

City: *Wilmette*



Price Range: All | Properties: Single Family - Condo - TwnHm

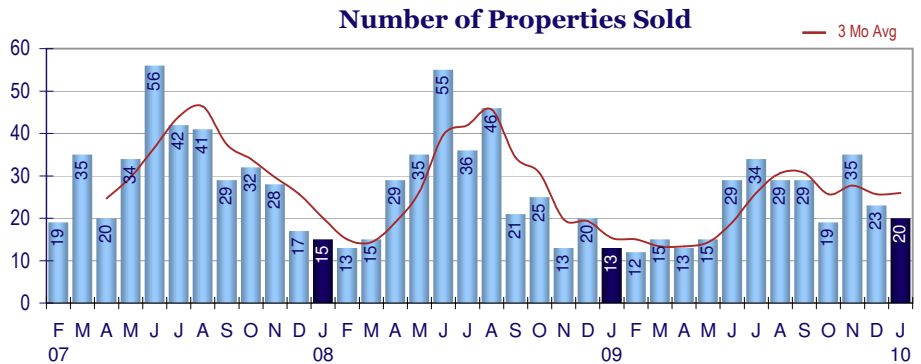
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$557,500	-3%		-18%				
Average List Price of all Current Listings	\$714,845	-1%		-18%				
January Median Sales Price	\$385,000	-18%	-29%	-32%	-33%	\$385,000	-32%	-33%
January Average Sales Price	\$515,343	-13%	-19%	-27%	-23%	\$515,343	-27%	-23%
Total Properties Currently for Sale (Inventory)	214	6%		-19%				
January Number of Properties Sold	20	-13%		54%		20	54%	
January Average Days on Market (Solds)	167	76%	36%	46%	40%	167	46%	40%
Asking Price per Square Foot (based on New Listings)	\$0	-100%	-100%	-100%	-100%	\$0	-100%	-100%
January Sold Price per Square Foot	\$266	43%	6%	20%	5%	\$266	20%	6%
January Month's Supply of Inventory	10.7	22%	22%	-47%	-30%	10.7	-47%	-30%
January Sale Price vs List Price Ratio	85.7%	-1.8%	-2%	-9%	-1.1%	85.3%	-1.2%	-1.5%

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

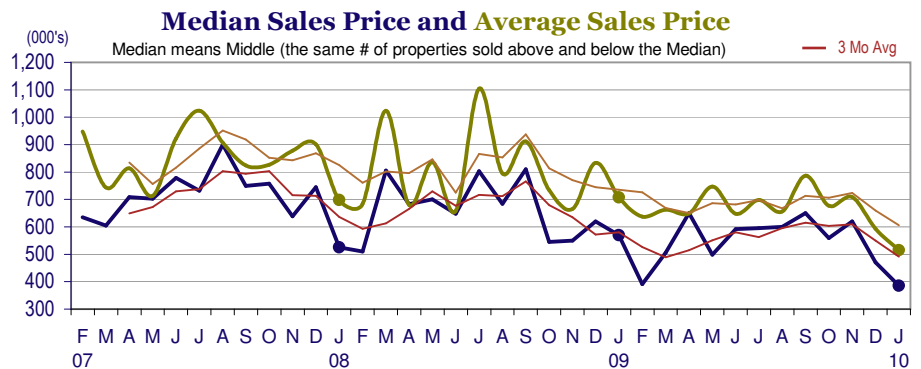
Property Sales

January Property sales were 20, up 53.8% from 13 in January of 2009 and -13.0% lower than the 23 sales last month. January 2010 sales were at their highest level compared to January of 2009 and 2008. January YTD sales of 20 are running 53.8% ahead of last year's year-to-date sales of 13.



Prices

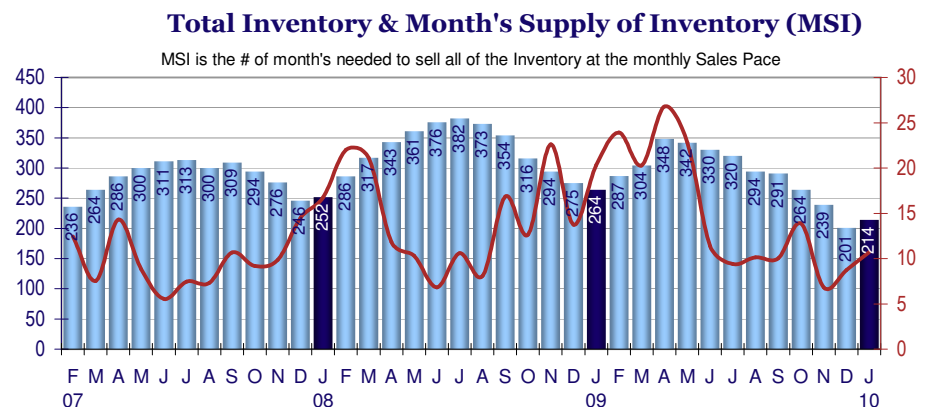
The Median Sales Price in January was \$385,000, down -32.5% from \$570,000 in January of 2009 and down -18.1% from \$470,000 last month. The Average Sales Price in January was \$515,343, down -27.2% from \$707,752 in January of 2009 and down -13.1% from \$593,120 last month. January 2010 ASP was at the lowest level compared to January of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 214, up 6.5% from 201 last month and down -18.9% from 264 in January of last year. January 2010 Inventory was at its lowest level compared with January of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2010 MSI of 10.7 months was at its lowest level compared with January of 2009 and 2008.



