MARKET ACTION REPORT April 2012

MLS Area: Wilmette

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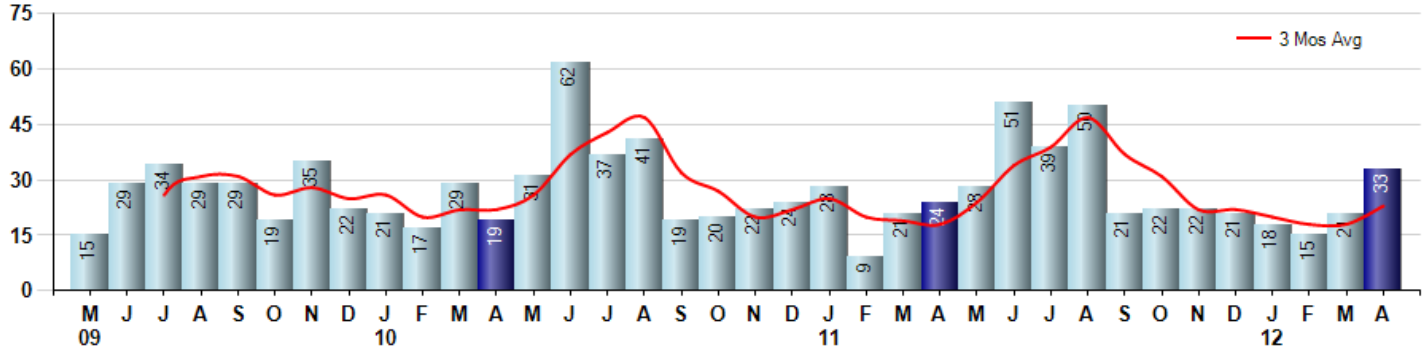
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*: LM	L3M	PYM	LY	YTD	Trending Versus*: PriorYTD	PriorYear
Median List Price of all Current Listings	$595,000	↑		↓				
Average List Price of all Current Listings	$804,499	↑		↑				
April Median Sales Price	$469,000	↔	↔	↓	↓	$467,500	↓	↓
April Average Sales Price	$519,738	↓	↓	↓	↓	$576,552	↓	↓
Total Properties Currently for Sale (Inventory)	183	↓		↓				
April Number of Properties Sold	33	↑		↑		87	↑	
April Average Days on Market (Solds)	143	↑	↑	↑	↑	122	↑	↑
April Month's Supply of Inventory	5.5	↓	↓	↓	↓	9.1	↓	↓
April Sale Price vs List Price Ratio	85.6%	↓	↑	↓	↓	85.0%	↓	↓

