

## MLS Area: Wilmette



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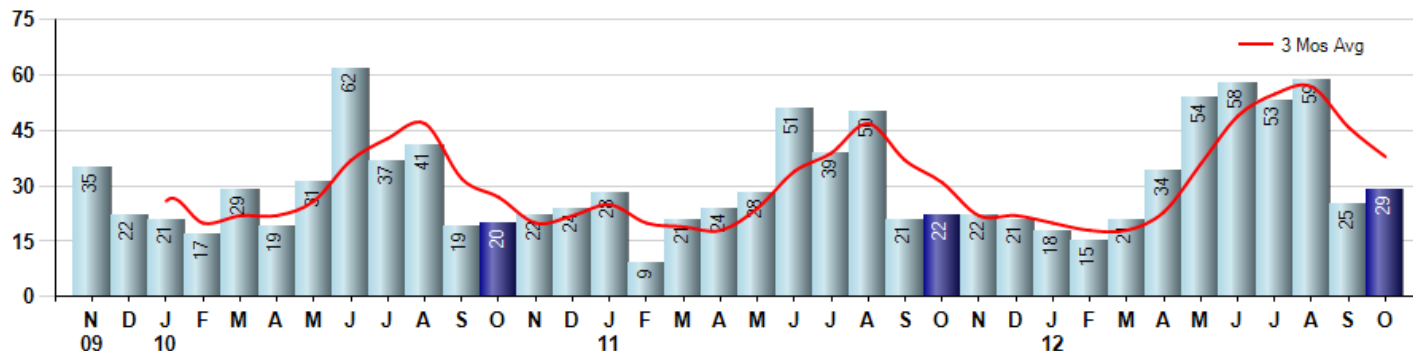
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$579,000	↑		↑				
Average List Price of all Current Listings	\$714,099	↔		↑				
October Median Sales Price	\$437,000	↓	↓	↑	↓	\$540,000	↓	↔
October Average Sales Price	\$626,283	↓	↓	↑	↔	\$648,935	↑	↑
Total Properties Currently for Sale (Inventory)	148	↓		↓				
October Number of Properties Sold	29	↑		↑		366	↑	
October Average Days on Market (Solds)	69	↑	↑	↓	↓	83	↓	↓
October Month's Supply of Inventory	5.1	↓	↑	↓	↓	6.0	↓	↓
October Sale Price vs List Price Ratio	95.9%	↑	↑	↑	↑	94.3%	↑	↑

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

### Property Sales

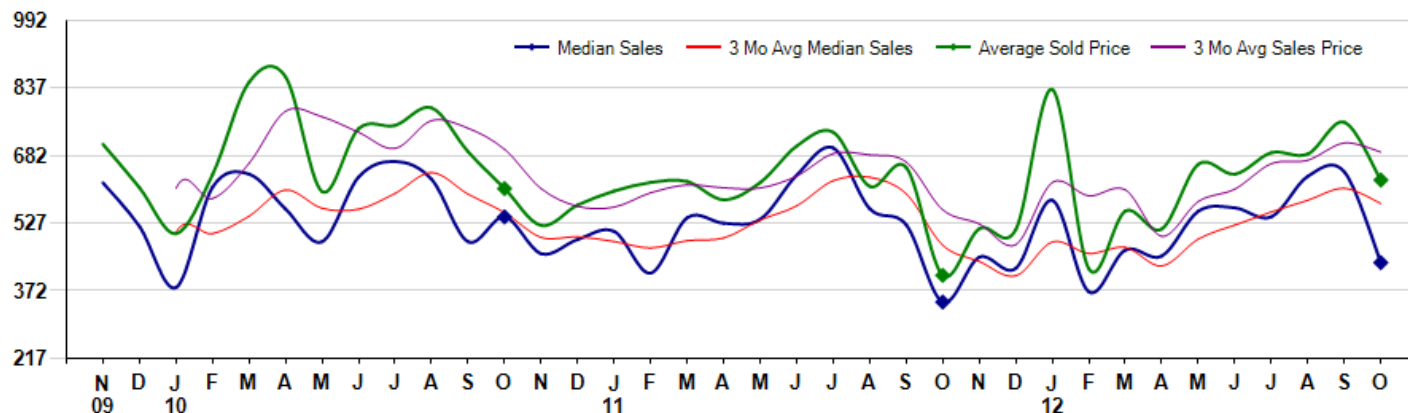
October Property sales were 29, up 31.8% from 22 in October of 2011 and 16.0% higher than the 25 sales last month. October 2012 sales were at their highest level compared to October of 2011 and 2010. October YTD sales of 366 are running 24.9% ahead of last year's year-to-date sales of 293.



### Prices

The Median Sales Price in October was \$437,000, up 26.1% from \$346,500 in October of 2011 and down -32.2% from \$645,000 last month. The Average Sales Price in October was \$626,283, up 53.6% from \$407,713 in October of 2011 and down -17.5% from \$758,780 last month. October 2012 ASP was at highest level compared to October of 2011 and 2010.

