

MLS Area: Wilmette



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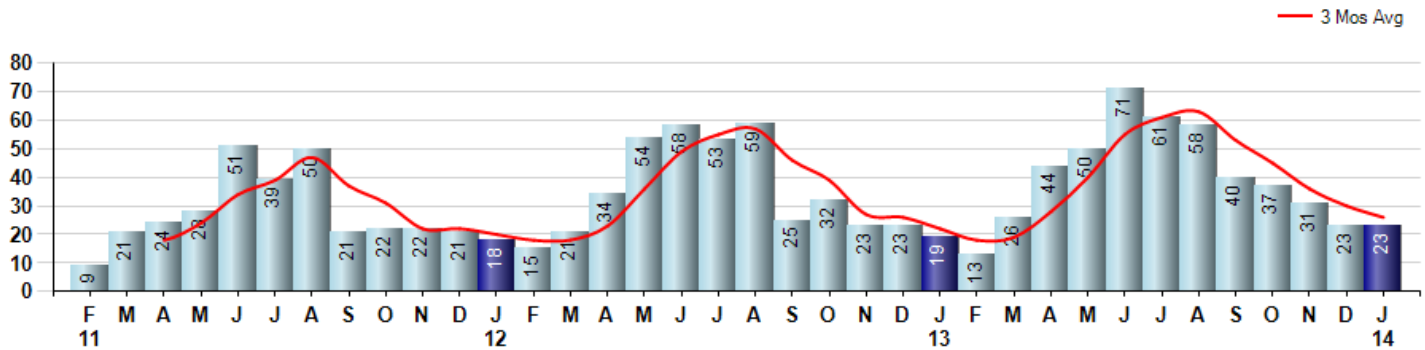
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$522,000	↑		↓				
Average List Price of all Current Listings	\$778,981	↓		↑				
January Median Sales Price	\$517,500	↑	↔	↑	↓	\$517,500	↑	↓
January Average Sales Price	\$547,277	↓	↓	↑	↓	\$547,277	↑	↓
Total Properties Currently for Sale (Inventory)	100	↑		↓				
January Number of Properties Sold	23	↔		↑		23	↔	
January Average Days on Market (Solds)	59	↑	↓	↓	↔	59	↓	↔
January Month's Supply of Inventory	4.3	↑	↑	↓	↑	4.3	↓	↑
January Sale Price vs List Price Ratio	95.1%	↓	↔	↓	↓	95.0%	↓	↓

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

Property Sales

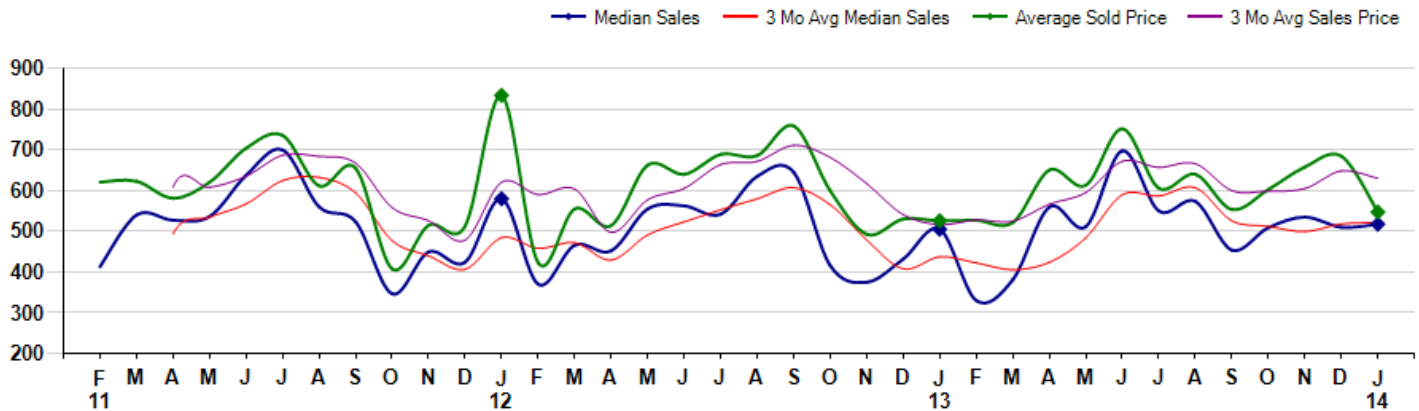
January Property sales were 23, up 21.1% from 19 in January of 2013 and equal to 0.0% 23 sales last month. January 2014 sales were at their highest level compared to January of 2013 and 2012. January YTD sales of 23 are running 21.1% ahead of last year's year-to-date sales of 19.



