

MLS Area: Wilmette



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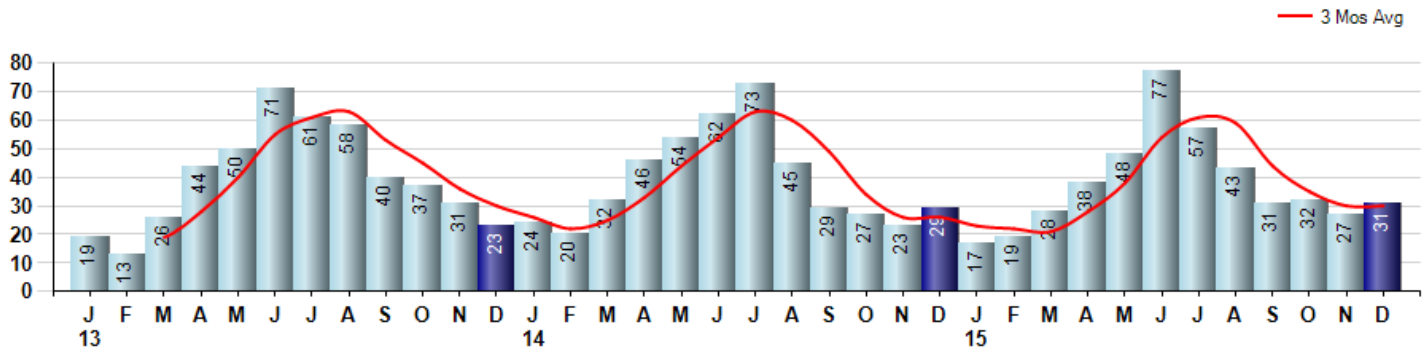
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$795,000	↑		↑				
Average List Price of all Current Listings	\$1,047,528	↑		↑				
December Median Sales Price	\$705,000	↑	↑	↑	↑	\$634,250	↑	↑
December Average Sales Price	\$988,403	↑	↑	↑	↑	\$772,946	↑	↑
Total Properties Currently for Sale (Inventory)	123	↓		↑				
December Number of Properties Sold	31	↑		↑		448	↓	
December Average Days on Market (Solds)	100	↑	↑	↑	↑	53	↑	↑
December Month's Supply of Inventory	4.0	↓	↓	↑	↑	5.2	↑	↑
December Sale Price vs List Price Ratio	94.8%	↓	↓	↓	↓	96.5%	↑	↑

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

Property Sales

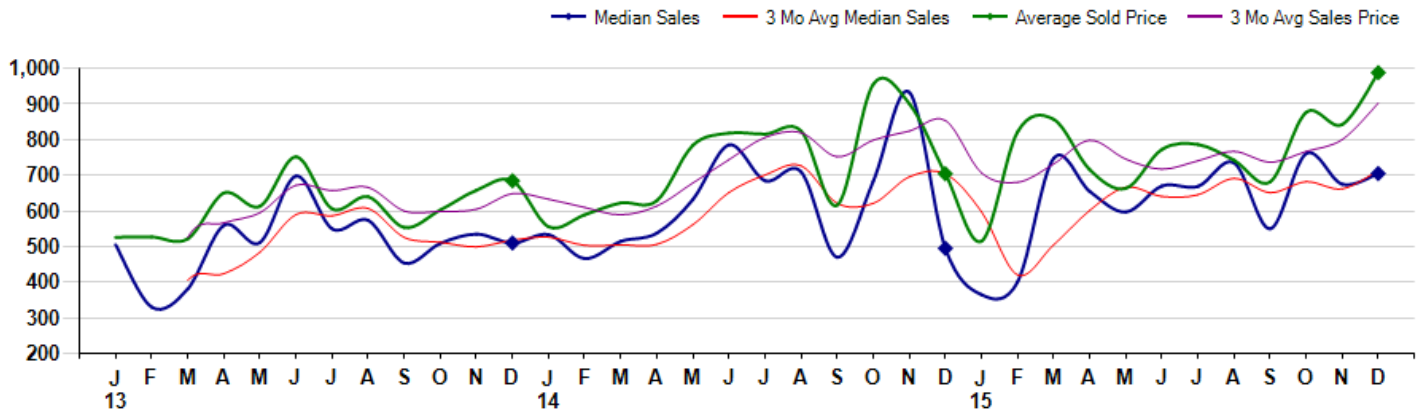
December Property sales were 31, up 6.9% from 29 in December of 2014 and 14.8% higher than the 27 sales last month. December 2015 sales were at their highest level compared to December of 2014 and 2013. December YTD sales of 448 are running -3.4% behind last year's year-to-date sales of 464.



Prices

The Median Sales Price in December was \$705,000, up 42.4% from \$495,000 in December of 2014 and up 4.4% from \$675,000 last month. The Average Sales Price in December was \$988,403, up 40.3% from \$704,351 in December of 2014 and up 17.3% from \$842,963 last month. December 2015 ASP was at highest level compared to December of 2014 and 2013.