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



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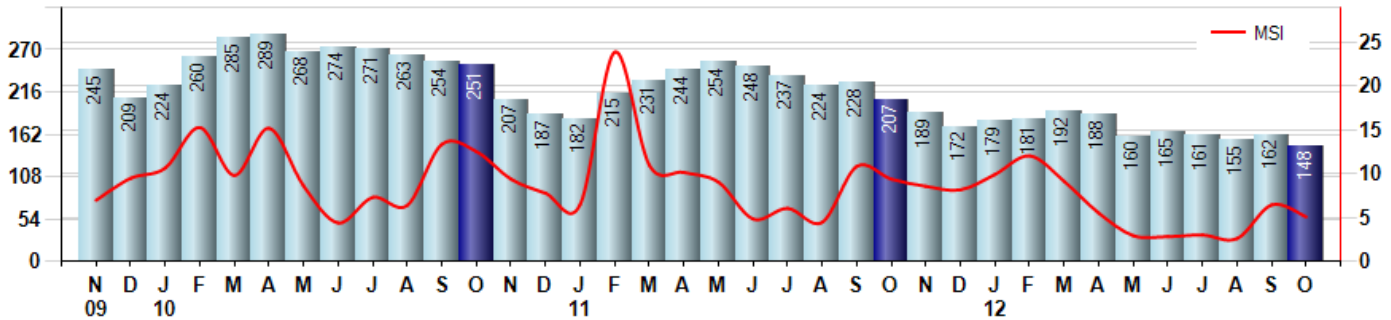
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### Inventory & MSI

The Total Inventory of Properties available for sale as of October was 148, down -8.6% from 162 last month and down -28.5% from 207 in October of last year. October 2012 Inventory was at the lowest level compared to October of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2012 MSI of 5.1 months was at its lowest level compared with October of 2011 and 2010.

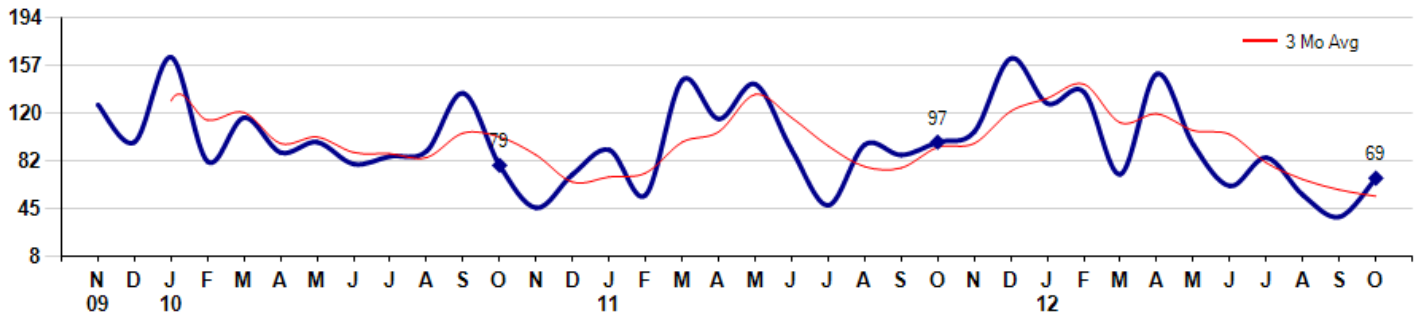
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 October was 69, up 76.9% from 39 days last month and down -28.9% from 97 days in October of last year. The October 2012 DOM was at its lowest level compared with October of 2011 and 2010.

