

## MLS Area: Wilmette



**ART WILSON**  
 Broker, Realtor  
 847-363-1599  
 www.NorthShoreHomesOnline.com  
 Art.Wilson@cbexchange.com



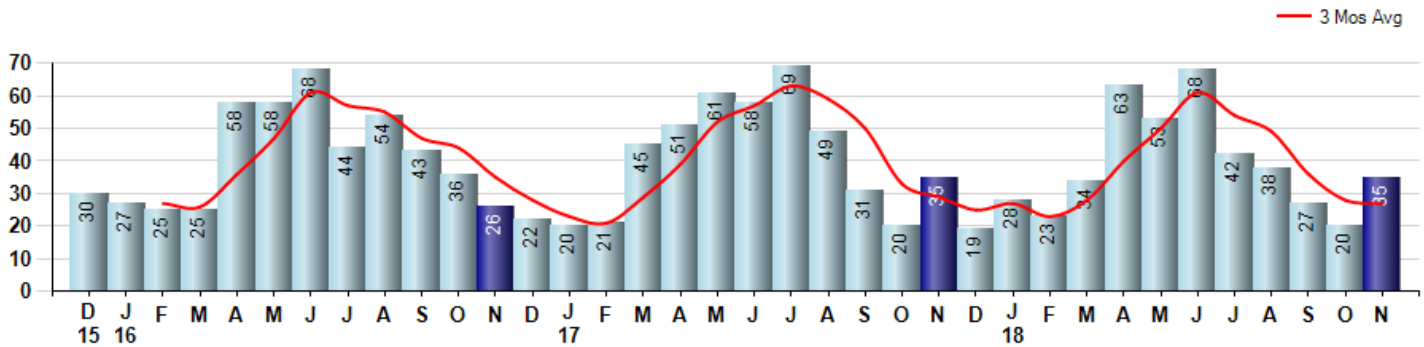
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

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	\$868,599	↔		↓				
November Median Sales Price	\$545,000	↓	↓	↑	↓	\$662,500	↑	↑
November Average Sales Price	\$621,077	↑	↓	↓		\$778,012	↑	↑
Total Properties Currently for Sale (Inventory)	159	↓		↑				
November Number of Properties Sold	35	↑		↔		431	↓	
November Average Days on Market (Solds)	40	↑	↓	↓	↓	52	↓	↓
November Month's Supply of Inventory	4.5	↓	↓	↑	↓	5.3	↑	↑
November Sale Price vs List Price Ratio	92.9%	↓	↓	↑	↔	93.9%	↑	↑

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

### Property Sales

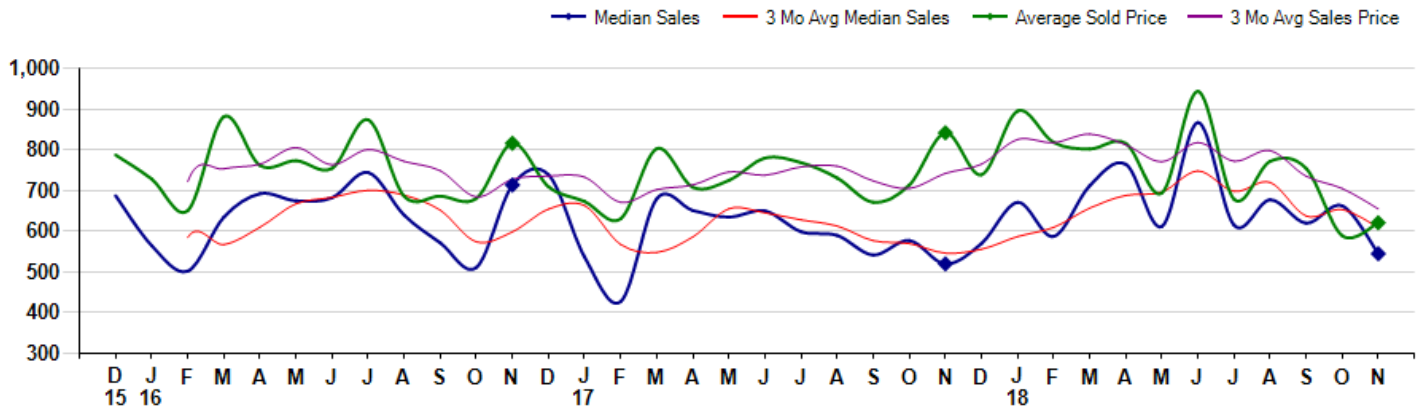
November Property sales were 35, equal to 35 in November of 2017 and 75.0% higher than the 20 sales last month. November 2018 sales were at a mid level compared to November of 2017 and 2016. November YTD sales of 431 are running -6.3% behind last year's year-to-date sales of 460.