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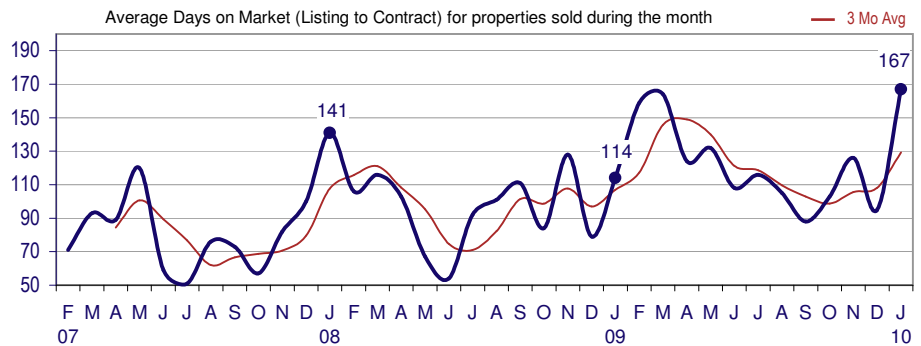


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Market Time

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 167, up 75.8% from 95 days last month and up 46.5% from 114 days in January of last year. The January 2010 DOM was at a mid level compared with January of 2009 and 2008.

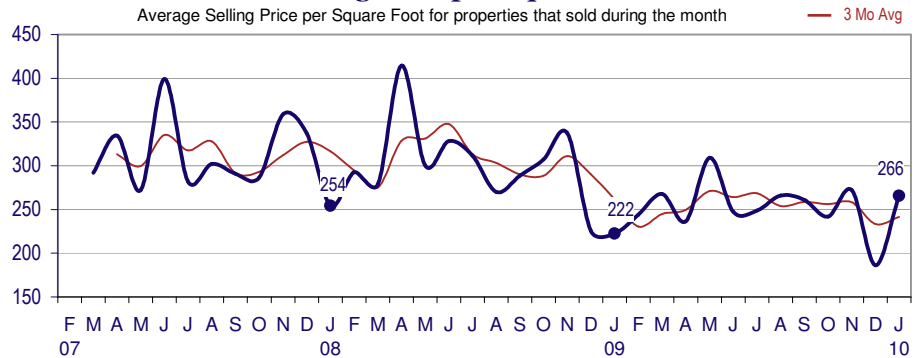
Days On Market for Sold Properties



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 January 2010 Selling Price per Square Foot of \$266 was up 42.8% from \$186 last month and up 19.6% from 222 in January of last year.

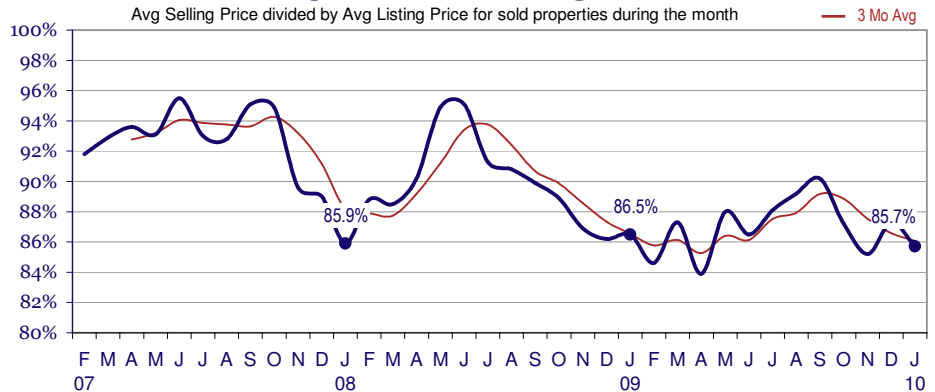
Selling Price per Square Foot



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 January 2010 Selling Price vs Original List Price of 85.7% was down from 87.3% last month and down from 86.5% in January of last year.

