

# THE CORCORAN VIEW



## Milwaukee's Suburban Market Review

Prepared by: Katie Corcoran

### **CURRENT REAL ESTATE TRENDS:**

*BAYSIDE, FOX POINT, GLENDALE, SHOREWOOD, WHITEFISH BAY, MEQUON/THIENSVILLE, FRANKLIN & WAUWATOSA*

*"As first time buyers we met Katie at an open house we were at. We realized immediately upon talking with her that **she was a very experienced realtor**. From the get-go she was very helpful to us. She was very knowledgeable in what to look for when looking at all types of homes. **She was always available** whenever we had any questions, at any point in the day. **She made us feel like a priority** and was able to get us into see houses within hours of them going on the market. **Katie has a very fun and laid back personality** which made the whole process fun and easy. Our house buying experience was **smooth and painless**. We cannot say enough good things about Katie and would recommend her to anyone in the market for a realtor!"*

- Dustin V. & Bryanna H. (bought in Wauwatosa)

*"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 Whitefish Bay, bought in Port Washington)



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## INTRODUCTION



Hello again!

Here we are, fresh out of the Spring Market and in the notoriously quiet Summer Market. But guess what? It's not quiet! My phone is still ringing with new buyers & sellers wanting to make their next move. Buyers are concerned that rising prices and interest rates may negatively impact their affordability in the future. Sellers have heard what a great time it is to sell, and can't seem to get their homes ready fast enough.

This report covers the trends from the Second Quarter (Q2-2017) and compares it to the prior quarter (Q1-2017) and respective quarter from the prior year (Q2-2016). This helps us determine short and long term changes in our marketplace.

It is important to remember that Quarter 2 statistics reflect the busy and hectic "Spring Market". It's also good to remember that closed data represents market activity from about 30-60 days prior.

All statistics are gathered from Multiple Listing Service as of the date of this report, July 1, 2017. 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, please feel free to reach out. I am always willing to inform potential buyers & sellers how the current market is from my perspective.

Take Care,

Katie Corcoran

Senior Sales Executive & Current 2017 Power's Realty Group Sales Leader



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## BAYSIDE

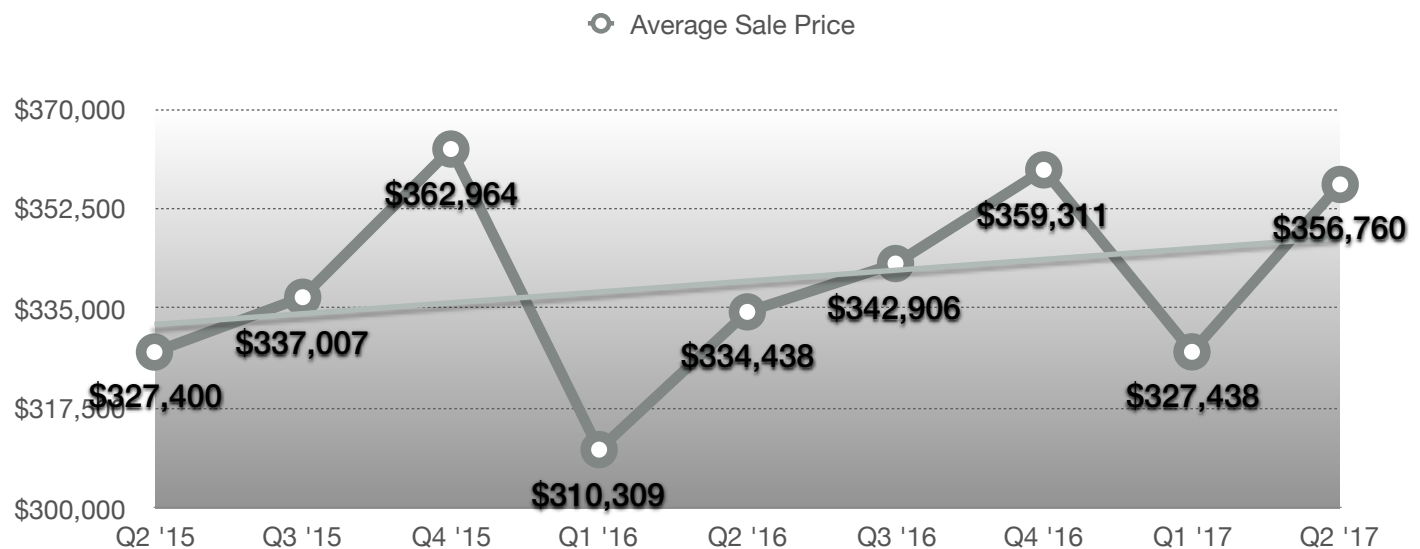


### Overview of Market

Bayside is the northern most 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.