Prices

The Median Sales Price in January was \$517,500, up 2.5% from \$505,000 in January of 2013 and up 1.5% from \$510,088 last month. The Average Sales Price in January was \$547,277, up 4.1% from \$525,787 in January of 2013 and down -20.1% from \$684,634 last month. January 2014 ASP was at a mid range compared to January of 2013 and 2012.

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



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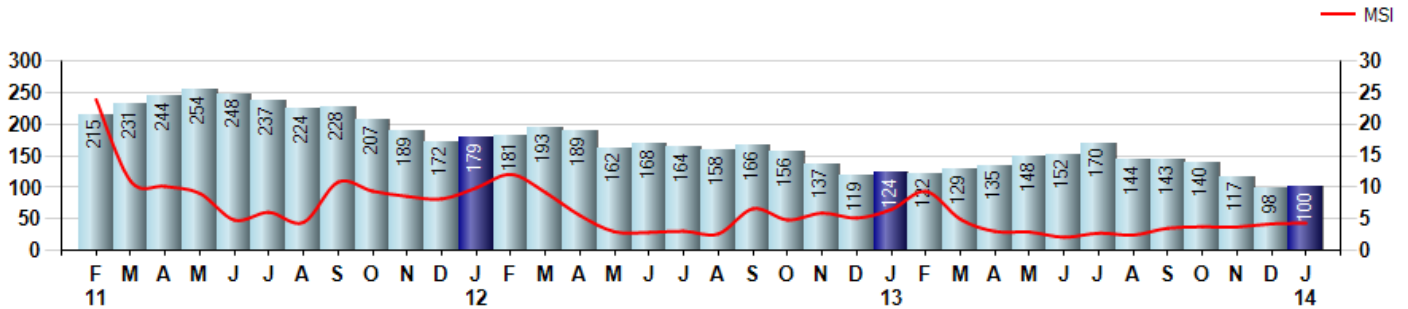
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 100, up 2.0% from 98 last month and down -19.4% from 124 in January of last year. January 2014 Inventory was at the lowest level compared to January of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2014 MSI of 4.3 months was at its lowest level compared with January of 2013 and 2012.

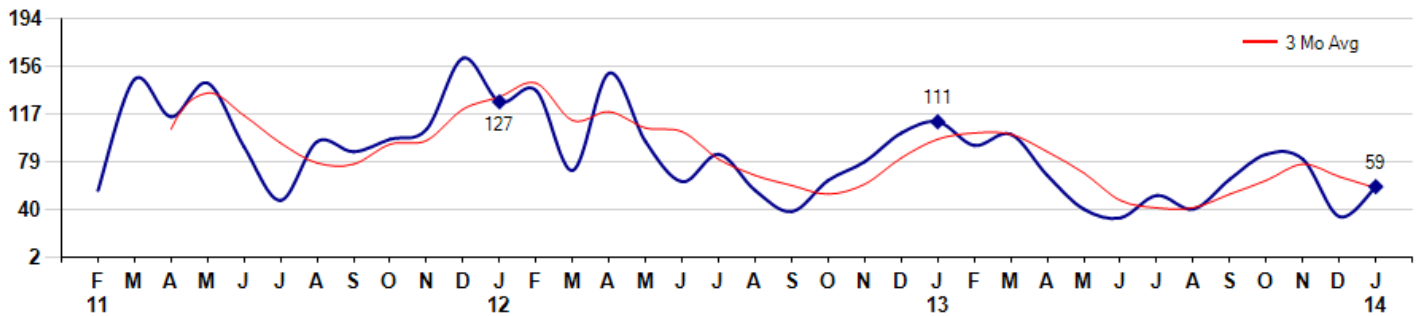
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 59, up 68.6% from 35 days last month and down -46.8% from 111 days in January of last year. The January 2014 DOM was at its lowest level compared with January of 2013 and 2012.

