

# THE CORCORAN VIEW



## Suburban Home Market Review

PREPARED BY: KATIE CORCORAN

WHITEFISH BAY SHOREWOOD FOX POINT FRANKLIN  
GLENDALE MEQUON/THIENSVILLE WAUWATOSA

## MAKING IT ALL ABOUT THE CLIENTS...

*"I am grateful to say I have some of the best clients, our close relationships make it very easy to work extra hard and put their best interest first. I make a point to oversee all my listings, buyers, staging, online marketing, negotiations, home inspections and more. My clients deserve the best service possible, so that is what I provide to them."* -Katie Corcoran

### What's your next step?

**Buyer Consultation:** If you are planning on buying a home within 12 months, or sooner, it would be advantageous for us to meet. We will talk about your wants & needs, the ins and outs of buyer agency & strategize a timeframe for your move.

**Home Market & Staging Analysis:** If you have a home to sell, let's schedule a time to meet at your house. We will talk about the process of getting your home on the market, current trends in your neighborhood & when the best time to list



Katie Corcoran



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## INTRODUCTION



### WELCOME TO THE 2017 CORCORAN VIEW MARKET RECAP!

This report reviews all of 2017, by quarter, and compares it to 2016.

Consumer confidence in the market is still fueling Greater Milwaukee Area home sales. The data provided is helpful to predict what to expect when you decide to buy or sell, depending on the quarter and current market.

Notice the rising trends in each municipality from 2015 -2017. Take a look at the amount of homes sold in some areas, it appears there are some neighborhoods where less homes were sold, but the prices are rising.

Please remember that closed home data represents market activity from about 30-60 days prior. (This means a closing in April is the result of activity in February or March.)

All statistics are gathered from Multiple Listing Service (MLS) as of the date of this report, January 2, 2018. All information is accurate to my knowledge. Home sales that were not recorded in the local MLS are not represented within this report.

If you ever want to discuss the current market, let's chat! I am always willing to inform potential buyers & sellers how the current market is, from my perspective.

Take Care,  
Katie Corcoran

Senior Sales Executive  
*Over \$16 million closed in 2017*



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## THE CORCORAN VIEW

## BAYSIDE

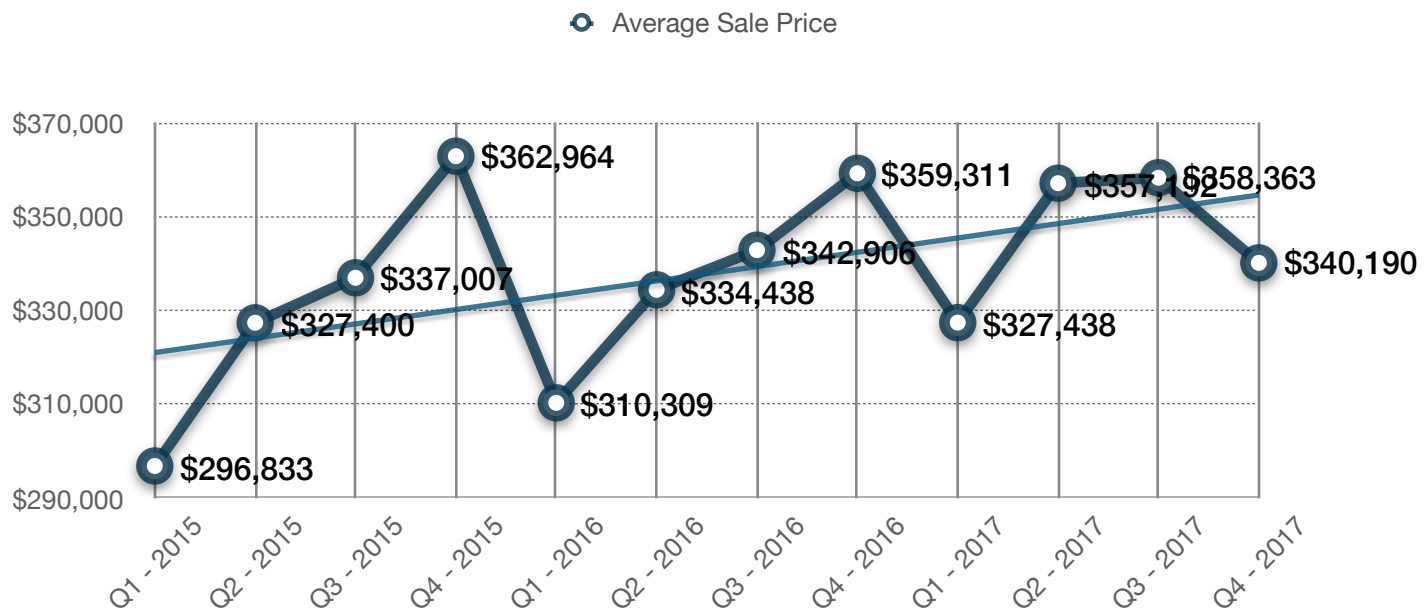


Bayside is the northernmost municipality in the county of Milwaukee. In fact, a portion of the village of Bayside actually stretches in to Ozaukee County. Rich in nature and the outdoors, places like Doctor's Park and the Schlitz Audubon Nature Center are great spots for a North Shore adventurer. The village is a total of 2.4 square miles and has 1,469 single family homes.

