

MLS Area: Wilmette



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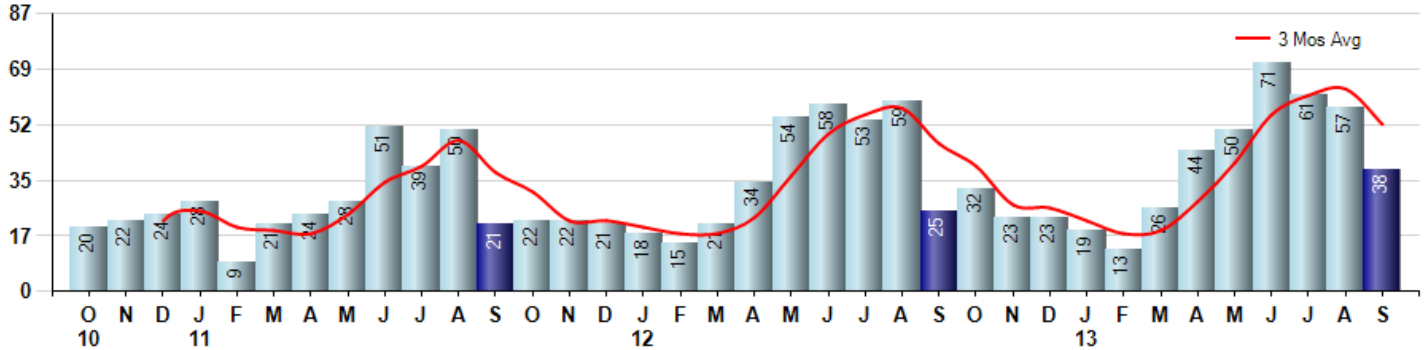
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|---|-----------|-------------------|-----|-----|----|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$639,000 | ↑ | | ↑ | | | | |
| Average List Price of all Current Listings | \$876,197 | ↑ | | ↑ | | | | |
| September Median Sales Price | \$453,750 | ↓ | ↓ | ↓ | ↓ | \$550,000 | ↔ | ↑ |
| September Average Sales Price | \$542,184 | ↓ | ↓ | ↓ | ↓ | \$626,411 | ↓ | ↔ |
| Total Properties Currently for Sale (Inventory) | 135 | ↓ | | ↓ | | | | |
| September Number of Properties Sold | 38 | ↓ | | ↑ | | 379 | ↑ | |
| September Average Days on Market (Solds) | 67 | ↑ | ↑ | ↑ | ↓ | 57 | ↓ | ↓ |
| September Month's Supply of Inventory | 3.6 | ↑ | ↑ | ↓ | ↓ | 4.1 | ↓ | ↓ |
| September Sale Price vs List Price Ratio | 94.8% | ↓ | ↓ | ↓ | ↑ | 96.3% | ↑ | ↑ |

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

Property Sales

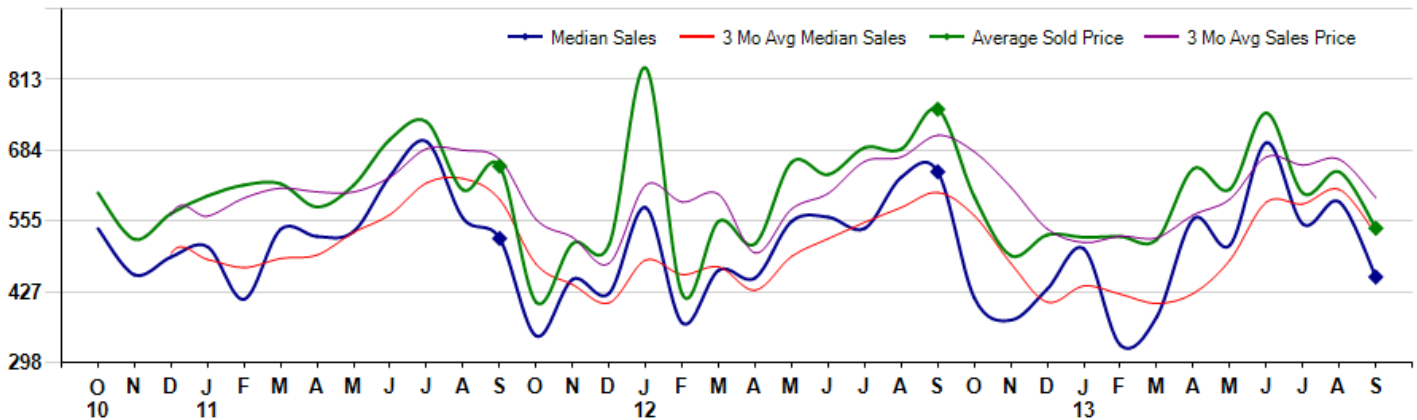
September Property sales were 38, up 52.0% from 25 in September of 2012 and -33.3% lower than the 57 sales last month. September 2013 sales were at their highest level compared to September of 2012 and 2011. September YTD sales of 379 are running 12.5% ahead of last year's year-to-date sales of 337.



