

MLS Area: Wilmette



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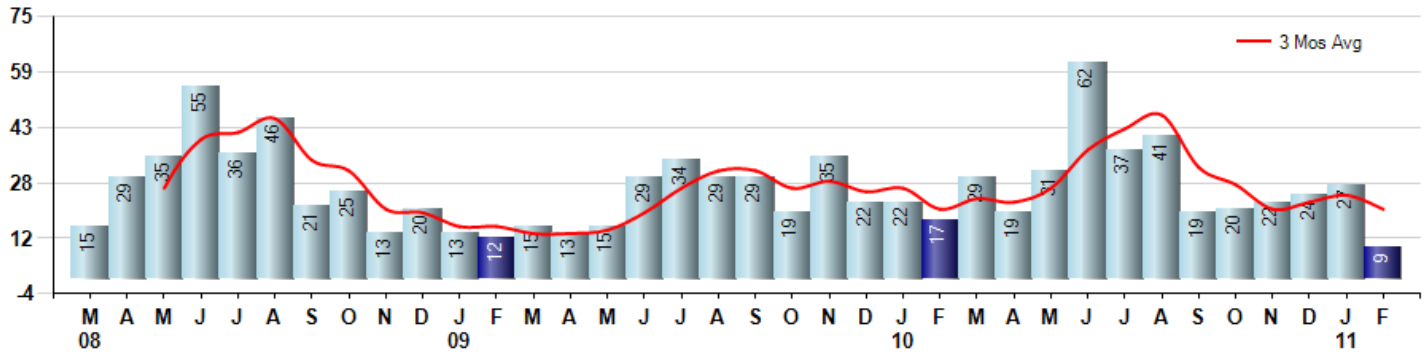
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$599,000	↑		↔				
Average List Price of all Current Listings	\$752,966	↑		↔				
February Median Sales Price	\$413,000	↓	↓	↓	↓	\$468,500	↑	↓
February Average Sales Price	\$620,889	↑	↑	↓	↓	\$615,141	↑	↓
Total Properties Currently for Sale (Inventory)	202	↑		↓				
February Number of Properties Sold	9	↓		↓		36	↓	
February Average Days on Market (Solds)	56	↓	↓	↓	↓	82	↓	
Asking Price per Square Foot (based on New Listings)	\$282	↔	↑	↓	↔	\$281	↓	↔
February Sold Price per Square Foot	\$209	↓	↓	↓	↓	\$235	↓	↓
February Month's Supply of Inventory	22.4	↑	↑	↑	↑	14.4	↑	↑
February Sale Price vs List Price Ratio	94.6%	↑	↑	↑	↑	89.9%	↑	↑

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

Property Sales

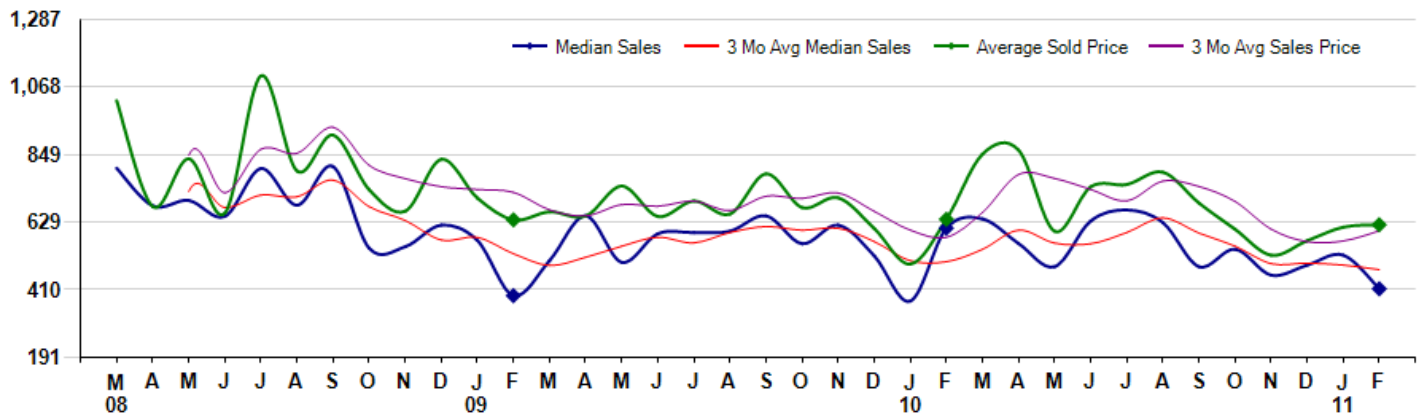
February Property sales were 9, down -47.1% from 17 in February of 2010 and -66.7% lower than the 27 sales last month. February 2011 sales were at their lowest level compared to February of 2010 and 2009. February YTD sales of 36 are running -7.7% behind last year's year-to-date sales of 39.



