

MLS Area: Wilmette



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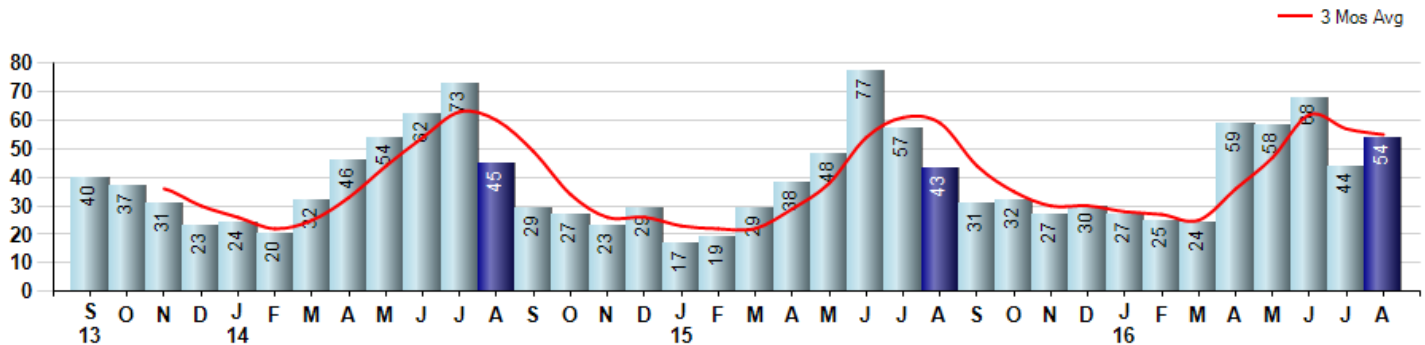
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$718,000	↓		↓				
Average List Price of all Current Listings	\$941,450	↔		↓				
August Median Sales Price	\$639,500	↓	↓	↓	↑	\$675,000	↑	↑
August Average Sales Price	\$686,084	↓	↓	↓	↓	\$762,880	↔	↔
Total Properties Currently for Sale (Inventory)	203	↓		↓				
August Number of Properties Sold	54	↑		↑		359	↑	
August Average Days on Market (Solds)	50	↑	↑	↑	↓	53	↑	↓
August Month's Supply of Inventory	3.8	↓	↓	↓	↓	5.1	↔	↓
August Sale Price vs List Price Ratio	96.2%	↓	↓	↓	↓	96.1%	↓	↓

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

Property Sales

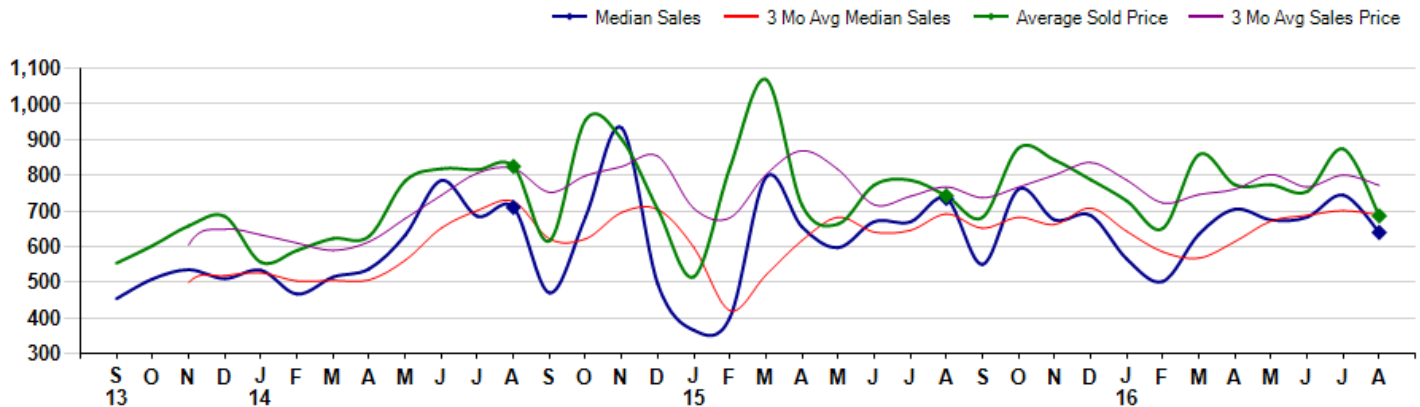
August Property sales were 54, up 25.6% from 43 in August of 2015 and 22.7% higher than the 44 sales last month. August 2016 sales were at their highest level compared to August of 2015 and 2014. August YTD sales of 359 are running 9.5% ahead of last year's year-to-date sales of 328.



