

MLS Area: Wilmette



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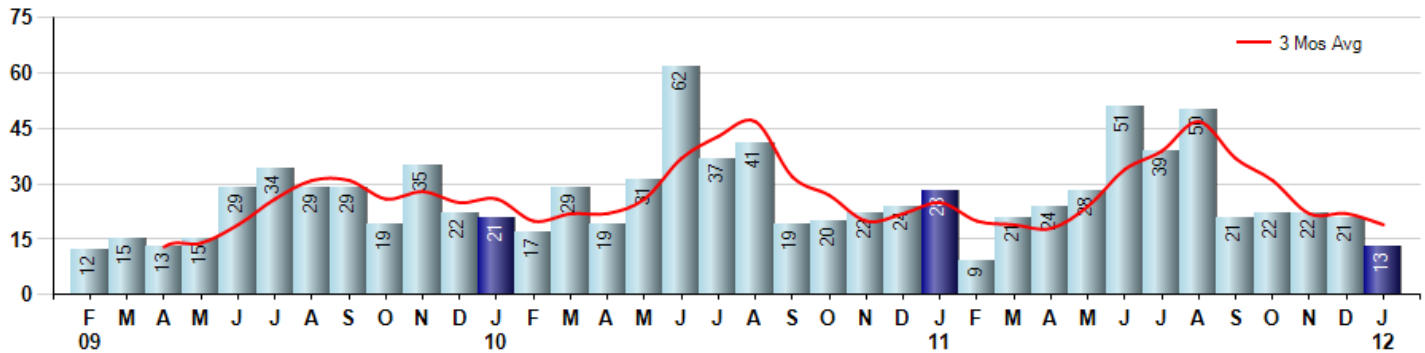
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$549,500	↓		↓				
Average List Price of all Current Listings	\$715,684	↓		↓				
January Median Sales Price	\$505,000	↑	↑	↔	↓	\$505,000	↔	↓
January Average Sales Price	\$714,731	↑	↑	↑	↑	\$714,731	↑	↑
Total Properties Currently for Sale (Inventory)	170	↑		↓				
January Number of Properties Sold	13	↓		↓		13	↔	
January Average Days on Market (Solds)	124	↓	↑	↑	↑	124	↑	↑
January Month's Supply of Inventory	13.1	↑	↑	↑	↑	13.1	↑	↑
January Sale Price vs List Price Ratio	84.6%	↑	↑	↓	↓	79.5%	↓	↓

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

Property Sales

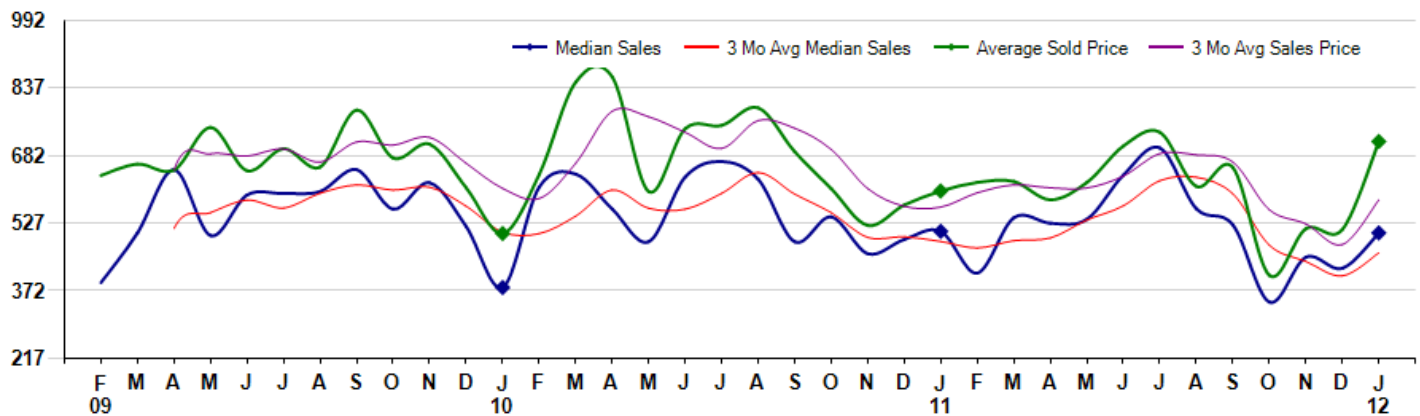
January Property sales were 13, down -53.6% from 28 in January of 2011 and -38.1% lower than the 21 sales last month. January 2012 sales were at their lowest level compared to January of 2011 and 2010. January YTD sales of 13 are running -53.6% behind last year's year-to-date sales of 28.