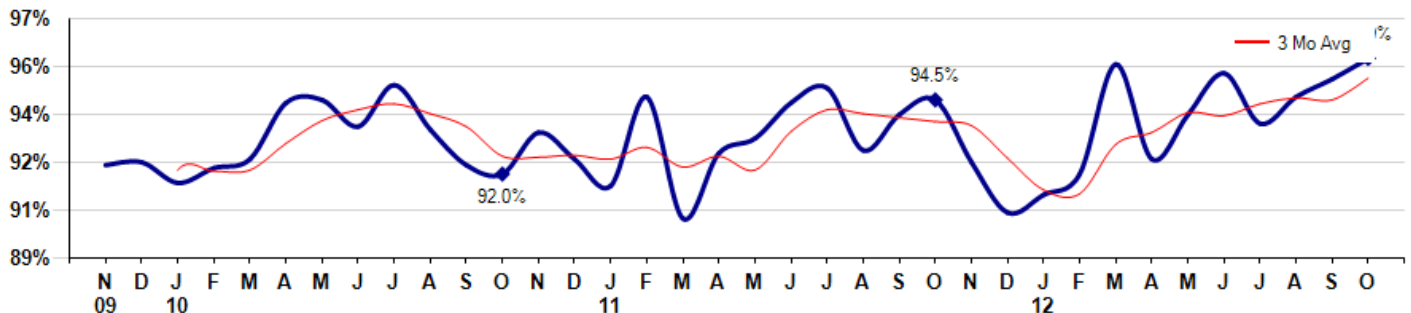
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 October 2012 Selling Price vs List Price of 95.9% was up from 95.2% last month and up from 94.5% in October 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 11/1/2009 through 10/31/2012. 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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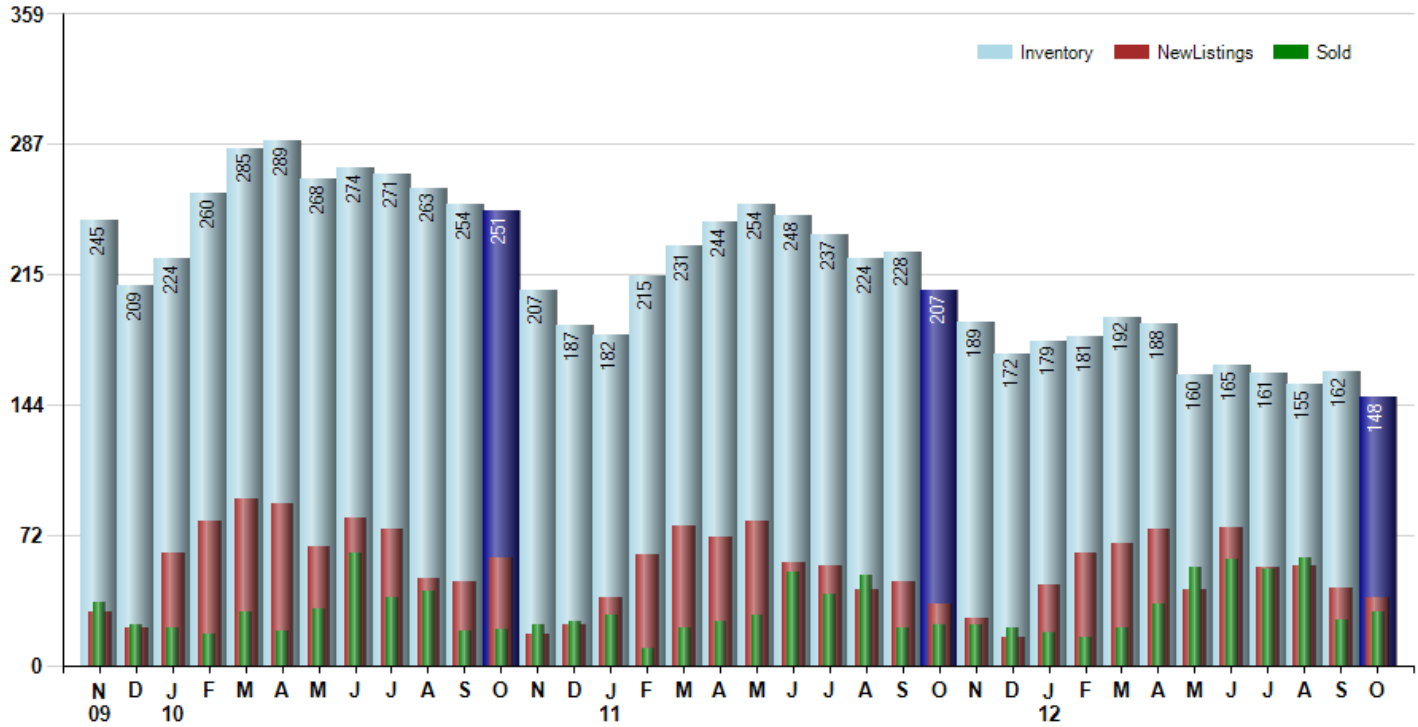
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### Inventory / New Listings / Sales

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 October 2012 was 37, down -14.0% from 43 last month and up 8.8% from 34 in October of last year.



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# MARKET ACTION REPORT

October 2012

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	N 09	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	A	S	O
Homes Sold	35	22	21	17	29	19	31	62	37	41	19	20	22	24	28	9	21	24	28	51	39	50	21	22	21	18	15	21	34	54	58	53	59	25	29	
3 Mo. Roll Avg			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	57	46	38

	(000's) N 09	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	A	S	O
Median Sale Price	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	542	635	645	437
3 Mo. Roll Avg			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	553	580	607	572

	N 09	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	A	S	O
Inventory	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	181	192	188	160	165	161	155	162	148
MSI	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	3	6	5

	N 09	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	A	S	O
Days On Market	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	85	56	39	69
3 Mo. Roll Avg			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	68	60	55

	N 09	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	A	S	O
Price per Sq Ft	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	234	238	267
3 Mo. Roll Avg			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	239	238	246

	N 09	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	A	S	O
Sale to List Price	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	0.946	0.952	0.959
3 Mo. Roll Avg			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	0.946	0.945	0.952

	N 09	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	A	S	O
New Listings	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	62	67	75	42	76	54	55	43	37
Inventory	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	181	192	188	160	165	161	155	162	148
Sales	35	22	21	17	29	19	31	62	37	41	19	20	22	24	28	9	21	24	28	51	39	50	21	22	21	18	15	21	34	54	58	53	59	25	29	

	(000's) N 09	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	A	S	O
Avg Sale Price	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	689	686	759	626
3 Mo. Roll Avg			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	664	672	711	690

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