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

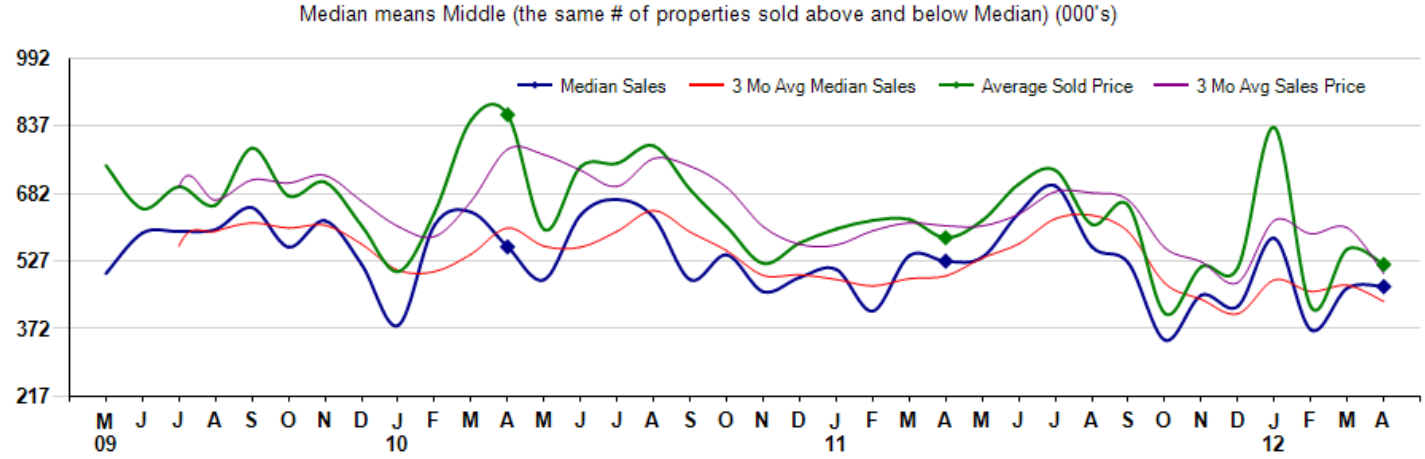
Property Sales

April Property sales were 33, up 37.5% from 24 in April of 2011 and 57.1% higher than the 21 sales last month. April 2012 sales were at their highest level compared to April of 2011 and 2010. April YTD sales of 87 are running 6.1% ahead of last year's year-to-date sales of 82.



Prices

The Median Sales Price in April was $469,000, down -11.1% from $527,463 in April of 2011 and up 0.6% from $466,000 last month. The Average Sales Price in April was $519,738, down -10.6% from $581,091 in April of 2011 and down -6.4% from $555,032 last month. April 2012 ASP was at the lowest level compared to April of 2011 and 2010.



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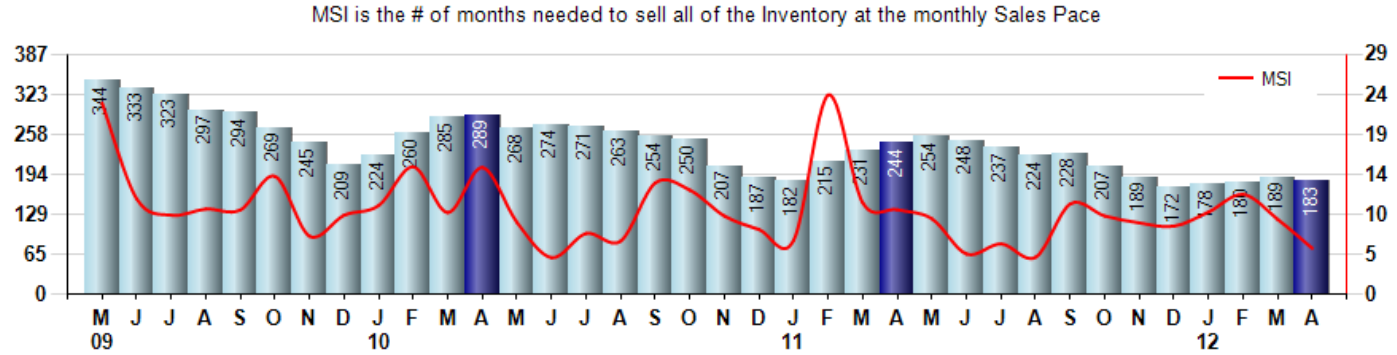
Inventory & MSI

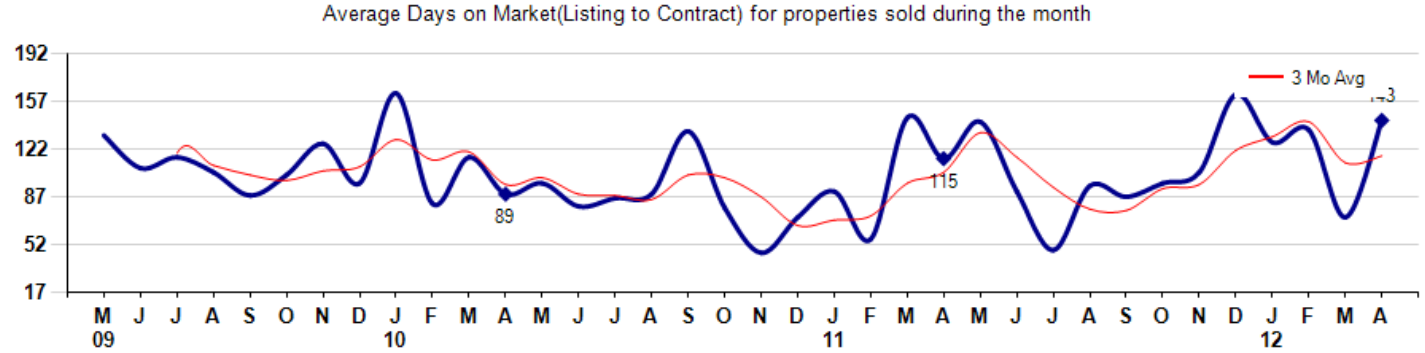
The Total Inventory of Properties available for sale as of April was 183, down -3.2% from 189 last month and down -25.0% from 244 in April of last year. April 2012 Inventory was at the lowest level compared to April of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2012 MSI of 5.5 months was at its lowest level compared with April of 2011 and 2010.