Prices

The Median Sales Price in February was \$413,000, down -32.3% from \$610,000 in February of 2010 and down -21.0% from \$522,570 last month. The Average Sales Price in February was \$620,889, down -2.8% from \$638,906 in February of 2010 and up 1.2% from \$613,225 last month. February 2011 ASP was at the lowest level compared to February of 2010 and 2009.

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 3/1/2008 through 2/28/2011. 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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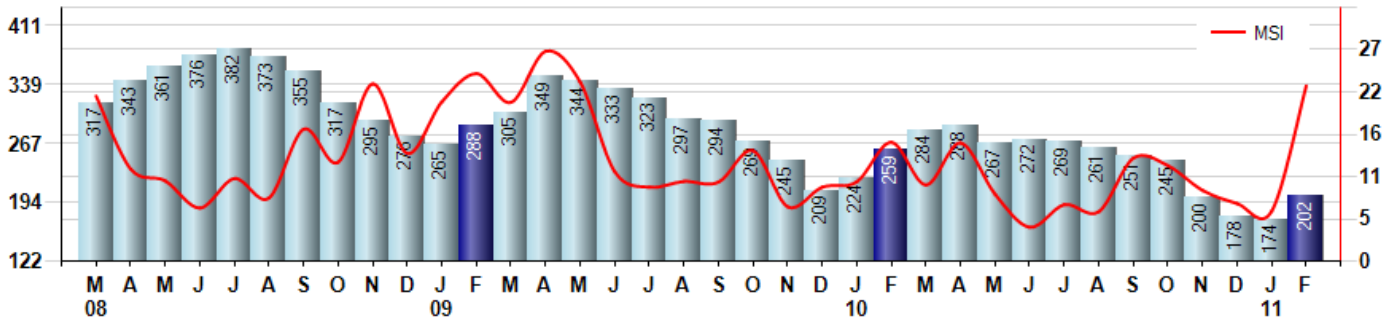
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 202, up 16.1% from 174 last month and down -22.0% from 259 in February of last year. February 2011 Inventory was at the lowest level compared to February of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2011 MSI of 22.4 months was at a mid range compared with February of 2010 and 2009.

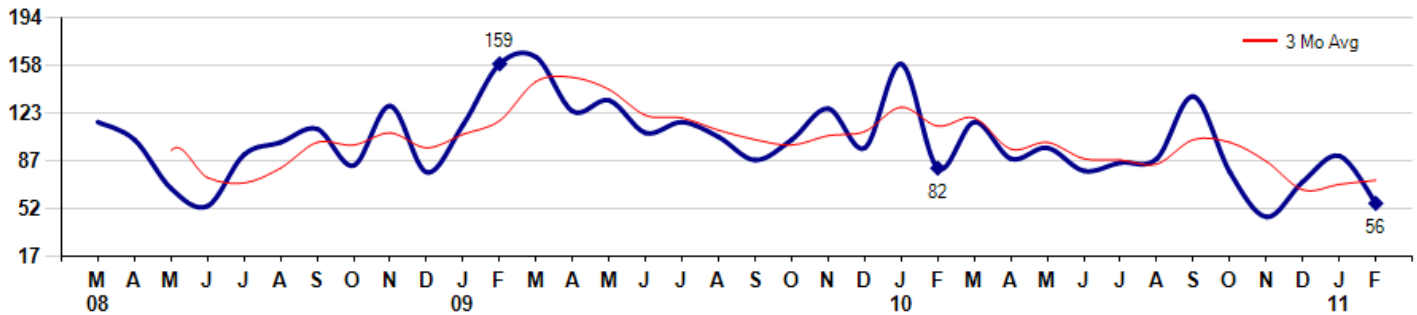
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 February was 56, down -38.5% from 91 days last month and down -31.7% from 82 days in February of last year. The February 2011 DOM was at its lowest level compared with February of 2010 and 2009.

