

MLS Area: Wilmette



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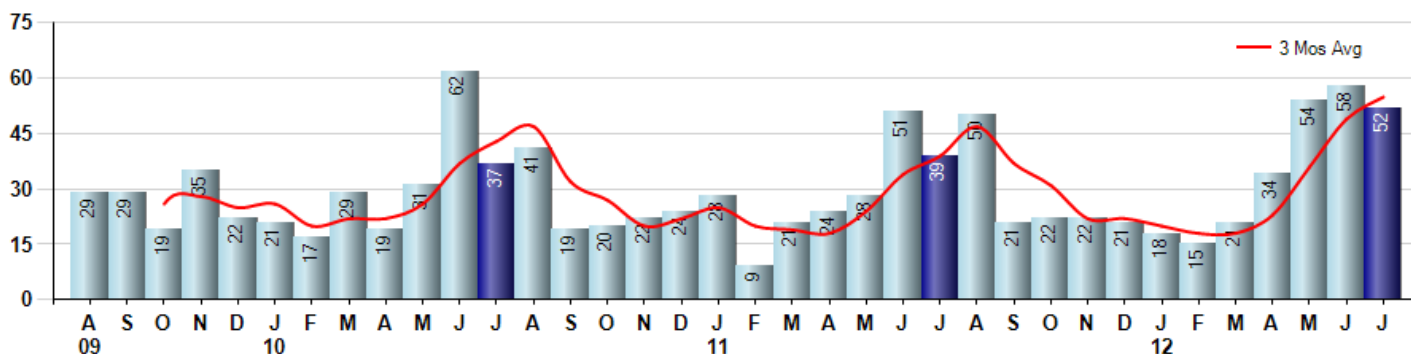
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$525,000	↔		↑				
Average List Price of all Current Listings	\$712,701	↑		↑				
July Median Sales Price	\$546,000	↓	↑	↓	↔	\$530,108	↓	↓
July Average Sales Price	\$695,508	↑	↑	↓	↑	\$633,110	↓	↑
Total Properties Currently for Sale (Inventory)	160	↓		↓				
July Number of Properties Sold	52	↓		↑		252	↑	
July Average Days on Market (Solds)	84	↑	↓	↑	↓	96	↓	↓
July Month's Supply of Inventory	3.1	↑	↑	↓	↓	6.5	↓	↓
July Sale Price vs List Price Ratio	93.7%	↓	↓	↓	↑	93.6%	↑	↑

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

Property Sales

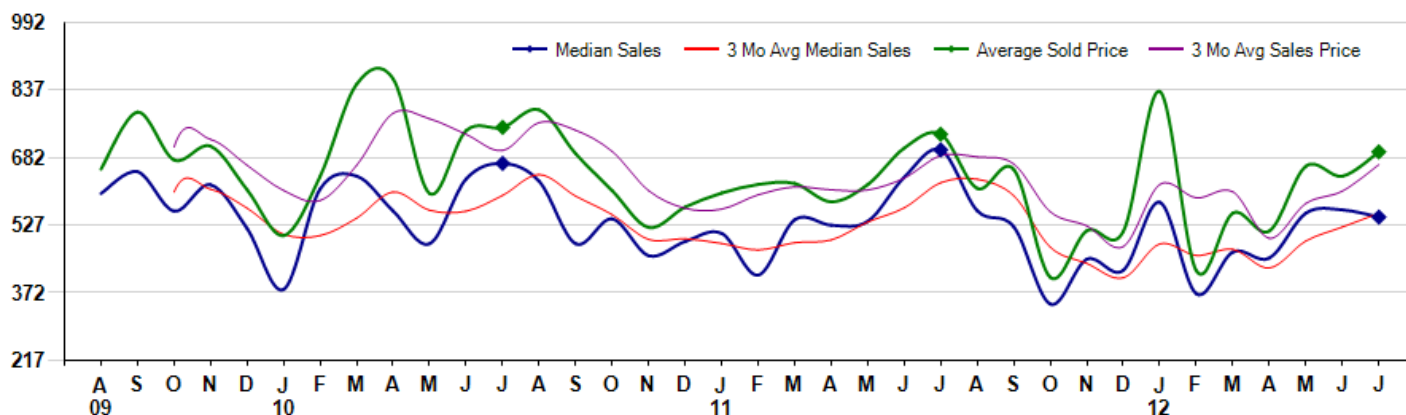
July Property sales were 52, up 33.3% from 39 in July of 2011 and -10.3% lower than the 58 sales last month. July 2012 sales were at their highest level compared to July of 2011 and 2010. July YTD sales of 252 are running 26.0% ahead of last year's year-to-date sales of 200.