Prices

The Median Sales Price in January was \$505,000, down -0.7% from \$508,785 in January of 2011 and up 19.1% from \$424,000 last month. The Average Sales Price in January was \$714,731, up 18.9% from \$601,145 in January of 2011 and up 39.3% from \$512,963 last month. January 2012 ASP was at highest level compared to January of 2011 and 2010.

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 2/1/2009 through 1/31/2012. 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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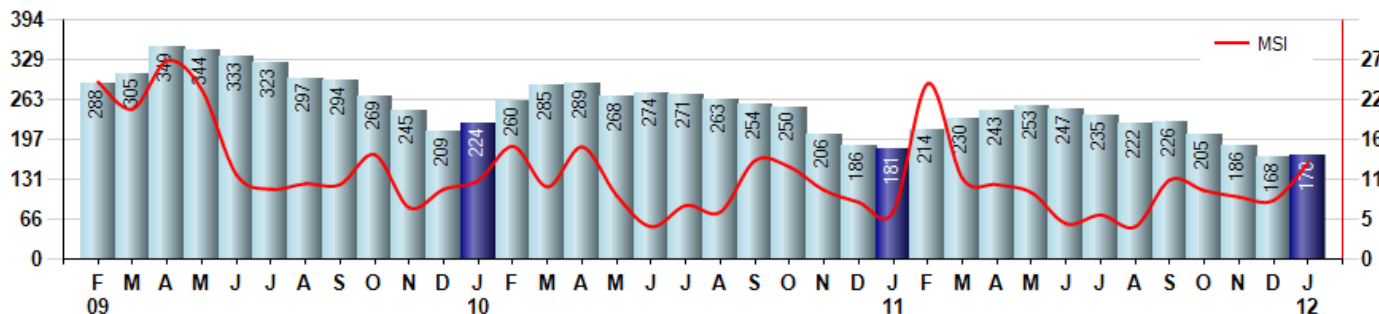
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 170, up 1.2% from 168 last month and down -6.1% from 181 in January of last year. January 2012 Inventory was at the lowest level compared to January of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2012 MSI of 13.1 months was at its highest level compared with January of 2011 and 2010.

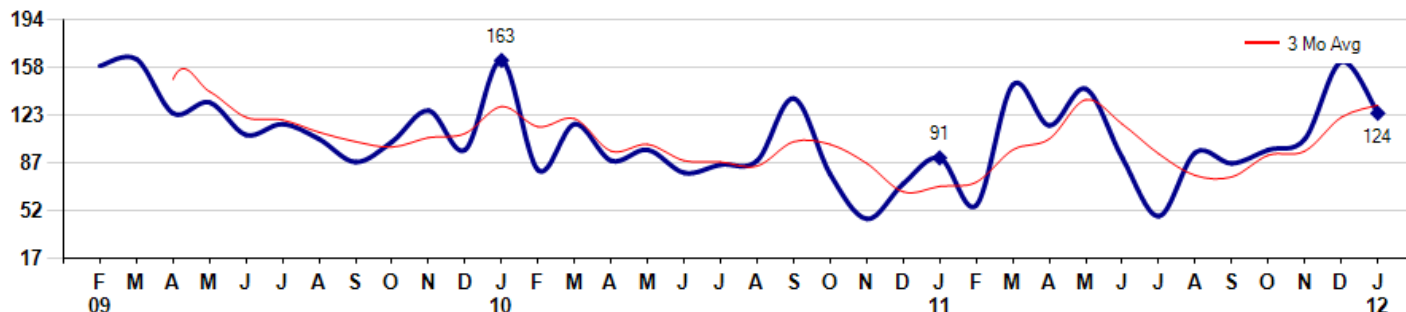
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 124, down -23.5% from 162 days last month and up 36.3% from 91 days in January of last year. The January 2012 DOM was at a mid range compared with January of 2011 and 2010.