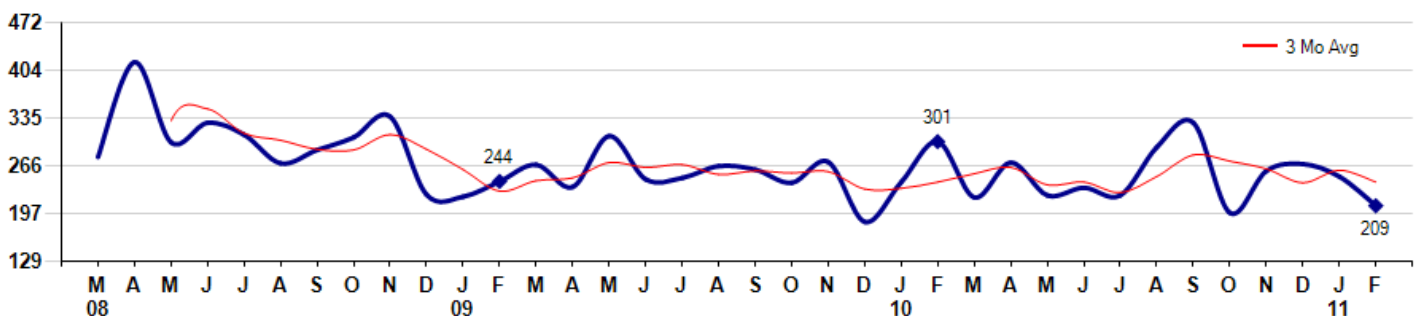
Average Days on Market (Listing to Contract) for properties sold during the month



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The February 2011 Selling Price per Square Foot of \$209 was down -16.7% from \$251 last month and down -30.6% from \$301 in February of last year.

