

## MLS Area: Wilmette



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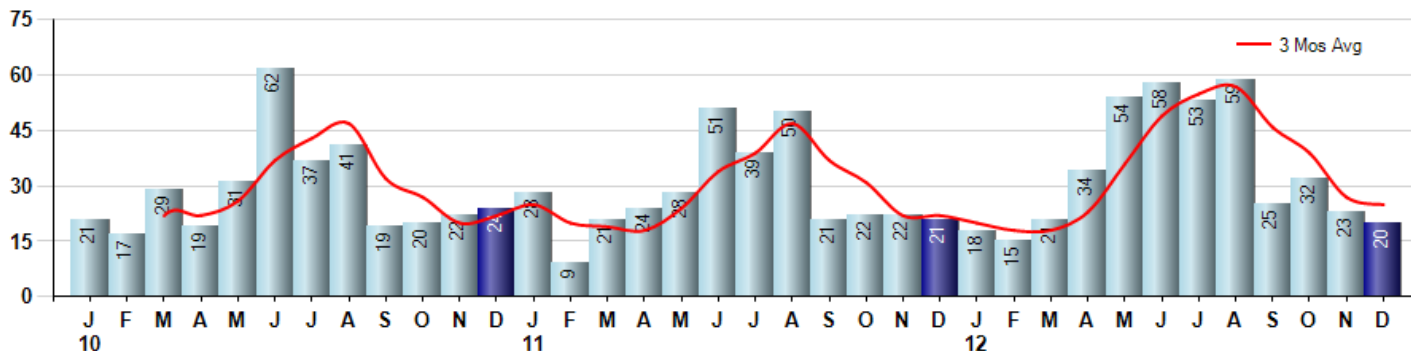
Price Range: | Properties: Single Family Home, Townhome, Condo

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	\$695,718	↑		↑				
December Median Sales Price	\$492,500	↑	↑	↑	↓	\$535,108	↔	↓
December Average Sales Price	\$563,150	↑	↓	↑	↓	\$633,828	↑	↑
Total Properties Currently for Sale (Inventory)	106	↓		↓				
December Number of Properties Sold	20	↓		↓		412	↑	
December Average Days on Market (Solds)	97	↑	↑	↓	↓	83	↓	↓
December Month's Supply of Inventory	5.3	↓	↑	↓	↓	5.9	↓	↓
December Sale Price vs List Price Ratio	93.9%	↔	↓	↑	↑	94.3%	↑	↑

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

### Property Sales

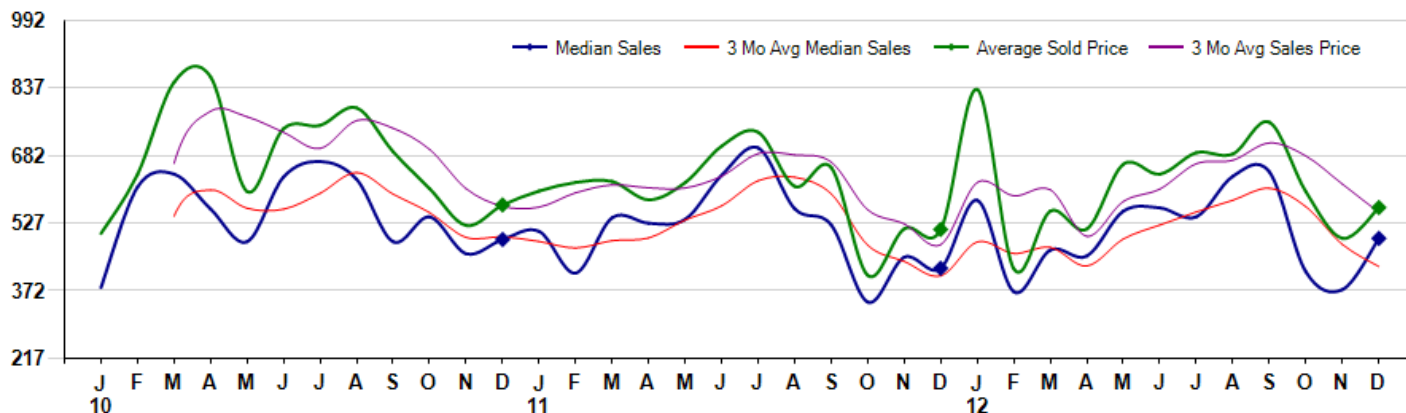
December Property sales were 20, down -4.8% from 21 in December of 2011 and -13.0% lower than the 23 sales last month. December 2012 sales were at their lowest level compared to December of 2011 and 2010. December YTD sales of 412 are running 22.6% ahead of last year's year-to-date sales of 336.



