

## MLS Area: Wilmette



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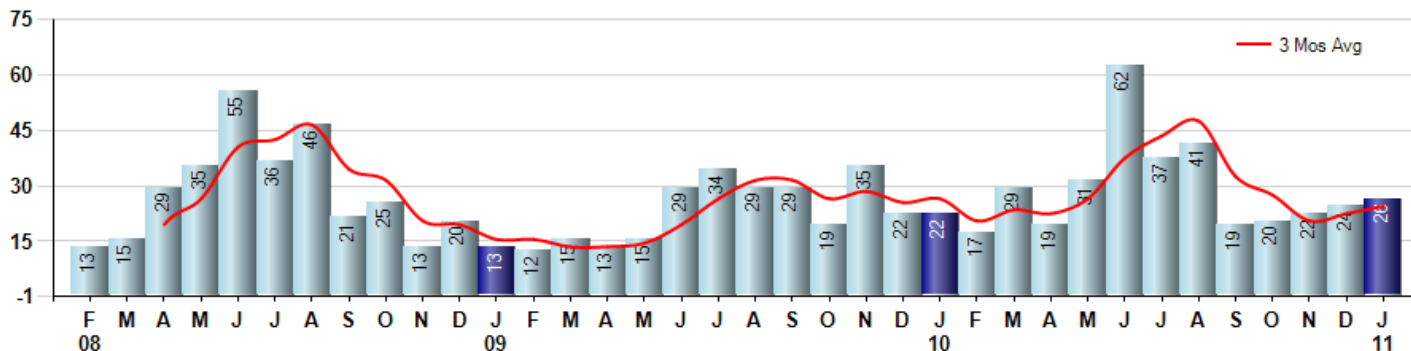
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$575,000	↑		↔				
Average List Price of all Current Listings	\$725,109	↑		↔				
January Median Sales Price	\$528,785	↑	↑	↑	↓	\$528,785	↑	↓
January Average Sales Price	\$624,695	↑	↑	↑	↓	\$624,695	↑	↓
Total Properties Currently for Sale (Inventory)	168	↓		↓				
January Number of Properties Sold	26	↑		↑		26	↔	
January Average Days on Market (Solds)	93	↑	↑	↓	↑	93	↓	↑
January Month's Supply of Inventory	6.5	↓	↓	↓	↓	6.5	↓	↓
January Sale Price vs List Price Ratio	87.7%	↑	↓	↑	↓	88.5%	↑	↓

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

### Property Sales

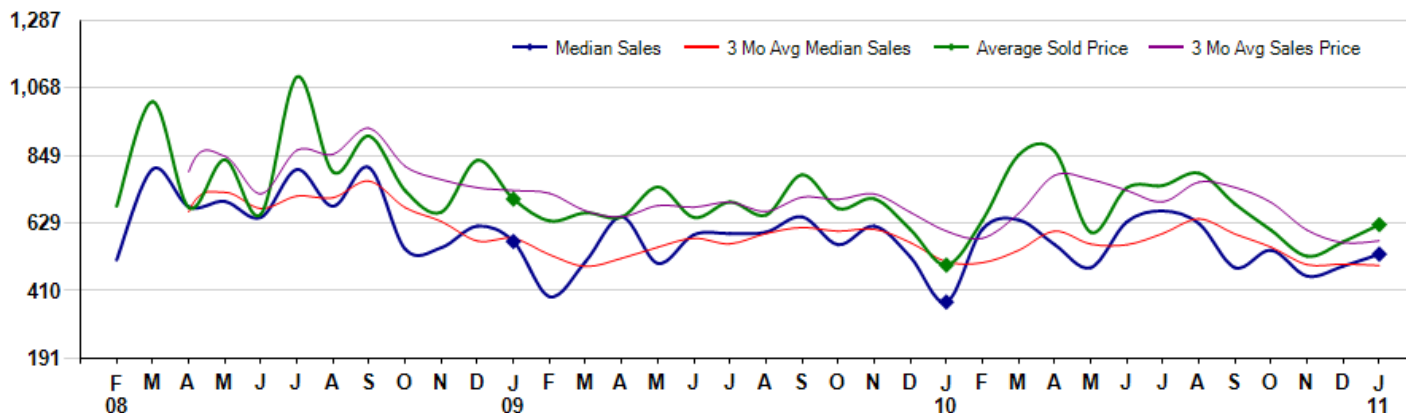
January Property sales were 26, up 18.2% from 22 in January of 2010 and 8.3% higher than the 24 sales last month. January 2011 sales were at their highest level compared to January of 2010 and 2009. January YTD sales of 26 are running 18.2% ahead of last year's year-to-date sales of 22.