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



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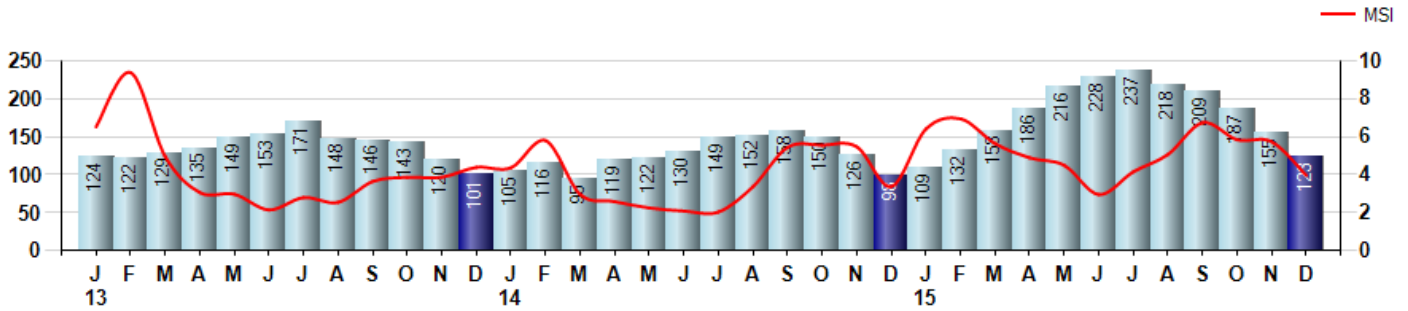
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 123, down -20.6% from 155 last month and up 25.5% from 98 in December of last year. December 2015 Inventory was at highest level compared to December of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2015 MSI of 4.0 months was at a mid range compared with December of 2014 and 2013.

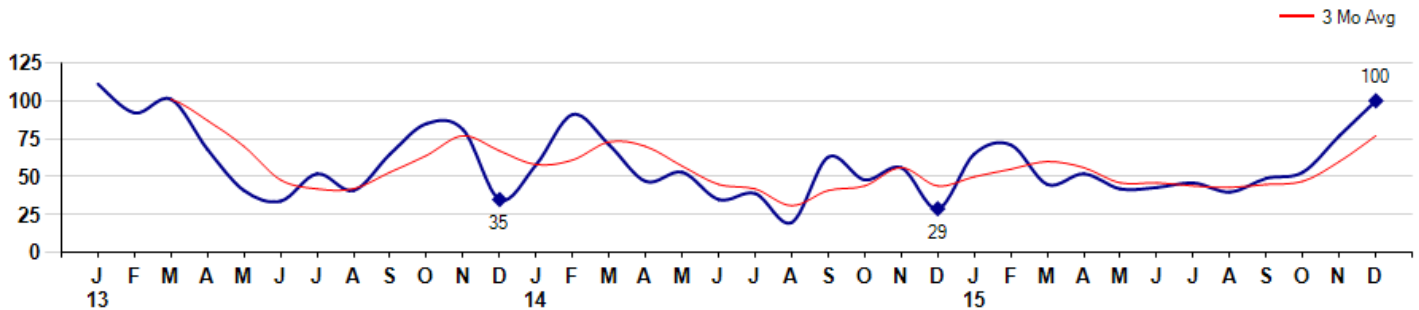
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 100, up 29.9% from 77 days last month and up 244.8% from 29 days in December of last year. The December 2015 DOM was at its highest level compared with December of 2014 and 2013.

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



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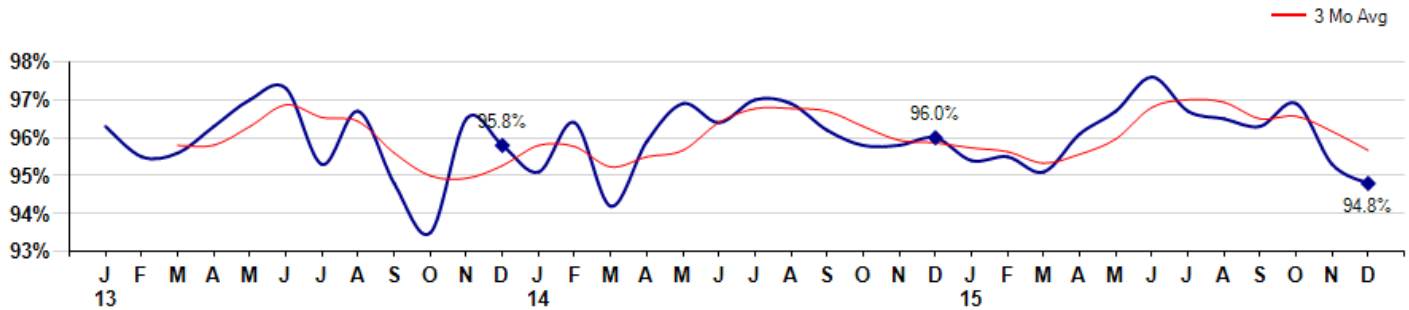


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Selling Price vs Listing Price

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 December 2015 Selling Price vs List Price of 94.8% was down from 95.3% last month and down from 96.0% in December of last year.

