

## MLS Area: Wilmette



**ART WILSON**

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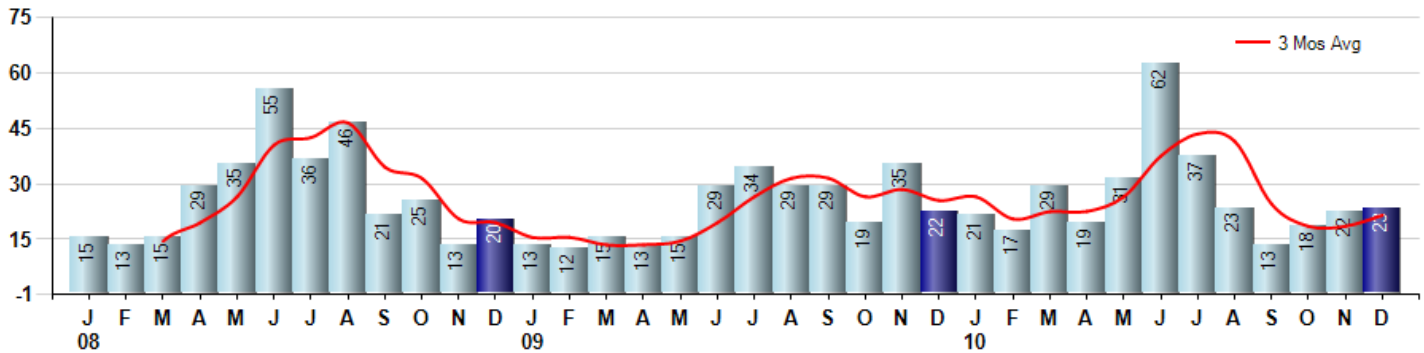
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$569,000	↓		↓				
Average List Price of all Current Listings	\$717,280	↓		↔				
December Median Sales Price	\$485,000	↑	↑	↓	↓	\$567,500	↓	↔
December Average Sales Price	\$567,500	↑	↔	↓	↓	\$691,432	↔	↑
Total Properties Currently for Sale (Inventory)	165	↓		↓				
December Number of Properties Sold	23	↑		↑		315	↑	
December Average Days on Market (Solds)	70	↑	↓	↓	↓	92	↓	↓
December Month's Supply of Inventory	7.2	↓	↓	↓	↓	10.7	↓	↓
December Sale Price vs List Price Ratio	87.7%	↓	↓	↑	↑	89.4%	↑	↑

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

### Property Sales

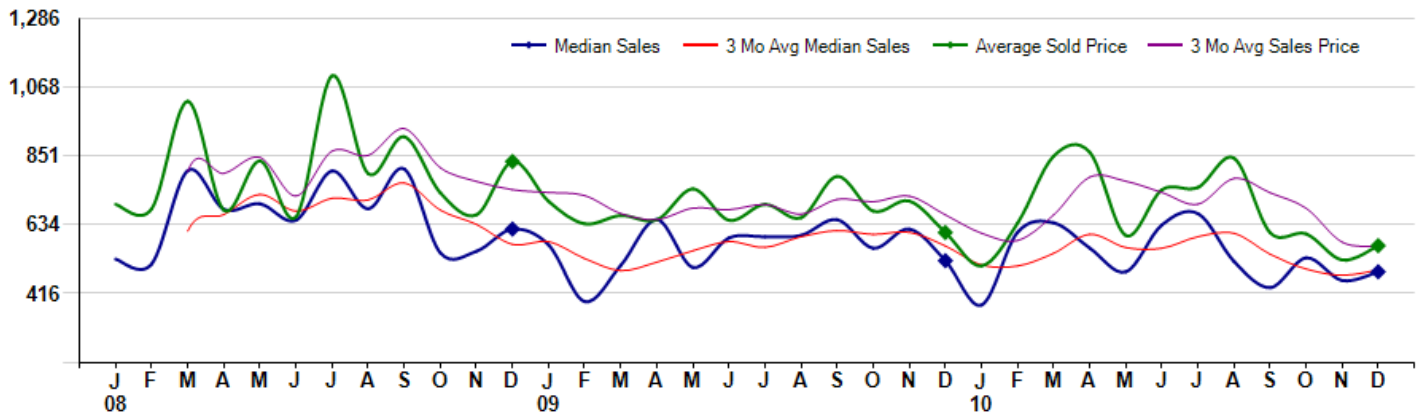
December Property sales were 23, up 4.5% from 22 in December of 2009 and 4.5% higher than the 22 sales last month. December 2010 sales were at their highest level compared to December of 2009 and 2008. December YTD sales of 315 are running 18.9% ahead of last year's year-to-date sales of 265.