## Active Market

As of January 2, 2018, there are currently 20 homes for sale in Bayside, with a total of 2 under contract. Of those 2 accepted offers, 0 are in "pending". Pending home sales are defined as transactions which no longer have any contingencies and are waiting for the closing date.

## Average Home Sales Price in Bayside



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**BAYSIDE****Market Statistics****2017**

Bayside	Q1	Q2	Q3	Q4	YTD - 2017
# of homes sold	13	26	29	10	78
total volume in \$	\$4,256,700	\$9,287,000	\$10,392,525	\$3,401,900	\$27,338,125
average sale price	\$327,438	\$357,192	\$358,363	\$340,190	\$350,489
lowest sale price	\$139,900	\$123,500	\$174,000	\$242,000	\$123,500
highest sale price	\$613,000	\$640,000	\$614,000	\$460,000	\$640,000
average \$/sq foot	\$134	\$146	\$138	\$125	\$138
average days on market	94	44	42	57	53

**2016**

Bayside	Q1	Q2	Q3	Q4	YTD - 2016
# of homes sold	11	22	26	18	77
total volume in \$	\$3,413,400	\$7,357,629	\$8,915,557	\$6,467,600	\$26,154,186
average sale price	\$310,309	\$334,438	\$342,906	\$359,311	\$339,665
lowest sale price	\$116,000	\$145,000	\$174,000	\$192,000	\$116,000
highest sale price	\$563,300	\$612,000	\$782,000	\$1,255,000	\$1,255,000
average \$/sq foot	\$140	\$135	\$135	\$139	\$141
average days on market	63	88	73	82	77



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## THE CORCORAN VIEW

## FOX POINT

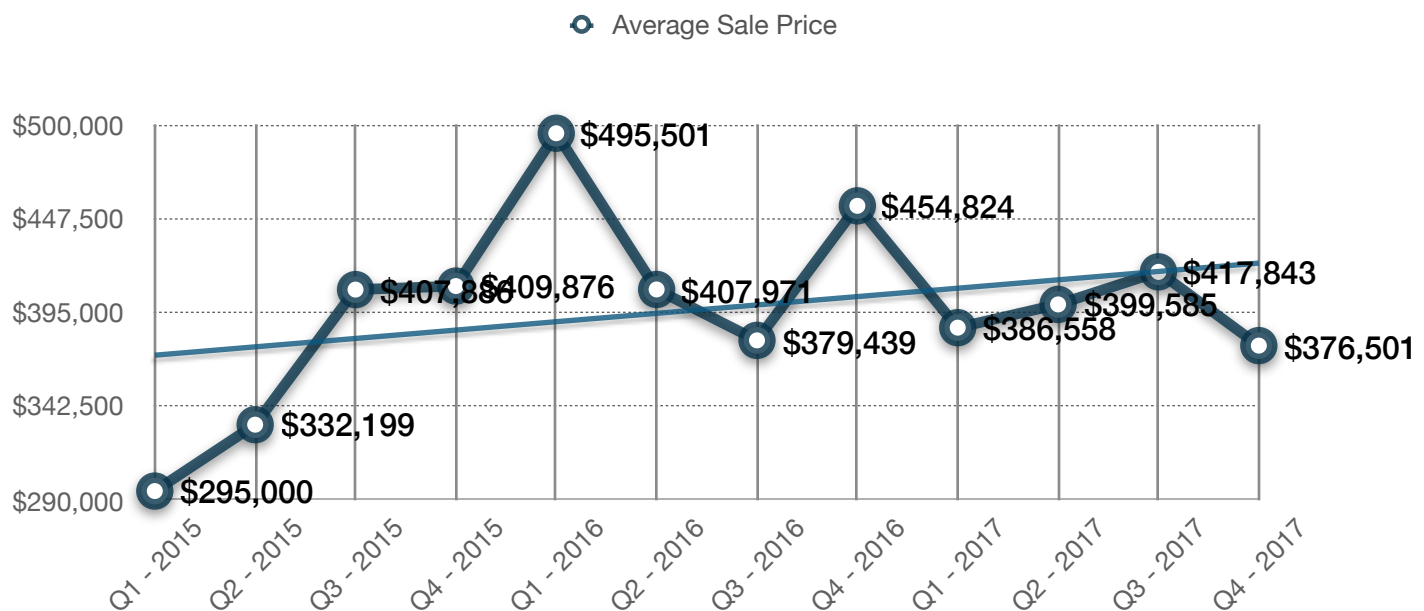


Fox Point is nearly 3 square miles nestled in the middle of the North Shore villages. It is ranked 19th on Business Insider's "Best Suburbs in America". A lively farmer's market in the summer and fall, charming skating rink during the winter and popular community pool in the summer make Fox Point a great place all year long.

## Active Market

As of January 2, 2018, there are currently 34 homes for sale in Fox Point, with a total of 10 under contract. Of those 10 accepted offers, there are 2 in "pending". Pending home sales are defined as transactions which no longer have any contingencies and are waiting for the closing date.