Average Selling Price per Square Foot for properties that sold during the month



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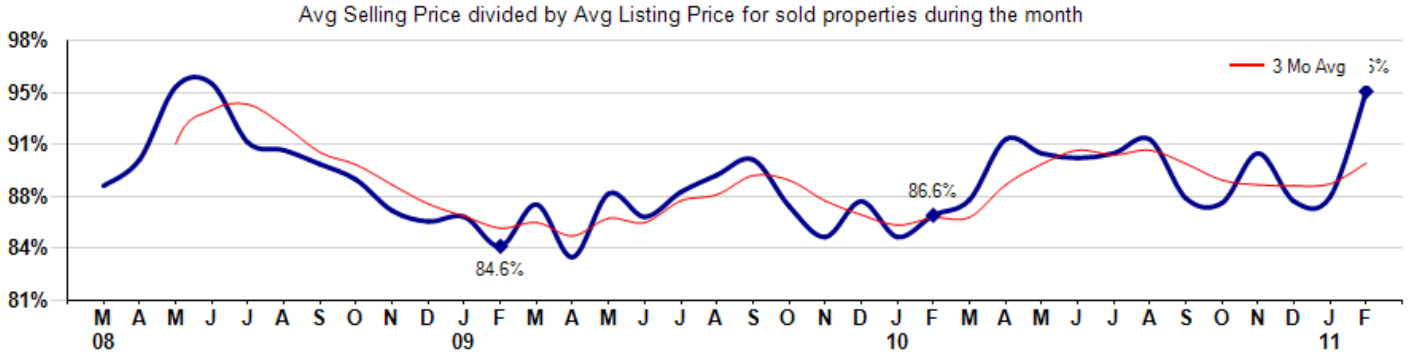
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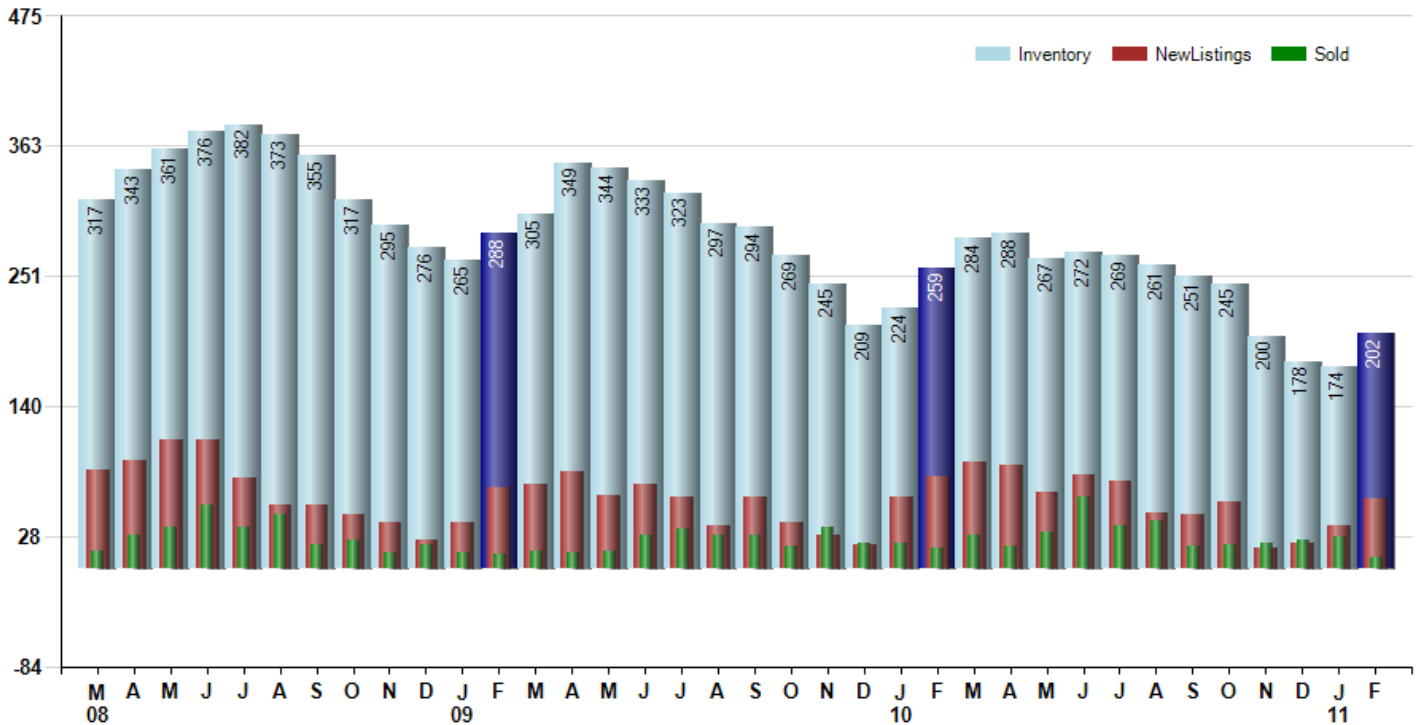
Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original 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 February 2011 Selling Price vs Original List Price of 94.6% was up from 87.8% last month and up from 86.6% in February of last year.



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 February 2011 was 60, up 62.2% from 37 last month and down -24.1% from 79 in February of last year.



