

MLS Area: Wilmette



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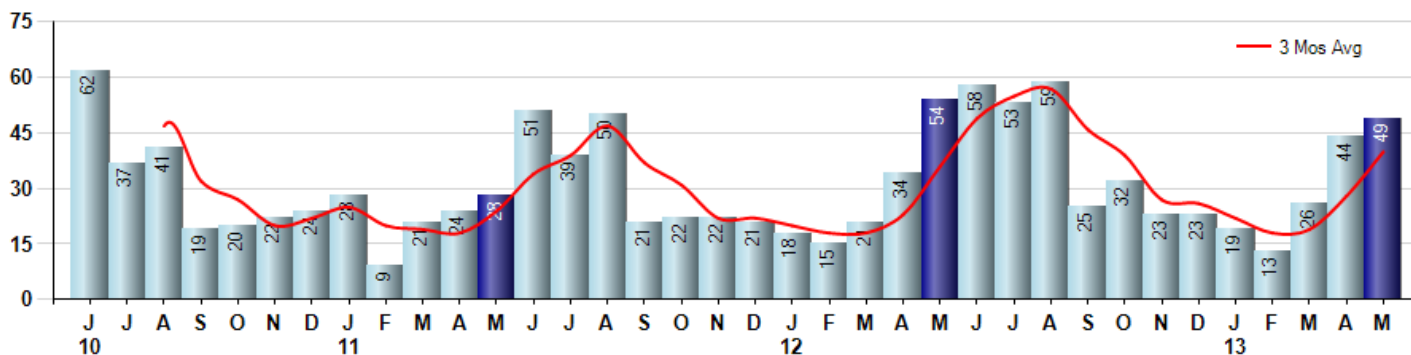
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$629,000	↑		↑				
Average List Price of all Current Listings	\$766,286	↑		↑				
May Median Sales Price	\$500,008	↓	↔	↓	↓	\$500,000	↓	↓
May Average Sales Price	\$613,029	↓	↑	↓	↓	\$589,848	↓	↓
Total Properties Currently for Sale (Inventory)	135	↑		↓				
May Number of Properties Sold	49	↑		↓		151	↑	
May Average Days on Market (Solds)	40	↓	↓	↓	↓	72	↓	↓
May Month's Supply of Inventory	2.8	↓	↓	↓	↓	5.1	↓	↓
May Sale Price vs List Price Ratio	97.0%	↑	↑	↑	↑	96.1%	↑	↑

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

Property Sales

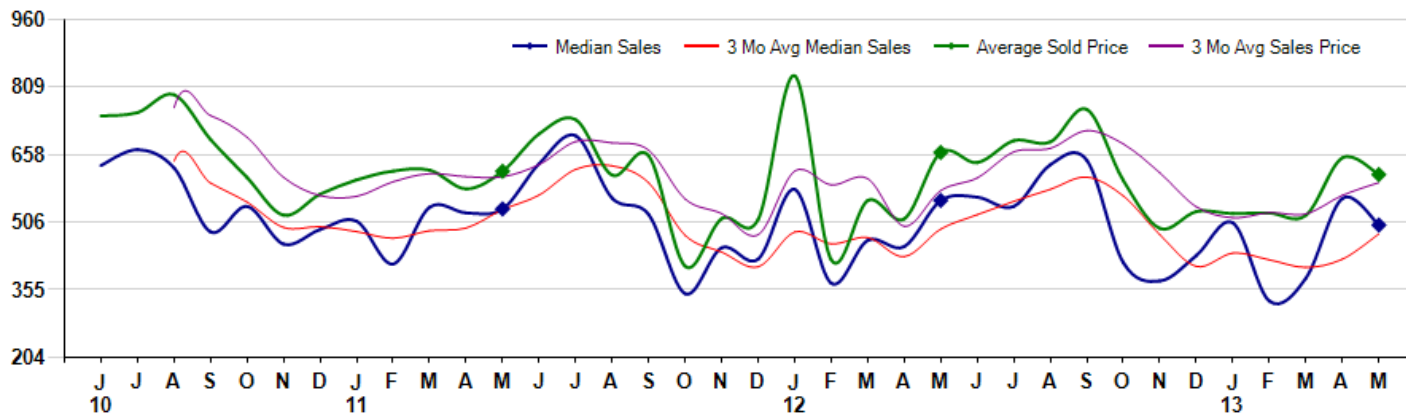
May Property sales were 49, down -9.3% from 54 in May of 2012 and 11.4% higher than the 44 sales last month. May 2013 sales were at a mid level compared to May of 2012 and 2011. May YTD sales of 151 are running 6.3% ahead of last year's year-to-date sales of 142.