## Average Home Sales Price in Fox Point



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**FOX POINT****Market Statistics****2017**

Fox Point	Q1	Q2	Q3	Q4	YTD - 2017
# of homes sold	29	47	40	34	150
total volume in \$	\$11,210,175	\$18,780,515	\$17,010,200	\$12,801,044	\$59,801,934
average sale price	\$386,558	\$399,585	\$417,843	\$376,501	\$396,703
lowest sale price	\$160,000	\$173,500	\$167,500	\$162,500	\$95,000
highest sale price	\$1,820,000	\$1,895,000	\$1,588,620	\$775,000	\$2,245,000
average \$/sq foot	\$167	\$160	\$166	\$149	\$159
average days on market	72	32	55	62	53

**2016**

Fox Point	Q1	Q2	Q3	Q4	YTD - 2016
# of homes sold	24	46	47	21	138
total volume in \$	\$11,892,022	\$18,766,650	\$17,833,655	\$9,551,300	\$58,043,627
average sale price	\$495,501	\$407,971	\$379,439	\$454,824	\$420,606
lowest sale price	\$95,000	\$199,765	\$160,000	\$199,900	\$95,000
highest sale price	\$1,650,000	\$2,245,000	\$2,200,000	\$1,450,000	\$2,245,000
average \$/sq foot	\$154	\$162	\$154	\$156	\$156
average days on market	94	67	70	100	78



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## THE CORCORAN VIEW

## FRANKLIN

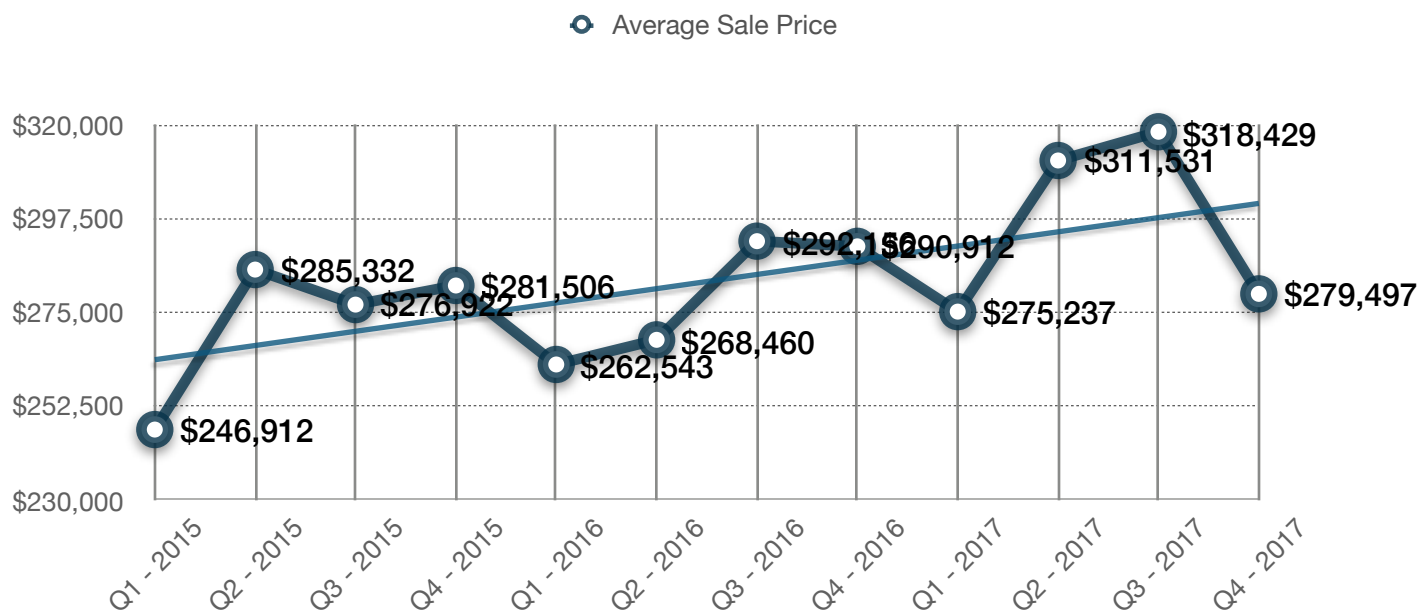


Franklin is located in the southwest quadrant of Milwaukee County. It offers homes with larger lots, and typically newer construction homes (spanning from the 1970s to today). It is 34.69 square miles and is divided by the Root River. The town was named after one of the Founding Fathers, Benjamin Franklin and was organized as a township in 1841.

## Active Market

As of January 2, 2018, there are currently 54 homes for sale in Franklin, with a total of 20 under contract. Of those 20 accepted offers, there are 2 in "pending". Pending home sales are defined as transactions which no longer have any contingencies and are waiting for the closing date.

## Average Home Sales Price in Franklin



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**FRANKLIN****Market Statistics****2017**

Franklin	Q1	Q2	Q3	Q4	YTD - 2017
# of homes sold	55	113	94	57	319
total volume in \$	\$ 15,138,057	\$ 35,203,014	\$ 29,932,314	\$ 15,931,329	\$ 96,204,714
average sale price	\$ 275,237	\$ 311,531	\$ 318,429	\$ 279,497	\$ 301,582
lowest sale price	\$ 115,150	\$ 77,000	\$ 105,900	\$ 121,500	\$ 77,000
highest sale price	\$ 803,500	\$ 1,330,000	\$ 649,900	\$ 555,900	\$ 1,330,000
average \$/sq foot	\$ 134	\$ 140	\$ 143	\$ 136	\$ 139
average days on market	68	38	31	36	41