### Prices

The Median Sales Price in December was \$485,000, down -6.7% from \$520,000 in December of 2009 and up 6.0% from \$457,500 last month. The Average Sales Price in December was \$567,500, down -6.8% from \$608,943 in December of 2009 and up 8.7% from \$522,177 last month. December 2010 ASP was at the lowest level compared to December of 2009 and 2008.

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



Based on information from Midwest Real Estate Data LLC for the period 1/1/2008 through 12/31/2010. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



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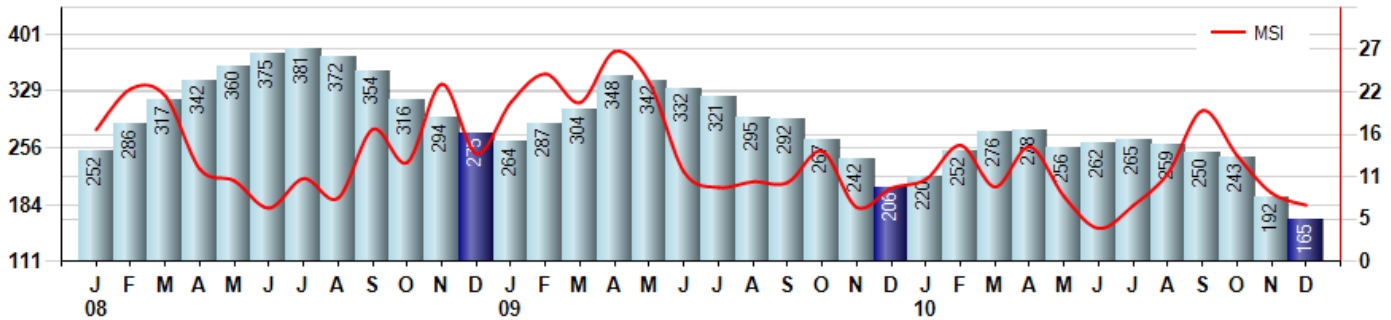
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### Inventory & MSI

The Total Inventory of Properties available for sale as of December was 165, down -14.1% from 192 last month and down -19.9% from 206 in December of last year. December 2010 Inventory was at the lowest level compared to December of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2010 MSI of 7.2 months was at its lowest level compared with December of 2009 and 2008.

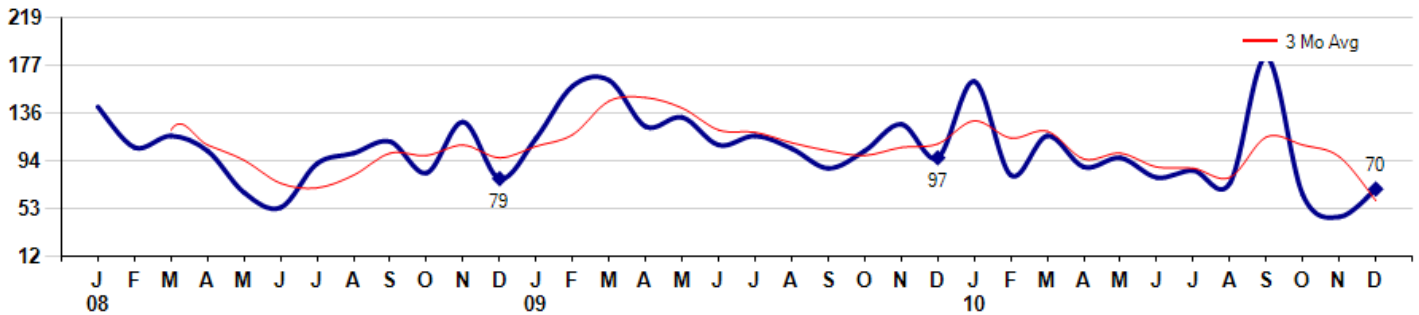
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 70, up 52.2% from 46 days last month and down -27.8% from 97 days in December of last year. The December 2010 DOM was at its lowest level compared with December of 2009 and 2008.