Prices

The Median Sales Price in August was \$639,500, down -13.0% from \$735,000 in August of 2015 and down -14.1% from \$744,500 last month. The Average Sales Price in August was \$686,084, down -7.6% from \$742,366 in August of 2015 and down -21.5% from \$874,103 last month. August 2016 ASP was at the lowest level compared to August of 2015 and 2014.

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



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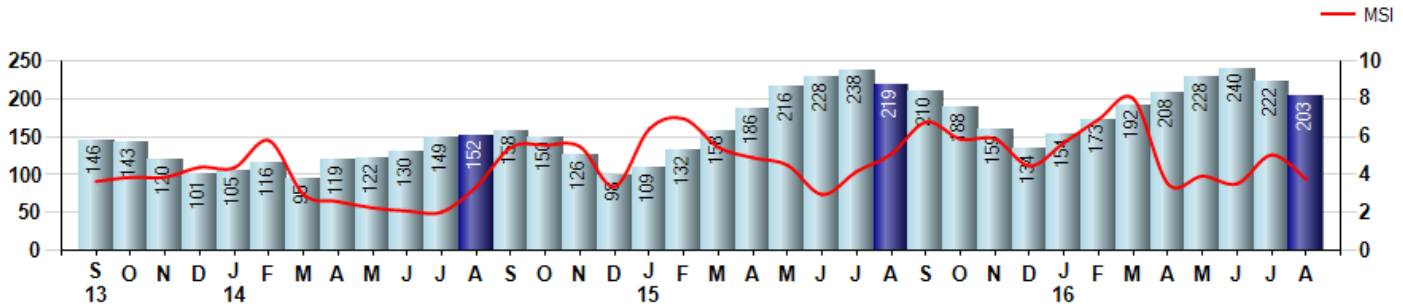
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Inventory & MSI

The Total Inventory of Properties available for sale as of August was 203, down -8.6% from 222 last month and down -7.3% from 219 in August of last year. August 2016 Inventory was at a mid range compared to August of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2016 MSI of 3.8 months was at a mid range compared with August of 2015 and 2014.

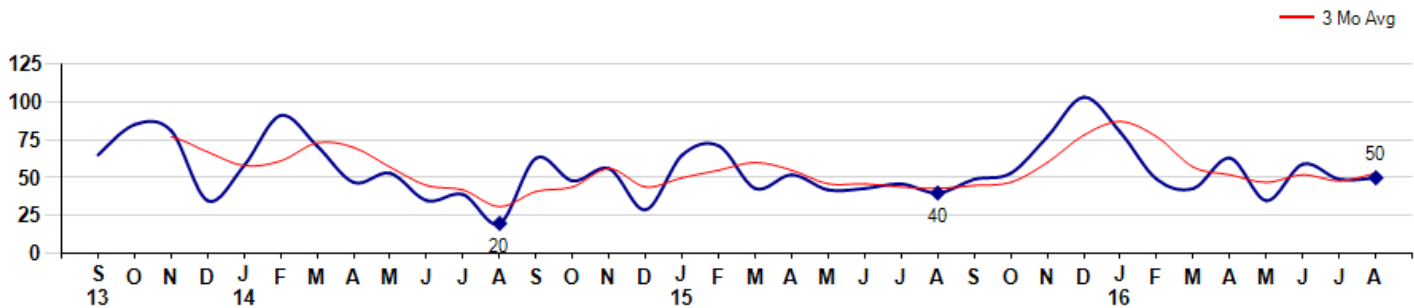
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 August was 50, up 2.0% from 49 days last month and up 25.0% from 40 days in August of last year. The August 2016 DOM was at its highest level compared with August of 2015 and 2014.