### As of today

As of July 10, 2017, there are currently 46 homes for sale in Bayside, with a total of 20 under contract. Of those 20 accepted offers, there are 7 in "pending". Pending home sales are defined as transactions which no longer have any contingencies and are waiting for the closing date.



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**BAYSIDE****Market Statistics Indicate: Market is rising**

(Average sale price and price per square foot are up, average days on market is down)

**Quarter 2 Stats**

Bayside	Quarter 2 2017	Change From Last Quarter (Q1-2017)	Change from Q2 '16 Same Q, Last Year
# of homes sold	25	+12	+3
total volume in \$	\$8,919,000	110%	17%
average sale price	\$356,760	9%	7%
lowest sale price	\$123,500	-12%	-15%
highest sale price	\$640,000	4%	5%
average \$/sq foot	\$143	7%	6%
days on market	45	-49	-43

**Comparable Quarters for above statistics**

Bayside	Last Quarter Q1 - 2017	Same Quarter Last Year Q2 - 2016
# of homes sold	13	22
total volume in \$	\$4,256,700	\$7,611,900
average sale price	\$327,438	\$334,438
lowest sale price	\$139,900	\$145,000
highest sale price	\$613,000	\$612,000
average \$/sq foot	\$134	\$135
days on market	94	88



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## FOX POINT

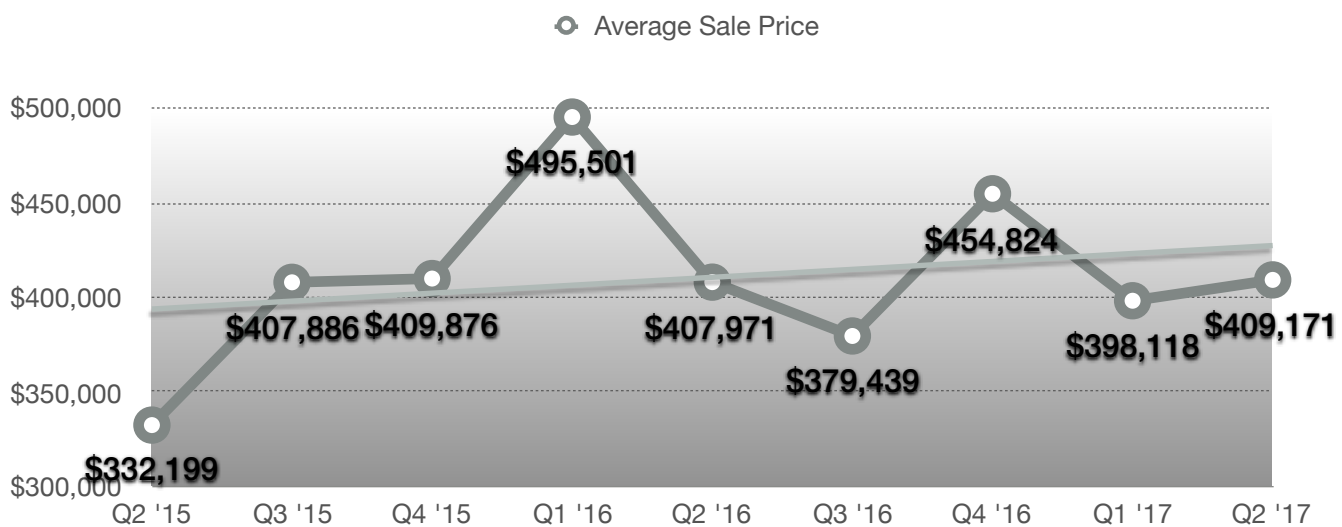


### Overview of Market

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.

### As of today

As of July 10, 2017, there are currently 56 homes for sale in Fox Point, with a total of 26 under contract. Of those 26 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.



