

# THE CORCORAN VIEW



## SUBURBAN MARKET REVIEW

BAYSIDE ~ BAY VIEW ~ CEDARBURG ~ FOX POINT  
GLENDALE ~ FRANKLIN ~ MEQUON/THIENSVILLE  
SHOREWOOD ~ WAUWATOSA ~ WHITEFISH BAY

WRITTEN & CREATED BY: KATIE CORCORAN

SENIOR SALES EXECUTIVE/ASSOCIATE BROKER  
13 YEARS OF EXPERIENCE IN REAL ESTATE

## 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 in the next 12 months, 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 & the best time to list.



Katie Corcoran



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## WELCOME TO THE 2018 CORCORAN VIEW MARKET RECAP!

This report is created to view all data of single family homes sold in 2018 and highlight trends. Each municipality featured in this report will be found in alphabetical order.

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 -2018. 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. There are also a few neighborhoods with some peculiar spikes in quarterly average sale price. Typically a result of a handful of uncharacteristically high end homes selling.

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 6, 2019. 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 view.

Wishing you prosperity in real estate,  
Katie Corcoran

Senior Sales Executive/Associate Broker  
*Over \$21 million closed in 2018*

*Top 10 Agent in the North Shore*  
*#1 Agent in Bay View*

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# BAYSIDE



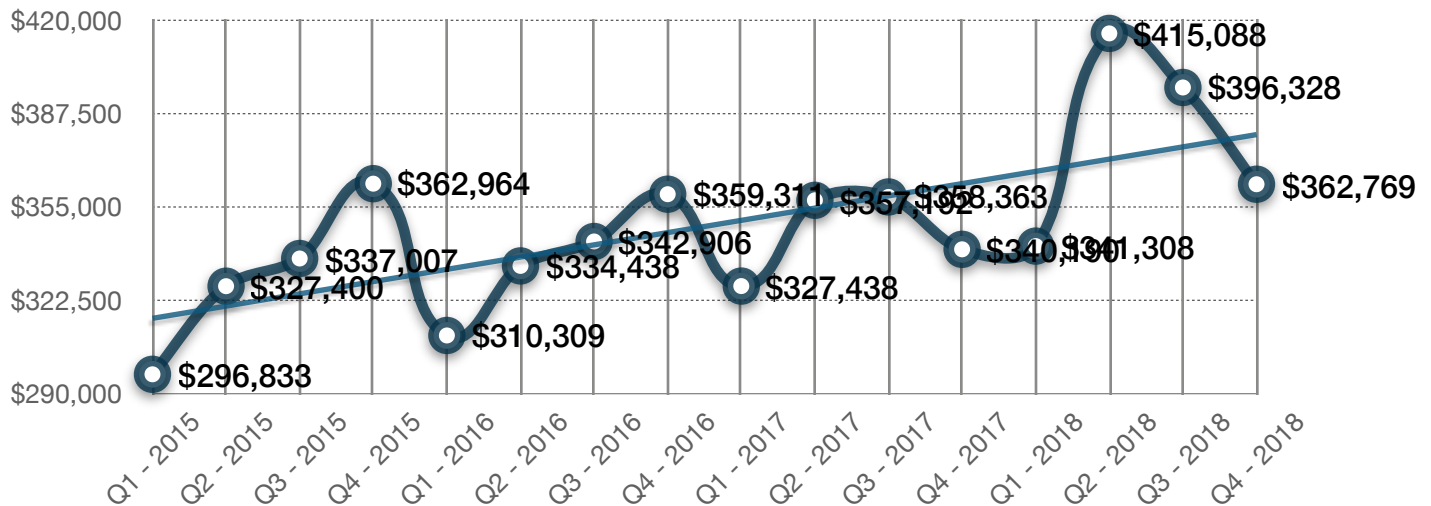
## ABOUT THE COMMUNITY:

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.

## CURRENT MARKET STATISTICS:

As of January 6, 2019, there are currently 30 homes for sale in Bayside; this number includes 5 under contract and 2 in delayed status. Of those 5 accepted offers, 2 are in "pending". Pending home sales are defined as transactions which no longer have any contingencies and are waiting for the closing date. Delayed status is defined as homes about to "go live" on the market.

● Average Sale Price



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# BAYSIDE

## YEAR VS. YEAR BY QUARTER

### 2018

Bayside	Q1	Q2	Q3	Q4	YTD - 2018
# of homes sold	18	34	20	13	85
total volume in \$	\$6,143,549	\$14,113,000	\$7,926,559	\$4,716,000	\$32,899,108
average sale price	\$341,308	\$415,088	\$396,328	\$362,769	\$387,048
lowest sale price	\$161,000	\$120,000	\$179,500	\$205,000	\$120,000
highest sale price	\$500,000	\$741,000	\$1,250,000	\$540,000	\$741,000
average \$/sq foot	\$147	\$141	\$154	\$158	\$148
average days on market	33	52	43	51	46