### Prices

The Median Sales Price in January was \$528,785, up 41.7% from \$373,300 in January of 2010 and up 7.9% from \$490,000 last month. The Average Sales Price in January was \$624,695, up 26.7% from \$493,170 in January of 2010 and up 9.8% from \$569,167 last month. January 2011 ASP was at a mid range compared to January of 2010 and 2009.

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 2/1/2008 through 1/31/2011. 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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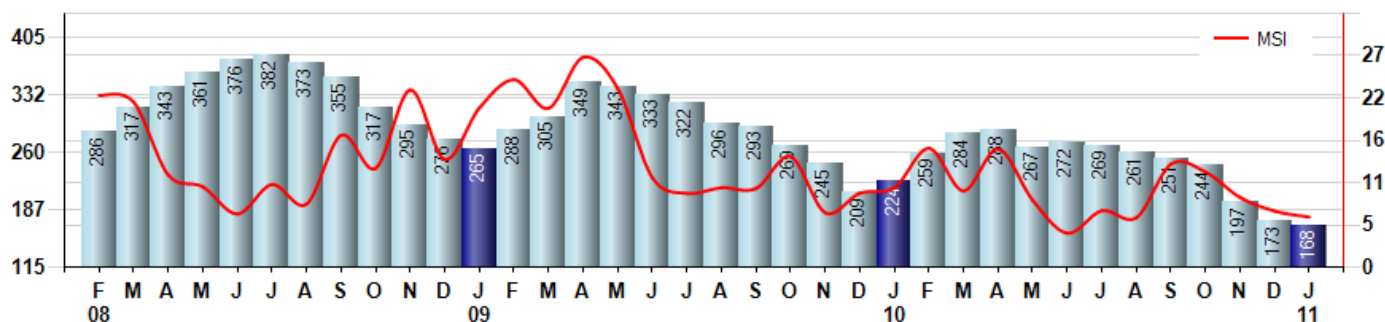
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### Inventory & MSI

The Total Inventory of Properties available for sale as of January was 168, down -2.9% from 173 last month and down -25.0% from 224 in January of last year. January 2011 Inventory was at the lowest level compared to January of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2011 MSI of 6.5 months was at its lowest level compared with January of 2010 and 2009.

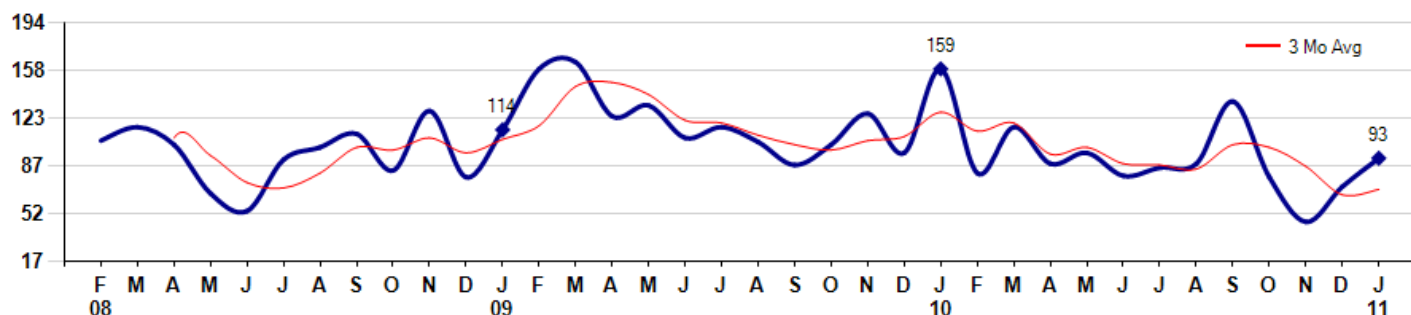
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 January was 93, up 29.2% from 72 days last month and down -41.5% from 159 days in January of last year. The January 2011 DOM was at its lowest level compared with January of 2010 and 2009.