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



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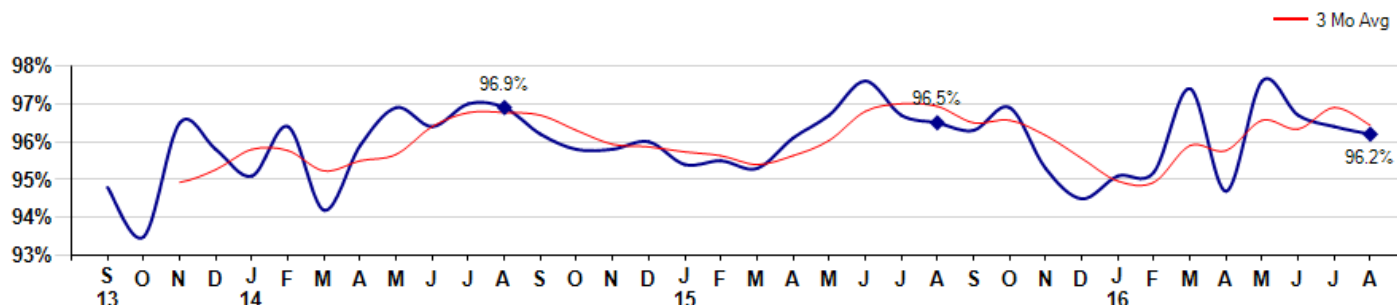


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Selling Price vs Listing Price

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 August 2016 Selling Price vs List Price of 96.2% was down from 96.4% last month and down from 96.5% in August of last year.

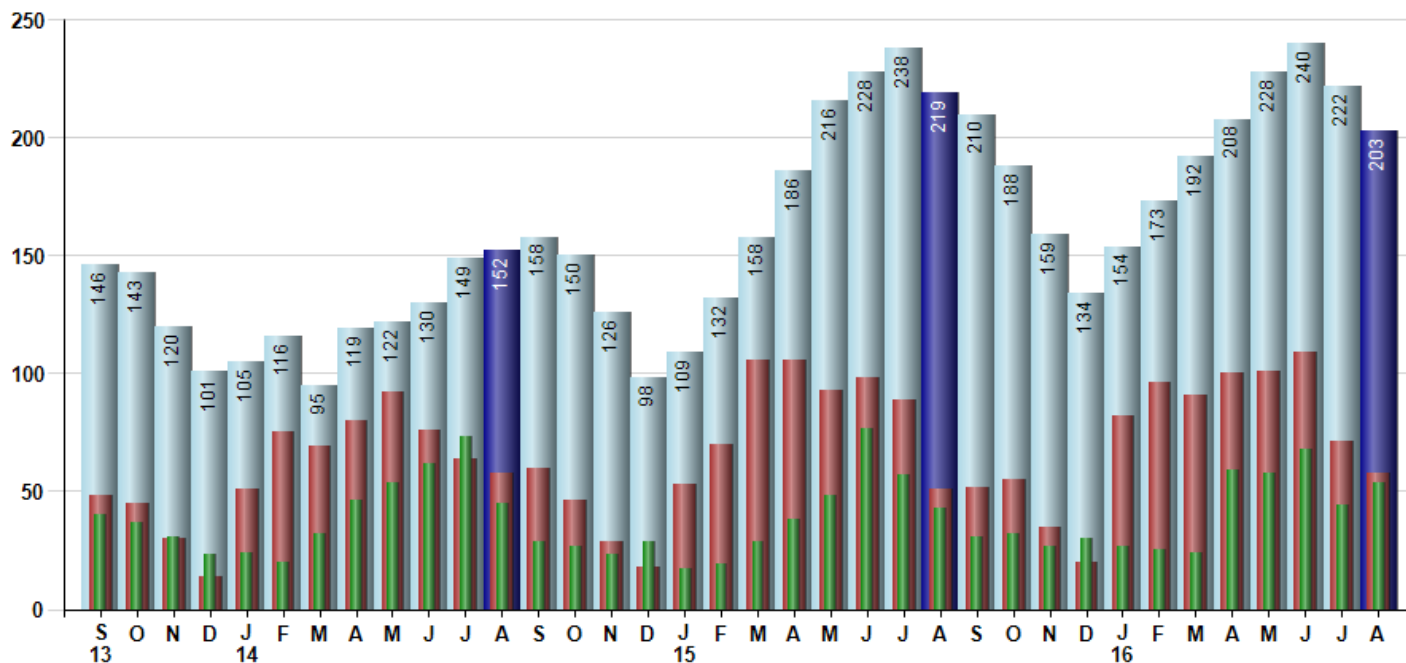
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 August 2016 was 58, down -18.3% from 71 last month and up 13.7% from 51 in August of last year.