### 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

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# BAY VIEW



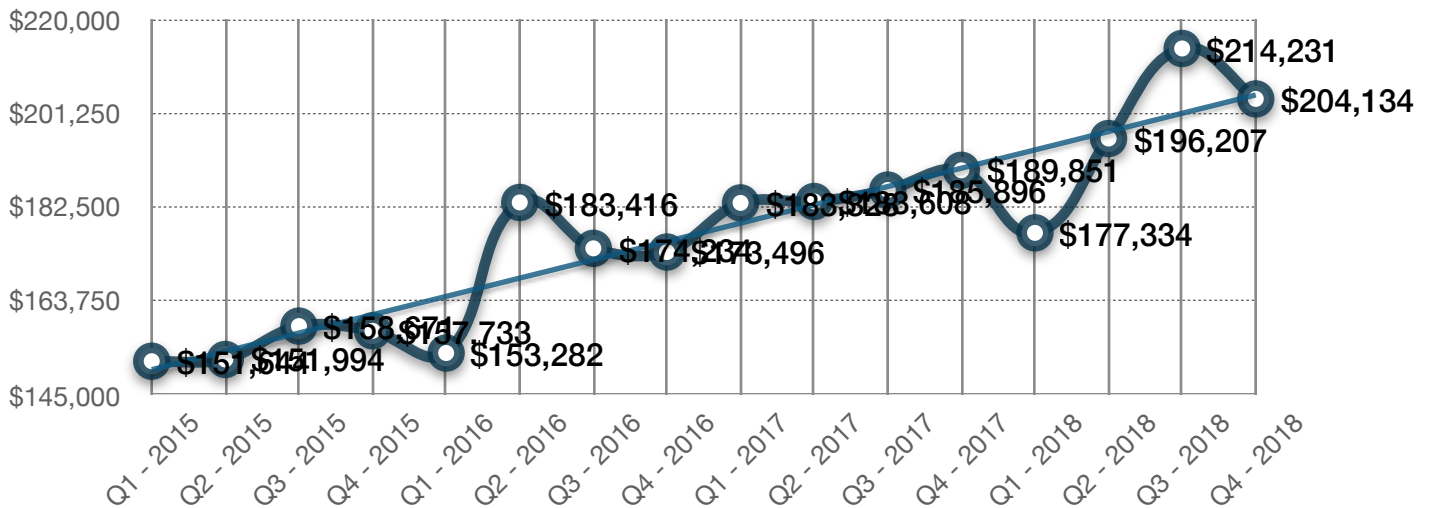
## ABOUT THE COMMUNITY:

South of downtown and next to Lake Michigan, this vibrant neighborhood is known for a tight-knit community rich in celebrating anything Milwaukee. The shops, bars & restaurants on KK attract people from all over the city. South Shore Park is known for its biergarten, Farmer's Market and stunning views of the Lake & downtown. It was the very first suburb of Milwaukee in 1879, but later annexed to the city of Milwaukee.

## CURRENT MARKET STATISTICS:

As of January 6, 2019, there are currently 37 homes for sale in Bay View; this number includes 20 under contract and 2 in delayed status. Of those 20 accepted offers, 3 are in "pending". Pending home sales are defined as transactions which no longer have any contingencies and are waiting for the closing date. Delayed status is defined as homes about to "go live" on the market.

● Average Sale Price



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# BAY VIEW

## YEAR VS. YEAR BY QUARTER

### 2018

Bay View	Q1	Q2	Q3	Q4	YTD - 2018
# of homes sold	62	105	65	59	291
total volume in \$	\$10,994,701	\$20,601,760	\$13,925,004	\$12,043,888	\$57,565,353
average sale price	\$177,334	\$196,207	\$214,231	\$204,134	\$197,977
lowest sale price	\$74,500	\$46,000	\$50,000	\$78,888	\$46,000
highest sale price	\$479,900	\$465,000	\$1,065,000	\$350,000	\$1,065,000
average \$/sq foot	\$133	\$145	\$149	\$143	\$143
average days on market	45	23	25	36	32

### 2017

Bay View	Q1	Q2	Q3	Q4	YTD - 2017
# of homes sold	57	92	73	72	294
total volume in \$	\$10,449,700	\$16,891,909	\$13,570,409	\$13,669,243	\$54,581,261
average sale price	\$183,328	\$183,608	\$185,896	\$189,851	\$185,671
lowest sale price	\$30,000	\$40,000	\$80,000	\$70,000	\$30,000
highest sale price	\$369,000	\$635,000	\$415,000	\$395,000	\$635,000
average \$/sq foot	\$132	\$141	\$144	\$136	\$138
average days on market	43	33	25	37	35