**2016**

Franklin	Q1	Q2	Q3	Q4	YTD - 2016
# of homes sold	63	116	99	53	331
total volume in \$	\$16,540,220	\$31,141,341	\$28,923,440	\$15,518,333	\$92,123,334
average sale price	\$262,543	\$268,460	\$292,156	\$290,912	\$278,318
lowest sale price	\$101,100	\$50,000	\$93,000	\$130,000	\$50,000
highest sale price	\$1,200,000	\$595,000	\$560,000	\$595,000	\$1,200,000
average \$/sq foot	\$131	\$132	\$135	\$136	\$134
average days on market	84	55	42	61	58



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## THE CORCORAN VIEW

## GLENDALE

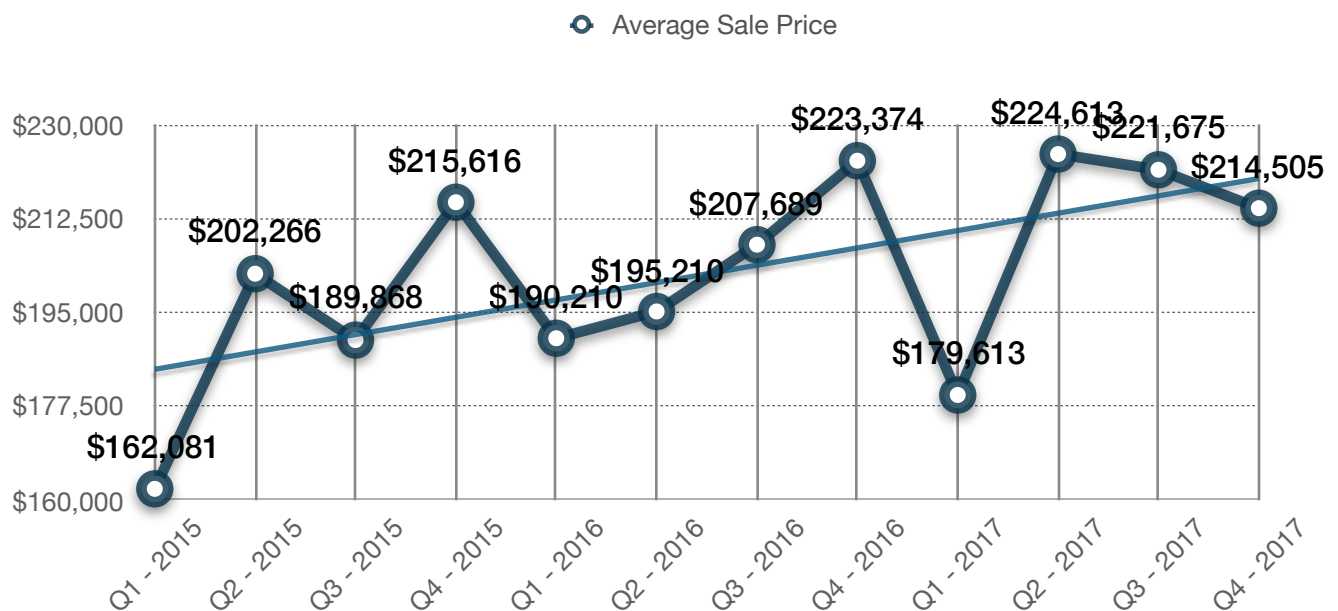


The city of Glendale has a broad reach, with nearly 6 square miles, following the Milwaukee River and bordering nearly every municipality in the North Shore. For this reason Glendale is one of the most versatile municipalities in all of the North Shore; each mini-neighborhood is unique. It has 3,885 single family homes.

## Active Market

As of January 2, 2018, there are currently 37 homes for sale in Glendale, with a total of 15 under contract. Of those 15 accepted offers, there are 3 in "pending". Pending home sales are defined as transactions which no longer have any contingencies and are waiting for the closing date.

## Average Home Sales Price in Glendale



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**GLENDALE****Market Statistics****2017**

Glendale	Q1	Q2	Q3	Q4	YTD - 2017
# of homes sold	45	64	64	42	215
total volume in \$	\$8,082,594.0	\$14,375,205	\$14,187,202	\$9,009,230	\$45,654,231
average sale price	\$179,613	\$224,613	\$221,675	\$214,505	\$212,345
lowest sale price	\$75,000	\$17,000	\$81,000	\$53,000	\$17,000
highest sale price	\$425,000	\$409,000	\$460,000	\$420,000	\$460,000
average \$/sq foot	\$113	\$123	\$127	\$130	\$123
average days on market	79	41	37	41	48

**2016**

Glendale	Q1	Q2	Q3	Q4	YTD - 2016
# of homes sold	38	74	64	47	223
total volume in \$	\$7,227,975	\$14,445,550	\$13,292,073	\$10,498,580	\$45,464,178
average sale price	\$190,210	\$195,210	\$207,689	\$223,374	\$203,812
lowest sale price	\$55,100	\$63,000	\$50,459	\$60,000	\$50,459
highest sale price	\$335,000	\$355,000	\$372,100	\$388,900	\$388,900
average \$/sq foot	\$101	\$117	\$115	\$118	\$114
average days on market	106	66	43	75	68