Prices

The Median Sales Price in September was \$453,750, down -29.7% from \$645,000 in September of 2012 and down -23.1% from \$590,000 last month. The Average Sales Price in September was \$542,184, down -28.5% from \$758,780 in September of 2012 and down -15.9% from \$644,612 last month. September 2013 ASP was at the lowest level compared to September of 2012 and 2011.

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



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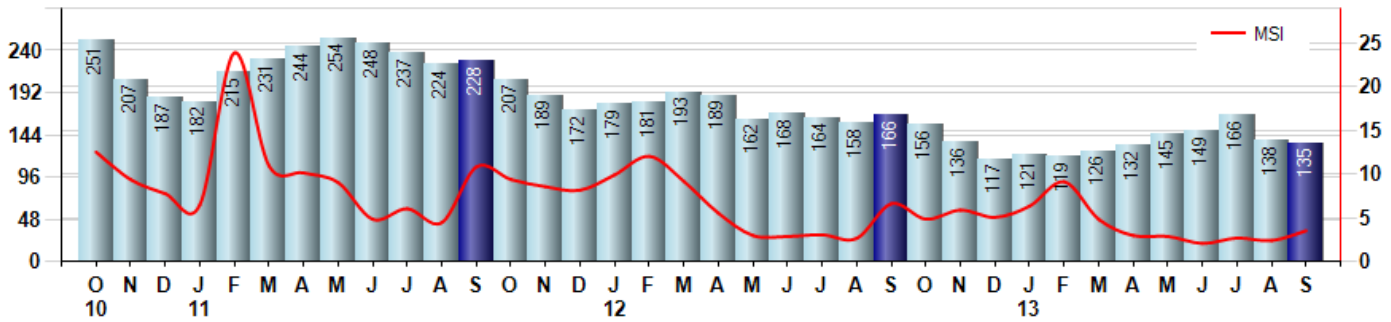
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Inventory & MSI

The Total Inventory of Properties available for sale as of September was 135, down -2.2% from 138 last month and down -18.7% from 166 in September of last year. September 2013 Inventory was at the lowest level compared to September of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2013 MSI of 3.6 months was at its lowest level compared with September of 2012 and 2011.

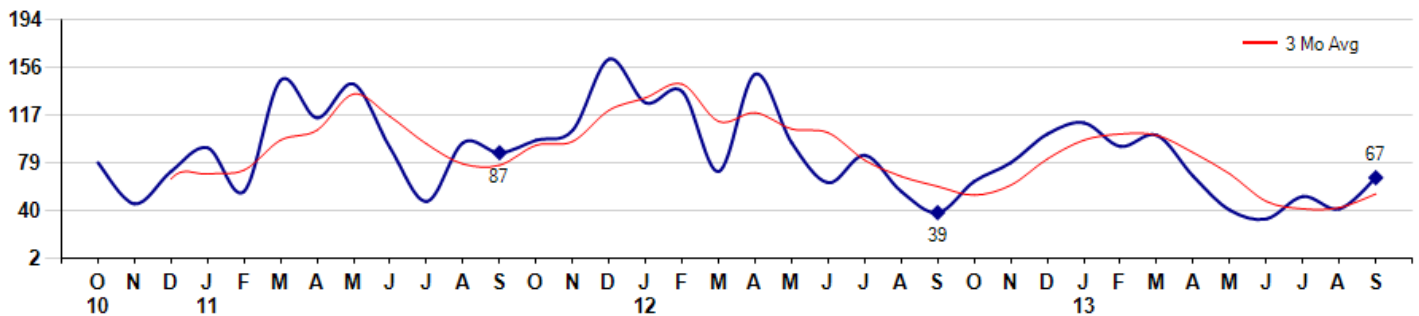
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 September was 67, up 59.5% from 42 days last month and up 71.8% from 39 days in September of last year. The September 2013 DOM was at a mid range compared with September of 2012 and 2011.