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# CEDARBURG



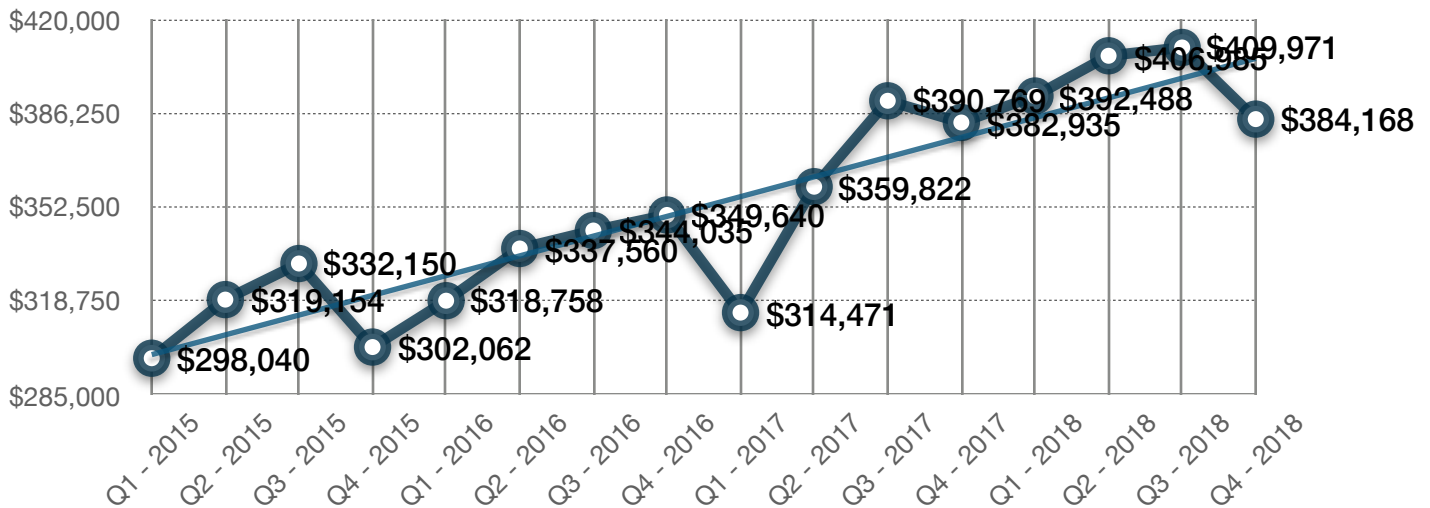
## ABOUT THE COMMUNITY:

Built along Cedar Creek, this charming town has a small town Wisconsin feel, but still close enough to the city (just 20 miles north of downtown Milwaukee). Known for its quaint village lined with inns, cafes and a unique mix of shops; it often attracts tourists and urban city dwellers looking for a hometown vibe. No matter what time of year the village is booming with festivals, this community always has something to offer.

## CURRENT MARKET STATISTICS:

As of January 6, 2019, there are currently 56 homes for sale in Cedarburg; this number includes 24 under contract and 0 in delayed status. Of those 24 accepted offers, 17 are in "pending". Pending home sales are defined as transactions which no longer have any contingencies and are waiting for the closing date. Delayed status is defined as homes about to "go live" on the market.

● Average Sale Price



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# CEDARBURG

## YEAR VS. YEAR BY QUARTER

### 2018

Cedarburg	Q1	Q2	Q3	Q4	YTD - 2018
# of homes sold	34	78	69	59	240
total volume in \$	\$13,344,603	\$31,744,800	\$28,287,971	\$22,665,890	\$96,043,264
average sale price	\$392,488	\$406,985	\$409,971	\$384,168	\$400,180
lowest sale price	\$204,900	\$190,100	\$130,000	\$170,000	\$130,000
highest sale price	\$730,000	\$835,000	\$860,000	\$735,163	\$730,000
average \$/sq foot	\$164	\$165	\$177	\$170	\$169
average days on market	63	34	25	36	37

### 2017

Cedarburg	Q1	Q2	Q3	Q4	YTD - 2017
# of homes sold	39	58	53	58	208
total volume in \$	\$12,264,364	\$20,869,686	\$20,710,761	\$22,210,214	\$76,055,025
average sale price	\$314,471	\$359,822	\$390,769	\$382,935	\$361,999
lowest sale price	\$175,000	\$164,900	\$210,000	\$202,000	\$164,900
highest sale price	\$670,000	\$685,000	\$955,000	\$1,210,000	\$670,000
average \$/sq foot	\$147	\$147	\$164	\$160	\$155
average days on market	79	49	50	50	57

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# FOX POINT



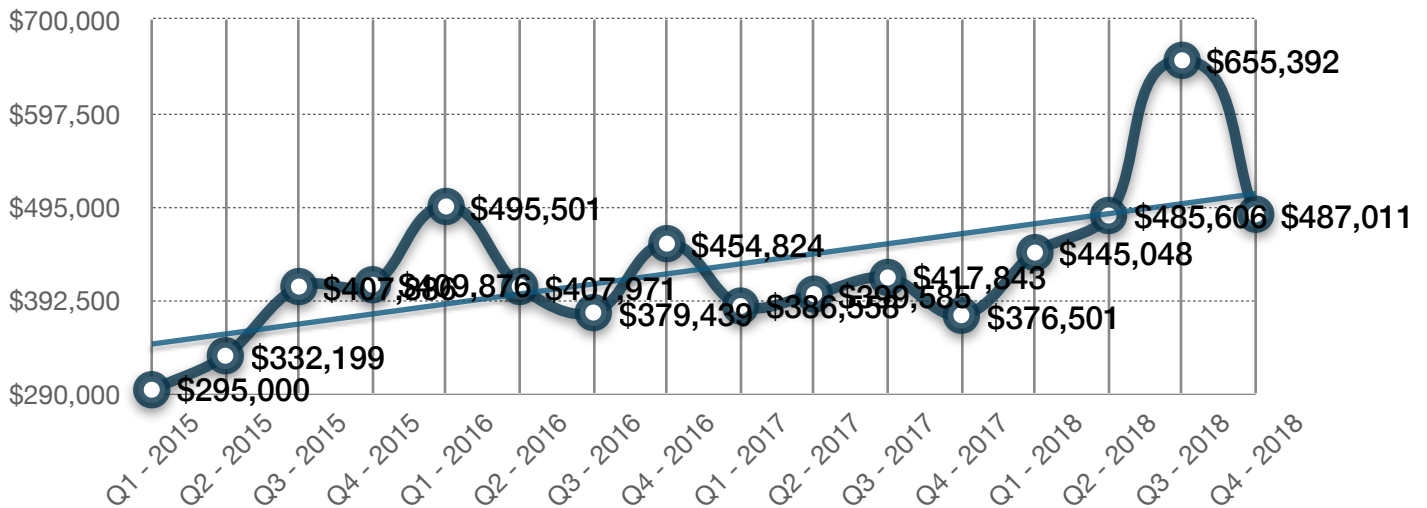
## ABOUT THE COMMUNITY:

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.

## CURRENT MARKET STATISTICS:

As of January 6, 2019, there are currently 32 homes for sale in Fox Point; this number includes 10 under contract and 1 in delayed status. Of those 10 accepted offers, 2 are in "pending". Pending home sales are defined as transactions which no longer have any contingencies and are waiting for the closing date. Delayed status is defined as homes about to "go live" on the market.

● Average Sale Price



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# FOX POINT

## YEAR VS. YEAR BY QUARTER

### 2018

Fox Point	Q1	Q2	Q3	Q4	YTD - 2018
# of homes sold	26	39	33	19	117
total volume in \$	\$11,571,250	\$18,938,615	\$21,627,952	\$9,253,200	\$61,391,017
average sale price	\$445,048	\$485,606	\$655,392	\$487,011	\$524,710
lowest sale price	\$135,000	\$165,000	\$220,000	\$162,000	\$135,000
highest sale price	\$2,750,000	\$2,923,565	\$3,150,000	\$1,168,000	\$3,150,000
average \$/sq foot	\$170	\$173	\$180	\$181	\$176
average days on market	36	60	56	54	53

### 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	\$395,122
lowest sale price	\$160,000	\$173,500	\$167,500	\$162,500	\$160,000
highest sale price	\$1,820,000	\$1,895,000	\$1,588,620	\$775,000	\$1,895,620
average \$/sq foot	\$167	\$160	\$166	\$149	\$161
average days on market	72	32	55	62	55

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# FRANKLIN

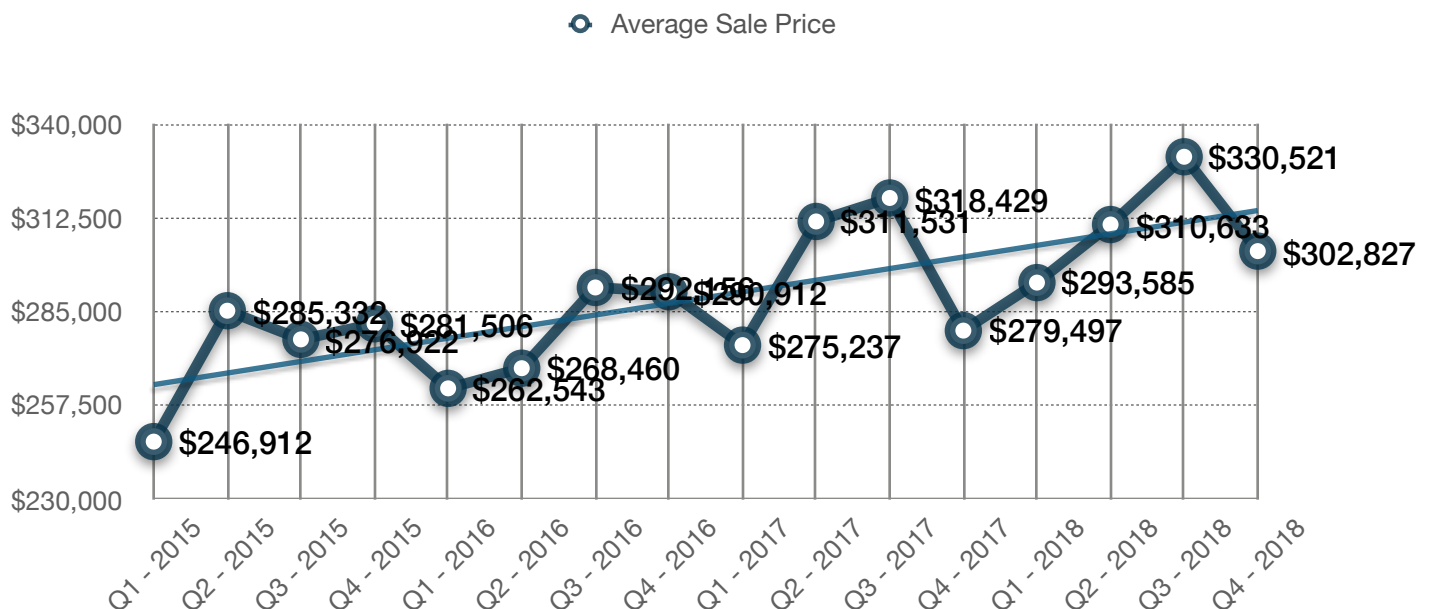


## ABOUT THE COMMUNITY:

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.