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## THE CORCORAN VIEW

## MEQUON/THIENSVILLE

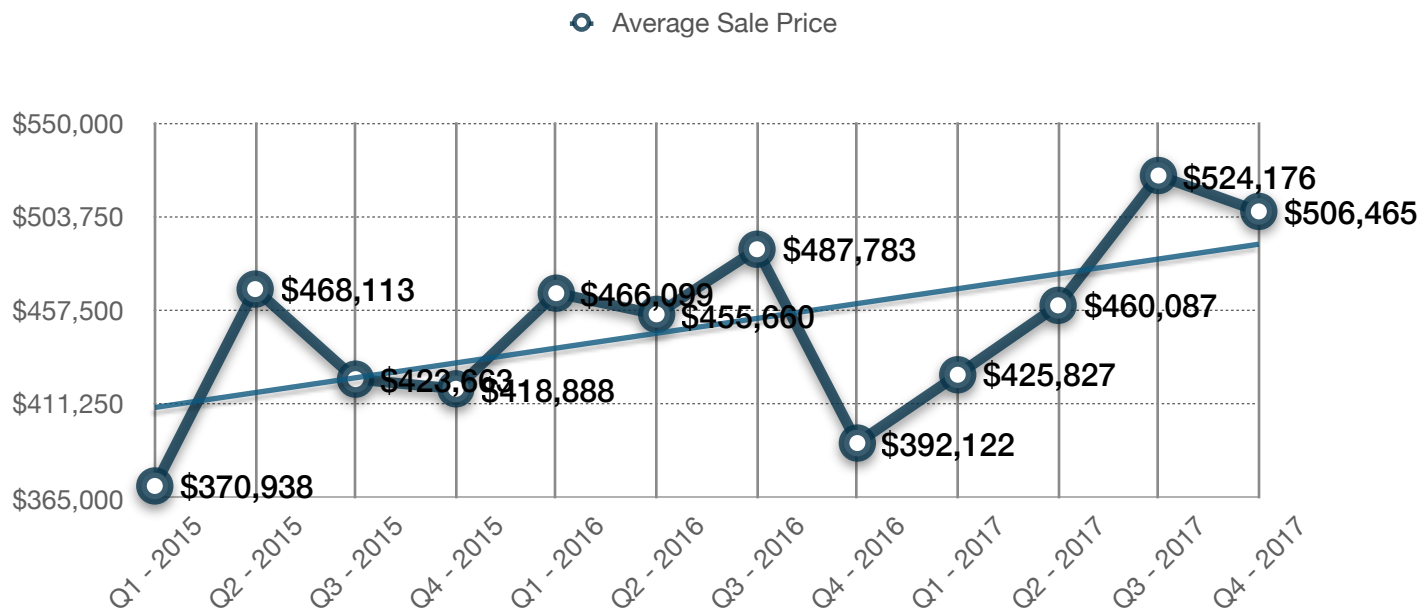


Found just north of Milwaukee county, Mequon/Thiensville offers a “North Shore village” feel but boasts more space and Ozaukee county taxes. Mequon was ranked number 48 on Business Insiders Best Suburbs to live in 2015. Mequon/Thiensville spans nearly 50 square miles.

## Active Market

As of January 2, 2018, there are currently 104 homes for sale in Mequon/Thiensville, with a total of 31 under contract. Of those 31 accepted offers, there are 12 in “pending”. Pending home sales are defined as transactions which no longer have any contingencies and are waiting for the closing date.

## Average Home Sales Price in Mequon



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**MEQUON/THIENSVILLE****Market Statistics****2017**

Mequon/Thiensville	Q1	Q2	Q3	Q4	YTD - 2017
# of homes sold	44	129	120	76	369
total volume in \$	\$18,736,400	\$59,351,189	\$62,901,083	\$38,491,319	\$179,479,991
average sale price	\$425,827	\$460,087	\$524,176	\$506,465	\$486,396
lowest sale price	\$135,000	\$175,000	\$155,000	\$160,000	\$115,000
highest sale price	\$1,250,000	\$1,595,000	\$2,260,000	\$1,673,500	\$2,260,000
average \$/sq foot	\$156	\$153	\$157	\$163	\$156
average days on market	99	64	56	56	64

**2016**

Mequon/Thiensville	Q1	Q2	Q3	Q4	YTD - 2016
# of homes sold	51	109	116	61	337
total volume in \$	\$23,771,035	\$49,666,945	\$56,582,775	\$23,919,444	\$153,940,199
average sale price	\$466,099	\$455,660	\$487,783	\$392,122	\$456,796
lowest sale price	\$115,000	\$115,000	\$160,000	\$130,000	\$115,000
highest sale price	\$1,500,000	\$1,988,888	\$1,650,000	\$1,046,320	\$1,988,888
average \$/sq foot	\$148	\$157	\$156	\$142	\$153
average days on market	116	93	96	102	99



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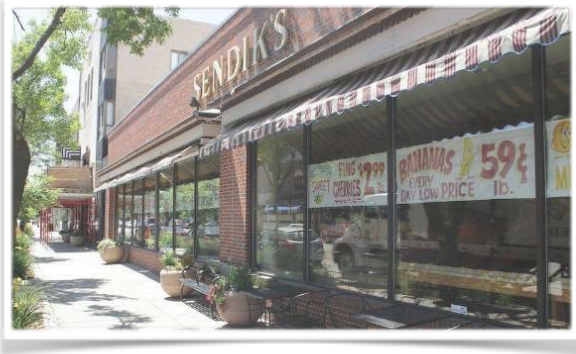
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## THE CORCORAN VIEW