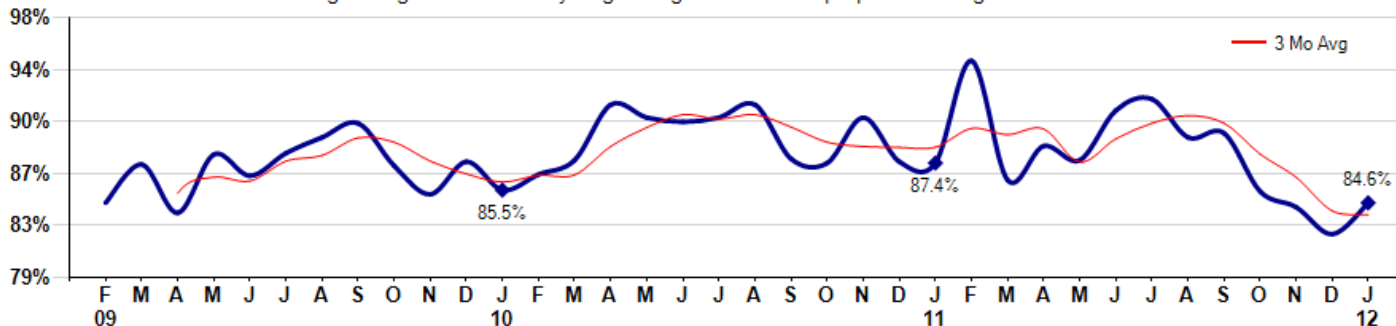
Average Days on Market (Listing to Contract) for properties sold during the month



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 2012 Selling Price vs Original List Price of 84.6% was up from 82.4% last month and down from 87.4% in January of last year.

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



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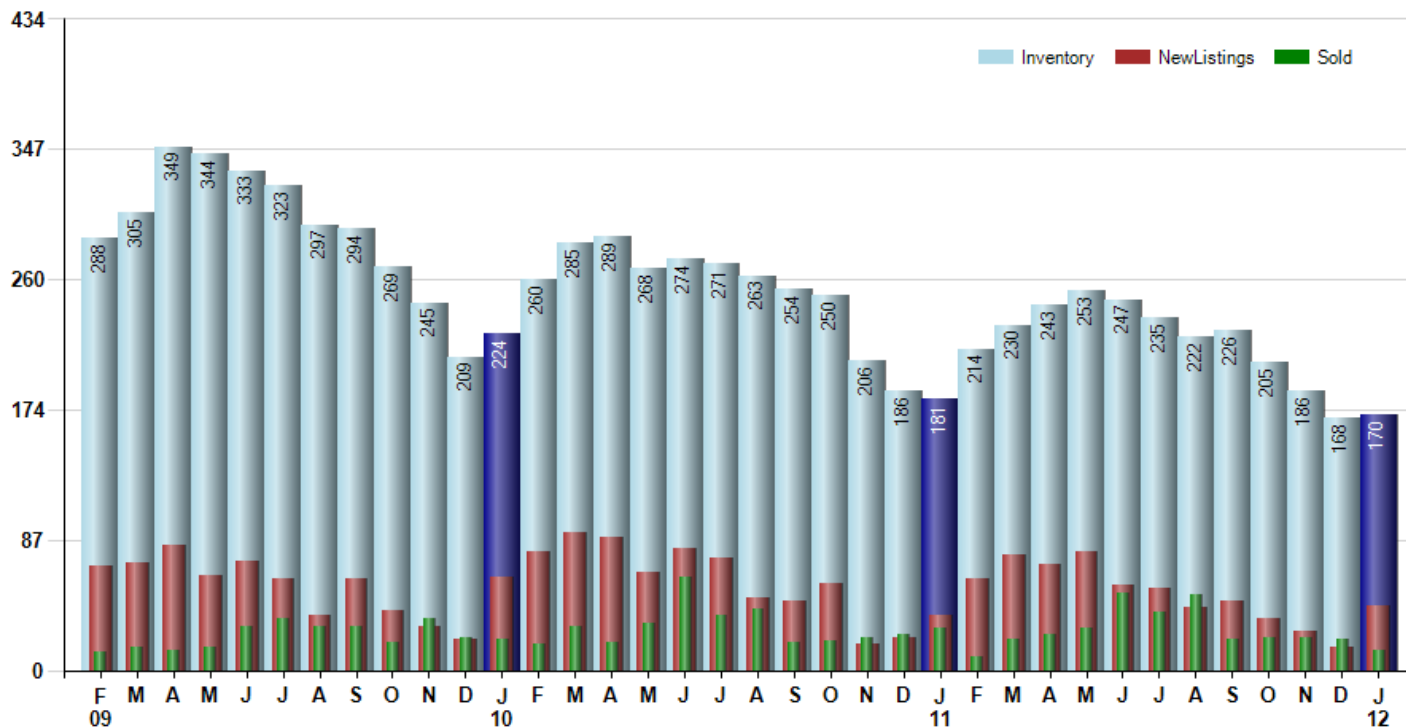
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Inventory / New Listings / Sales