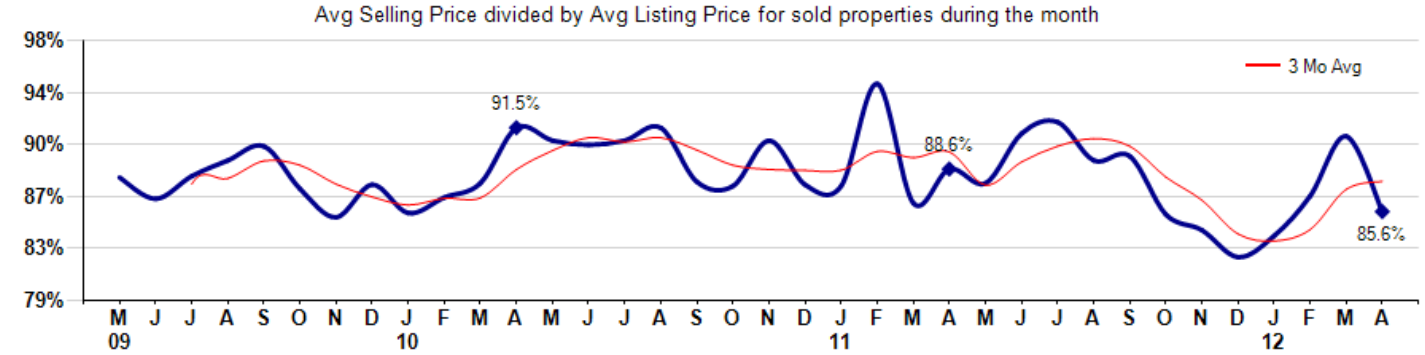
Market Time

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 April was 143, up 98.6% from 72 days last month and up 24.3% from 115 days in April of last year. The April 2012 DOM was at its highest level compared with April of 2011 and 2010.



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 April 2012 Selling Price vs Original List Price of 85.6% was down from 90.9% last month and down from 88.6% in April of last year.



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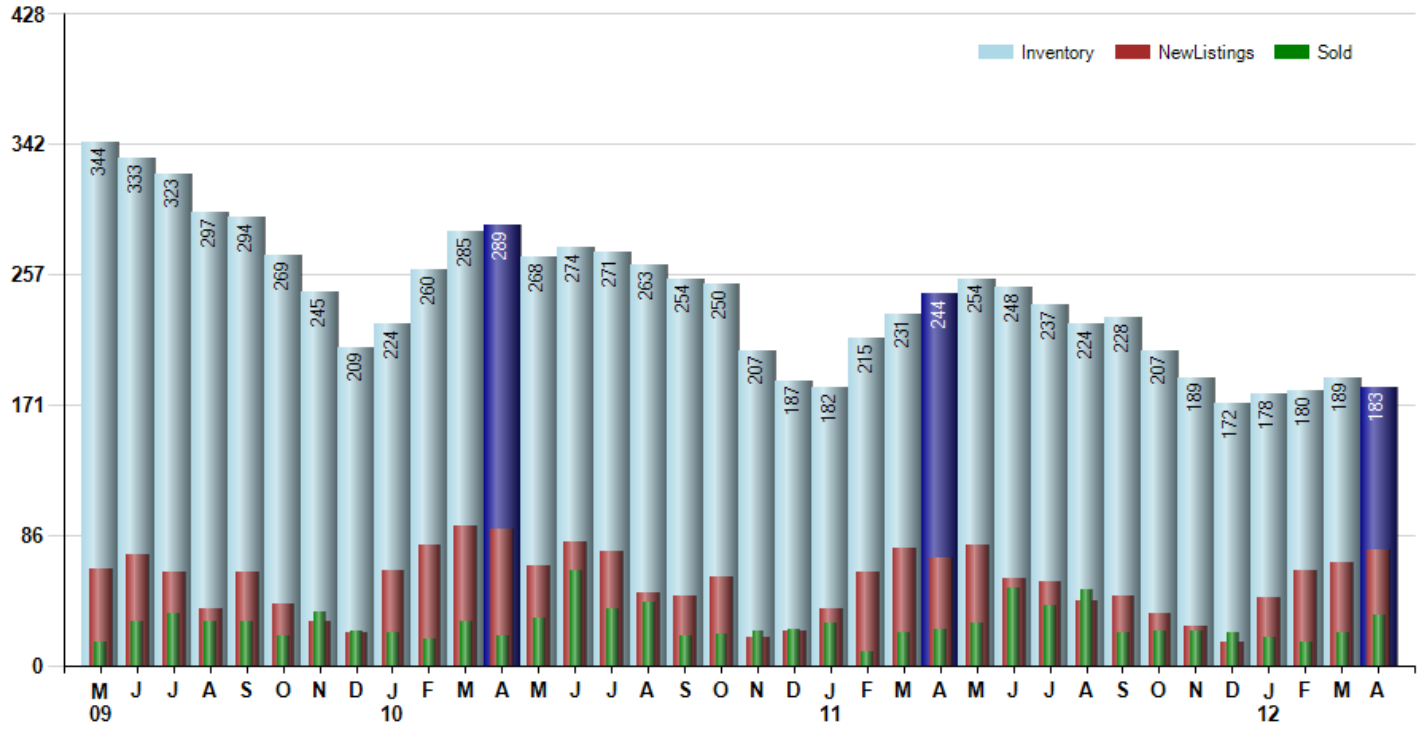
Inventory / New Listings / Sales

