

## MLS Area: Wilmette



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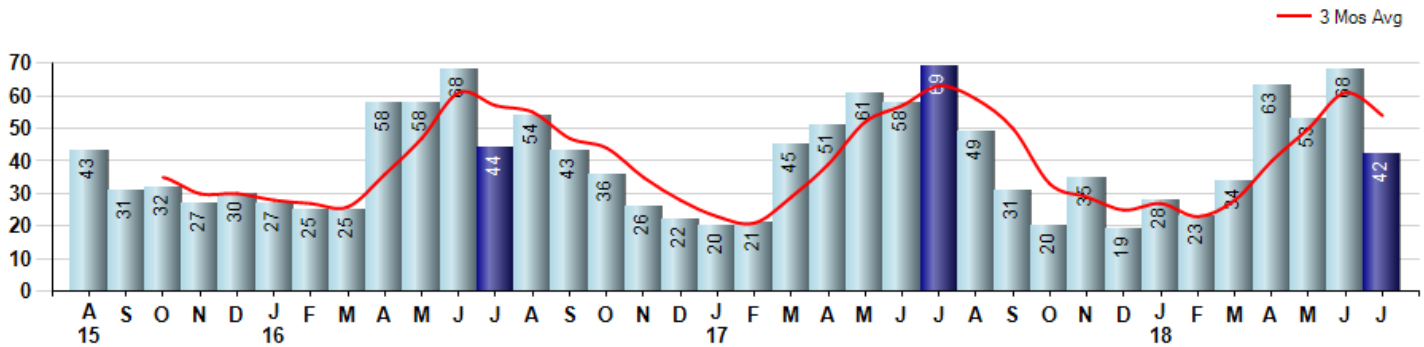
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

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	\$869,935	↓		↓				
July Median Sales Price	\$615,050	↓	↓	↑	↔	\$699,000	↑	↑
July Average Sales Price	\$678,842	↓	↓	↓	↓	\$810,583	↑	↑
Total Properties Currently for Sale (Inventory)	204	↑		↑				
July Number of Properties Sold	42	↓		↓		311	↓	
July Average Days on Market (Solds)	54	↑	↑	↓	↓	53	↓	↓
July Month's Supply of Inventory	4.9	↑	↑	↑	↔	4.5	↓	↓
July Sale Price vs List Price Ratio	93.0%	↓	↓	↓	↔	94.2%	↑	↑

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

### Property Sales

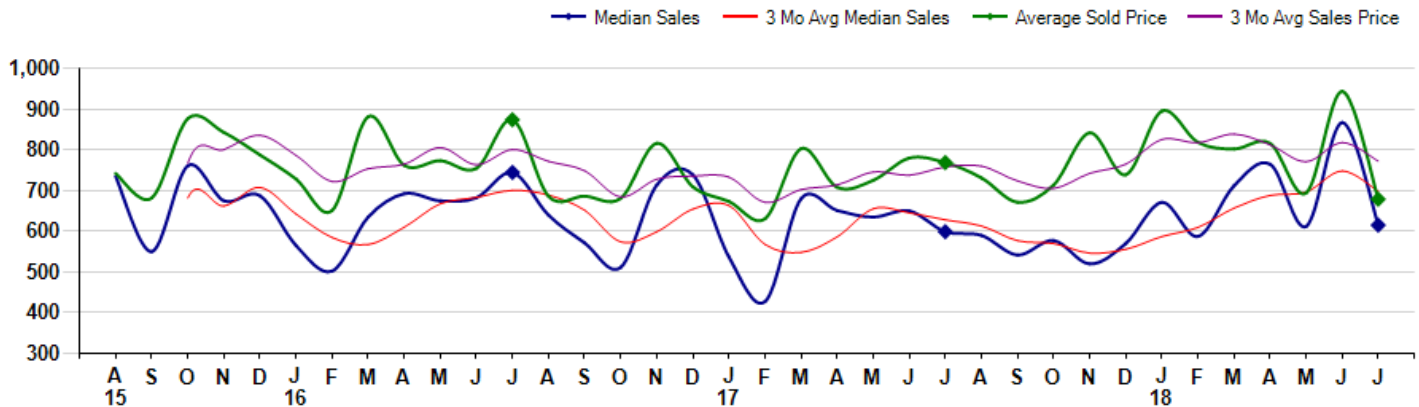
July Property sales were 42, down -39.1% from 69 in July of 2017 and -38.2% lower than the 68 sales last month. July 2018 sales were at their lowest level compared to July of 2017 and 2016. July YTD sales of 311 are running -4.3% behind last year's year-to-date sales of 325.



