

MLS Area: Wilmette



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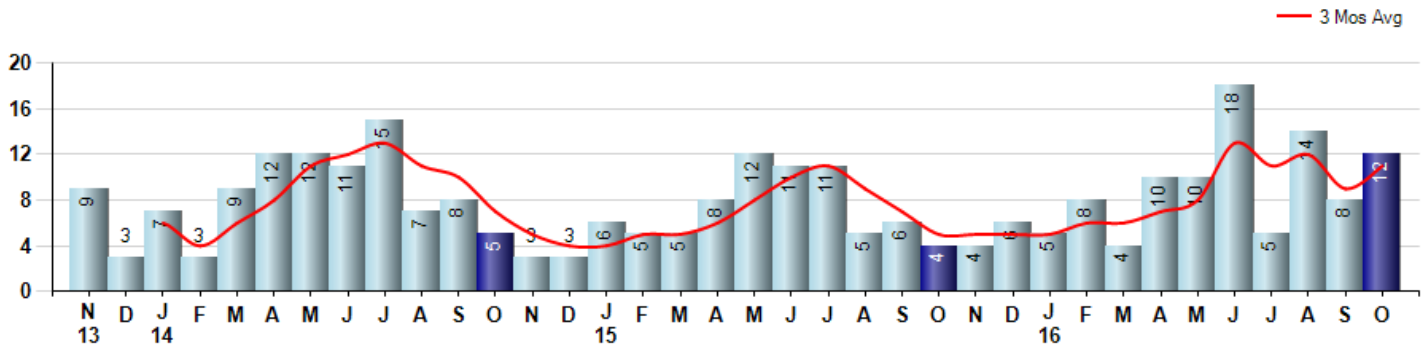
Price Range: \$0 to \$999,999,000 | Properties: Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$429,000	↓		↑				
Average List Price of all Current Listings	\$461,223	↓		↑				
October Median Sales Price	\$335,750	↑	↑	↑	↑	\$291,250	↓	↓
October Average Sales Price	\$365,700	↓	↑	↓	↑	\$333,360	↑	↓
Total Properties Currently for Sale (Inventory)	39	↓		↑				
October Number of Properties Sold	12	↑		↑		94	↑	
October Average Days on Market (Solds)	53	↓	↓	↓	↓	60	↓	
October Month's Supply of Inventory	3.3	↓	↓	↓	↓	5.0	↑	↔
October Sale Price vs List Price Ratio	95.2%	↑	↔	↓	↓	95.5%	↓	↔

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

Property Sales

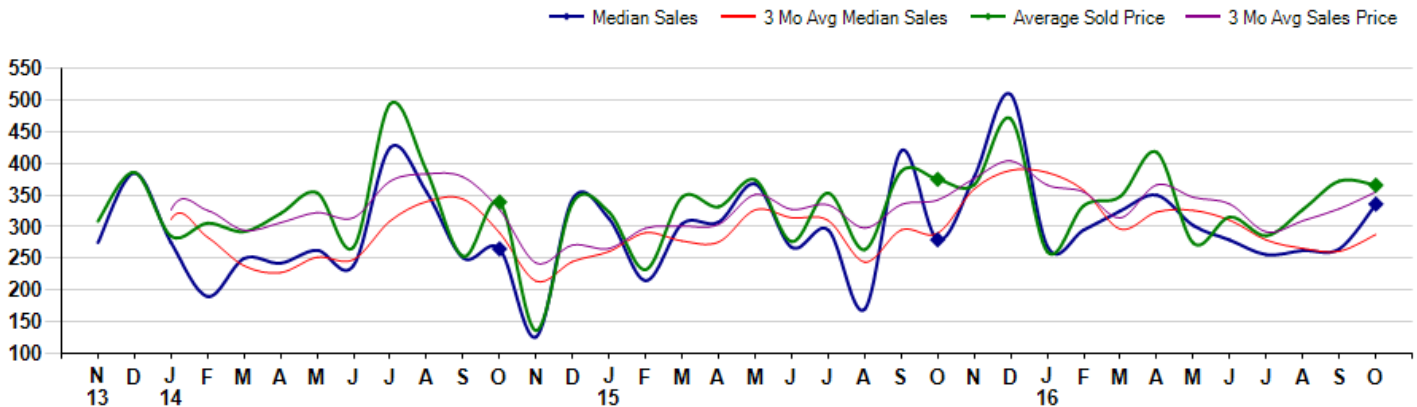
October Property sales were 12, up 200.0% from 4 in October of 2015 and 50.0% higher than the 8 sales last month. October 2016 sales were at their highest level compared to October of 2015 and 2014. October YTD sales of 94 are running 28.8% ahead of last year's year-to-date sales of 73.