### Prices

The Median Sales Price in December was \$492,500, up 16.2% from \$424,000 in December of 2011 and up 31.3% from \$375,000 last month. The Average Sales Price in December was \$563,150, up 9.8% from \$512,963 in December of 2011 and up 14.3% from \$492,691 last month. December 2012 ASP was at a mid range compared to December 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 1/1/2010 through 12/31/2012. 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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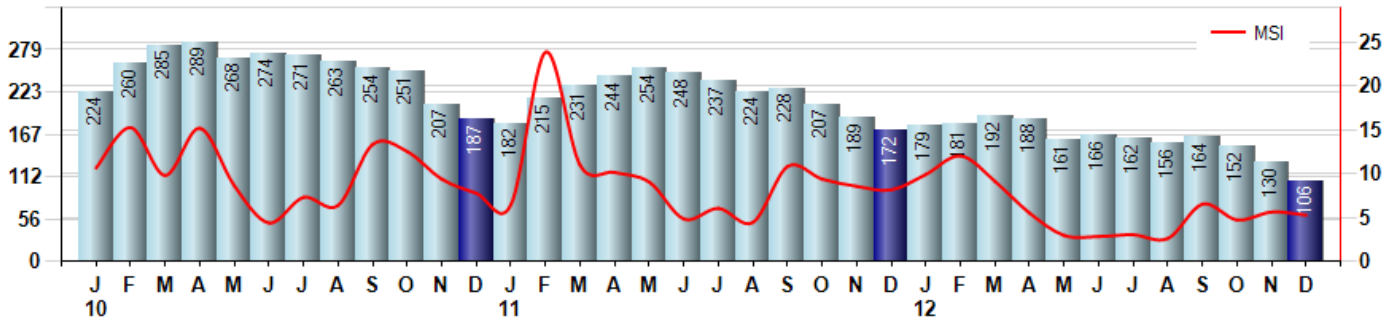
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### Inventory & MSI

The Total Inventory of Properties available for sale as of December was 106, down -18.5% from 130 last month and down -38.4% from 172 in December of last year. December 2012 Inventory was at the lowest level compared to December of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2012 MSI of 5.3 months was at its lowest level compared with December of 2011 and 2010.

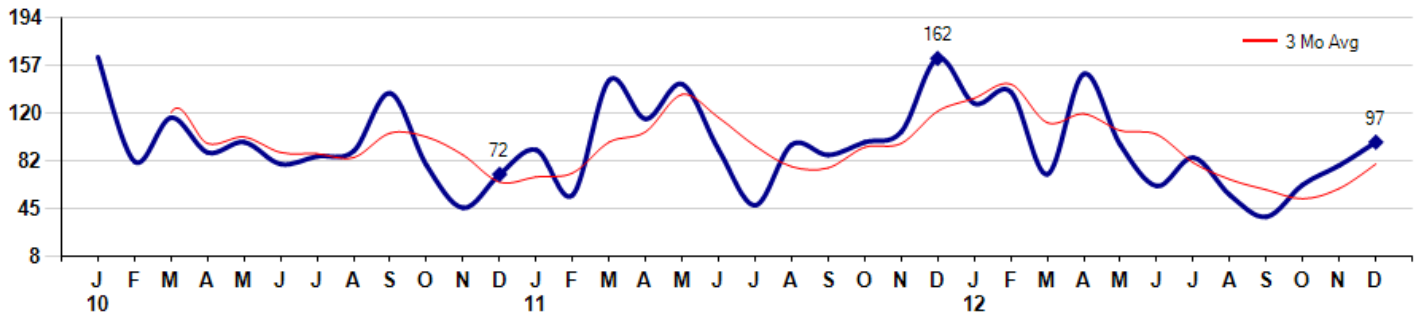
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 December was 97, up 22.8% from 79 days last month and down -40.1% from 162 days in December of last year. The December 2012 DOM was at a mid range compared with December of 2011 and 2010.

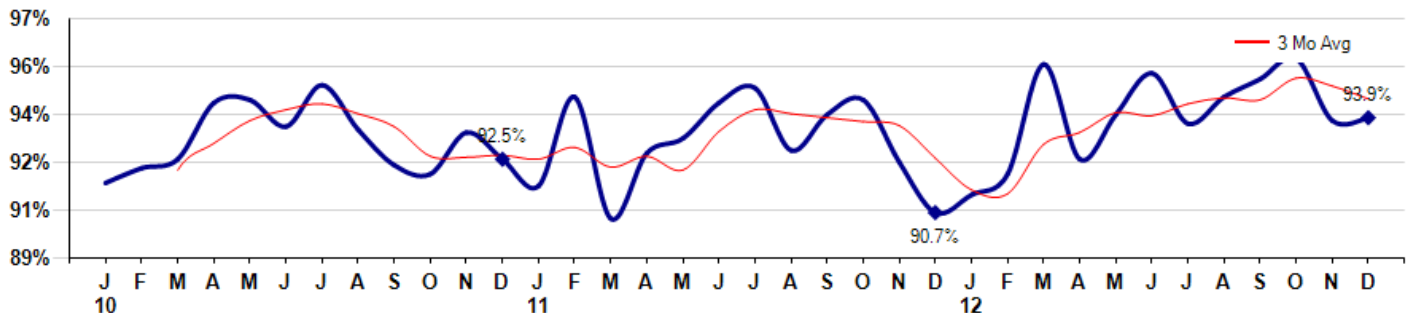
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 December 2012 Selling Price vs List Price of 93.9% was up from 93.8% last month and up from 90.7% in December of last year.