Prices

The Median Sales Price in May was \$500,008, down -9.9% from \$555,000 in May of 2012 and down -10.6% from \$559,500 last month. The Average Sales Price in May was \$613,029, down -7.5% from \$662,514 in May of 2012 and down -5.7% from \$650,401 last month. May 2013 ASP was at the lowest level compared to May of 2012 and 2011.

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



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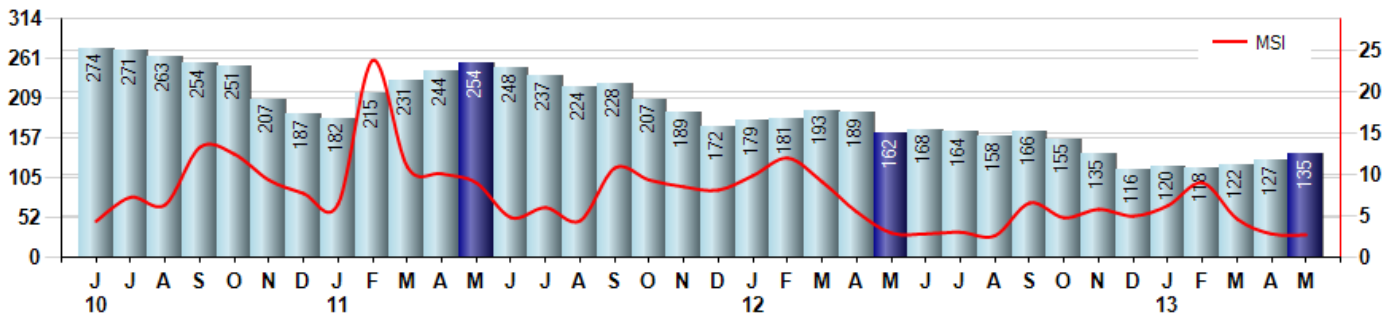
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Inventory & MSI

The Total Inventory of Properties available for sale as of May was 135, up 6.3% from 127 last month and down -16.7% from 162 in May of last year. May 2013 Inventory was at the lowest level compared to May of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2013 MSI of 2.8 months was at its lowest level compared with May of 2012 and 2011.

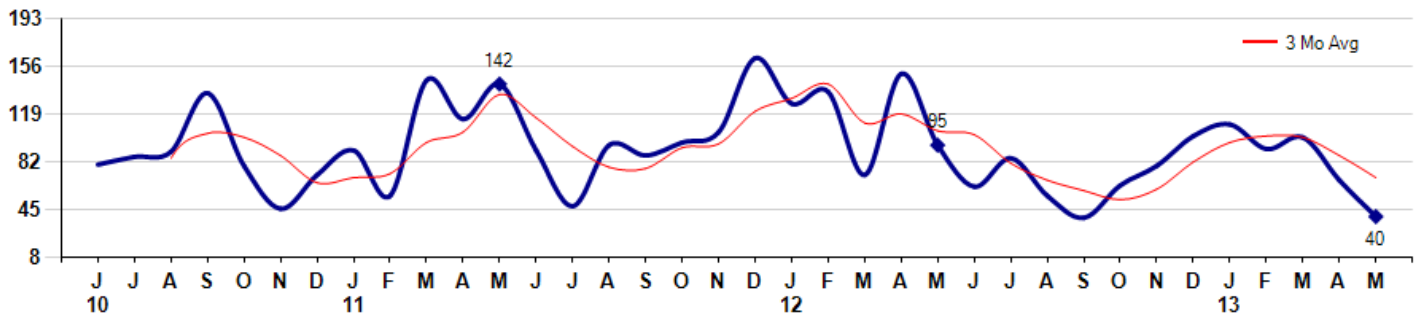
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 May was 40, down -41.2% from 68 days last month and down -57.9% from 95 days in May of last year. The May 2013 DOM was at its lowest level compared with May of 2012 and 2011.