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## FOX POINT

### Market Statistics Indicate: Market is stable

(Same quarter statistics are nearly equal to last year; homes are selling at a faster rate)

### Quarter 2 Stats

Fox Point	Quarter 2 2017	Change From Last Quarter (Q1-2017)	Change from Q2 '16 Same Q, Last Year
# of homes sold	44	+17	-2
total volume in \$	\$18,003,515	67%	-4%
average sale price	\$409,171	3%	0%
lowest sale price	\$173,500	8%	-13%
highest sale price	\$1,895,000	4%	-16%
average \$/sq foot	\$161	-2%	-0%
days on market	33	-42	-34

### Comparable Quarters for above statistics

Fox Point	Last Quarter Q1 - 2017	Same Quarter Last Year Q2 - 2016
# of homes sold	27	46
total volume in \$	\$10,749,175	\$18,766,650
average sale price	\$398,118	\$407,971
lowest sale price	\$160,000	\$199,765
highest sale price	\$1,820,000	\$2,245,000
average \$/sq foot	\$165	\$162
days on market	75	67



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## FRANKLIN



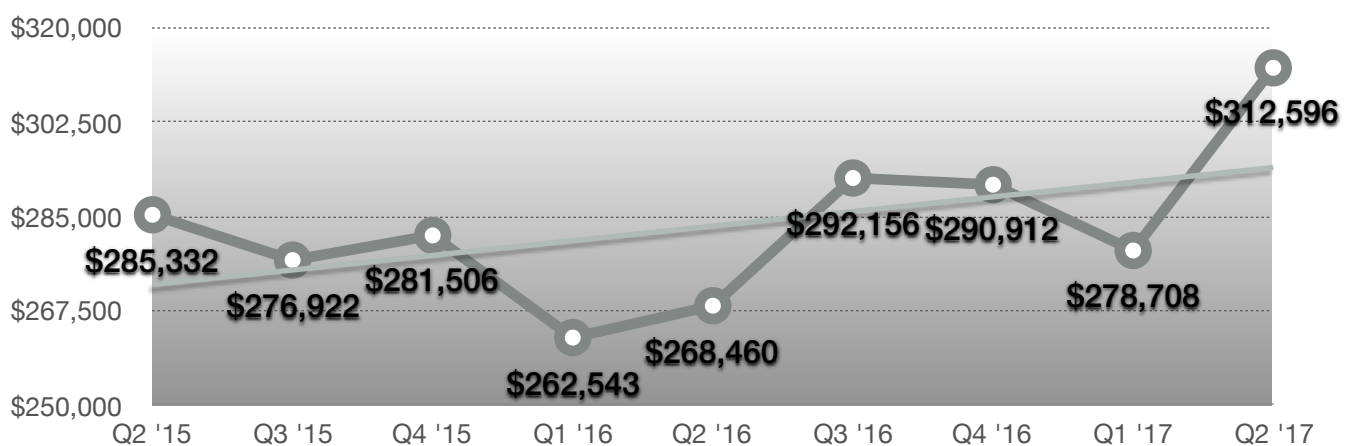
### Overview of Market

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.

### As of today

As of July 10, 2017, there are currently 109 homes for sale in Franklin, with a total of 57 under contract. Of those 57 accepted offers, there are 16 in "pending". Pending home sales are defined as transactions which no longer have any contingencies and are waiting for the closing date.

○ Average Sale Price



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## FRANKLIN

### Market Statistics Indicate: Market value is INCREASING

(Average sale price is rising, while number of homes selling is going down)

#### Quarter 2 Stats

Franklin	Quarter 2 2017	Change From Last Quarter (Q1-2017)	Change from Q2 '16 Same Q, Last Year
# of homes sold	111	+58	-5
total volume in \$	\$34,698,114	135%	11%
average sale price	\$312,596	12%	16%
lowest sale price	\$77,000	-33%	54%
highest sale price	\$1,330,000	66%	124%
average \$/sq foot	\$140	7%	6%
days on market	38	-29	-17

#### Comparable Quarters for above statistics

Franklin	Last Quarter Q1 - 2017	Same Quarter Last Year Q2 - 2016
# of homes sold	53	116
total volume in \$	\$14,771,550	\$31,141,341
average sale price	\$278,708	\$268,460
lowest sale price	\$115,150	\$50,000
highest sale price	\$803,500	\$595,000
average \$/sq foot	\$131	\$132
days on market	67	55