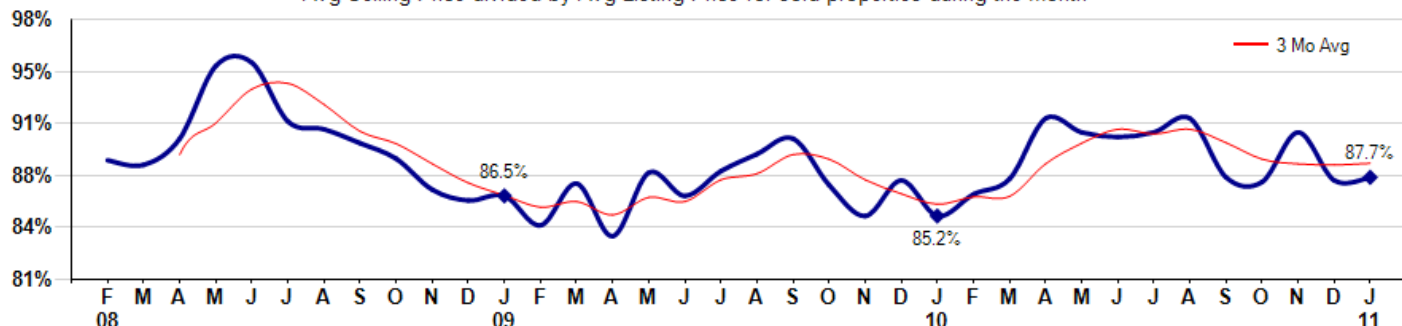
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 January 2011 Selling Price vs Original List Price of 87.7% was up from 87.5% last month and up from 85.2% in January of last year.

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



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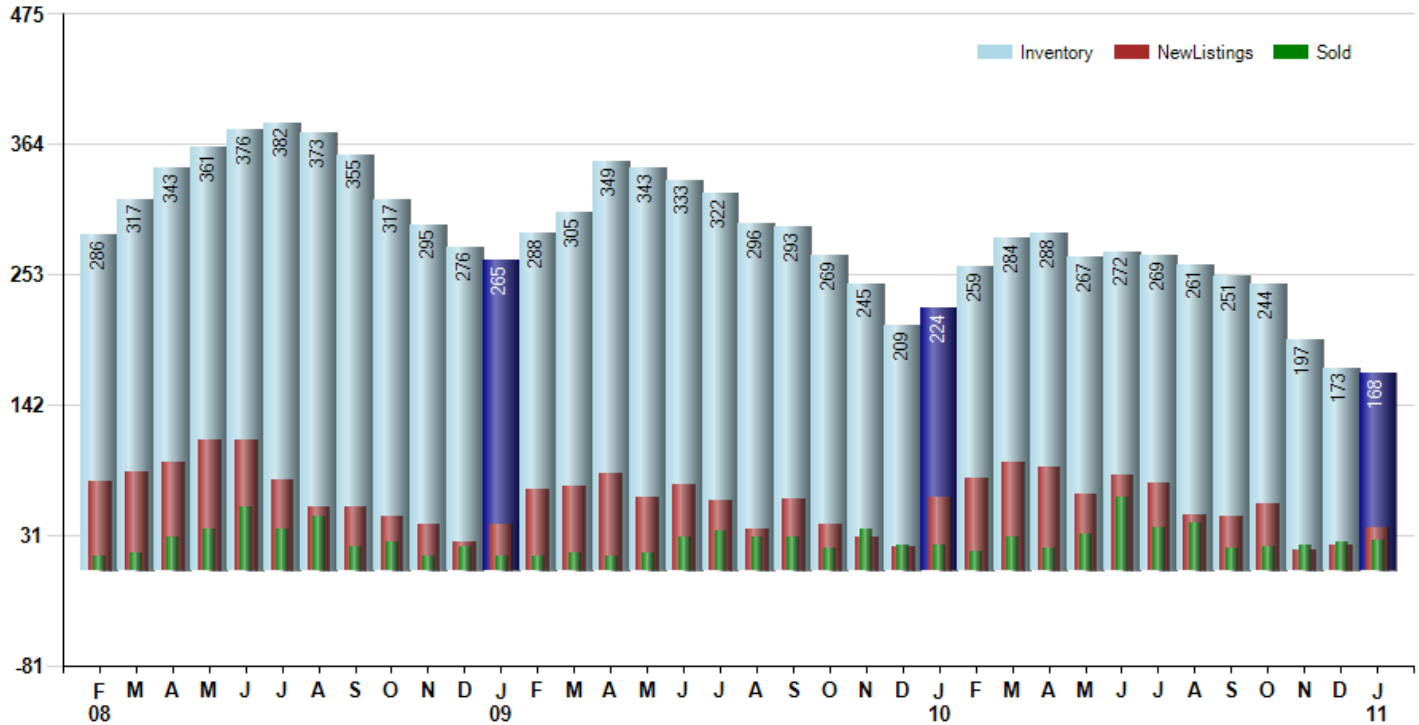
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### Inventory / New Listings / Sales

