

## MLS Area: Wilmette



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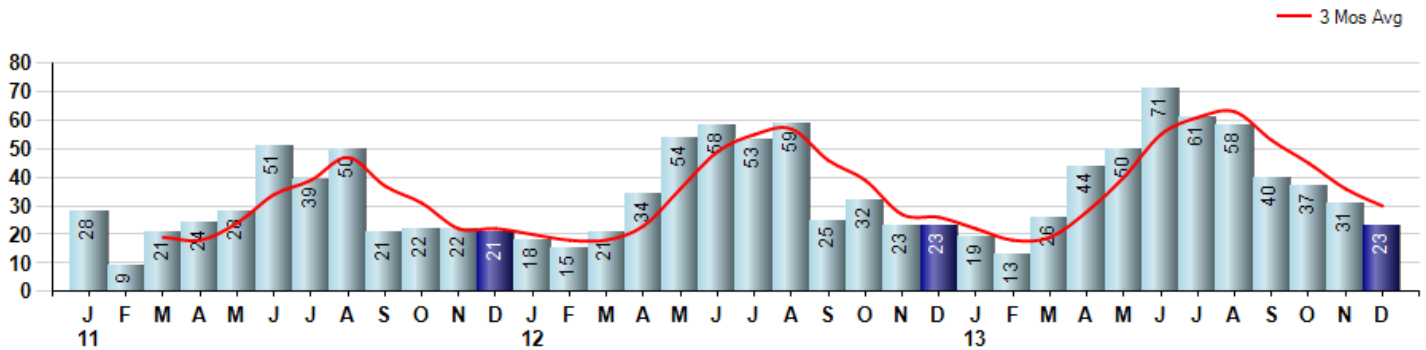
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$484,500	↓		↓				
Average List Price of all Current Listings	\$798,379	↓		↑				
December Median Sales Price	\$510,088	↓	↔	↑	↓	\$547,000	↑	↑
December Average Sales Price	\$684,634	↑	↑	↑	↑	\$629,566	↔	↔
Total Properties Currently for Sale (Inventory)	90	↓		↓				
December Number of Properties Sold	23	↓		↔		473	↑	
December Average Days on Market (Solds)	35	↓	↓	↓	↓	59	↓	↓
December Month's Supply of Inventory	3.9	↑	↑	↓	↓	4.1	↓	↓
December Sale Price vs List Price Ratio	95.8%	↓	↑	↑	↑	96.1%	↑	↑

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

### Property Sales

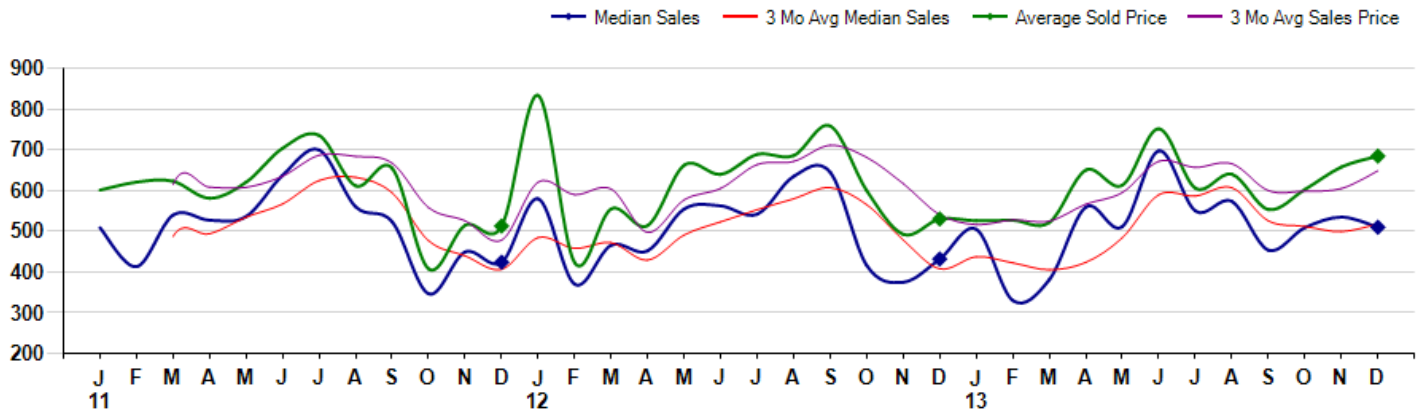
December Property sales were 23, equal to 23 in December of 2012 and -25.8% lower than the 31 sales last month. December 2013 sales were at a mid level compared to December of 2012 and 2011. December YTD sales of 473 are running 14.0% ahead of last year's year-to-date sales of 415.