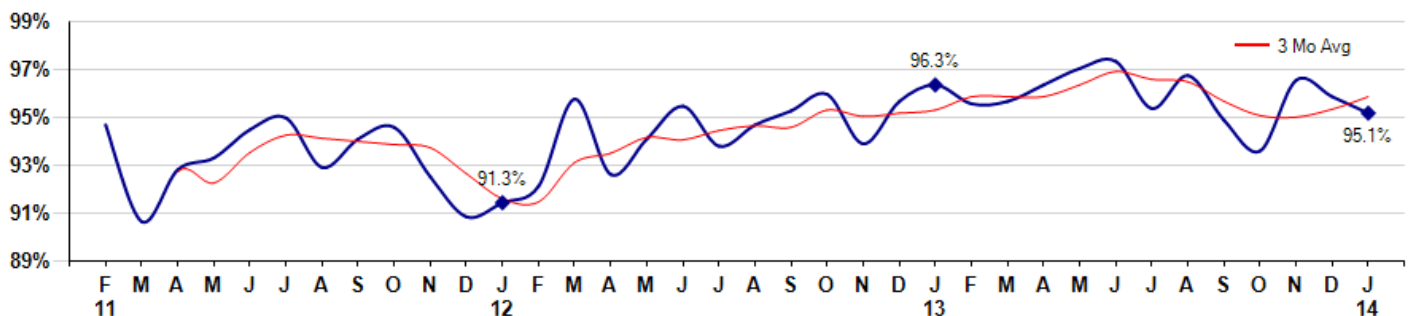
Average Days on Market(Listing to Contract) for properties sold during the month



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 January 2014 Selling Price vs List Price of 95.1% was down from 95.8% last month and down from 96.3% in January of last year.

