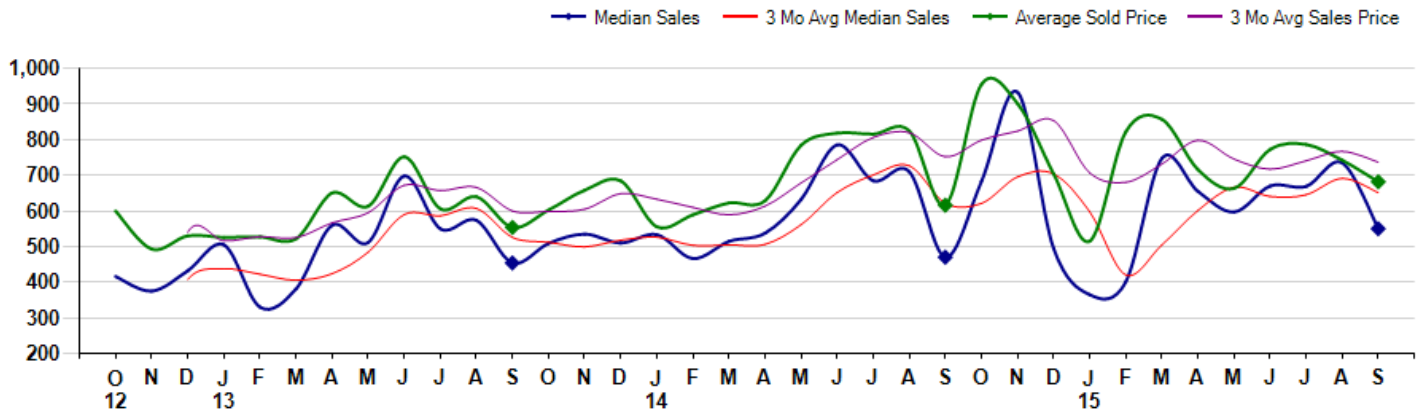
September Property sales were 31, up 6.9% from 29 in September of 2014 and -27.9% lower than the 43 sales last month. September 2015 sales were at a mid level compared to September of 2014 and 2013. September YTD sales of 358 are running -7.0% behind last year's year-to-date sales of 385.



Prices

The Median Sales Price in September was \$550,000, up 17.0% from \$470,000 in September of 2014 and down -25.2% from \$735,000 last month. The Average Sales Price in September was \$681,871, up 10.7% from \$616,045 in September of 2014 and down -8.1% from \$742,366 last month. September 2015 ASP was at highest level compared to September of 2014 and 2013.

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



MLS Area: Wilmette



ART WILSON

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com



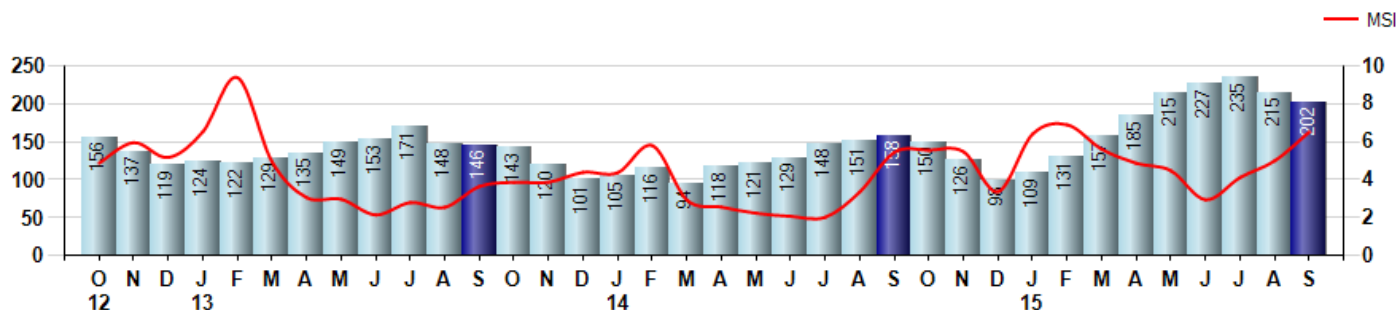
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of September was 202, down -6.0% from 215 last month and up 27.8% from 158 in September of last year. September 2015 Inventory was at highest level compared to September of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2015 MSI of 6.5 months was at its highest level compared with September of 2014 and 2013.