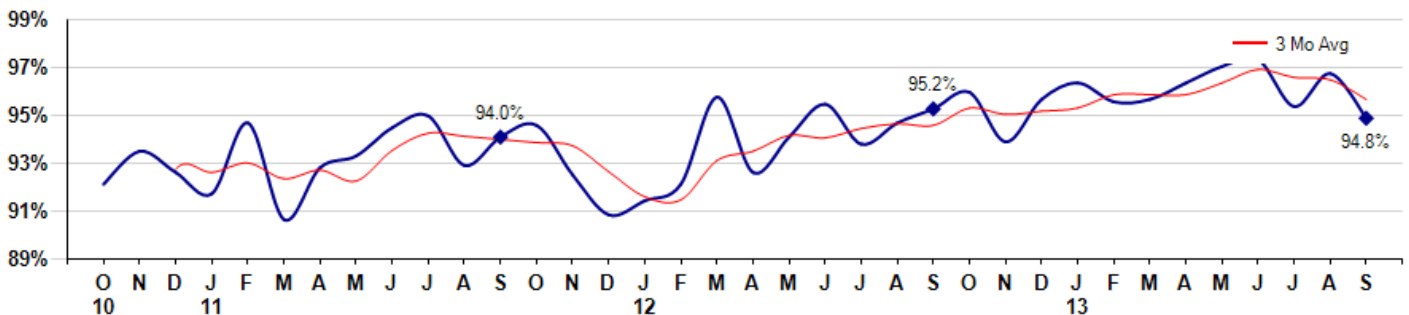
Average Days on Market(Listing to Contract) for properties sold during the month



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 September 2013 Selling Price vs List Price of 94.8% was down from 96.7% last month and down from 95.2% in September of last year.

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



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Based on information from Midwest Real Estate Data LLC for the period 10/1/2010 through 9/30/2013. 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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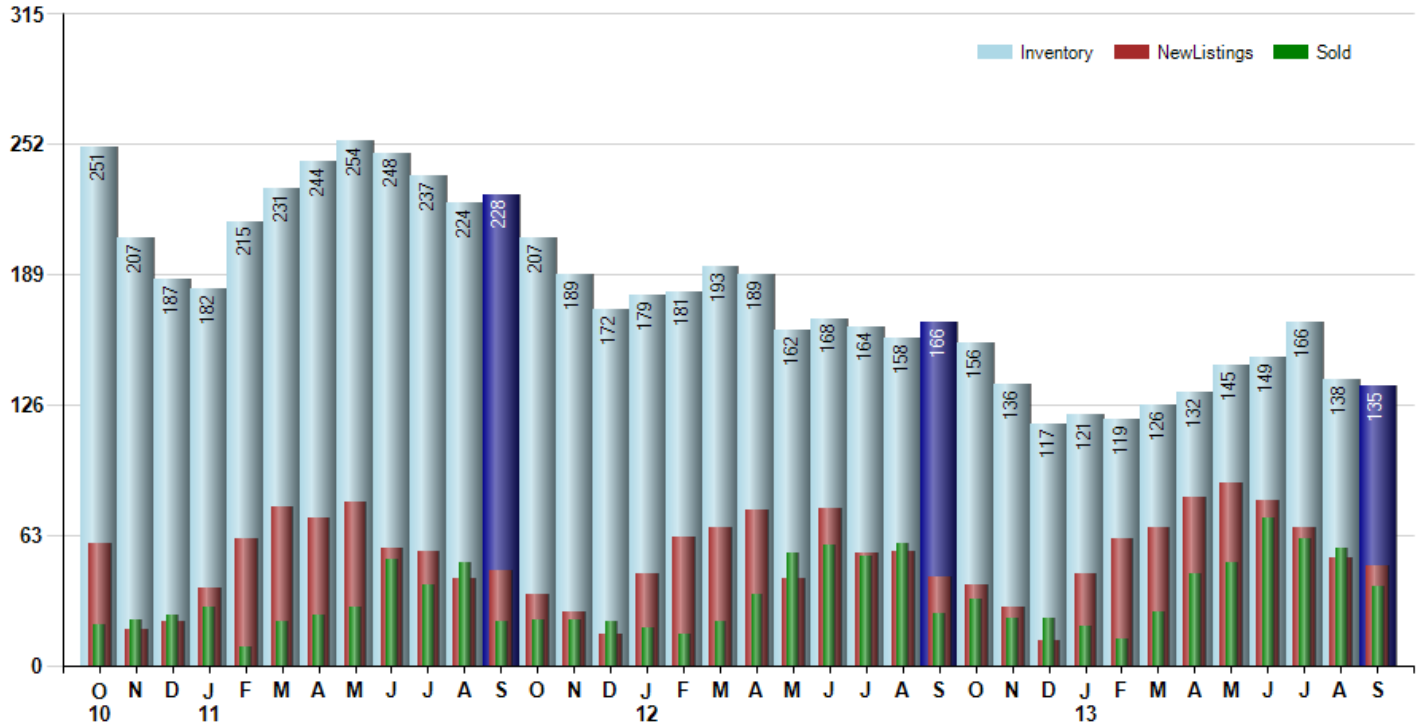
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Inventory / New Listings / Sales