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



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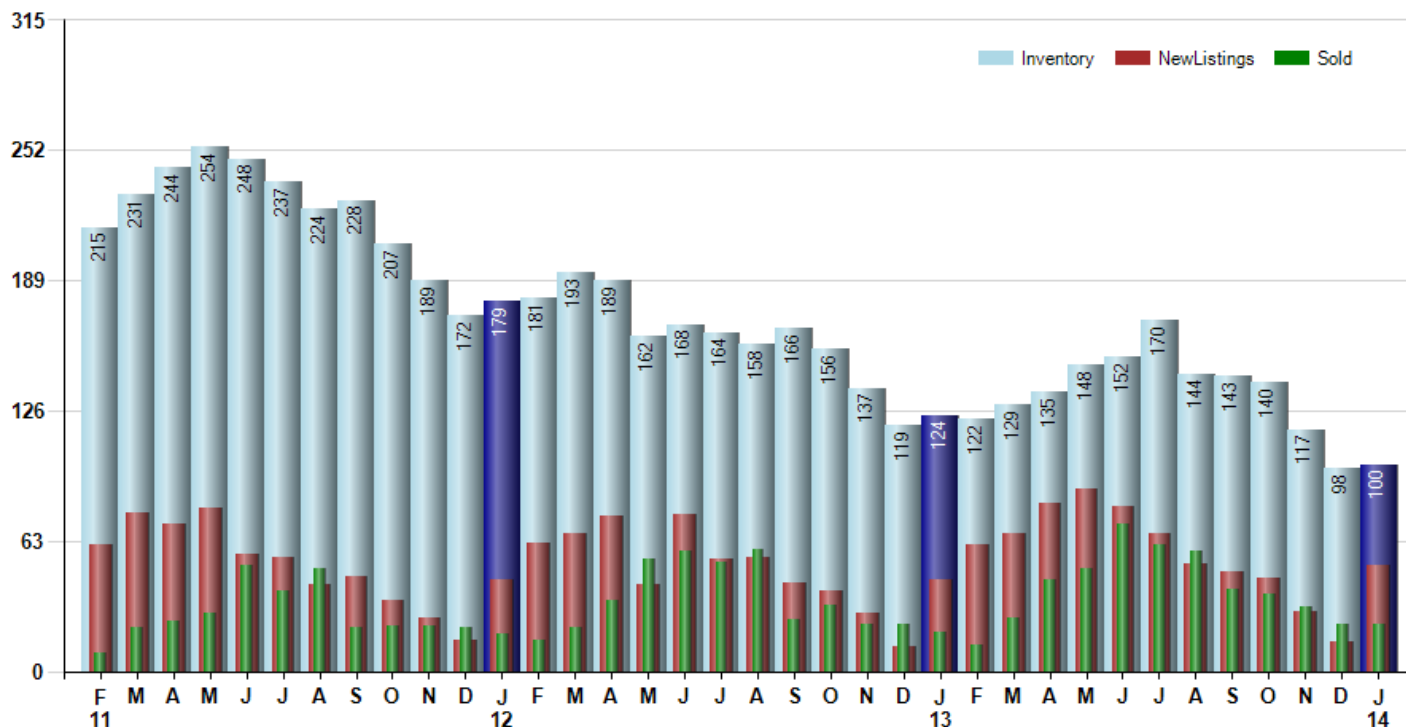
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Inventory / New Listings / Sales

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 2014 was 51, up 264.3% from 14 last month and up 15.9% from 44 in January of last year.



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	F 11	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	O	N	D	J 14
Homes Sold	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	58	40	37	31	23	23
3 Mo. Roll Avg			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	53	45	36	30	26

	(000's) F 11	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	O	N	D	J 14
Median Sale Price	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	573	454	509	535	510	518
3 Mo. Roll Avg			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	607	526	512	499	518	521

	F 11	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	O	N	D	J 14
Inventory	215	231	244	254	248	237	224	228	207	189	172	179	181	193	189	162	168	164	158	166	156	137	119	124	122	129	135	148	152	170	144	143	140	117	98	100
MSI	24	11	10	9	5	6	4	11	9	9	8	10	12	9	6	3	3	3	3	7	5	6	5	7	9	5	3	3	2	3	2	4	4	4	4	4

	F 11	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	O	N	D	J 14
Days On Market	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	41	65	85	81	35	59
3 Mo. Roll Avg			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	42	53	64	77	67	58

	F 11	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	O	N	D	J 14
Price per Sq Ft	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	248	262	266	254	259	242	239
3 Mo. Roll Avg			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	259	259	259	261	260	252	247

	F 11	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	O	N	D	J 14
Sale to List Price	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	0.935	0.965	0.958	0.951
3 Mo. Roll Avg			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	0.950	0.949	0.953	0.958

	F 11	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	O	N	D	J 14
New Listings	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	45	29	14	51
Inventory	215	231	244	254	248	237	224	228	207	189	172	179	181	193	189	162	168	164	158	166	156	137	119	124	122	129	135	148	152	170	144	143	140	117	98	100
Sales	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	58	40	37	31	23	23

	(000's) F 11	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	O	N	D	J 14
Avg Sale Price	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	640	554	603	658	685	547
3 Mo. Roll Avg			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	666	600	599	605	648	630

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