## SHOREWOOD

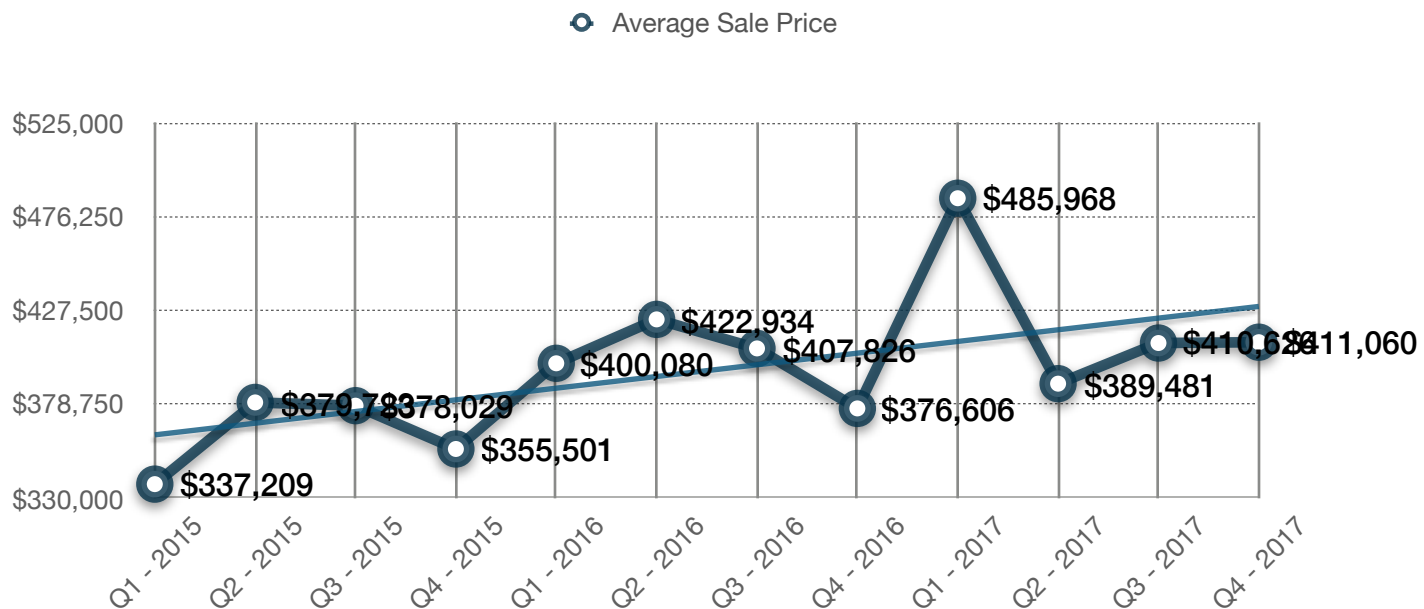


Shorewood is the first North Shore suburb north of the city, and therefore has a more urban feel than other villages in the North Shore. The sought after school district, progressive business district and close proximity to the lake and downtown are many of the reasons people love this village. Shorewood is a total of 1.5 square miles and has 2,370 single family homes.

## Active Market

As of January 2, 2018, there are currently 19 homes for sale in Shorewood, with a total of 7 under contract. Of those 7 accepted offers, there are 2 in "pending". Pending home sales are defined as transactions which no longer have any contingencies and are waiting for the closing date.

## Average Home Sales Price in Shorewood



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## SHOREWOOD

### Market Statistics

#### 2017

Shorewood	Q1	Q2	Q3	Q4	YTD - 2017
# of homes sold	27	47	42	20	136
total volume in \$	\$13,121,125	\$18,305,600	\$17,246,300	\$8,221,200	\$56,894,225
average sale price	\$485,968	\$389,481	\$410,626	\$411,060	\$418,340
lowest sale price	\$230,000	\$183,500	\$155,500	\$175,000	\$155,500
highest sale price	\$2,125,000	\$1,140,000	\$1,315,000	\$1,025,000	\$2,125,000
average \$/sq foot	\$182	\$191	\$187	\$186	\$187
average days on market	78	28	23	49	39

#### 2016

Shorewood	Q1	Q2	Q3	Q4	YTD - 2016
# of homes sold	25	44	47	17	133
total volume in \$	\$10,002,000	\$18,609,090	\$19,167,800	\$6,402,300	\$54,181,190
average sale price	\$400,080	\$422,934	\$407,826	\$376,606	\$407,377
lowest sale price	\$165,000	\$184,000	\$155,000	\$219,000	\$155,000
highest sale price	\$1,325,000	\$1,550,000	\$1,360,000	\$679,000	\$1,550,000
average \$/sq foot	\$180	\$182	\$187	\$186	\$184
average days on market	79	67	50	55	62