### Prices

The Median Sales Price in November was \$545,000, up 4.8% from \$520,000 in November of 2017 and down -17.7% from \$662,500 last month. The Average Sales Price in November was \$621,077, down -26.2% from \$842,023 in November of 2017 and up 5.4% from \$589,090 last month. November 2018 ASP was at the lowest level compared to November of 2017 and 2016.

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



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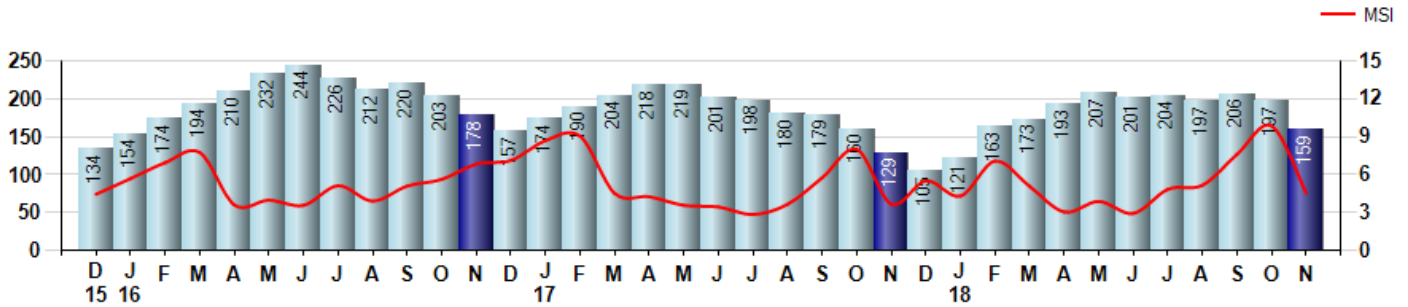
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### Inventory & MSI

The Total Inventory of Properties available for sale as of November was 159, down -19.3% from 197 last month and up 23.3% from 129 in November of last year. November 2018 Inventory was at a mid range compared to November of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2018 MSI of 4.5 months was at a mid range compared with November of 2017 and 2016.

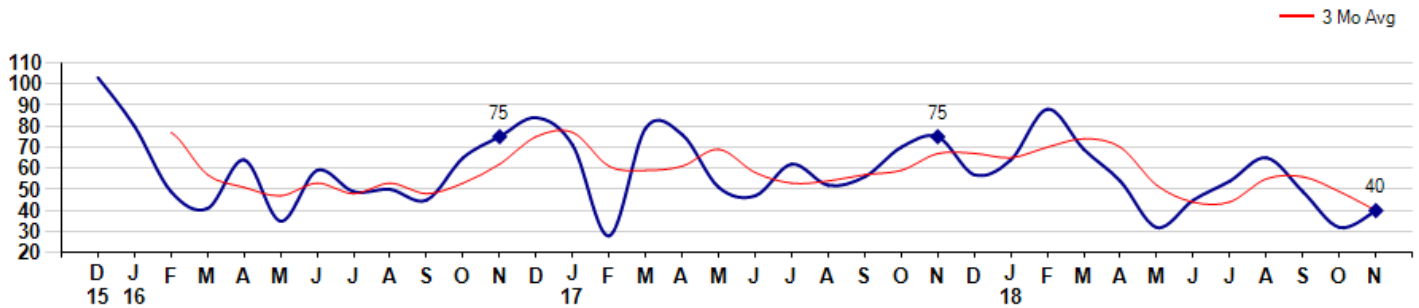
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 November was 40, up 25.0% from 32 days last month and down -46.7% from 75 days in November of last year. The November 2018 DOM was at its lowest level compared with November of 2017 and 2016.

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



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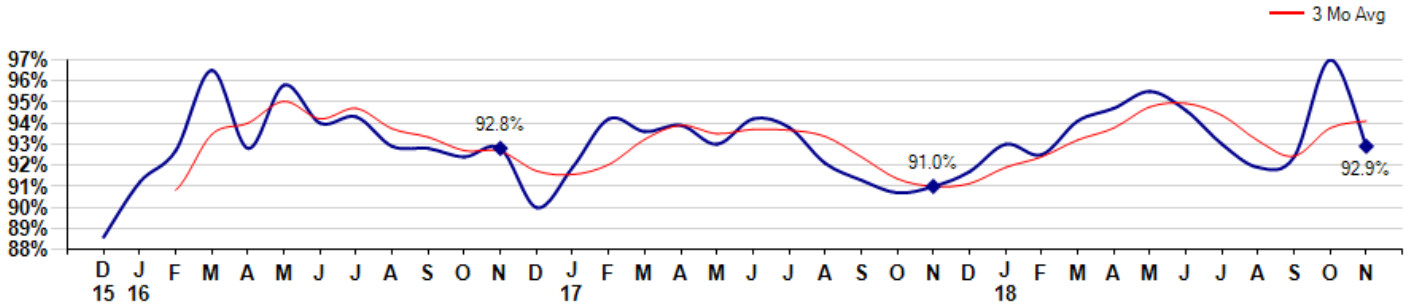