### Prices

The Median Sales Price in December was \$510,088, up 18.1% from \$432,000 in December of 2012 and down -4.7% from \$535,000 last month. The Average Sales Price in December was \$684,634, up 29.1% from \$530,304 in December of 2012 and up 4.0% from \$658,126 last month. December 2013 ASP was at highest level compared to December of 2012 and 2011.

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



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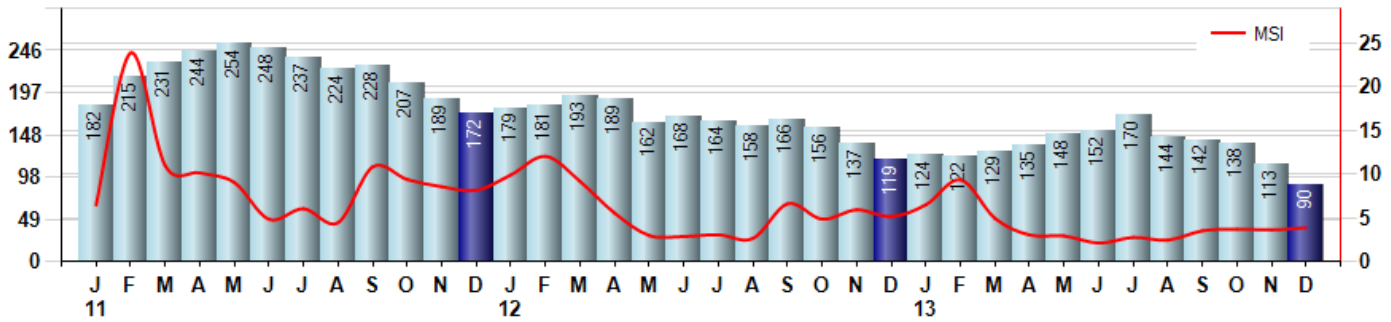
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### Inventory & MSI

The Total Inventory of Properties available for sale as of December was 90, down -20.4% from 113 last month and down -24.4% from 119 in December of last year. December 2013 Inventory was at the lowest level compared to December of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2013 MSI of 3.9 months was at its lowest level compared with December of 2012 and 2011.

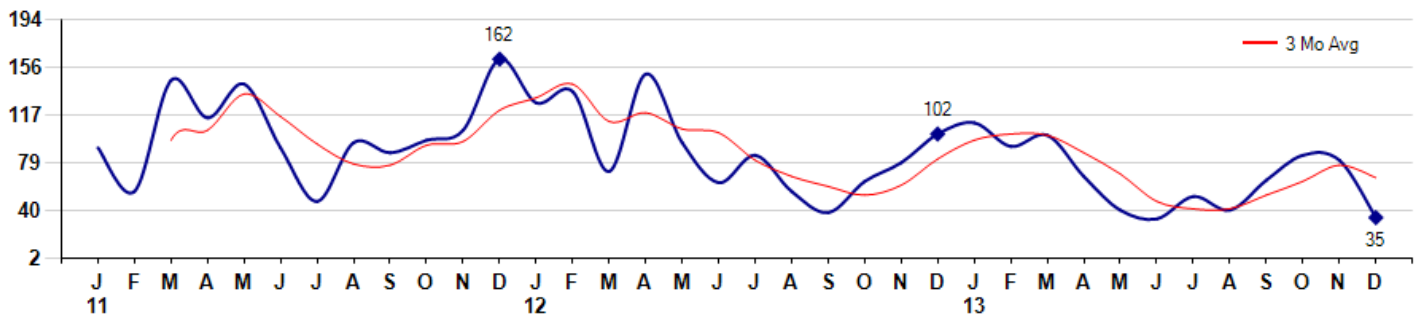
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 December was 35, down -56.8% from 81 days last month and down -65.7% from 102 days in December of last year. The December 2013 DOM was at its lowest level compared with December of 2012 and 2011.

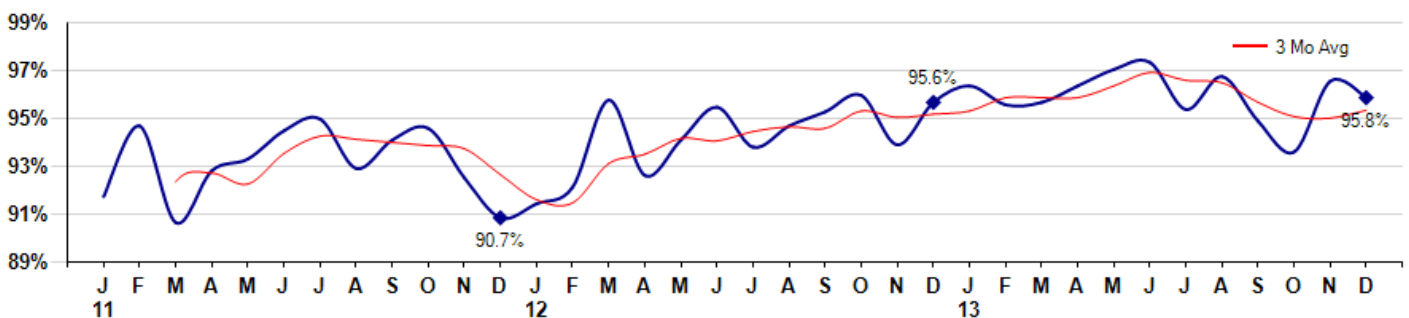
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 December 2013 Selling Price vs List Price of 95.8% was down from 96.5% last month and up from 95.6% in December of last year.