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## GLENDALE



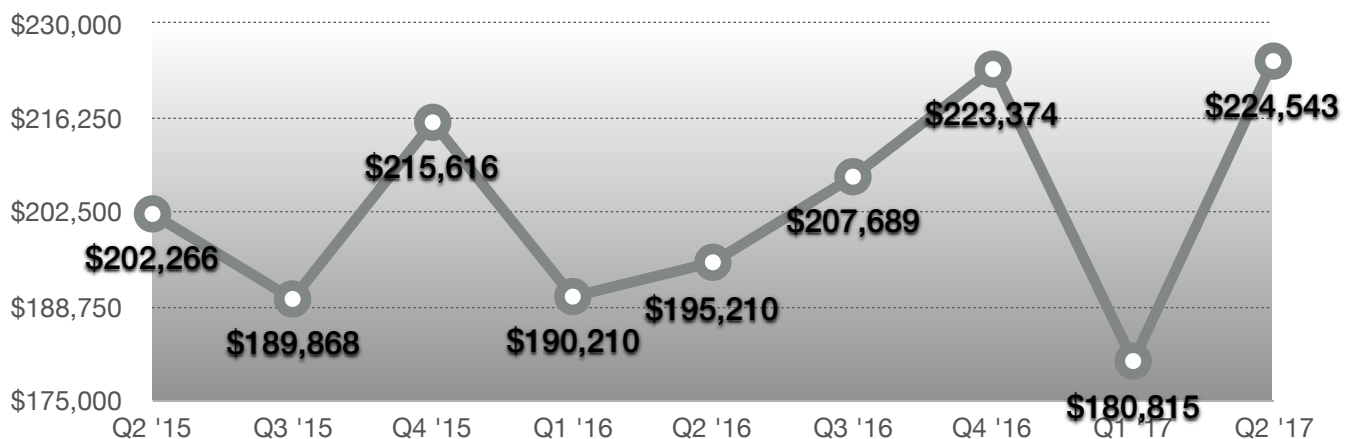
### Overview of Market

The city of Glendale has a broad reach, with nearly 6 square miles, which follows the Milwaukee River and borders 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.

### As of today

As of July 10, 2017, there are currently 78 homes for sale in Glendale, with a total of 40 under contract. Of those 40 accepted offers, there are 6 in "pending". Pending home sales are defined as transactions which no longer have any contingencies and are waiting for the closing date.

○ Average Sale Price



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**GLENDALE****Market Statistics Indicate: Market value is INCREASING**

(Average sale price & price per square foot sold is up; amount of homes selling is down)

**Quarter 2 Stats**

Glendale	Quarter 2 2017	Change From Last Quarter (Q1-2017)	Change from Q2 '16 Same Q, Last Year
# of homes sold	63	+19	-11
total volume in \$	\$ 14,146,205	78%	-2%
average sale price	\$ 224,543	24%	15%
lowest sale price	\$ 17,000	-77%	-73%
highest sale price	\$ 409,000	-4%	15%
average \$/sq foot	\$ 123	8%	5%
days on market	41	-35	-24

**Comparable Quarters for above statistics**

Glendale	Last Quarter Q1 - 2017	Same Quarter Last Year Q2 - 2016
# of homes sold	44	74
total volume in \$	\$7,955,850	\$14,445,550
average sale price	\$180,815	\$195,210
lowest sale price	\$75,000	\$63,000
highest sale price	\$425,000	\$355,000
average \$/sq foot	\$114	\$117
days on market	76	66