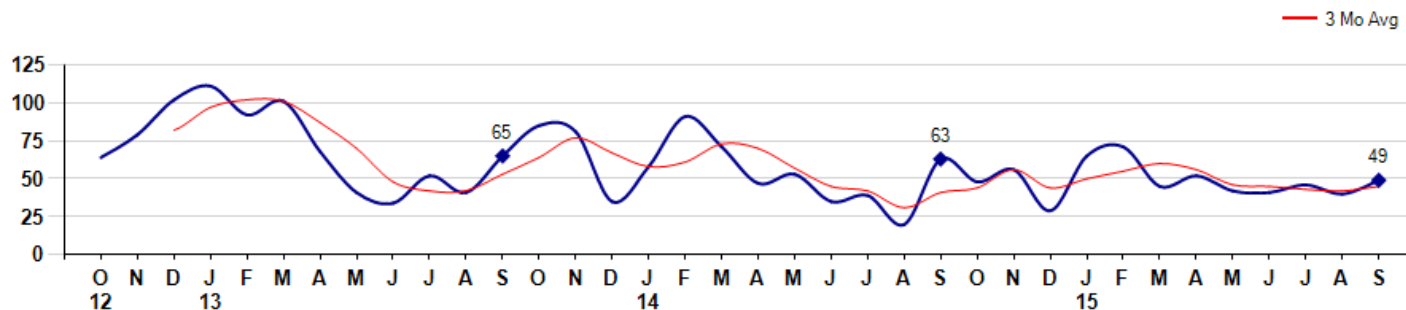
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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, up 22.5% from 40 days last month and down -22.2% from 63 days in September of last year. The September 2015 DOM was at its lowest level compared with September of 2014 and 2013.

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



© 2015 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 10/1/2012 through 9/30/2015. 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.



MLS Area: Wilmette



ART WILSON

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com

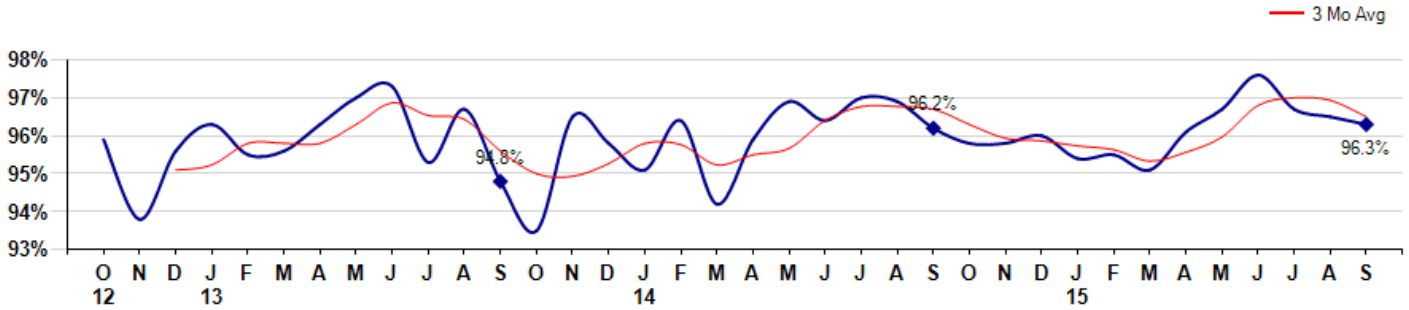


Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Selling Price vs Listing Price