Prices

The Median Sales Price in July was \$546,000, down -22.0% from \$700,000 in July of 2011 and down -2.9% from \$562,500 last month. The Average Sales Price in July was \$695,508, down -5.5% from \$735,820 in July of 2011 and up 8.7% from \$639,856 last month. July 2012 ASP was at the lowest level compared to July of 2011 and 2010.

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



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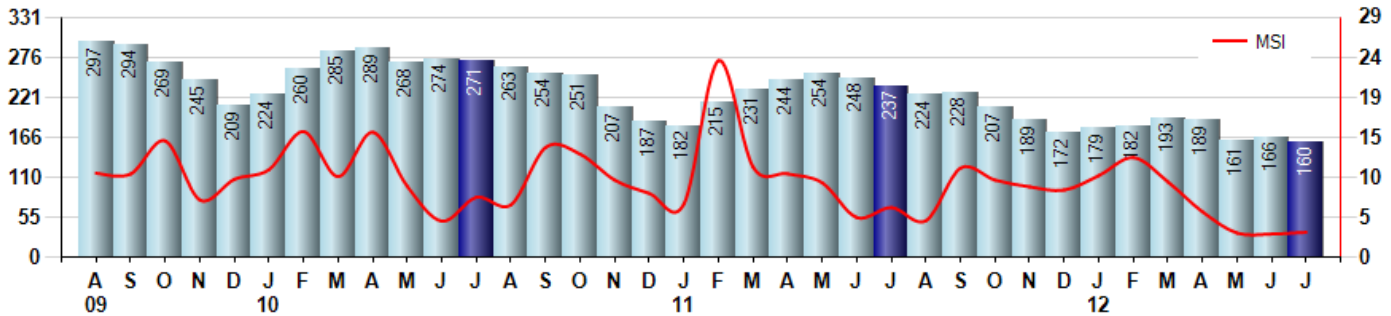
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Inventory & MSI

The Total Inventory of Properties available for sale as of July was 160, down -3.6% from 166 last month and down -32.5% from 237 in July of last year. July 2012 Inventory was at the lowest level compared to July of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2012 MSI of 3.1 months was at its lowest level compared with July of 2011 and 2010.

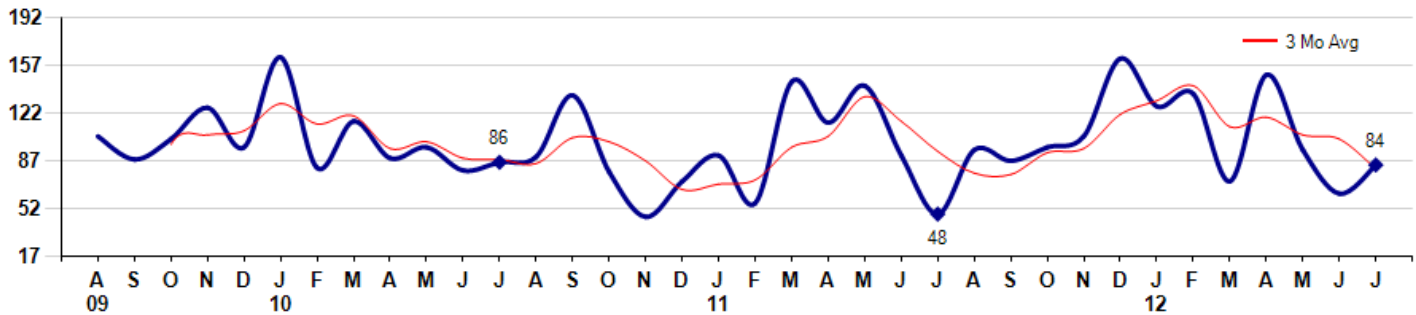
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 July was 84, up 33.3% from 63 days last month and up 75.0% from 48 days in July of last year. The July 2012 DOM was at a mid range compared with July of 2011 and 2010.

