

## MLS Area: Wilmette



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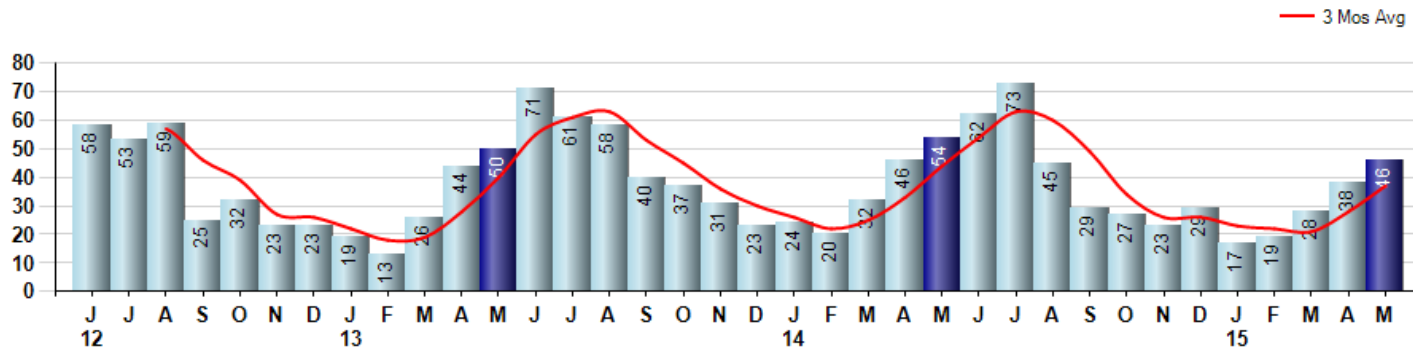
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$875,000	↓		↑				
Average List Price of all Current Listings	\$1,011,516	↓		↑				
May Median Sales Price	\$607,000	↓	↓	↓	↔	\$599,500	↑	↓
May Average Sales Price	\$677,717	↓	↓	↓	↓	\$721,406	↑	↓
Total Properties Currently for Sale (Inventory)	209	↑		↑				
May Number of Properties Sold	46	↑		↓		148	↓	
May Average Days on Market (Solds)	40	↓	↓	↓	↓	51	↓	↑
May Month's Supply of Inventory	4.5	↓	↓	↑	↑	5.6	↑	↑
May Sale Price vs List Price Ratio	96.7%	↑	↔	↓	↑	96.5%	↑	↑

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

### Property Sales

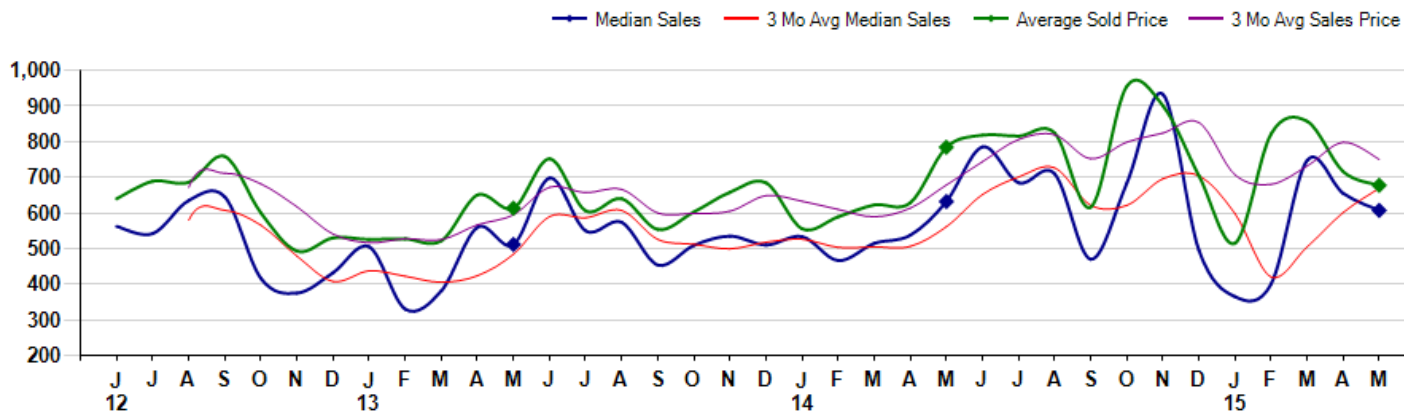
May Property sales were 46, down -14.8% from 54 in May of 2014 and 21.1% higher than the 38 sales last month. May 2015 sales were at their lowest level compared to May of 2014 and 2013. May YTD sales of 148 are running -15.9% behind last year's year-to-date sales of 176.



### Prices

The Median Sales Price in May was \$607,000, down -4.0% from \$632,000 in May of 2014 and down -7.3% from \$655,000 last month. The Average Sales Price in May was \$677,717, down -13.6% from \$784,297 in May of 2014 and down -5.3% from \$715,934 last month. May 2015 ASP was at a mid range compared to May of 2014 and 2013.