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## MEQUON/THIENSVILLE

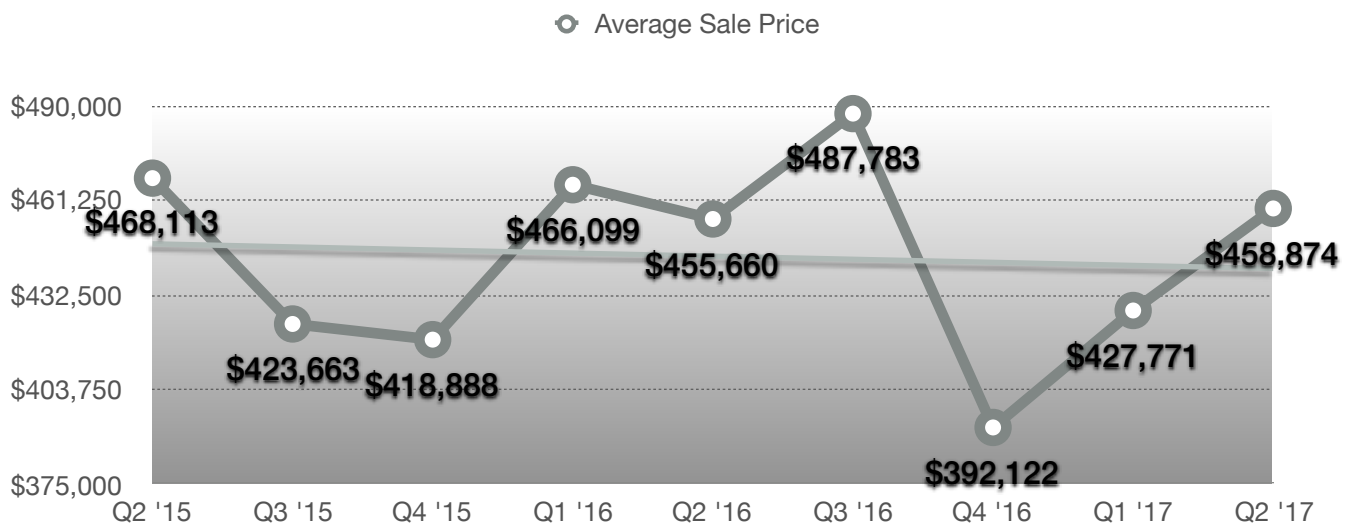


### Overview of Market

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.

### As of today

As of July 10, 2017, there are currently 202 homes for sale in Mequon/Thiensville, with a total of 48 under contract. Of those 48 accepted offers, there are 16 in “pending”. Pending home sales are defined as transactions which no longer have any contingencies and are waiting for the closing date.



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**MEQUON/THIENSVILLE****Market Statistics Indicate: Market is STABLE**

(Average sale price and price per square foot have little change, number of homes selling has increased)

**Quarter 2 Stats**

Mequon/Thiensville	Quarter 2 2017	Change From Last Quarter (Q1-2017)	Change from Q2 '16 Same Q, Last Year
# of homes sold	125	+83	+16
total volume in \$	\$57,359,289	219%	15%
average sale price	\$458,874	7%	1%
lowest sale price	\$175,000	30%	52%
highest sale price	\$1,595,000	28%	-20%
average \$/sq foot	\$152	1%	-3%
days on market	65	-33	-28

**Comparable Quarters for above statistics**

Mequon/Thiensville	Last Quarter Q1 - 2017	Same Quarter Last Year Q2 - 2016
# of homes sold	42	109
total volume in \$	\$17,966,400	\$49,666,945
average sale price	\$427,771	\$455,660
lowest sale price	\$135,000	\$115,000
highest sale price	\$1,250,000	\$1,988,888
average \$/sq foot	\$151	\$157
days on market	98	93



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## SHOREWOOD



### Overview of Market

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.

### As of today

As of July 10, 2017, there are currently 50 homes for sale in Shorewood, with a total of 20 under contract. Of those 20 accepted offers, there are 10 in "pending". Pending home sales are defined as transactions which no longer have any contingencies and are waiting for the closing date.



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## SHOREWOOD

### Market Statistics Indicate: Market is Stable

(More homes are selling & at a quicker pace; while average home sale price is down, average price/sq foot is up)

### Quarter 2 Stats

Shorewood	Quarter 2 2017	Change From Last Quarter (Q1-2017)	Change from Q2 '16 Same Q, Last Year
# of homes sold	47	+22	+3
total volume in \$	\$18,305,600	46%	-2%
average sale price	\$389,481	-22%	-8%
lowest sale price	\$183,500	-20%	0%
highest sale price	\$1,140,000	-46%	-26%
average \$/sq foot	\$191	4%	5%
days on market	28	-55	-39

### Comparable Quarters for above statistics

Shorewood	Last Quarter Q1 - 2017	Same Quarter Last Year Q2 - 2016
# of homes sold	25	44
total volume in \$	\$12,563,625	\$18,609,090
average sale price	\$502,545	\$422,934
lowest sale price	\$230,000	\$184,000
highest sale price	\$2,125,000	\$1,550,000
average \$/sq foot	\$183	\$182
days on market	83	67