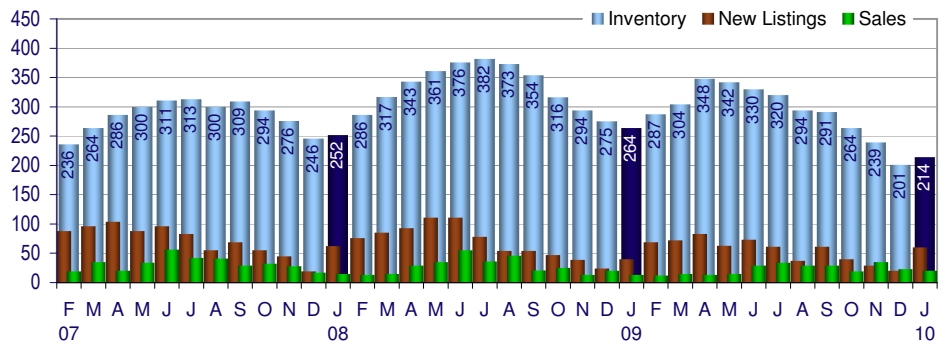
Selling Price versus Listing Price Ratio



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 2010 was 60, up 200.0% from 20 last month and up 50.0% from 40 in January of last year.

Inventory / New Listings / Sales



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	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Homes Sold	19	35	20	34	56	42	41	29	32	28	17	15	13	15	29	35	55	36	46	21	25	13	20	13	12	15	13	15	29	34	29	29	19	35	23	20
3 Mo. Roll Avg			25	30	37	44	46	37	34	30	26	20	15	14	19	26	40	42	46	34	31	20	19	15	15	13	13	14	19	26	31	31	26	28	26	26

(000's)	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Median Sale Price	635	605	708	703	779	732	900	750	758	638	745	525	510	805	683	700	648	804	684	810	545	550	620	570	391	505	650	499	592	596	600	650	560	620	470	385
3 Mo. Roll Avg			649	672	730	738	804	794	803	715	714	636	593	613	666	729	677	717	712	766	680	635	572	580	527	489	515	551	580	562	596	615	603	610	550	492

	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Inventory	236	264	286	300	311	313	300	309	294	276	246	252	286	317	343	361	376	382	373	354	316	294	275	264	287	304	348	342	330	320	294	291	264	239	201	214
MSI	12	8	14	9	6	7	7	11	9	10	14	17	22	21	12	10	7	11	8	17	13	23	14	20	24	20	27	23	11	9	10	10	14	7	9	11

	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Days on Market	71	93	89	120	59	51	76	73	57	82	100	141	106	116	103	67	54	92	101	111	84	128	79	114	159	164	124	132	108	116	105	88	103	126	95	167
3 Mo. Roll Avg			84	101	89	77	62	67	69	71	80	108	116	121	108	95	75	71	82	101	99	108	97	107	117	146	149	140	121	119	110	103	99	106	108	129

	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Price per Sq Ft		292	334	272	399	282	302	291	286	359	337	254	293	279	415	300	328	311	270	289	307	337	225	222	244	268	236	309	247	249	266	261	242	272	186	266
3 Mo. Roll Avg			313	299	335	318	328	292	293	312	327	317	295	275	329	331	348	313	303	290	289	311	290	262	231	245	249	271	264	268	254	259	256	258	233	241

	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Sale to List Price	0.918	0.929	0.936	0.931	0.955	0.930	0.928	0.951	0.949	0.896	0.890	0.859	0.888	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	0.873	0.857
3 Mo. Roll Avg			0.928	0.932	0.941	0.939	0.938	0.936	0.943	0.932	0.912	0.882	0.879	0.877	0.892	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	0.861

	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
New Listings	88	96	104	88	96	83	55	69	55	45	19	62	76	85	93	111	111	78	54	54	47	39	24	40	69	72	83	63	73	61	37	61	40	29	20	60
Inventory	236	264	286	300	311	313	300	309	294	276	246	252	286	317	343	361	376	382	373	354	316	294	275	264	287	304	348	342	330	320	294	291	264	239	201	214
Sales	19	35	20	34	56	42	41	29	32	28	17	15	13	15	29	35	55	36	46	21	25	13	20	13	12	15	13	15	29	34	29	29	19	35	23	20

(000's)	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Avg Sale Price	948	743	814	713	922	1024	907	824	826	878	901	698	684	1024	680	835	659	1104	795	912	735	665	833	708	637	663	649	747	648	698	656	787	677	709	593	515
3 Mo. Roll Avg			835	757	816	886	951	918	852	843	868	826	761	802	796	846	725	866	853	937	814	771	744	735	726	669	650	686	681	698	667	714	706	724	660	606