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 January 2011 was 37, up 68.2% from 22 last month and down -40.3% from 62 in January of last year.



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	F 08	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	J 11
Homes Sold	13	15	29	35	55	36	46	21	25	13	20	13	12	15	13	15	29	34	29	29	19	35	22	22	17	29	19	31	62	37	41	19	20	22	24	26
3 Mo. Roll Avg			19	26	40	42	46	34	31	20	19	15	13	13	14	19	26	31	31	26	28	25	26	20	23	22	26	37	43	47	32	27	20	22	24	

(000's)	F 08	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	J 11
Median Sale Price	510	805	683	700	648	804	684	810	545	550	620	570	391	505	650	499	592	596	600	650	560	620	520	373	610	640	560	485	633	669	628	485	542	458	490	529
3 Mo. Roll Avg			666	729	677	717	712	766	680	635	572	580	527	489	515	551	580	562	596	615	603	610	567	504	501	541	603	562	559	596	643	594	552	495	496	492

	F 08	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	J 11
Inventory	286	317	343	361	376	382	373	355	317	295	276	265	288	305	349	343	333	322	296	293	269	245	209	224	259	284	288	267	272	269	261	251	244	197	173	168
MSI	22	21	12	10	7	11	8	17	13	23	14	20	24	20	27	23	11	9	10	10	14	7	10	10	15	10	15	9	4	7	6	13	12	9	7	6

	F 08	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	J 11
Days On Market	106	116	103	67	54	92	101	111	84	128	79	114	159	164	124	132	108	116	105	88	103	126	97	159	82	116	89	97	80	86	89	135	79	46	72	93
3 Mo. Roll Avg			108	95	75	71	82	101	99	108	97	107	117	146	149	140	121	119	110	103	99	106	109	127	113	119	96	101	89	88	85	103	101	87	66	70

	F 08	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	J 11
Price per Sq Ft	293	279	415	300	328	311	270	289	307	337	225	222	244	268	236	309	247	249	266	261	242	272	186	243	301	221	271	224	235	224	293	328	199	259	269	251
3 Mo. Roll Avg			329	331	348	313	303	290	289	311	290	261	230	245	249	271	264	268	254	259	256	258	233	234	243	255	264	239	243	228	251	282	273	262	242	260

	F 08	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	J 11
Sale to List Price	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	0.852	0.866	0.876	0.915	0.906	0.903	0.906	0.915	0.877	0.874	0.906	0.875	0.877
3 Mo. Roll Avg			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	0.860	0.864	0.865	0.886	0.899	0.908	0.905	0.908	0.899	0.889	0.886	0.885	0.886

	F 08	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	J 11
New Listings	76	85	93	111	111	78	54	54	47	39	24	40	69	72	83	62	73	60	36	61	40	29	21	62	79	92	89	65	81	75	48	46	57	18	22	37
Inventory	286	317	343	361	376	382	373	355	317	295	276	265	288	305	349	343	333	322	296	293	269	245	209	224	259	284	288	267	272	269	261	251	244	197	173	168
Sales	13	15	29	35	55	36	46	21	25	13	20	13	12	15	13	15	29	34	29	29	19	35	22	22	17	29	19	31	62	37	41	19	20	22	24	26

(000's)	F 08	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	J 11
Avg Sale Price	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	493	639	851	863	600	744	752	792	691	607	522	569	625
3 Mo. Roll Avg			796	846	725	866	853	937	814	771	744	735	726	669	650	686	681	698	667	714	706	724	665	604	580	661	784	771	736	699	763	745	697	607	566	572