## CURRENT MARKET STATISTICS:

As of January 6, 2019, there are currently 52 homes for sale in Franklin; this number includes 17 under contract and 0 in delayed status. Of those 17 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. Delayed status is defined as homes about to "go live" on the market.



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# FRANKLIN

## YEAR VS. YEAR BY QUARTER

### 2018

Franklin	Q1	Q2	Q3	Q4	YTD - 2018
# of homes sold	52	106	92	73	323
total volume in \$	\$15,266,400	\$32,927,150	\$30,407,915	\$22,096,050	\$100,697,515
average sale price	\$293,585	\$310,633	\$330,521	\$302,827	\$311,757
lowest sale price	\$171,750	\$86,500	\$106,000	\$170,000	\$86,500
highest sale price	\$800,000	\$657,500	\$1,200,000	\$525,000	\$1,200,000
average \$/sq foot	\$135	\$148	\$150	\$147	\$146
average days on market	50	31	19	37	32

### 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

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# GLENDALE

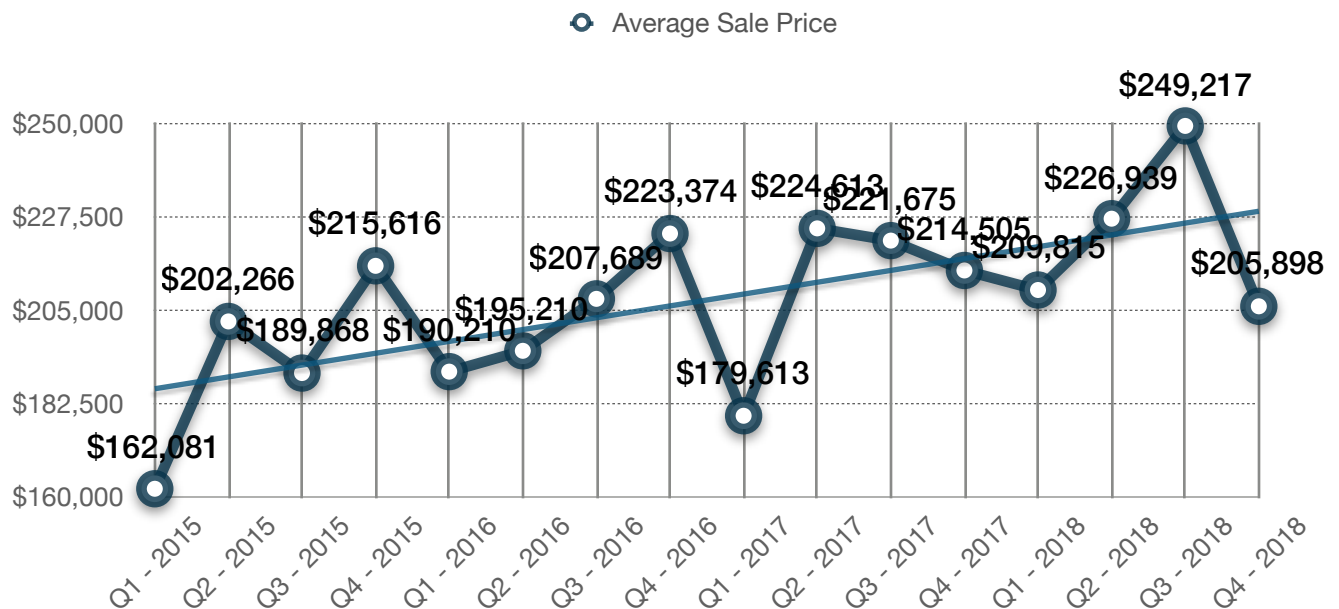


## ABOUT THE COMMUNITY:

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.

## CURRENT MARKET STATISTICS:

As of January 6, 2019, there are currently 45 homes for sale in Glendale; this number includes 14 under contract and 0 in delayed status. Of those 14 accepted offers, 1 are in "pending". Pending home sales are defined as transactions which no longer have any contingencies and are waiting for the closing date. Delayed status is defined as homes about to "go live" on the market.



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# GLENDALE

## YEAR VS. YEAR BY QUARTER

### 2018

Glendale	Q1	Q2	Q3	Q4	YTD - 2018
# of homes sold	39	78	47	39	203
total volume in \$	\$8,182,800	\$17,701,220	\$11,713,200	\$8,030,009	\$45,627,229
average sale price	\$209,815	\$226,939	\$249,217	\$205,898	\$224,765
lowest sale price	\$65,000	\$95,500	\$110,000	\$51,409	\$51,409
highest sale price	\$353,000	\$410,000	\$400,000	\$349,900	\$410,000
average \$/sq foot	\$122	\$136	\$135	\$124	\$131
average days on market	66	24	36	54	41