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### Selling Price vs Listing Price

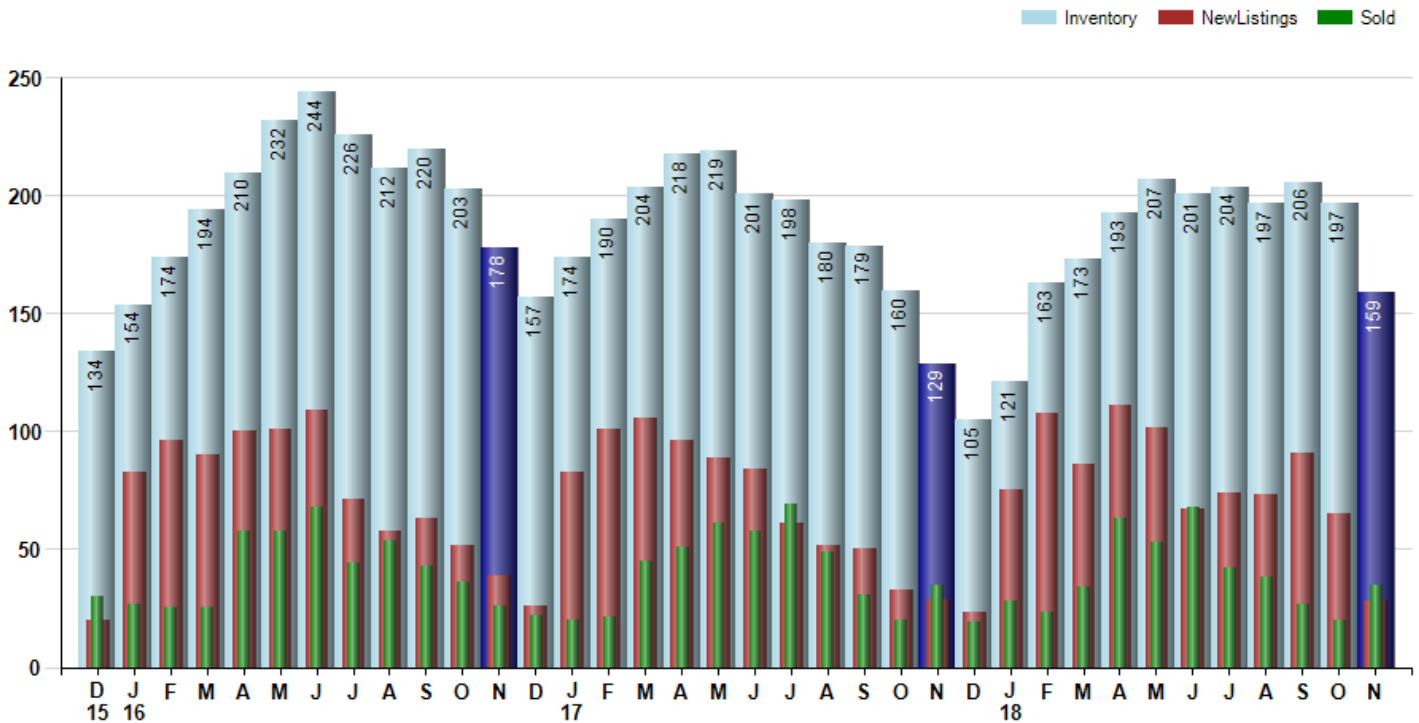
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The November 2018 Selling Price vs List Price of 92.9% was down from 97.0% last month and up from 91.0% in November 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 November 2018 was 28, down -56.9% from 65 last month and down -3.4% from 29 in November of last year.



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	D 15	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	O	N
Homes Sold	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	20	35
3 Mo. Roll Avg			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	28	27

	(000's) D 15	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	O	N
Median Sale Price	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	663	545
3 Mo. Roll Avg			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	653	609

	D 15	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	O	N
Inventory	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	206	197	159
MSI	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	10	5

	D 15	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	O	N
Days On Market	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	32	40
3 Mo. Roll Avg			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	49	40

	D 15	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	O	N
Price per Sq Ft	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	250	250
3 Mo. Roll Avg			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	272	254

	D 15	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	O	N
Sale to List Price	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	0.970	0.929
3 Mo. Roll Avg			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	0.938	0.941

	D 15	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	O	N
New Listings	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	65	28
Inventory	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	206	197	159
Sales	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	20	35

	(000's) D 15	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	O	N
Avg Sale Price	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	589	621
3 Mo. Roll Avg			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	705	655

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