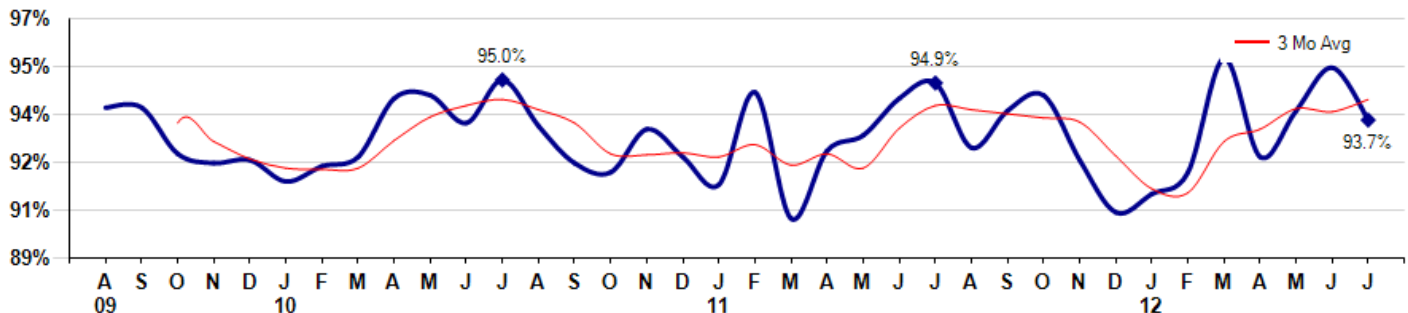
Average Days on Market (Listing to Contract) for properties sold during the month



Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their 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 July 2012 Selling Price vs List Price of 93.7% was down from 95.4% last month and down from 94.9% in July of last year.

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



Based on information from Midwest Real Estate Data LLC for the period 8/1/2009 through 7/31/2012. 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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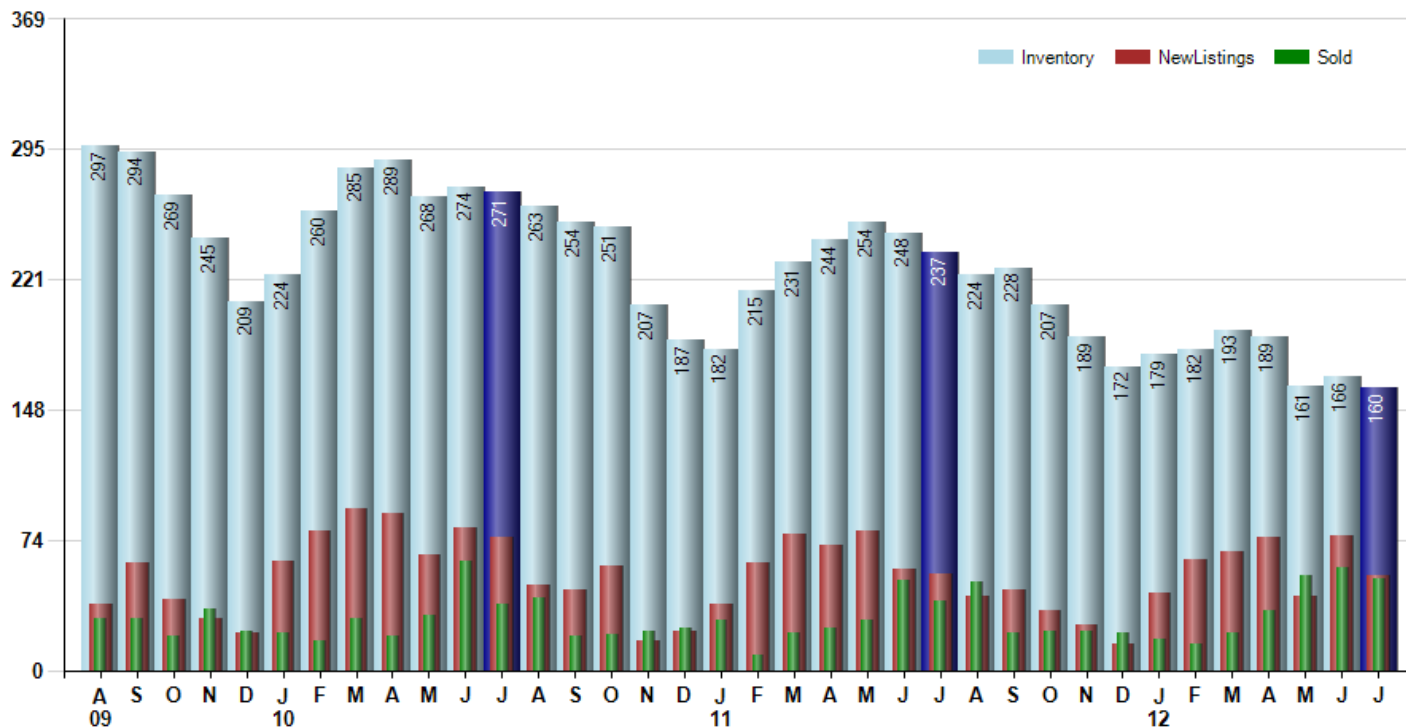
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Inventory / New Listings / Sales

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 July 2012 was 54, down -28.9% from 76 last month and down -1.8% from 55 in July of last year.