### 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

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# MEQUON/THIENSVILLE

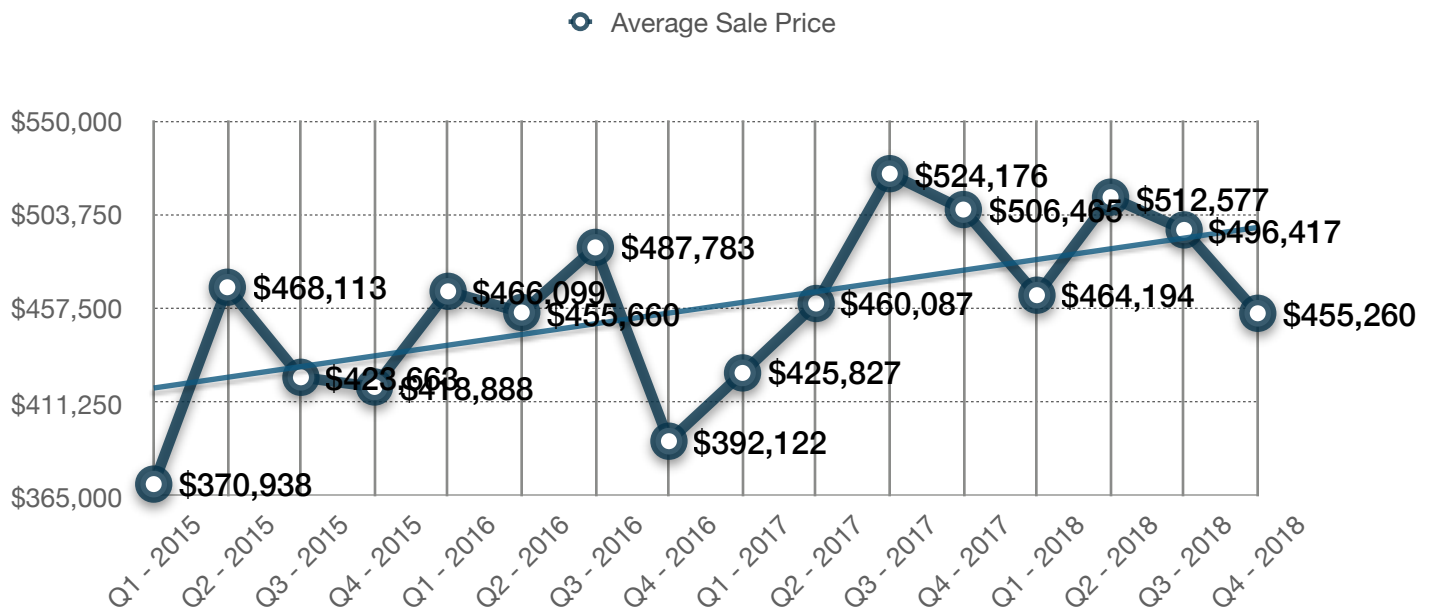


## ABOUT THE COMMUNITY:

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.

## CURRENT MARKET STATISTICS:

As of January 6, 2019, there are currently 92 homes for sale in Mequon/Thiensville; this number includes 22 under contract and 2 in delayed status. Of those 22 accepted offers, 5 are in "pending". Pending home sales are defined as transactions which no longer have any contingencies and are waiting for the closing date. Delayed status is defined as homes about to "go live" on the market.



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# MEQUON/THIENSVILLE

## YEAR VS. YEAR BY QUARTER

### 2018

Mequon/Thiensville	Q1	Q2	Q3	Q4	YTD - 2018
# of homes sold	57	105	101	64	327
total volume in \$	\$26,459,073	\$53,820,629	\$50,138,142	\$29,136,657	\$159,554,501
average sale price	\$464,194	\$512,577	\$496,417	\$455,260	\$487,934
lowest sale price	\$133,000	\$130,000	\$160,000	\$90,000	\$90,000
highest sale price	\$1,345,000	\$2,000,000	\$1,625,000	\$2,100,000	\$2,100,000
average \$/sq foot	\$154	\$159	\$165	\$165	\$161
average days on market	64	56	64	45	58