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## THE CORCORAN VIEW

## WAUWATOSA

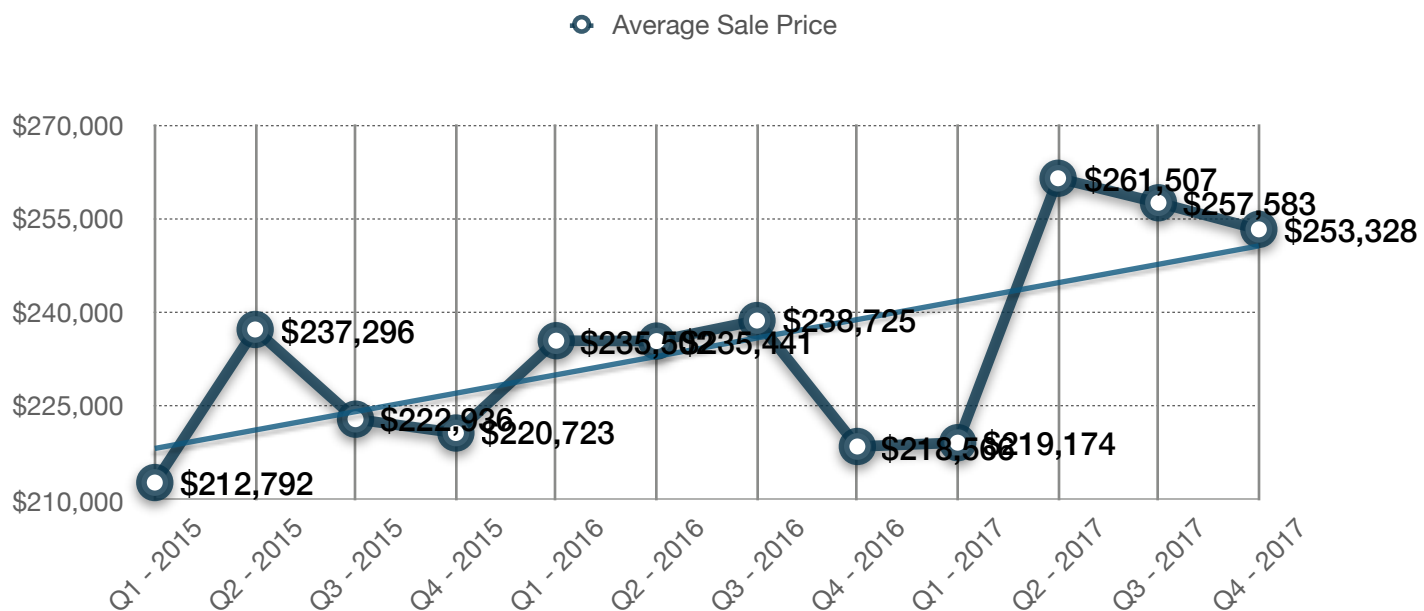


Wauwatosa spans 13.25 miles and in 2010 boasts a population of 46,396. Some single family homes in Tosa offer large lots (out West) while homes closer to the village have a more urban feel. The village is typically bustling with business people and visitors. Many liken the village of Tosa to Whitefish Bay & Shorewood due to its' urban/suburban feel.

## Active Market

As of January 2, 2018, there are currently 95 homes for sale in Wauwatosa, with a total of 49 under contract. Of those 49 accepted offers, there are 12 in "pending". Pending home sales are defined as transactions which no longer have any contingencies and are waiting for the closing date.

## Average Home Sales Price in Wauwatosa



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**WAUWATOSA****Market Statistics****2017**

Wauwatosa	Q1	Q2	Q3	Q4	YTD - 2017
# of homes sold	120	234	214	145	713
total volume in \$	\$26,300,846	\$61,192,625	\$55,122,693	\$36,732,625	\$179,348,789
average sale price	\$219,174	\$261,507	\$257,583	\$253,328	\$251,541
lowest sale price	\$67,749	\$66,000	\$88,000	\$90,000	\$66,000
highest sale price	\$585,000	\$635,000	\$632,500	\$860,000	\$860,000
average \$/sq foot	\$135	\$146	\$150	\$148	\$146
average days on market	63	26	28	32	34

**2016**

Wauwatosa	Q1	Q2	Q3	Q4	YTD - 2016
# of homes sold	116	250	181	131	678
total volume in \$	\$27,318,258	\$58,860,132	\$43,209,174	\$28,632,143	\$158,019,707
average sale price	\$235,502	\$235,441	\$238,725	\$218,566	\$233,059
lowest sale price	\$71,100	\$75,000	\$86,500	\$16,000	\$16,000
highest sale price	\$700,000	\$545,000	\$597,975	\$550,000	\$700,000
average \$/sq foot	\$138	\$143	\$140	\$134	\$139
average days on market	67	47	45	53	51