### Prices

The Median Sales Price in July was \$615,050, up 2.7% from \$599,000 in July of 2017 and down -29.1% from \$867,500 last month. The Average Sales Price in July was \$678,842, down -11.7% from \$768,689 in July of 2017 and down -28.1% from \$943,960 last month. July 2018 ASP was at the lowest level compared to July of 2017 and 2016.

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



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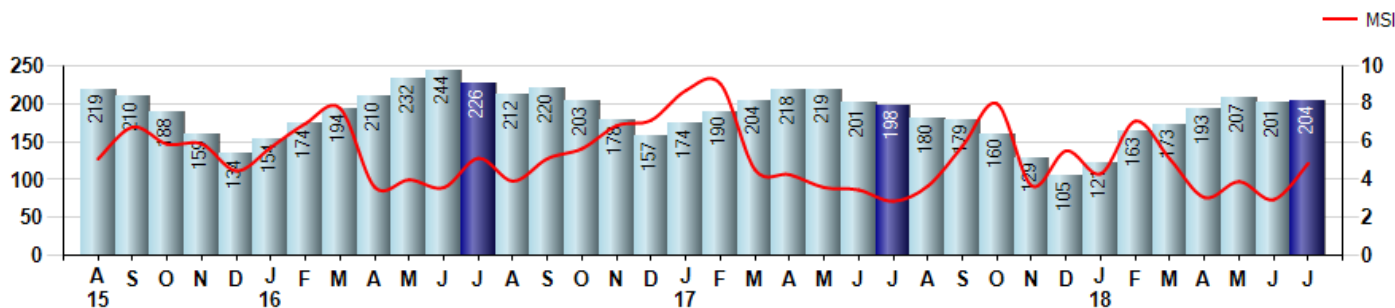
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### Inventory & MSI

The Total Inventory of Properties available for sale as of July was 204, up 1.5% from 201 last month and up 3.0% from 198 in July of last year. July 2018 Inventory was at a mid range compared to July of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2018 MSI of 4.9 months was at a mid range compared with July of 2017 and 2016.

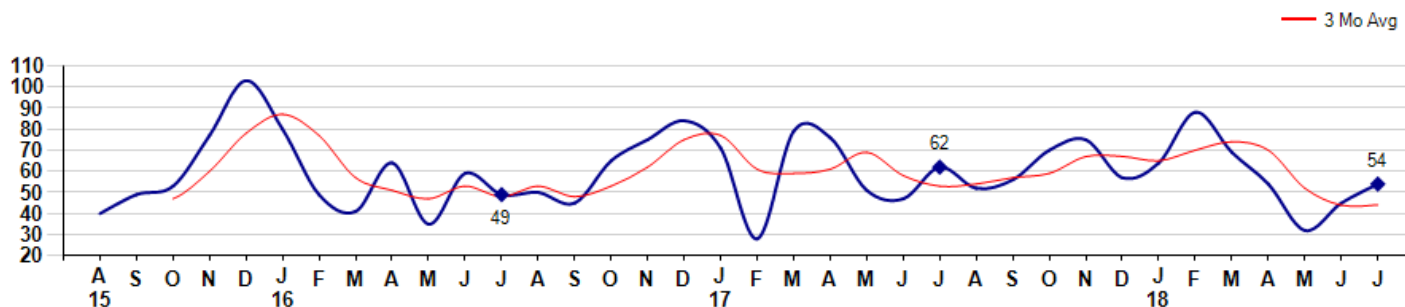
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 July was 54, up 20.0% from 45 days last month and down -12.9% from 62 days in July of last year. The July 2018 DOM was at a mid range compared with July of 2017 and 2016.

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



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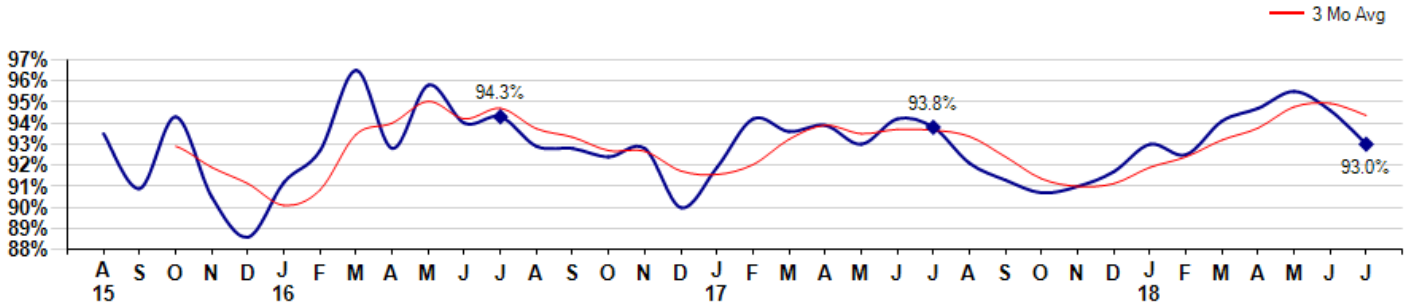


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### Selling Price vs Listing Price

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 July 2018 Selling Price vs List Price of 93.0% was down from 94.6% last month and down from 93.8% in July of last year.