### 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

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# SHOREWOOD

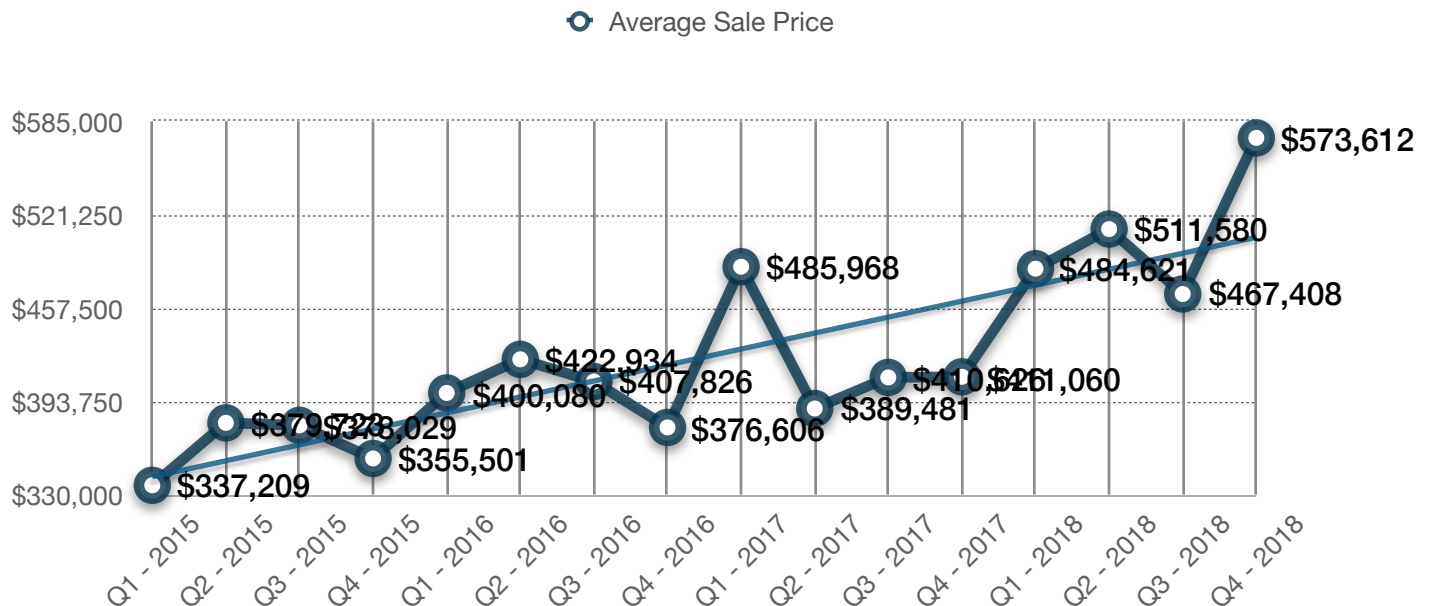


## ABOUT THE COMMUNITY:

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.

## CURRENT MARKET STATISTICS:

As of January 6, 2019, there are currently 19 homes for sale in Shorewood; this number includes 5 under contract and 1 in delayed status. Of those 5 accepted offers, 1 are in "pending". Pending home sales are defined as transactions which no longer have any contingencies and are waiting for the closing date. Delayed status is defined as homes about to "go live" on the market.



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# SHOREWOOD

## YEAR VS. YEAR BY QUARTER

### 2018

Shorewood	Q1	Q2	Q3	Q4	YTD - 2018
# of homes sold	22	41	34	26	123
total volume in \$	\$10,661,655	\$20,976,500	\$15,891,881	\$14,913,900	\$62,443,936
average sale price	\$484,621	\$511,580	\$467,408	\$573,612	\$507,674
lowest sale price	\$197,000	\$203,800	\$187,500	\$245,000	\$187,500
highest sale price	\$1,322,505	\$1,400,000	\$467,408	\$2,600,000	\$2,600,000
average \$/sq foot	\$192	\$211	\$198	\$208	\$203
average days on market	30	30	21	35	29

### 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

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# WAUWATOSA

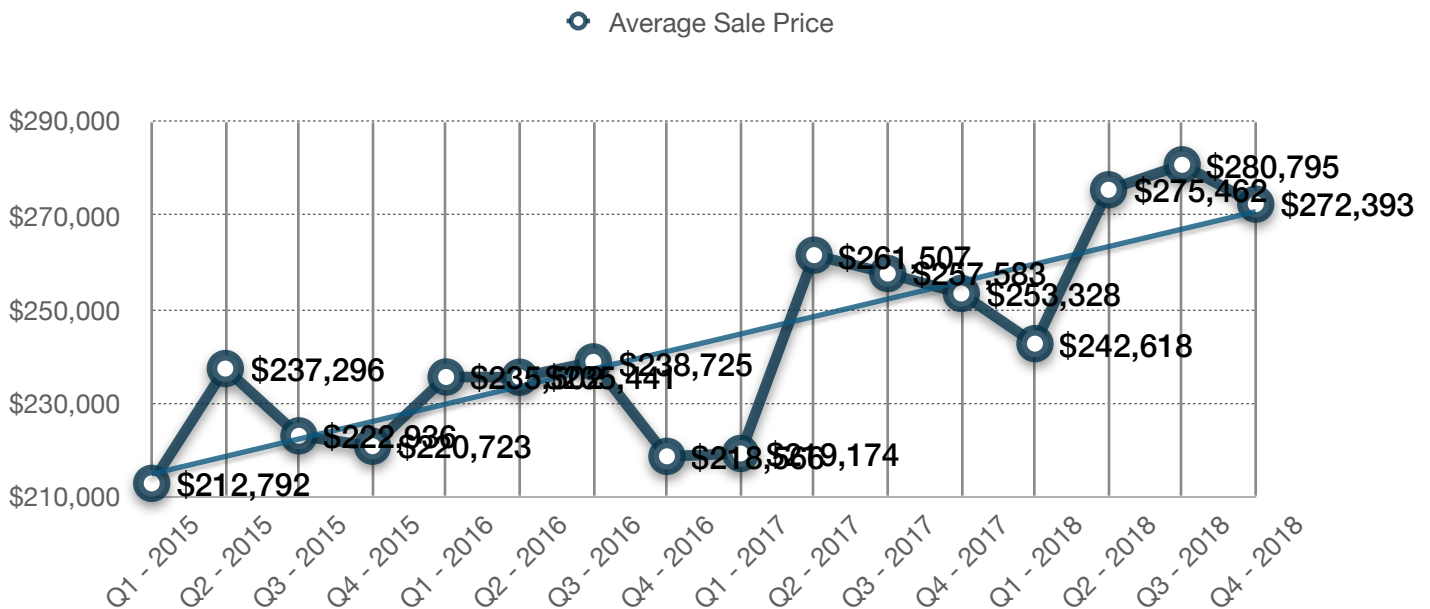


## ABOUT THE COMMUNITY:

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.