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 2012 was 43, up 186.7% from 15 last month and up 16.2% from 37 in January of last year.



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	F 09	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	F	M	A	M	J	J	A	S	O	N	D	J 12
Homes Sold	12	15	13	15	29	34	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	13
3 Mo. Roll Avg			13	14	19	26	31	31	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	19

	(000's) F 09	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	F	M	A	M	J	J	A	S	O	N	D	J 12
Median Sale Price	391	505	650	499	592	596	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	505
3 Mo. Roll Avg			515	551	580	562	596	615	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	459

	F 09	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	F	M	A	M	J	J	A	S	O	N	D	J 12
Inventory	288	305	349	344	333	323	297	294	269	245	209	224	260	285	289	268	274	271	263	254	250	206	186	181	214	230	243	253	247	235	222	226	205	186	168	170
MSI	24	20	27	23	11	10	10	10	14	7	10	11	15	10	15	9	4	7	6	13	13	9	8	6	24	11	10	9	5	6	4	11	9	8	8	13

	F 09	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	F	M	A	M	J	J	A	S	O	N	D	J 12
Days On Market	159	164	124	132	108	116	105	88	103	126	97	163	82	116	89	97	80	86	89	135	79	46	72	91	56	145	115	142	91	48	95	87	97	105	162	124
3 Mo. Roll Avg			149	140	121	119	110	103	99	106	109	129	114	120	96	101	89	88	85	103	101	87	66	70	73	97	105	134	116	94	78	77	93	96	121	130

	F 09	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	F	M	A	M	J	J	A	S	O	N	D	J 12
Price per Sq Ft	244	268	236	309	247	249	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	273
3 Mo. Roll Avg			249	271	264	268	254	259	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	232

	F 09	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	F	M	A	M	J	J	A	S	O	N	D	J 12
Sale to List Price	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	0.915	0.877	0.874	0.906	0.875	0.874	0.946	0.862	0.886	0.876	0.911	0.919	0.892	0.895	0.854	0.843	0.824	0.846
3 Mo. Roll Avg			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	0.908	0.899	0.889	0.886	0.885	0.885	0.898	0.894	0.898	0.875	0.891	0.902	0.907	0.902	0.880	0.864	0.840	0.838

	F 09	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	F	M	A	M	J	J	A	S	O	N	D	J 12
New Listings	69	72	83	63	73	61	37	61	40	29	21	62	79	92	89	65	81	75	48	46	58	18	22	37	61	77	71	79	57	55	42	46	34	26	15	43
Inventory	288	305	349	344	333	323	297	294	269	245	209	224	260	285	289	268	274	271	263	254	250	206	186	181	214	230	243	253	247	235	222	226	205	186	168	170
Sales	12	15	13	15	29	34	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	13

	(000's) F 09	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	F	M	A	M	J	J	A	S	O	N	D	J 12
Avg Sale Price	637	663	649	747	648	698	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	715
3 Mo. Roll Avg			650	686	681	698	667	714	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	581