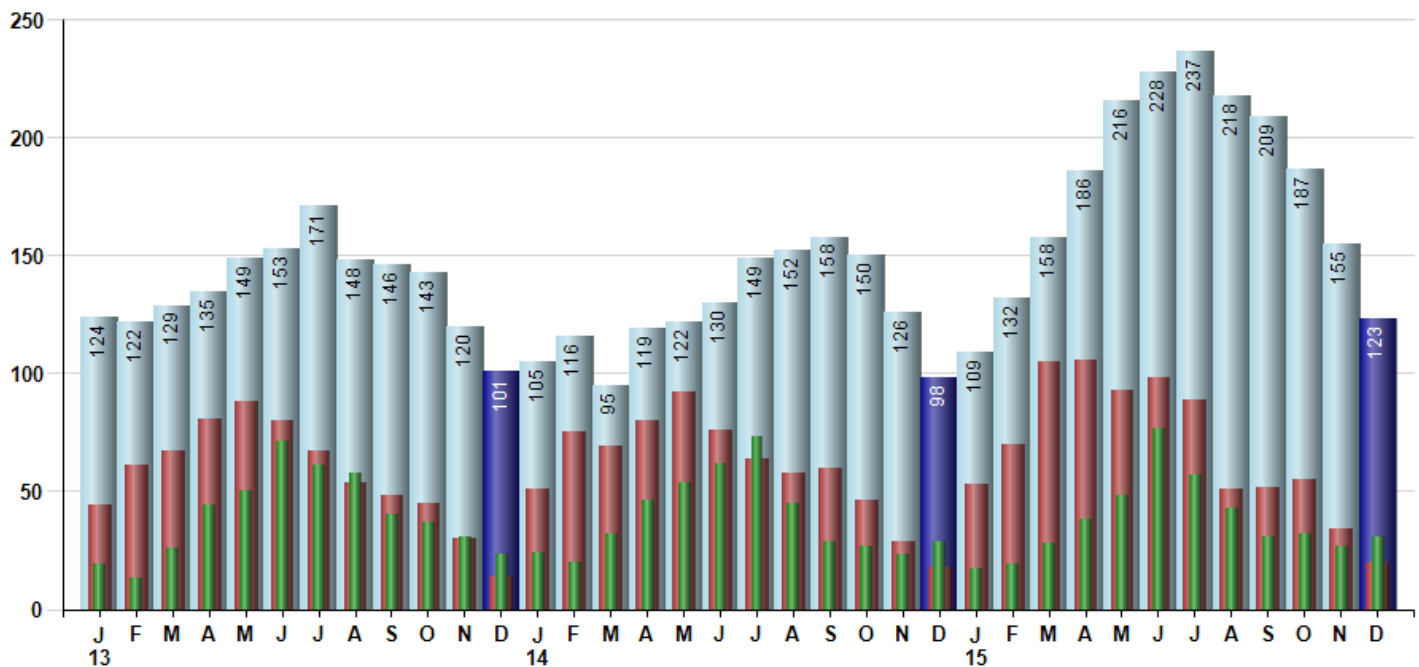
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 December 2015 was 20, down -41.2% from 34 last month and up 11.1% from 18 in December of last year.

Inventory New Listings Sold



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	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	J	J	A	S	O	N	D
Homes Sold	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	48	77	57	43	31	32	27	31
3 Mo. Roll Avg			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	38	54	61	59	44	35	30	30

(000's)	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	J	J	A	S	O	N	D
Median Sale Price	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	597	670	669	735	550	761	675	705
3 Mo. Roll Avg			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	666	641	645	691	651	682	662	714

	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	J	J	A	S	O	N	D
Inventory	124	122	129	135	149	153	171	148	146	143	120	101	105	116	95	119	122	130	149	152	158	150	126	98	109	132	158	186	216	228	237	218	209	187	155	123
MSI	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	3	4	5	7	6	6	4

	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	J	J	A	S	O	N	D
Days On Market	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	42	43	46	40	49	53	77	100
3 Mo. Roll Avg			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	46	44	43	45	47	60	77

	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	J	J	A	S	O	N	D
Price per Sq Ft	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	281	277	294	280	262	303	292	240
3 Mo. Roll Avg			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	270	272	284	284	279	282	286	278

	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	J	J	A	S	O	N	D
Sale to List Price	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	0.976	0.967	0.965	0.963	0.969	0.953	0.948
3 Mo. Roll Avg			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	0.968	0.970	0.969	0.965	0.966	0.962	0.957

	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	J	J	A	S	O	N	D
New Listings	44	61	67	81	88	80	67	54	48	45	30	14	51	75	69	80	92	76	64	58	60	46	29	18	53	70	105	106	93	98	89	51	52	55	34	20
Inventory	124	122	129	135	149	153	171	148	146	143	120	101	105	116	95	119	122	130	149	152	158	150	126	98	109	132	158	186	216	228	237	218	209	187	155	123
Sales	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	48	77	57	43	31	32	27	31

(000's)	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	J	J	A	S	O	N	D
Avg Sale Price	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	663	773	787	742	682	877	843	988
3 Mo. Roll Avg			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	746	717	741	767	737	767	801	903

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