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MARKET ACTION REPORT

July 2012

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	A 09	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J
Homes Sold	29	29	19	35	22	21	17	29	19	31	62	37	41	19	20	22	24	28	9	21	24	28	51	39	50	21	22	22	21	18	15	21	34	54	58	52
3 Mo. Roll Avg			26	28	25	26	20	22	22	26	37	43	47	32	27	20	22	25	20	19	18	24	34	39	47	37	31	22	22	20	18	18	23	36	49	55

	(000's) A 09	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J
Median Sale Price	600	650	560	620	520	380	610	640	560	485	633	669	628	485	542	458	490	509	413	540	527	536	638	700	560	524	347	449	424	580	370	466	452	555	563	546
3 Mo. Roll Avg			603	610	567	507	503	543	603	562	559	596	643	594	552	495	496	485	471	487	493	535	567	625	633	595	477	440	407	484	458	472	429	491	523	555

	A 09	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J
Inventory	297	294	269	245	209	224	260	285	289	268	274	271	263	254	251	207	187	182	215	231	244	254	248	237	224	228	207	189	172	179	182	193	189	161	166	160
MSI	10	10	14	7	10	11	15	10	15	9	4	7	6	13	13	9	8	7	24	11	10	9	5	6	4	11	9	9	8	10	12	9	6	3	3	3

	A 09	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J
Days On Market	105	88	103	126	97	163	82	116	89	97	80	86	90	135	79	46	72	91	56	145	115	142	91	48	95	87	97	105	162	127	136	72	150	95	63	84
3 Mo. Roll Avg			99	106	109	129	114	120	96	101	89	88	85	104	101	87	66	70	73	97	105	134	116	94	78	77	93	96	121	131	142	112	119	106	103	81

	A 09	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J
Price per Sq Ft	266	261	242	272	186	256	301	221	271	224	235	224	293	328	199	259	269	241	209	232	245	252	226	242	237	277	188	229	194	247	264	219	216	225	242	242
3 Mo. Roll Avg			256	258	233	238	248	259	264	239	243	228	251	282	273	262	242	256	240	227	229	243	241	240	235	252	234	231	204	223	235	243	233	220	228	236

	A 09	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J
Sale to List Price	0.941	0.941	0.926	0.923	0.924	0.917	0.922	0.925	0.944	0.945	0.936	0.950	0.935	0.923	0.920	0.934	0.925	0.916	0.946	0.905	0.927	0.932	0.944	0.949	0.928	0.940	0.945	0.924	0.907	0.913	0.920	0.957	0.925	0.940	0.954	0.937
3 Mo. Roll Avg			0.936	0.930	0.924	0.921	0.921	0.921	0.930	0.938	0.942	0.944	0.940	0.936	0.926	0.926	0.926	0.925	0.929	0.922	0.926	0.921	0.934	0.942	0.940	0.939	0.938	0.936	0.925	0.915	0.913	0.930	0.934	0.941	0.940	0.944

	A 09	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J
New Listings	37	61	40	29	21	62	79	92	89	65	81	75	48	46	59	17	22	37	61	77	71	79	57	55	42	46	34	26	15	44	63	67	75	42	76	54
Inventory	297	294	269	245	209	224	260	285	289	268	274	271	263	254	251	207	187	182	215	231	244	254	248	237	224	228	207	189	172	179	182	193	189	161	166	160
Sales	29	29	19	35	22	21	17	29	19	31	62	37	41	19	20	22	24	28	9	21	24	28	51	39	50	21	22	22	21	18	15	21	34	54	58	52

	(000's) A 09	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J
Avg Sale Price	656	787	677	709	609	504	639	851	863	600	744	752	792	691	607	522	569	601	621	623	581	620	704	736	612	655	408	515	513	834	423	555	514	663	640	696
3 Mo. Roll Avg			706	724	665	607	584	664	784	771	736	699	763	745	697	607	566	564	597	615	608	608	635	687	684	668	558	526	478	620	590	604	497	577	606	666

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