Prices

The Median Sales Price in October was \$335,750, up 20.1% from \$279,450 in October of 2015 and up 26.7% from \$265,000 last month. The Average Sales Price in October was \$365,700, down -2.5% from \$374,975 in October of 2015 and down -1.8% from \$372,281 last month. October 2016 ASP was at a mid range compared to October of 2015 and 2014.

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



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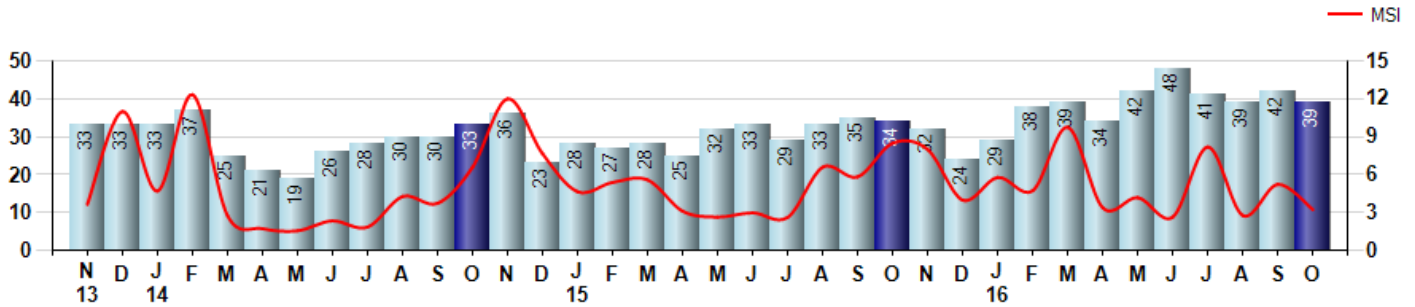
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Inventory & MSI

The Total Inventory of Properties available for sale as of October was 39, down -7.1% from 42 last month and up 14.7% from 34 in October of last year. October 2016 Inventory was at highest level compared to October of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2016 MSI of 3.3 months was at its lowest level compared with October of 2015 and 2014.

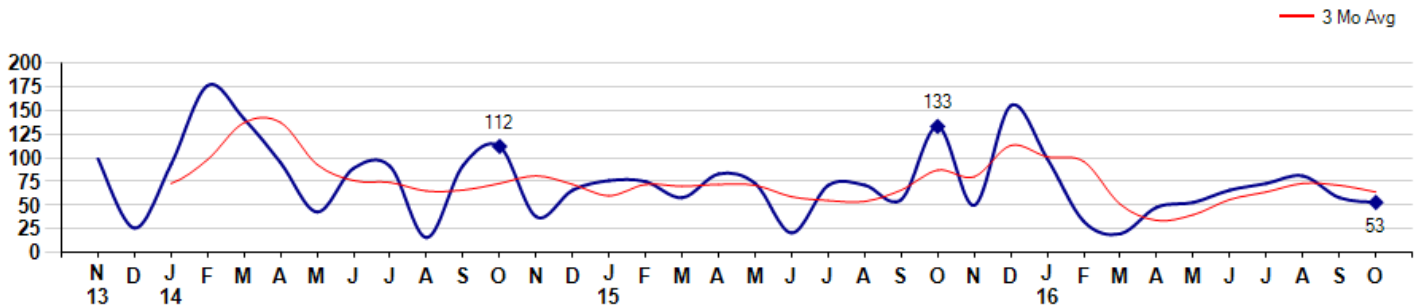
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 October was 53, down -8.6% from 58 days last month and down -60.2% from 133 days in October of last year. The October 2016 DOM was at its lowest level compared with October of 2015 and 2014.