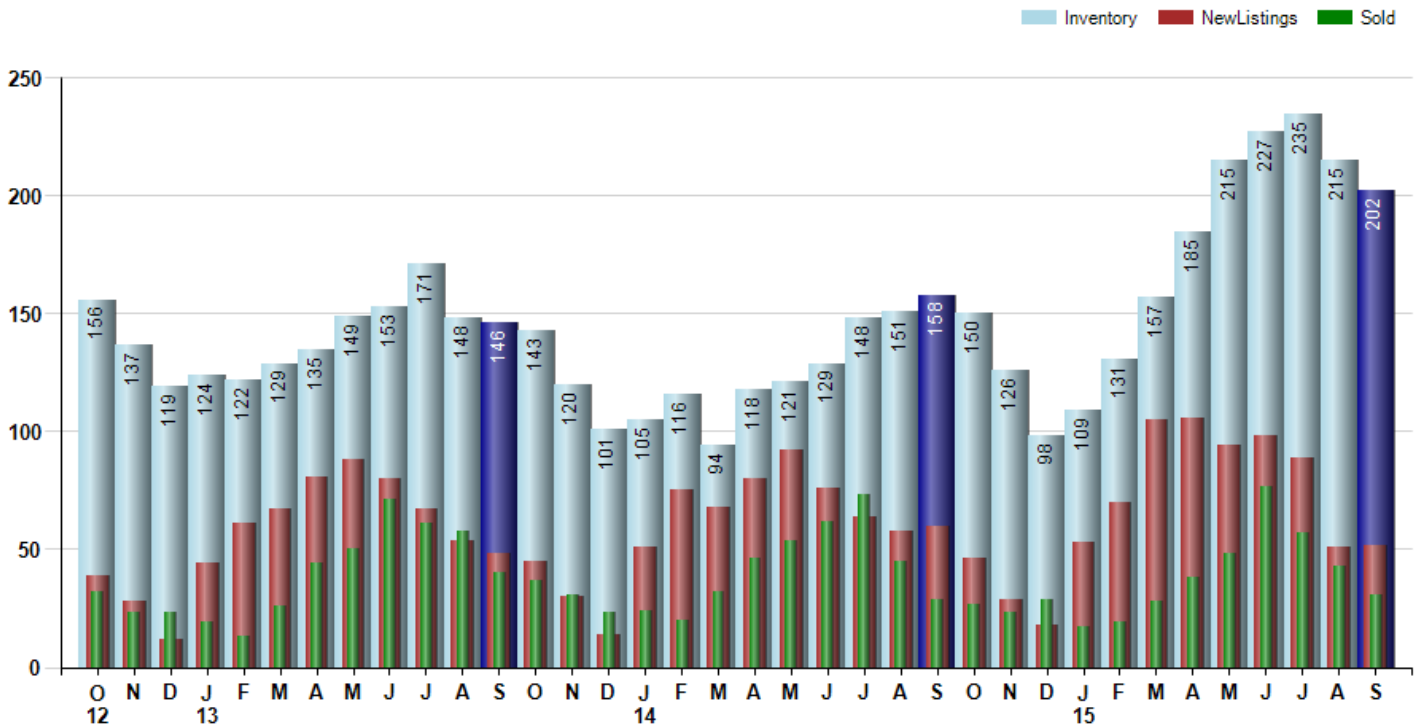
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The September 2015 Selling Price vs List Price of 96.3% was down from 96.5% last month and up from 96.2% 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 2015 was 52, up 2.0% from 51 last month and down -13.3% from 60 in September of last year.



© 2015 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 10/1/2012 through 9/30/2015. 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.