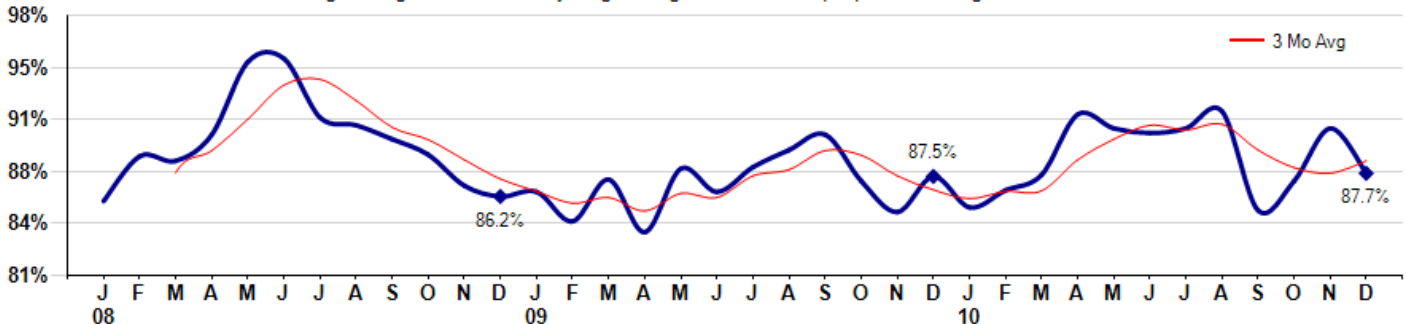
Average Days on Market (Listing to Contract) for properties sold during the month



### Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original 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 2010 Selling Price vs Original List Price of 87.7% was down from 90.6% last month and up from 87.5% in December of last year.

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



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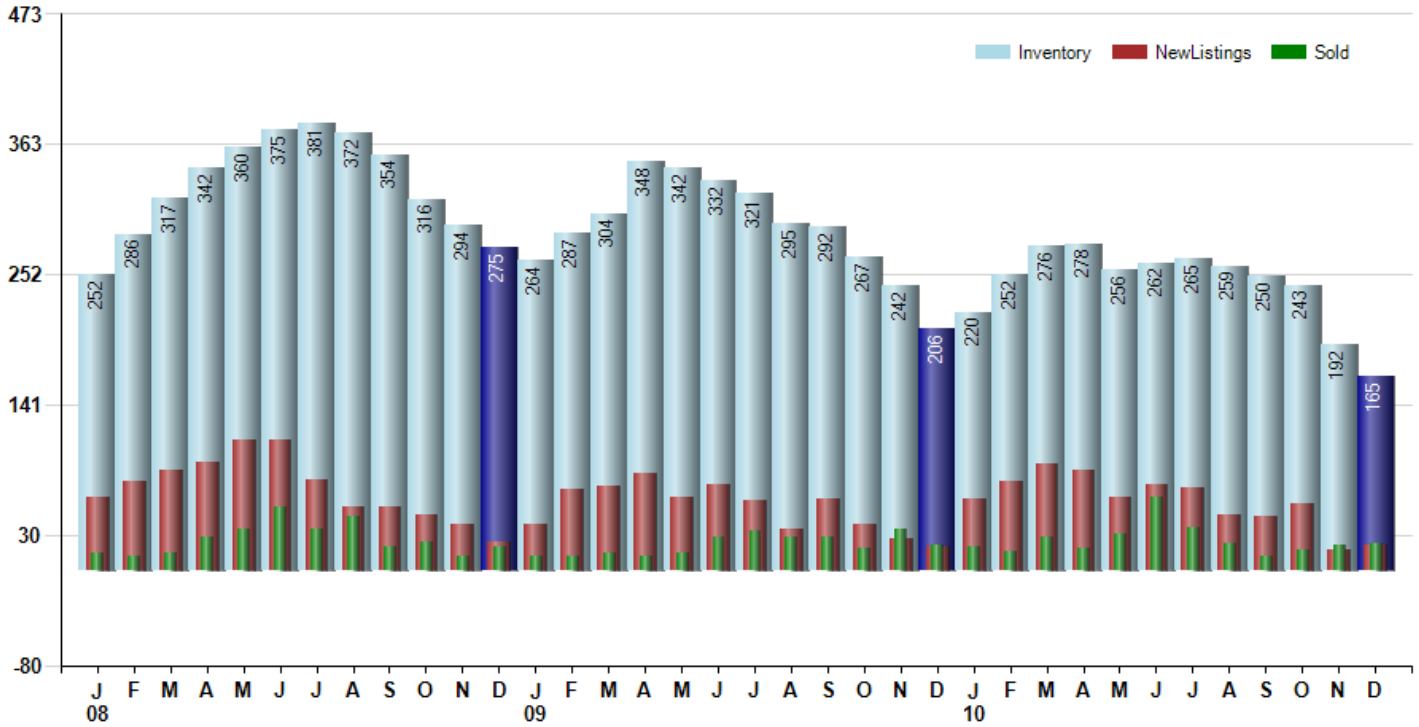
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### Inventory / New Listings / Sales