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



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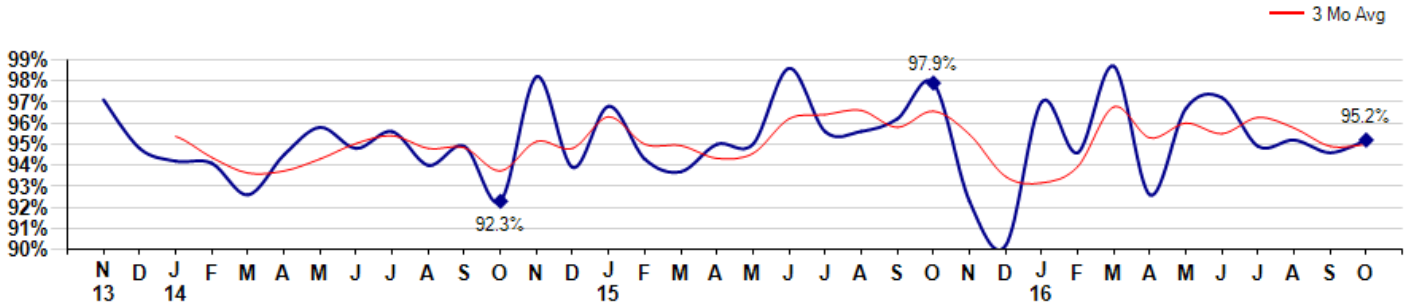


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Selling Price vs Listing Price

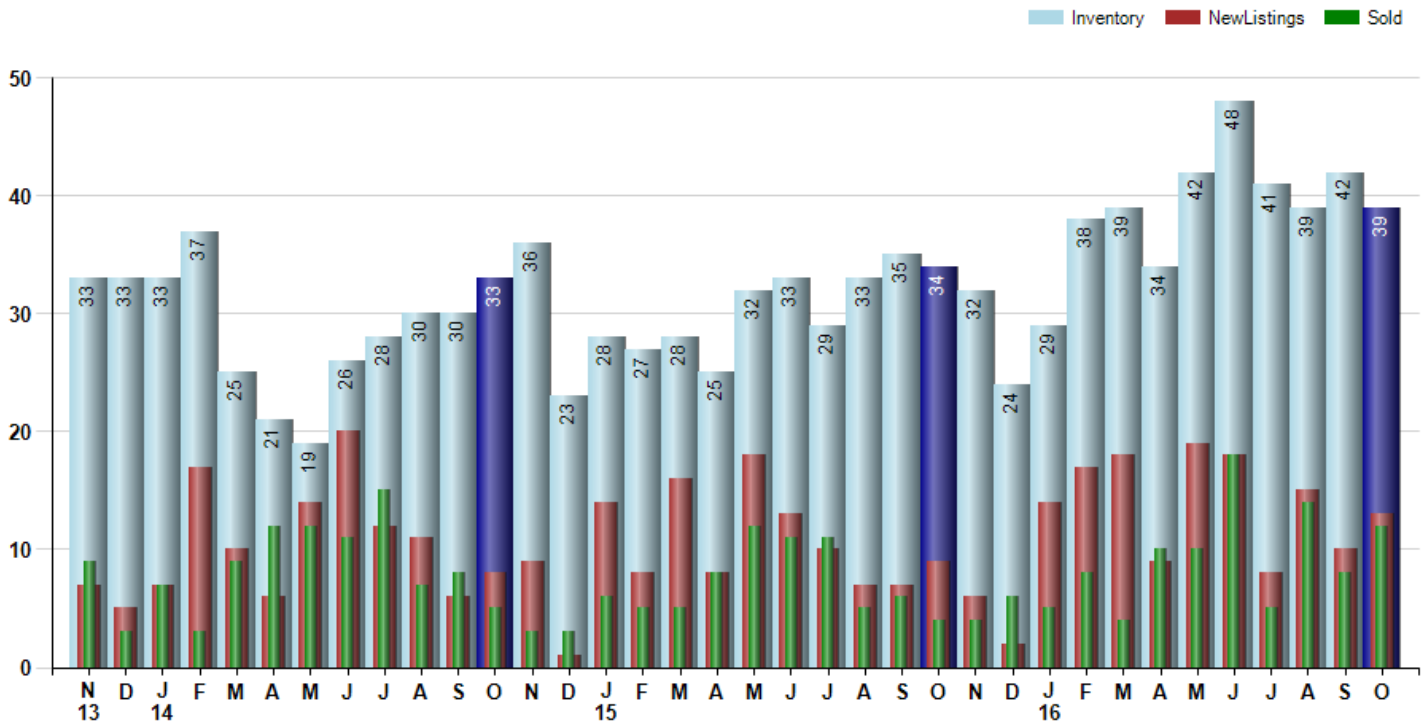
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The October 2016 Selling Price vs List Price of 95.2% was up from 94.6% last month and down from 97.9% in October 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 October 2016 was 13, up 30.0% from 10 last month and up 44.4% from 9 in October of last year.