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

	O	12	N	D	J 13	F	M	A	M	J	J	A	S	O	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
Homes Sold	32	23	23	19	13	26	44	50	71	61	58	40	37	31	23	24	20	32	46	54	62	73	45	29	27	23	29	17	19	28	38	48	77	57	43	31	
3 Mo. Roll Avg			26	22	18	19	28	40	55	61	63	53	45	36	30	26	22	25	33	44	54	63	60	49	34	26	26	23	22	21	28	38	54	61	59	44	

	(000's)	O	12	N	D	J 13	F	M	A	M	J	J	A	S	O	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
Median Sale Price	416	375	432	505	330	381	560	512	698	550	573	454	509	535	510	533	466	515	538	632	786	685	710	470	684	934	495	365	401	747	655	597	670	669	735	550		
3 Mo. Roll Avg			408	437	422	405	424	484	590	587	607	526	512	499	518	526	503	505	506	561	652	701	727	622	621	696	704	598	420	504	601	666	641	645	691	651		

	O	12	N	D	J 13	F	M	A	M	J	J	A	S	O	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
Inventory	156	137	119	124	122	129	135	149	153	171	148	146	143	120	101	105	116	94	118	121	129	148	151	158	150	126	98	109	131	157	185	215	227	235	215	202	
MSI	5	6	5	7	9	5	3	3	2	3	3	4	4	4	4	4	6	3	3	2	2	2	3	5	6	5	3	6	7	6	5	4	3	4	5	7	

	O	12	N	D	J 13	F	M	A	M	J	J	A	S	O	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
Days On Market	64	79	102	111	92	101	68	41	34	52	41	65	85	81	35	58	91	71	47	53	35	39	20	63	48	56	29	65	71	45	52	42	41	46	40	49	
3 Mo. Roll Avg			82	97	102	101	87	70	48	42	42	53	64	77	67	58	61	73	70	57	45	42	31	41	44	56	44	50	55	60	56	46	45	43	42	45	

	O	12	N	D	J 13	F	M	A	M	J	J	A	S	O	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
Price per Sq Ft	263	234	234	235	234	178	239	263	266	248	262	266	254	259	242	248	290	268	265	283	285	278	291	283	300	249	266	243	235	271	257	281	277	294	280	262	
3 Mo. Roll Avg			244	234	234	216	217	227	256	259	259	259	261	260	252	250	260	269	274	272	278	282	285	284	291	277	272	253	248	250	254	270	272	284	284	279	

	O	12	N	D	J 13	F	M	A	M	J	J	A	S	O	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
Sale to List Price	0.959	0.938	0.956	0.963	0.955	0.956	0.963	0.970	0.973	0.953	0.967	0.948	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	0.951	0.961	0.967	0.976	0.967	0.965	0.963	
3 Mo. Roll Avg			0.951	0.952	0.958	0.958	0.958	0.963	0.969	0.965	0.964	0.956	0.950	0.949	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	0.953	0.956	0.960	0.968	0.970	0.969	0.965	

	O	12	N	D	J 13	F	M	A	M	J	J	A	S	O	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
New Listings	39	28	12	44	61	67	81	88	80	67	54	48	45	30	14	51	75	68	80	92	76	64	58	60	46	29	18	53	70	105	106	94	98	89	51	52	
Inventory	156	137	119	124	122	129	135	149	153	171	148	146	143	120	101	105	116	94	118	121	129	148	151	158	150	126	98	109	131	157	185	215	227	235	215	202	
Sales	32	23	23	19	13	26	44	50	71	61	58	40	37	31	23	24	20	32	46	54	62	73	45	29	27	23	29	17	19	28	38	48	77	57	43	31	

	(000's)	O	12	N	D	J 13	F	M	A	M	J	J	A	S	O	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
Avg Sale Price	600	493	530	526	527	522	650	613	752	606	640	554	603	658	685	556	589	623	629	784	819	816	825	616	955	901	704	515	822	858	716	663	773	787	742	682		
3 Mo. Roll Avg			541	516	528	525	566	595	672	657	666	600	599	605	648	633	610	589	614	679	744	806	820	752	799	824	854	707	681	732	799	746	717	741	767	737		

© 2015 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 10/1/2012 through 9/30/2015. 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.