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



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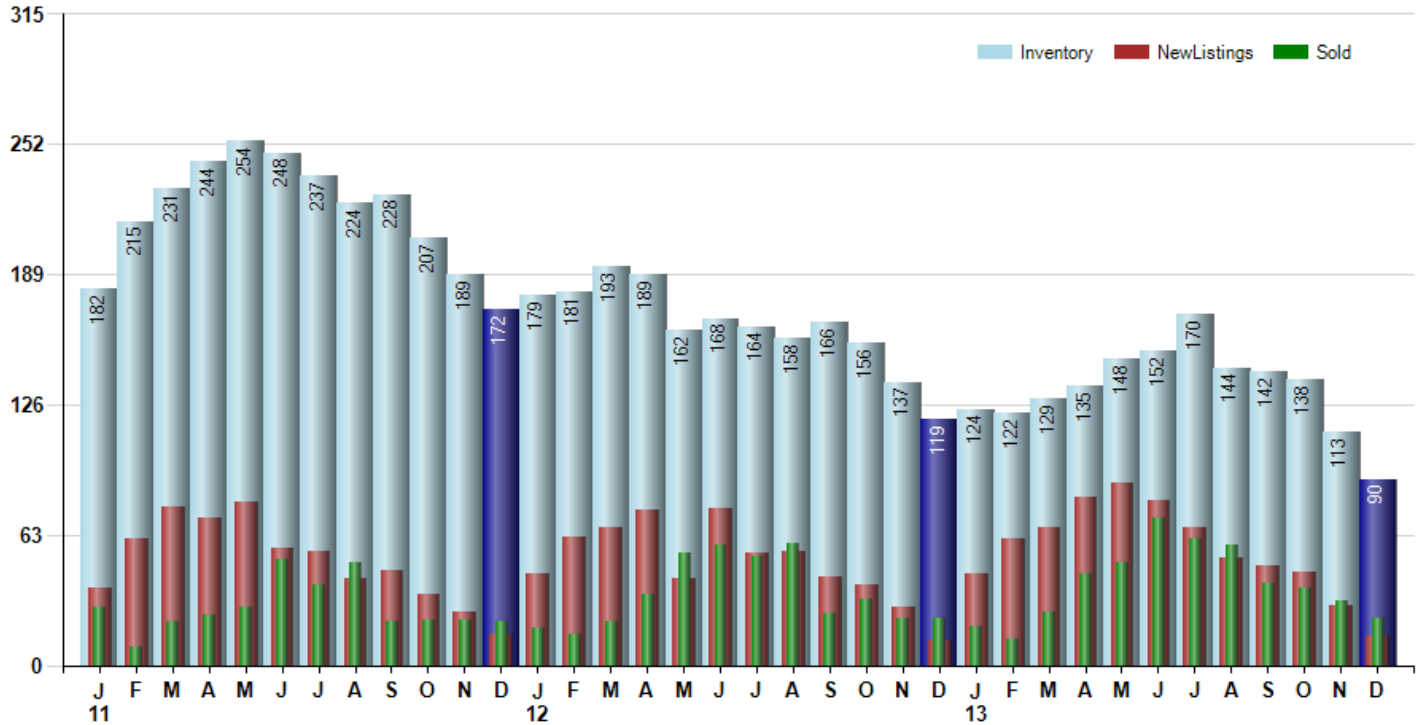
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### Inventory / New Listings / Sales

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 2013 was 14, down -51.7% from 29 last month and up 16.7% from 12 in December of last year.



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	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	O	N	D
Homes Sold	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	58	40	37	31	23
3 Mo. Roll Avg			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	53	45	36	30

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

	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	O	N	D
Inventory	182	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	142	138	113	90
MSI	7	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

	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	O	N	D
Days On Market	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	41	65	85	81	35
3 Mo. Roll Avg			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	42	53	64	77	67

	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	O	N	D
Price per Sq Ft	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	262	266	247	259	242
3 Mo. Roll Avg			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	257	258	249

	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	O	N	D
Sale to List Price	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	0.935	0.965	0.958
3 Mo. Roll Avg			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	0.950	0.949	0.953

	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	O	N	D
New Listings	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	45	29	14
Inventory	182	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	142	138	113	90
Sales	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	58	40	37	31	23

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

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