Inventory New Listings Sold



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MARKET ACTION REPORT

August 2016

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	S 13	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	O	N	D	J 16	F	M	A	M	J	J	A
Homes Sold	40	37	31	23	24	20	32	46	54	62	73	45	29	27	23	29	17	19	29	38	48	77	57	43	31	32	27	30	27	25	24	59	58	68	44	54
3 Mo. Roll Avg			36	30	26	22	25	33	44	54	63	60	49	34	26	26	23	22	22	29	38	54	61	59	44	35	30	30	28	27	25	36	47	62	57	55

	(000's) S 13	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	O	N	D	J 16	F	M	A	M	J	J	A
Median Sale Price	454	509	535	510	533	466	515	538	632	786	685	710	470	684	934	495	365	401	795	655	597	670	669	735	550	761	675	688	565	502	635	705	675	683	745	640
3 Mo. Roll Avg			499	518	526	503	505	506	561	652	701	727	622	621	696	704	598	420	520	617	682	641	645	691	651	682	662	708	643	585	567	614	672	687	701	689

	S 13	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	O	N	D	J 16	F	M	A	M	J	J	A
Inventory	146	143	120	101	105	116	95	119	122	130	149	152	158	150	126	98	109	132	158	186	216	228	238	219	210	188	159	134	154	173	192	208	228	240	222	203
MSI	4	4	4	4	4	6	3	3	2	2	2	3	5	6	5	3	6	7	5	5	5	3	4	5	7	6	6	4	6	7	8	4	4	4	5	4

	S 13	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	O	N	D	J 16	F	M	A	M	J	J	A
Days On Market	65	85	81	35	58	91	71	47	53	35	39	20	63	48	56	29	65	71	43	52	42	43	46	40	49	53	77	103	80	49	43	63	35	59	49	50
3 Mo. Roll Avg			77	67	58	61	73	70	57	45	42	31	41	44	56	44	50	55	60	55	46	46	44	43	45	47	60	78	87	77	57	52	47	52	48	53

	S 13	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	O	N	D	J 16	F	M	A	M	J	J	A
Price per Sq Ft	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	303	292	240	276	247	310	269	271	285	283	290
3 Mo. Roll Avg			260	252	250	260	269	274	272	278	282	285	284	291	277	272	253	248	250	254	270	272	284	284	279	282	286	278	269	254	278	275	283	275	280	286

	S 13	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	O	N	D	J 16	F	M	A	M	J	J	A
Sale to List Price	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	0.953	0.961	0.967	0.976	0.967	0.965	0.963	0.969	0.953	0.945	0.951	0.952	0.974	0.947	0.976	0.967	0.964	0.962
3 Mo. Roll Avg			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	0.954	0.956	0.960	0.968	0.970	0.969	0.965	0.966	0.962	0.956	0.950	0.949	0.959	0.958	0.966	0.963	0.969	0.964

	S 13	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	O	N	D	J 16	F	M	A	M	J	J	A
New Listings	48	45	30	14	51	75	69	80	92	76	64	58	60	46	29	18	53	70	106	106	93	98	89	51	52	55	35	20	82	96	91	100	101	109	71	58
Inventory	146	143	120	101	105	116	95	119	122	130	149	152	158	150	126	98	109	132	158	186	216	228	238	219	210	188	159	134	154	173	192	208	228	240	222	203
Sales	40	37	31	23	24	20	32	46	54	62	73	45	29	27	23	29	17	19	29	38	48	77	57	43	31	32	27	30	27	25	24	59	58	68	44	54

	(000's) S 13	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	O	N	D	J 16	F	M	A	M	J	J	A
Avg Sale Price	554	603	658	685	556	589	623	629	784	819	816	825	616	955	901	704	515	822	1,069	716	663	773	787	742	682	877	843	788	728	651	858	773	774	755	874	686
3 Mo. Roll Avg			605	648	633	610	589	614	679	744	806	820	752	799	824	854	707	681	802	869	816	717	741	767	737	767	801	836	786	722	746	761	802	767	801	772

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