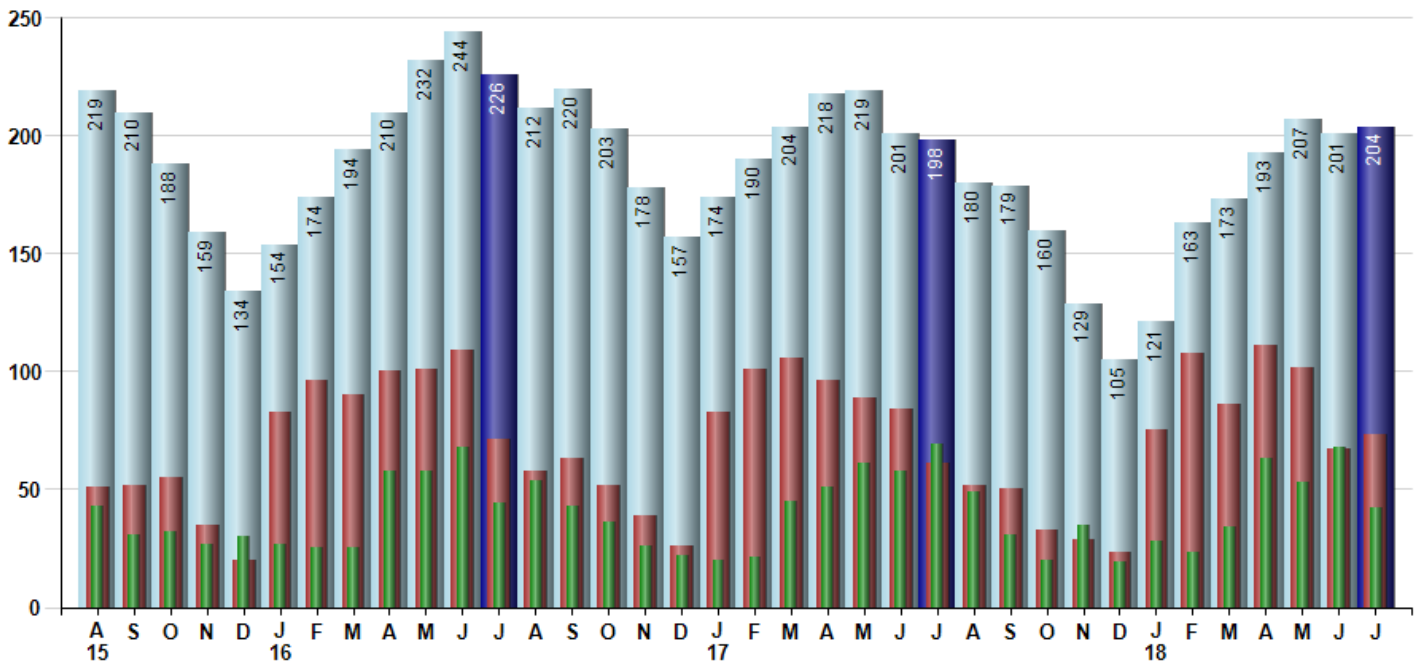
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 July 2018 was 73, up 9.0% from 67 last month and up 19.7% from 61 in July of last year.

Inventory    New Listings    Sold



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	A 15	S	O	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
Homes Sold	43	31	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
3 Mo. Roll Avg			35	30	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

	(000's) A 15	S	O	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
Median Sale Price	735	550	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
3 Mo. Roll Avg			682	662	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

	A 15	S	O	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
Inventory	219	210	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
MSI	5	7	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

	A 15	S	O	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
Days On Market	40	49	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
3 Mo. Roll Avg			47	60	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

	A 15	S	O	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
Price per Sq Ft	280	262	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
3 Mo. Roll Avg			282	286	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

	A 15	S	O	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
Sale to List Price	0.935	0.909	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
3 Mo. Roll Avg			0.929	0.919	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

	A 15	S	O	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
New Listings	51	52	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	73
Inventory	219	210	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
Sales	43	31	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

	(000's) A 15	S	O	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
Avg Sale Price	742	682	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
3 Mo. Roll Avg			767	801	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

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