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## THE CORCORAN VIEW

## WHITEFISH BAY

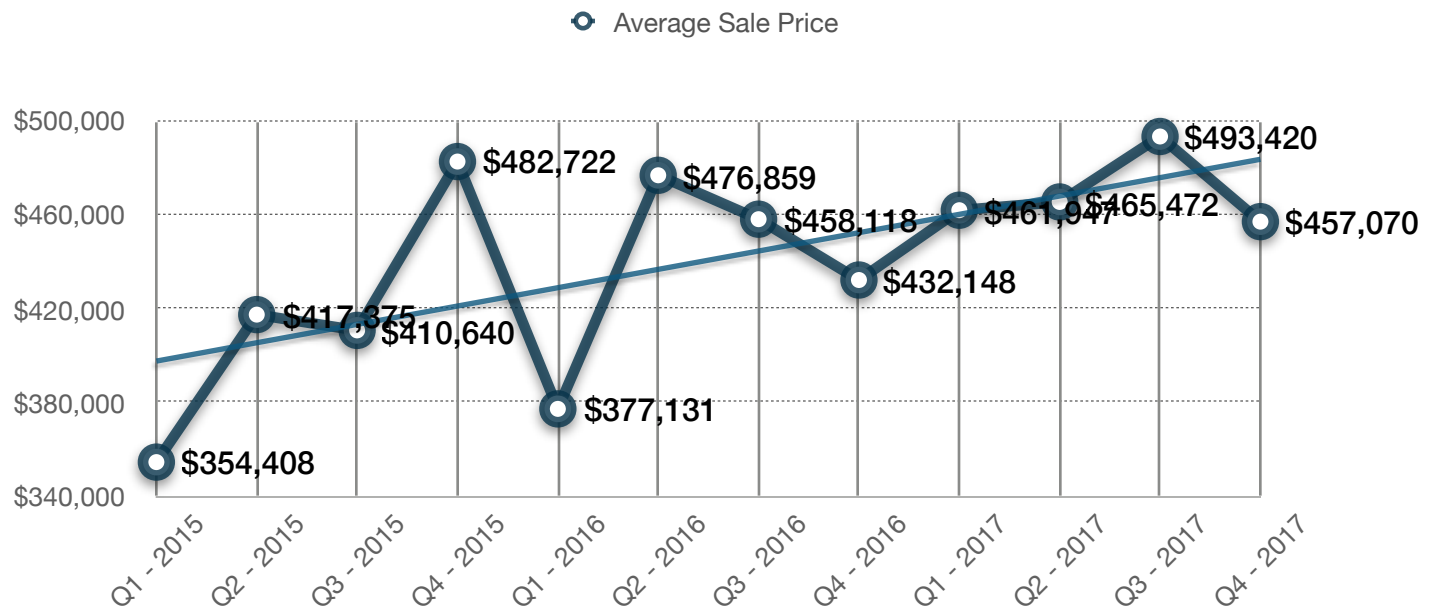


Regardless of overall market trends in the city of Milwaukee, Whitefish Bay has historically held a higher demand than perhaps any other suburb. The sought after school district, small town feel and close proximity to the lake and downtown are a few of the reasons this village remains in such high demand. The village is ranked 21 on Business Insiders Top 50 Suburbs. Whitefish Bay is just over 2 square miles and has 4,555 single family homes.

## Active Market

As of January 2, 2018, there are 32 homes for sale in Whitefish Bay, with 16 of those under contract. Of those 16 accepted offers, there are 9 in "pending". Pending home sales are defined as transactions which no longer have any contingencies and are waiting for the closing date.

## Average Home Sales Price in Whitefish Bay



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**WHITEFISH BAY****Market Statistics****2017**

Whitefish Bay	Q1	Q2	Q3	Q4	YTD - 2017
# of homes sold	51	86	68	48	253
total volume in \$	\$23,559,288	\$40,030,615	\$33,552,550	\$21,939,360	\$119,081,813
average sale price	\$461,947	\$465,472	\$493,420	\$457,070	\$470,679
lowest sale price	\$155,000	\$165,000	\$140,000	\$165,000	\$140,000
highest sale price	\$1,300,000	\$1,875,000	\$1,975,000	\$1,960,000	\$1,975,000
average \$/sq foot	\$200	\$202	\$203	\$201	\$201
average days on market	44	41	40	44	42

**2016**

Whitefish Bay	Q1	Q2	Q3	Q4	YTD - 2016
# of homes sold	49	106	95	64	314
total volume in \$	\$18,479,400	\$50,547,096	\$43,521,220	\$27,657,479	\$140,205,195
average sale price	\$377,131	\$476,859	\$458,118	\$432,148	\$446,513
lowest sale price	\$175,000	\$170,500	\$132,200	\$188,000	\$132,200
highest sale price	\$675,000	\$2,190,000	\$1,660,000	\$1,535,000	\$2,190,000
average \$/sq foot	\$187	\$204	\$195	\$186	\$195
average days on market	64	58	56	54	58



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# SELLING HOMES

## Whitefish Bay Classic



Great Location

6148 N Santa Monica, WFB  
\$374,900 3BR, 2.5BA

## Backyard Nature Trails



Large Colonial

3104 Kisdon Hills, Waukesha  
\$339,900 4BR, 2.5BA

## Bay View



Close to Lake

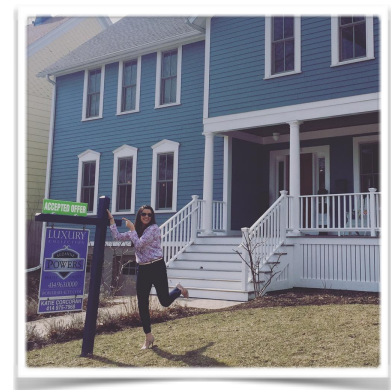
3022 S Superior  
\$479,900 4BR, 3.5BA

*Katie was an absolute pleasure to work with. We had an accepted offer on our listing in 3 days. Katie was able to find a buyer for the buyers of our house, allowing them to sell that house and make an offer on our home very quickly. She facilitated the entire process. She was professional, honest and very knowledgeable. She even provided her own staging furniture and a professional photography company to make our listing look immaculate. I would highly recommend Katie to my friends and family.*

- Paul & Michelle L., Sold in WFB, Bought in Elm Grove

*Katie listed my home and sold it within one day! She was extremely helpful to me throughout the selling process. She gave me contacts to get the needed work done on my basement, staged my home beautifully, and was always ready and present to answer any of my questions. Katie also helped me find a home and again worked hard to make sure I was the first one through the door, and we presented our offer same day. Katie is a true professional who will work hard for her clients and will never let them down. She is a "class act" who will never disappoint.*

- Gail C., Sold in WFB, Bought in Port Washington



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