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



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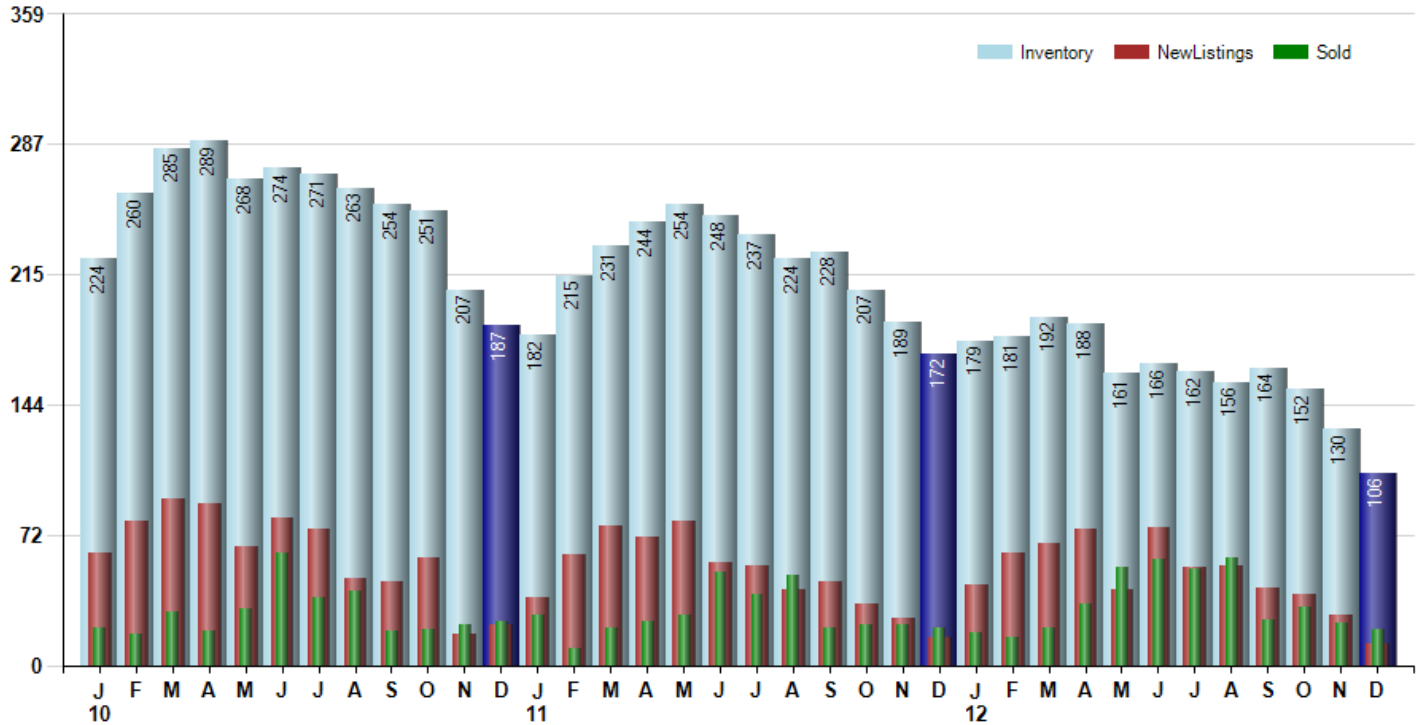
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### Inventory / New Listings / Sales

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 2012 was 12, down -57.1% from 28 last month and down -20.0% from 15 in December of last year.



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	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	N	D
Homes Sold	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	53	59	25	32	23	20
3 Mo. Roll Avg			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	39	27	25

(000's)	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	N	D
Median Sale Price	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	416	375	493
3 Mo. Roll Avg			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	565	479	428

	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	N	D
Inventory	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	161	166	162	156	164	152	130	106
MSI	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	7	5	6	5

	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	N	D
Days On Market	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	64	79	97
3 Mo. Roll Avg			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	53	61	80

	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	N	D
Price per Sq Ft	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	263	234	234
3 Mo. Roll Avg			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	245	245	244

	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	N	D
Sale to List Price	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	0.938	0.939
3 Mo. Roll Avg			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	0.950	0.945

	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	N	D
New Listings	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	39	28	12
Inventory	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	161	166	162	156	164	152	130	106
Sales	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	53	59	25	32	23	20

(000's)	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	N	D
Avg Sale Price	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	600	493	563
3 Mo. Roll Avg			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	682	617	552