## CURRENT MARKET STATISTICS:

As of January 6, 2019, there are currently 68 homes for sale in Wauwatosa; this number includes 27 under contract and 0 in delayed status. Of those 27 accepted offers, 7 are in "pending". Pending home sales are defined as transactions which no longer have any contingencies and are waiting for the closing date. Delayed status is defined as homes about to "go live" on the market.



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# WAUWATOSA

## YEAR VS. YEAR BY QUARTER

### 2018

Wauwatosa	Q1	Q2	Q3	Q4	YTD - 2018
# of homes sold	122	222	211	127	682
total volume in \$	\$29,599,400	\$61,262,334	\$59,247,753	\$34,593,911	\$184,703,398
average sale price	\$242,618	\$275,462	\$280,795	\$272,393	\$270,826
lowest sale price	\$103,650	\$104,000	\$81,000	\$120,000	\$81,000
highest sale price	\$795,000	\$875,000	\$950,000	\$860,000	\$950,000
average \$/sq foot	\$144	\$157	\$156	\$149	\$153
average days on market	41	20	21	27	25

### 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

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# WHITEFISH BAY



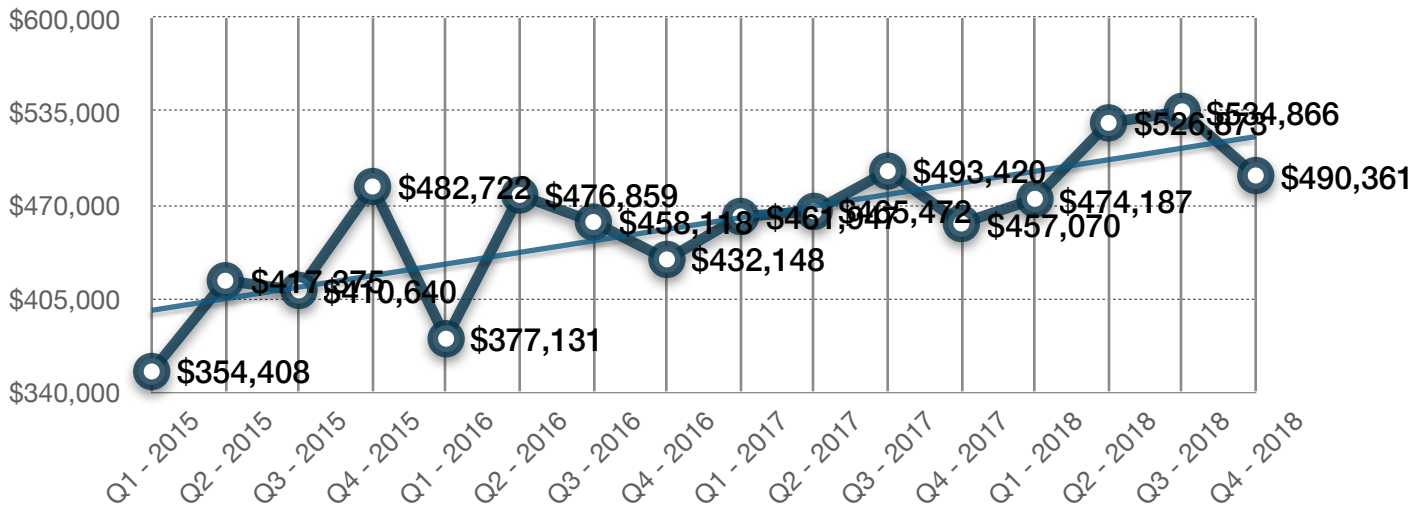
## ABOUT THE COMMUNITY:

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.

## CURRENT MARKET STATISTICS:

As of January 6, 2019, there are currently 41 homes for sale in Whitefish Bay; this number includes 11 under contract and 0 in delayed status. Of those 11 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. Delayed status is defined as homes about to "go live" on the market.

◆ Average Sale Price



Katie Corcoran



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# WHITEFISH BAY

## YEAR VS. YEAR BY QUARTER

### 2018

Whitefish Bay	Q1	Q2	Q3	Q4	YTD - 2018
# of homes sold	44	94	67	66	271
total volume in \$	\$20,864,217	\$49,526,040	\$35,836,054	\$32,363,857	\$138,590,168
average sale price	\$474,187	\$526,873	\$534,866	\$490,361	\$511,403
lowest sale price	\$165,000	\$165,000	\$189,000	\$166,200	\$165,000
highest sale price	\$1,199,000	\$2,075,000	\$1,825,500	\$1,320,000	\$2,075,000
average \$/sq foot	\$193	\$212	\$208	\$199	\$205
average days on market	41	26	22	33	29

### 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

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# SELLING HOMES



Whitefish Bay



Mequon



Bay View

*Katie's work ethic and knowledge is exceptional. She found us the right house in a very competitive market. She also staged and sold our previous house, getting an offer we were happy with on the 2nd day of listing.*

- Luke & Leyla E. (Bought in WFB & Sold in Franklin)

*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. 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.*

-Dustin & Breanna V. (Bought in Wauwatosa)

*Katie is top notch! I have dealt with a number of realtors in the past 10 years as we move frequently and she provided the best service and advice to get us through the process! She was also able to guide us through a five offer deal on the home we purchased in Germantown. Without her advice on the offer package we would not have won the offer! Thanks so much Katie!!*

- Ryan & Sarah P. (Relocation Buyer - Bought in Germantown)



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