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## WAUWATOSA



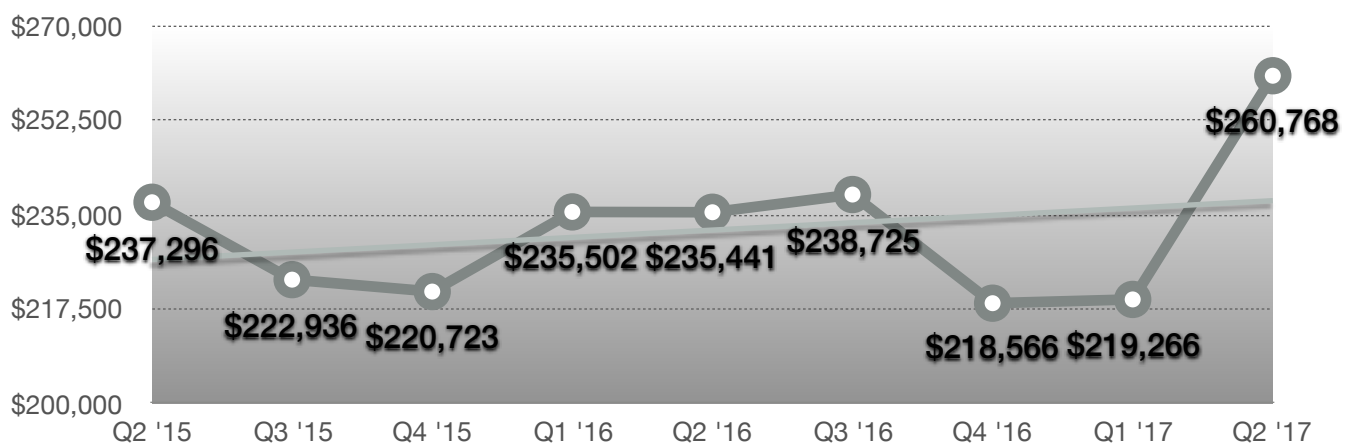
### Overview of Market

Wauwatosa spans across 13.25 miles and in 2010 boasted 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 people liken the village of Tosa with Whitefish Bay & Shorewood due to it's part urban/part suburban feel.

### As of today

As of July 10, 2017, there are currently 218 homes for sale in Wauwatosa, with a total of 102 under contract. Of those 102 accepted offers, there are 25 in "pending". Pending home sales are defined as transactions which no longer have any contingencies and are waiting for the closing date.

○ Average Sale Price



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## WAUWATOSA

### Market Statistics Indicate: Market is UP, supply is falling

(Average sale price is up & homes are selling at a faster pace)

### Quarter 2 Stats

Wauwatosa	Quarter 2 2017	Change From Last Quarter (Q1-2017)	Change from Q2 '16 Same Q, Last Year
# of homes sold	231	122	-19
total volume in \$	\$60,237,325	152%	2%
average sale price	\$260,768	19%	11%
lowest sale price	\$66,000	-3%	-12%
highest sale price	\$635,000	9%	17%
average \$/sq foot	\$146	8%	2%
days on market	26	-38	-21

### Comparable Quarters for above statistics

Wauwatosa	Last Quarter Q1 - 2017	Same Quarter Last Year Q2 - 2016
# of homes sold	109	250
total volume in \$	\$ 23,900,046	\$ 58,860,132
average sale price	\$ 219,266	\$ 235,441
lowest sale price	\$ 67,749	\$ 75,000
highest sale price	\$ 585,000	\$ 545,000
average \$/sq foot	\$ 135	\$ 143
days on market	64	47