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 2010 was 22, up 22.2% from 18 last month and up 4.8% from 21 in December of last year.



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	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	15	13	15	29	35	55	36	46	21	25	13	20	13	12	15	13	15	29	34	29	29	19	35	22	21	17	29	19	31	62	37	23	13	18	22	23
3 Mo. Roll Avg			14	19	26	40	42	46	34	31	20	19	15	15	13	13	14	19	26	31	31	26	28	25	26	20	22	22	26	37	43	41	24	18	18	21

(000's)	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	525	510	805	683	700	648	804	684	810	545	550	620	570	391	505	650	499	592	596	600	650	560	620	520	380	610	640	560	485	633	669	518	435	529	458	485
3 Mo. Roll Avg			613	666	729	677	717	712	766	680	635	572	580	527	489	515	551	580	562	596	615	603	610	567	507	503	543	603	562	559	596	607	541	494	474	491

	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
Inventory	252	286	317	342	360	375	381	372	354	316	294	275	264	287	304	348	342	332	321	295	292	267	242	206	220	252	276	278	256	262	265	259	250	243	192	165
MSI	17	22	21	12	10	7	11	8	17	13	23	14	20	24	20	27	23	11	9	10	10	14	7	9	10	15	10	15	8	4	7	11	19	14	9	7

	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
Days On Market	141	106	116	103	67	54	92	101	111	84	128	79	114	159	164	124	132	108	116	105	88	103	126	97	163	82	116	89	97	80	86	75	184	65	46	70
3 Mo. Roll Avg			121	108	95	75	71	82	101	99	108	97	107	117	146	149	140	121	119	110	103	99	106	109	129	114	120	96	101	89	88	80	115	108	98	60

	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	254	293	279	415	300	328	311	270	289	307	337	225	222	244	268	236	309	247	249	266	261	242	272	186	256	301	221	271	224	235	224	292	0	199	259	269
3 Mo. Roll Avg			275	329	331	348	313	303	290	289	311	290	261	230	245	249	271	264	268	254	259	256	258	233	238	248	259	264	239	243	228	250	172	164	153	242

	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	0.859	0.888	0.885	0.902	0.949	0.951	0.913	0.908	0.899	0.889	0.869	0.862	0.865	0.846	0.873	0.839	0.880	0.865	0.881	0.892	0.902	0.872	0.852	0.875	0.855	0.866	0.876	0.915	0.906	0.903	0.906	0.917	0.853	0.872	0.906	0.877
3 Mo. Roll Avg			0.877	0.892	0.912	0.934	0.938	0.924	0.907	0.899	0.886	0.873	0.865	0.858	0.861	0.853	0.864	0.861	0.875	0.879	0.892	0.889	0.875	0.866	0.861	0.865	0.866	0.886	0.899	0.908	0.905	0.909	0.892	0.881	0.877	0.885

	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
New Listings	62	76	85	92	111	111	78	54	54	47	39	24	40	69	72	83	62	73	60	36	61	39	28	21	61	76	91	86	62	73	71	48	46	57	18	22
Inventory	252	286	317	342	360	375	381	372	354	316	294	275	264	287	304	348	342	332	321	295	292	267	242	206	220	252	276	278	256	262	265	259	250	243	192	165
Sales	15	13	15	29	35	55	36	46	21	25	13	20	13	12	15	13	15	29	34	29	29	19	35	22	21	17	29	19	31	62	37	23	13	18	22	23

(000's)	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	698	684	1,024	680	835	659	1,104	795	912	735	665	833	708	637	663	649	747	648	698	656	787	677	709	609	504	639	851	863	600	744	752	844	609	605	522	568
3 Mo. Roll Avg			802	796	846	725	866	853	937	814	771	744	735	726	669	650	686	681	698	667	714	706	724	665	607	584	664	784	771	736	699	780	735	686	579	565