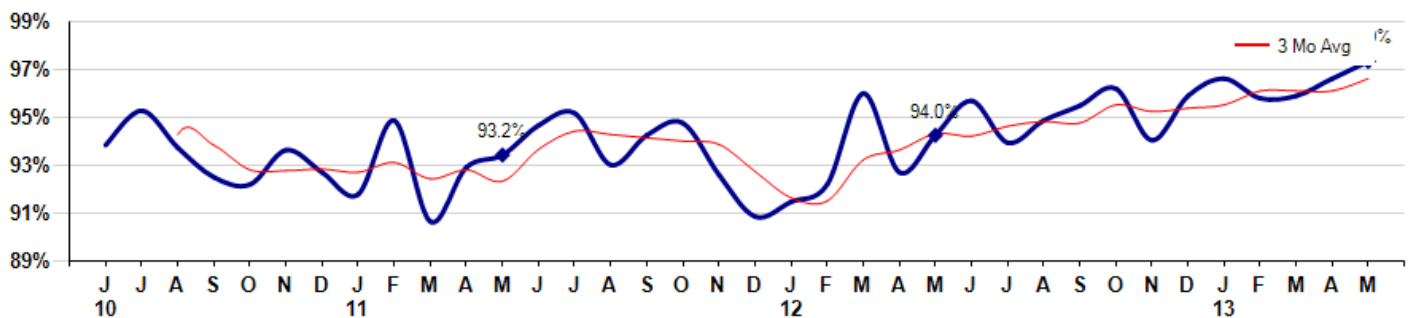
Average Days on Market(Listing to Contract) for properties sold during the month



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 May 2013 Selling Price vs List Price of 97.0% was up from 96.3% last month and up from 94.0% in May of last year.