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



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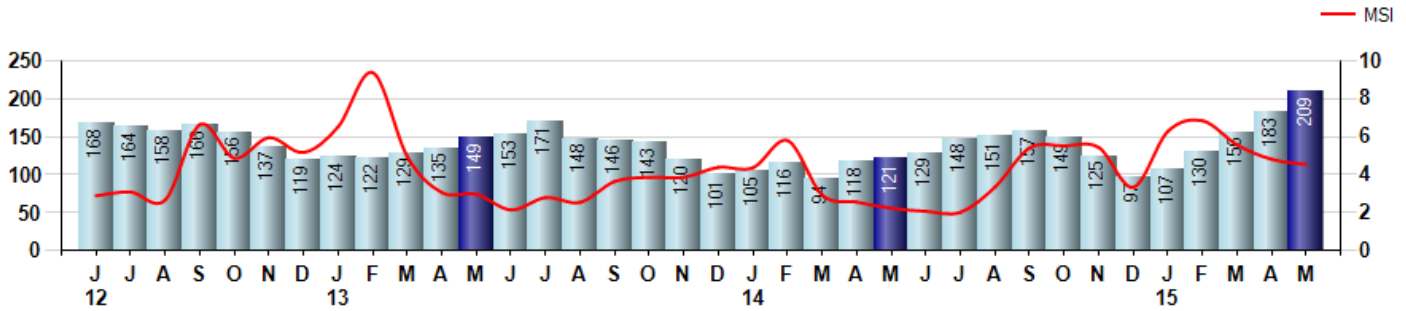
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### Inventory & MSI

The Total Inventory of Properties available for sale as of May was 209, up 14.2% from 183 last month and up 72.7% from 121 in May of last year. May 2015 Inventory was at highest level compared to May of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2015 MSI of 4.5 months was at its highest level compared with May of 2014 and 2013.

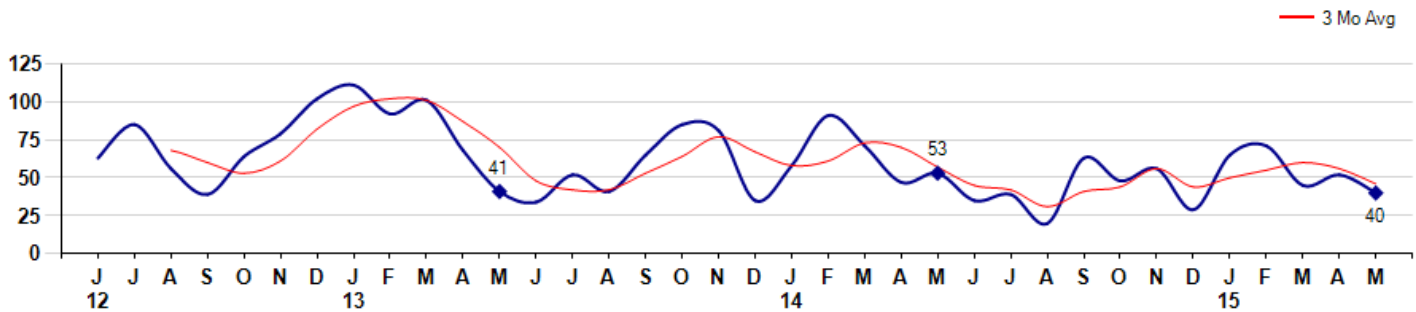
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 May was 40, down -23.1% from 52 days last month and down -24.5% from 53 days in May of last year. The May 2015 DOM was at its lowest level compared with May of 2014 and 2013.

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



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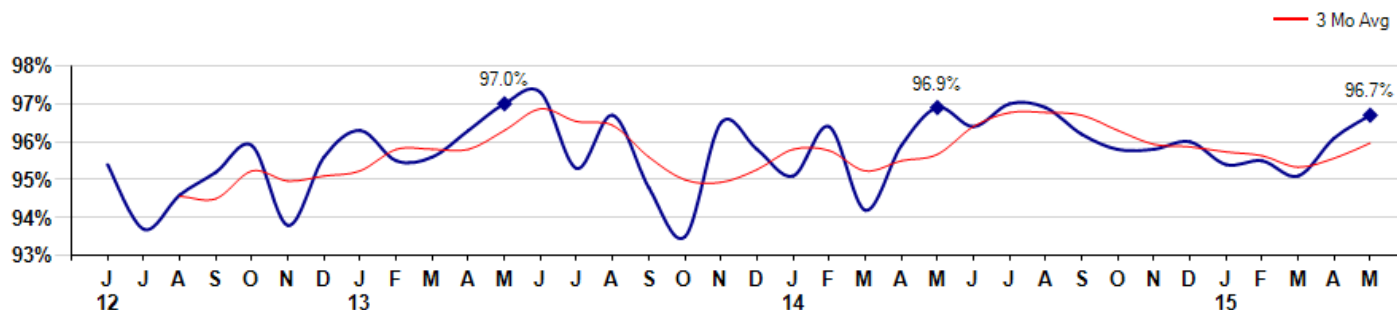


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### Selling Price vs Listing Price

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 May 2015 Selling Price vs List Price of 96.7% was up from 96.1% last month and down from 96.9% in May of last year.