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MARKET ACTION REPORT

February 2011

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	M 08	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F
Homes Sold	15	29	35	55	36	46	21	25	13	20	13	12	15	13	15	29	34	29	29	19	35	22	22	17	29	19	31	62	37	41	19	20	22	24	27	9
3 Mo. Roll Avg			26	40	42	46	34	31	20	19	15	15	13	13	14	19	26	31	31	26	28	25	26	20	23	22	26	37	43	47	32	27	20	22	24	20

	(000's) M 08	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F
Median Sale Price	805	683	700	648	804	684	810	545	550	620	570	391	505	650	499	592	596	600	650	560	620	520	373	610	640	560	485	633	669	628	485	542	458	490	523	413
3 Mo. Roll Avg			729	677	717	712	766	680	635	572	580	527	489	515	551	580	562	596	615	603	610	567	504	501	541	603	562	559	596	643	594	552	495	496	490	475

	M 08	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F
Inventory	317	343	361	376	382	373	355	317	295	276	265	288	305	349	344	333	323	297	294	269	245	209	224	259	284	288	267	272	269	261	251	245	200	178	174	202
MSI	21	12	10	7	11	8	17	13	23	14	20	24	20	27	23	11	10	10	10	14	7	10	10	15	10	15	9	4	7	6	13	12	9	7	6	22

	M 08	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F
Days On Market	116	103	67	54	92	101	111	84	128	79	114	159	164	124	132	108	116	105	88	103	126	97	159	82	116	89	97	80	86	89	135	79	46	72	91	56
3 Mo. Roll Avg			95	75	71	82	101	99	108	97	107	117	146	149	140	121	119	110	103	99	106	109	127	113	119	96	101	89	88	85	103	101	87	66	70	73

	M 08	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F
Price per Sq Ft	279	415	300	328	311	270	289	307	337	225	222	244	268	236	309	247	249	266	261	242	272	186	243	301	221	271	224	235	224	293	328	199	259	269	251	209
3 Mo. Roll Avg			331	348	313	303	290	289	311	290	261	230	245	249	271	264	268	254	259	256	258	233	234	243	255	264	239	243	228	251	282	273	262	242	260	243

	M 08	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F
Sale to List Price	0.885	0.902	0.949	0.951	0.913	0.908	0.899	0.889	0.869	0.862	0.865	0.846	0.873	0.839	0.880	0.865	0.881	0.892	0.902	0.872	0.852	0.875	0.852	0.866	0.876	0.915	0.906	0.903	0.906	0.915	0.877	0.874	0.906	0.875	0.878	0.946
3 Mo. Roll Avg			0.912	0.934	0.938	0.924	0.907	0.899	0.886	0.873	0.865	0.858	0.861	0.853	0.864	0.861	0.875	0.879	0.892	0.889	0.875	0.866	0.860	0.864	0.865	0.886	0.899	0.908	0.905	0.908	0.899	0.889	0.886	0.885	0.886	0.900

	M 08	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F
New Listings	85	93	111	111	78	54	54	47	39	24	40	69	72	83	63	73	61	37	61	40	29	21	62	79	92	89	65	81	75	48	46	58	18	22	37	60
Inventory	317	343	361	376	382	373	355	317	295	276	265	288	305	349	344	333	323	297	294	269	245	209	224	259	284	288	267	272	269	261	251	245	200	178	174	202
Sales	15	29	35	55	36	46	21	25	13	20	13	12	15	13	15	29	34	29	29	19	35	22	22	17	29	19	31	62	37	41	19	20	22	24	27	9

	(000's) M 08	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F
Avg Sale Price	1,024	680	835	659	1,104	795	912	735	665	833	708	637	663	649	747	648	698	656	787	677	709	609	493	639	851	863	600	744	752	792	691	607	522	569	613	621
3 Mo. Roll Avg			846	725	866	853	937	814	771	744	735	726	669	650	686	681	698	667	714	706	724	665	604	580	661	784	771	736	699	763	745	697	607	566	568	601

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