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 September 2013 was 48, down -7.7% from 52 last month and up 11.6% from 43 in September of last year.



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MARKET ACTION REPORT

September 2013

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| | O 10 | 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 | J | J | A | S |
|----------------|------|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|
| Homes Sold | 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 | 50 | 71 | 61 | 57 | 38 |
| 3 Mo. Roll Avg | | | 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 | 55 | 61 | 63 | 52 |

| | (000's) O 10 | 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 | J | J | A | S |
|-------------------|--------------|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|
| Median Sale Price | 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 | 512 | 698 | 550 | 590 | 454 |
| 3 Mo. Roll Avg | | | 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 | 484 | 590 | 587 | 613 | 531 |

| | O 10 | 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 | J | J | A | S |
|-----------|------|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|
| Inventory | 251 | 207 | 187 | 182 | 215 | 231 | 244 | 254 | 248 | 237 | 224 | 228 | 207 | 189 | 172 | 179 | 181 | 193 | 189 | 162 | 168 | 164 | 158 | 166 | 156 | 136 | 117 | 121 | 119 | 126 | 132 | 145 | 149 | 166 | 138 | 135 |
| MSI | 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 | 2 | 3 | 2 | 4 |

| | O 10 | 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 | J | J | A | S |
|----------------|------|----|----|------|----|-----|-----|-----|-----|----|----|----|----|-----|-----|------|-----|-----|-----|-----|-----|----|----|----|----|----|-----|------|-----|-----|----|----|----|----|----|----|
| Days On Market | 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 | 41 | 34 | 52 | 42 | 67 |
| 3 Mo. Roll Avg | | | 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 | 48 | 42 | 43 | 54 |

| | O 10 | 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 | J | J | A | S |
|-----------------|------|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|
| Price per Sq Ft | 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 | 263 | 266 | 244 | 261 | 269 |
| 3 Mo. Roll Avg | | | 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 | 227 | 256 | 258 | 257 | 258 |

| | O 10 | 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 | J | J | A | S |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.973 | 0.953 | 0.967 | 0.948 |
| 3 Mo. Roll Avg | | | 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 | 0.969 | 0.965 | 0.964 | 0.956 |

| | O 10 | 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 | J | J | A | S |
|--------------|------|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|
| New Listings | 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 | 80 | 67 | 52 | 48 |
| Inventory | 251 | 207 | 187 | 182 | 215 | 231 | 244 | 254 | 248 | 237 | 224 | 228 | 207 | 189 | 172 | 179 | 181 | 193 | 189 | 162 | 168 | 164 | 158 | 166 | 156 | 136 | 117 | 121 | 119 | 126 | 132 | 145 | 149 | 166 | 138 | 135 |
| Sales | 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 | 50 | 71 | 61 | 57 | 38 |

| | (000's) O 10 | 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 | J | J | A | S |
|----------------|--------------|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|
| Avg Sale Price | 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 | 752 | 606 | 645 | 542 |
| 3 Mo. Roll Avg | | | 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 | 672 | 657 | 668 | 598 |

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