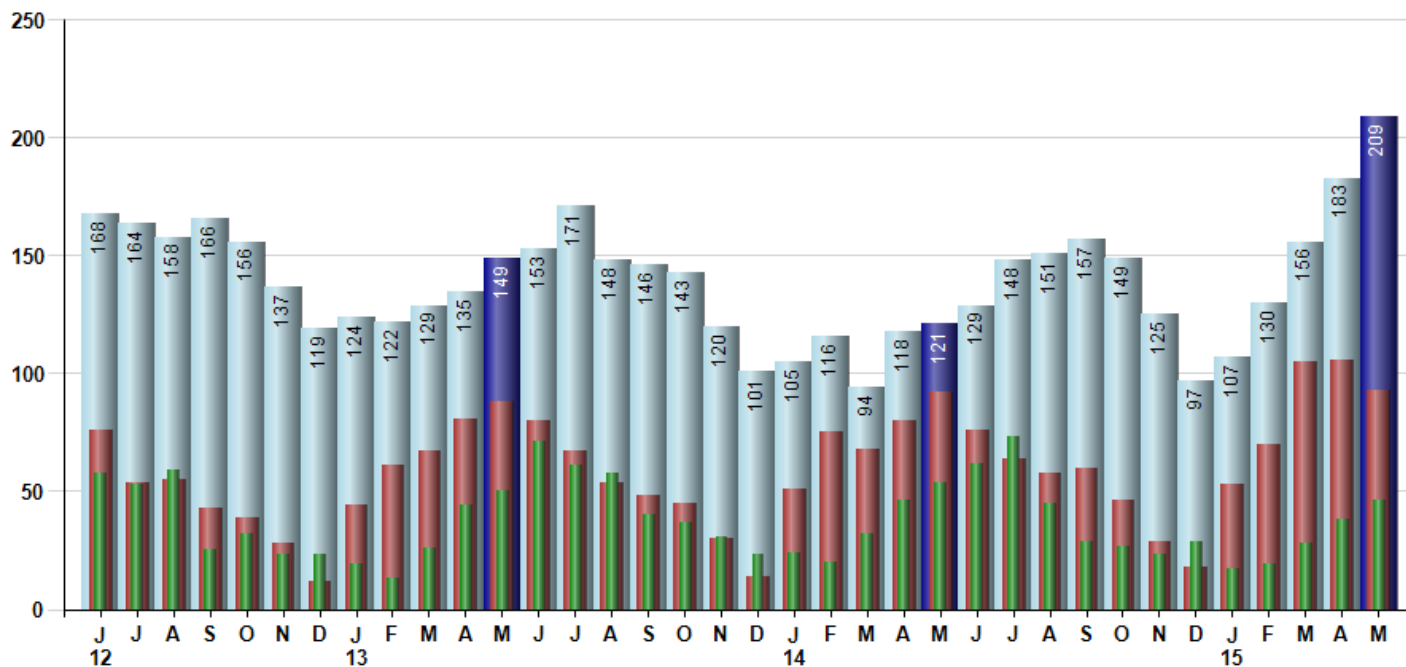
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 May 2015 was 93, down -12.3% from 106 last month and up 1.1% from 92 in May of last year.

Inventory (light blue), New Listings (red), Sold (green)



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	J 12	J	A	S	O	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
Homes Sold	58	53	59	25	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	46
3 Mo. Roll Avg			57	46	39	27	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	37

	(000's) J 12	J	A	S	O	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
Median Sale Price	563	542	635	645	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	607
3 Mo. Roll Avg			580	607	565	479	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	670

	J 12	J	A	S	O	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
Inventory	168	164	158	166	156	137	119	124	122	129	135	149	153	171	148	146	143	120	101	105	116	94	118	121	129	148	151	157	149	125	97	107	130	156	183	209
MSI	3	3	3	7	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	5

	J 12	J	A	S	O	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
Days On Market	63	85	56	39	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	40
3 Mo. Roll Avg			68	60	53	61	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

	J 12	J	A	S	O	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
Price per Sq Ft	242	242	234	238	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	287
3 Mo. Roll Avg			239	238	245	245	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	272

	J 12	J	A	S	O	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
Sale to List Price	0.954	0.937	0.946	0.952	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
3 Mo. Roll Avg			0.946	0.945	0.952	0.950	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

	J 12	J	A	S	O	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
New Listings	76	54	55	43	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	93
Inventory	168	164	158	166	156	137	119	124	122	129	135	149	153	171	148	146	143	120	101	105	116	94	118	121	129	148	151	157	149	125	97	107	130	156	183	209
Sales	58	53	59	25	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	46

	(000's) J 12	J	A	S	O	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
Avg Sale Price	640	689	686	759	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	678
3 Mo. Roll Avg			672	711	682	617	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	750

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