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



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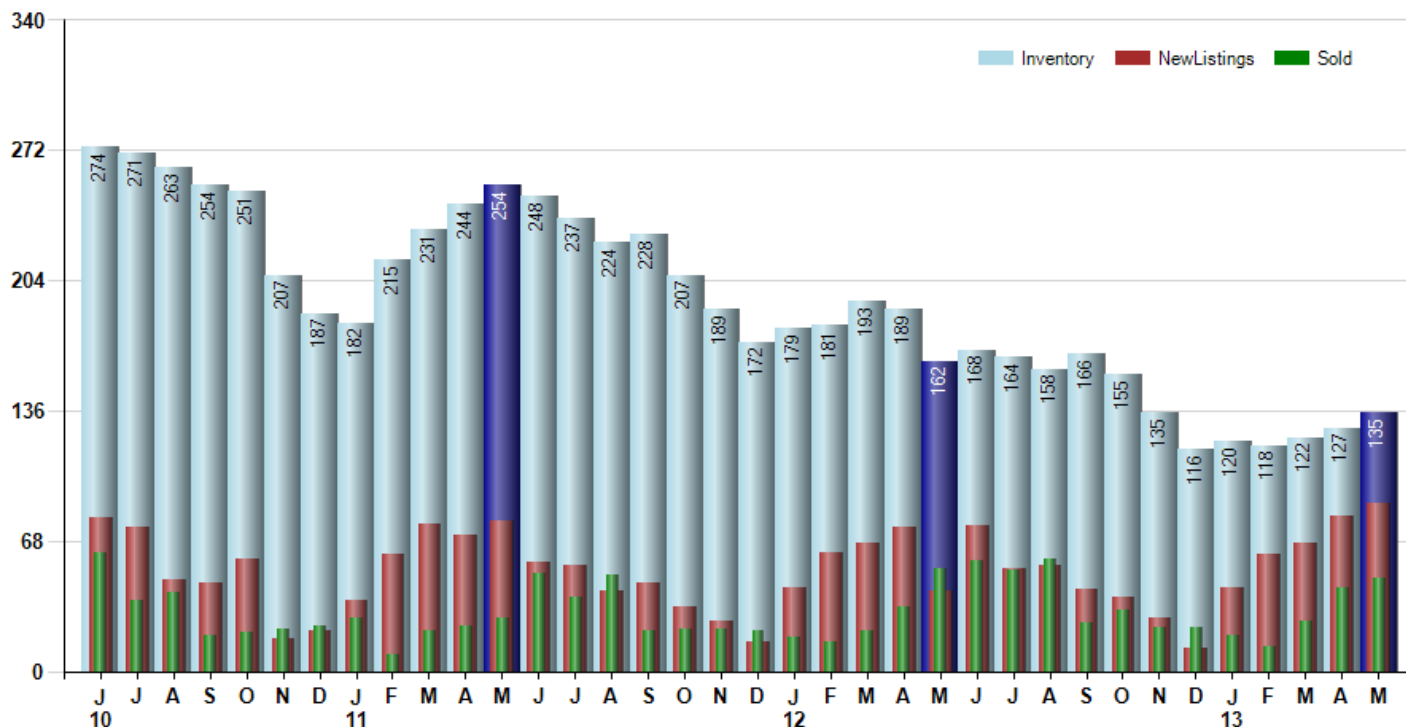
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Inventory / New Listings / Sales

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 May 2013 was 88, up 8.6% from 81 last month and up 109.5% from 42 in May of last year.



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Homes Sold	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	23	19	13	26	44	49
3 Mo. Roll Avg			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	26	22	18	19	28	40

	(000's) J 10	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	J 13	F	M	A	M
Median Sale Price	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	432	505	330	381	560	500
3 Mo. Roll Avg			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	408	437	422	405	424	480

	J 10	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	J 13	F	M	A	M
Inventory	274	271	263	254	251	207	187	182	215	231	244	254	248	237	224	228	207	189	172	179	181	193	189	162	168	164	158	166	155	135	116	120	118	122	127	135
MSI	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	6	9	5	3	3

	J 10	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	J 13	F	M	A	M
Days On Market	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	102	111	92	101	68	40
3 Mo. Roll Avg			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	82	97	102	101	87	70

	J 10	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	J 13	F	M	A	M
Price per Sq Ft	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	235	234	178	239	262
3 Mo. Roll Avg			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	234	234	216	217	226

	J 10	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	J 13	F	M	A	M
Sale to List Price	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	0.956	0.963	0.955	0.956	0.963	0.970
3 Mo. Roll Avg			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	0.951	0.952	0.958	0.958	0.958	0.963

	J 10	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	J 13	F	M	A	M
New Listings	80	75	48	46	59	17	21	37	61	77	71	79	57	55	42	46	34	26	15	44	62	67	75	42	76	54	55	43	39	28	12	44	61	67	81	88
Inventory	274	271	263	254	251	207	187	182	215	231	244	254	248	237	224	228	207	189	172	179	181	193	189	162	168	164	158	166	155	135	116	120	118	122	127	135
Sales	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	23	19	13	26	44	49

	(000's) J 10	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	J 13	F	M	A	M
Avg Sale Price	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	530	526	527	522	650	613
3 Mo. Roll Avg			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	541	516	528	525	566	595

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