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MARKET ACTION REPORT

October 2016

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	N 13	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	O
Homes Sold	9	3	7	3	9	12	12	11	15	7	8	5	3	3	6	5	5	8	12	11	11	5	6	4	4	6	5	8	4	10	10	18	5	14	8	12
3 Mo. Roll Avg			6	4	6	8	11	12	13	11	10	7	5	4	4	5	5	6	8	10	11	9	7	5	5	5	5	6	6	7	8	13	11	12	9	11

	(000's) N 13	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	O
Median Sale Price	275	385	275	190	250	242	263	239	425	355	251	265	126	344	313	215	305	308	368	268	295	170	420	279	379	509	269	295	325	350	302	279	256	263	265	336
3 Mo. Roll Avg			312	283	238	227	252	248	309	340	344	290	214	245	261	291	278	276	327	314	310	244	295	290	359	389	386	358	296	323	326	310	279	266	261	288

	N 13	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	O
Inventory	33	33	33	37	25	21	19	26	28	30	30	33	36	23	28	27	28	25	32	33	29	33	35	34	32	24	29	38	39	34	42	48	41	39	42	39
MSI	4	11	5	12	3	2	2	2	2	4	4	7	12	8	5	5	6	3	3	3	3	7	6	9	8	4	6	5	10	3	4	3	8	3	5	3

	N 13	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	O
Days On Market	99	26	93	176	141	95	43	89	91	16	92	112	38	66	76	75	58	83	73	21	71	71	56	133	50	155	99	33	20	48	53	66	73	81	58	53
3 Mo. Roll Avg			73	98	137	137	93	76	74	65	66	73	81	72	60	72	70	72	71	59	55	54	66	87	80	113	101	96	51	34	40	56	64	73	71	64

	N 13	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	O
Price per Sq Ft	211	201	172	256	214	196	202	179	238	210	197	186	129	180	210	193	173	185	187	216	253	166	219	211	286	197	213	211	200	246	216	208	196	207	210	241
3 Mo. Roll Avg			195	210	214	222	204	192	206	209	215	198	171	165	173	194	192	184	182	196	219	212	213	199	239	231	232	207	208	219	221	223	207	204	204	219

	N 13	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	O
Sale to List Price	0.971	0.948	0.942	0.941	0.926	0.945	0.958	0.948	0.956	0.940	0.949	0.923	0.982	0.939	0.968	0.943	0.937	0.950	0.950	0.986	0.956	0.956	0.962	0.979	0.923	0.902	0.970	0.946	0.987	0.926	0.967	0.972	0.949	0.952	0.946	0.952
3 Mo. Roll Avg			0.954	0.944	0.936	0.937	0.943	0.950	0.954	0.948	0.948	0.937	0.951	0.948	0.963	0.950	0.949	0.943	0.946	0.962	0.964	0.966	0.958	0.966	0.955	0.935	0.932	0.939	0.968	0.953	0.960	0.955	0.963	0.958	0.949	0.950

	N 13	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	O
New Listings	7	5	7	17	10	6	14	20	12	11	6	8	9	1	14	8	16	8	18	13	10	7	7	9	6	2	14	17	18	9	19	18	8	15	10	13
Inventory	33	33	33	37	25	21	19	26	28	30	30	33	36	23	28	27	28	25	32	33	29	33	35	34	32	24	29	38	39	34	42	48	41	39	42	39
Sales	9	3	7	3	9	12	12	11	15	7	8	5	3	3	6	5	5	8	12	11	11	5	6	4	4	6	5	8	4	10	10	18	5	14	8	12

	(000's) N 13	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	O
Avg Sale Price	309	386	285	306	292	321	354	268	494	388	253	339	136	338	323	232	347	332	374	277	353	264	388	375	367	470	261	334	348	418	274	316	286	327	372	366
3 Mo. Roll Avg			327	326	294	306	322	314	372	383	379	327	243	271	266	298	301	304	351	327	335	298	335	342	376	404	366	355	314	366	347	336	292	310	328	355

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