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## WHITEFISH BAY

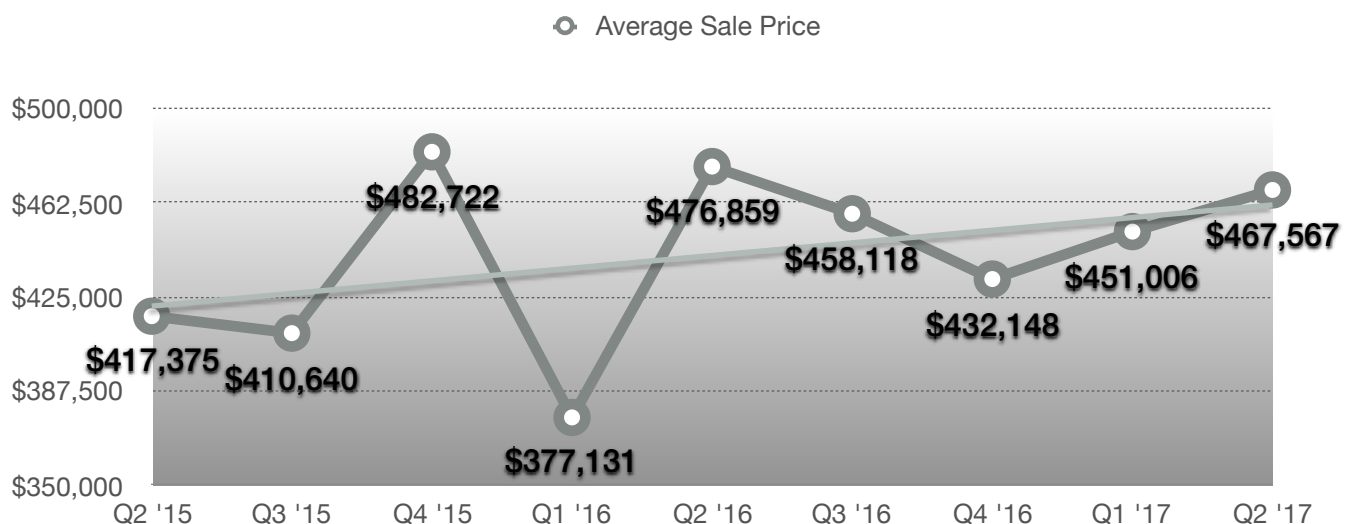


### Overview of Market

Regardless of current 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 is in such high demand. The village, ranked 21 on Business Insiders Top 50 Suburbs. Whitefish Bay is just over 2 square miles and has 4,555 single family homes.

### As of today

As of July 11, 2016, there are 98 homes for sale in Whitefish Bay, with 55 of those under contract. Of those 55 accepted offers, there are 19 in "pending". Pending home sales are defined as transactions which no longer have any contingencies and are waiting for the closing date.



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**WHITEFISH BAY****Market Statistics Indicate: Market is STABLE/UP, supply is falling**

(Average sale price and average \$/square foot is up slightly, homes are selling quicker)Quarter 2 Stats

Whitefish Bay	Quarter 2 2017	Change From Last Quarter (Q1-2017)	Change from Q2 '16 Same Q, Last Year
# of homes sold	84	35	-22
total volume in \$	\$39,275,615	78%	-22%
average sale price	\$467,567	4%	-2%
lowest sale price	\$165,000	6%	-3%
highest sale price	\$1,875,000	44%	-14%
average \$/sq foot	\$201	2%	-2%
days on market	42	-22	-16

**Comparable Quarters for above statistics**

Whitefish Bay	Last Quarter Q1 - 2017	Same Quarter Last Year Q2 - 2016
# of homes sold	49	106
total volume in \$	\$22,099,288	\$50,547,096
average sale price	\$451,006	\$476,859
lowest sale price	\$155,000	\$170,500
highest sale price	\$1,300,000	\$2,190,000
average \$/sq foot	\$198	\$204
days on market	64	58



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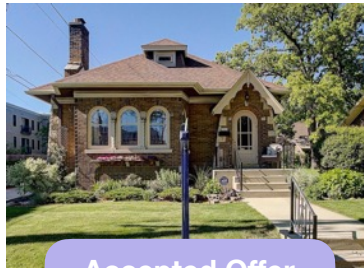
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# SELLING HOMES



Tons of Updates

6100 N Lake Drive, WFB  
\$789,900 4 BR, 3.5 BA



Accepted Offer

1812 E. Kensington, Shorewood  
\$309,000 3 BR, 1 BA



Accepted Offer

2312 E. Linnwood, Milwaukee  
\$309,000 4 BR, 1.5 BA

## The Katie Corcoran Advantage

Katie Corcoran's efficiency in selling homes is attributed to over 10 years in the business, 400+ closed and assisted transactions and her intense endurance training that keeps her mentally & physically prepared to give full attention to her clients.

She is growing to be one of the top agents in the North Shore & Greater Milwaukee Area, with 44 closed transactions in 2016 equalling over \$11 million in sales.

Katie grew up in Whitefish Bay, owns investments property in Glendale and now lives with her family in Fox Point.

*"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*



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