'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 April 2012 was 76, up 13.4% from 67 last month and up 7.0% from 71 in April of last year.



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COLDWELL BANKER
RESIDENTIAL BROKERAGE

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	M 09	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A
Homes Sold	15	29	34	29	29	19	35	22	21	17	29	19	31	62	37	41	19	20	22	24	28	9	21	24	28	51	39	50	21	22	22	21	18	15	21	33
3 Mo. Roll Avg			26	31	31	26	28	25	26	20	22	22	26	37	43	47	32	27	20	22	25	20	19	18	24	34	39	47	37	31	22	22	20	18	18	23

(000's)	M 09	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A
MedianSalePrice	499	592	596	600	650	560	620	520	380	610	640	560	485	633	669	628	485	542	458	490	509	413	540	527	536	638	700	560	524	347	449	424	580	370	466	469
3 Mo. Roll Avg			562	596	615	603	610	567	507	503	543	603	562	559	596	643	594	552	495	496	485	471	487	493	535	567	625	633	595	477	440	407	484	458	472	435

	M 09	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A
Inventory	344	333	323	297	294	269	245	209	224	260	285	289	268	274	271	263	254	250	207	187	182	215	231	244	254	248	237	224	228	207	189	172	178	180	189	183
MSI	23	11	10	10	10	14	7	10	11	15	10	15	9	4	7	6	13	13	9	8	7	24	11	10	9	5	6	4	11	9	9	8	10	12	9	6

	M 09	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A
Days On Market	132	108	116	105	88	103	126	97	163	82	116	89	97	80	86	89	135	79	46	72	91	56	145	115	142	91	48	95	87	97	105	162	127	136	72	143
3 Mo. Roll Avg			119	110	103	99	106	109	129	114	120	96	101	89	88	85	103	101	87	66	70	73	97	105	134	116	94	78	77	93	96	121	131	142	112	117

	M 09	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A
Price per Sq Ft	309	247	249	266	261	242	272	186	256	301	221	271	224	235	224	293	328	199	259	269	241	209	232	245	252	226	242	237	277	188	229	194	247	264	219	219
3 Mo. Roll Avg			268	254	259	256	258	233	238	248	259	264	239	243	228	251	282	273	262	242	256	240	227	229	243	241	240	235	252	234	231	204	223	235	243	234

	M 09	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A
Sale to List Price	0.880	0.865	0.881	0.892	0.902	0.872	0.852	0.875	0.855	0.866	0.876	0.915	0.906	0.903	0.906	0.915	0.877	0.874	0.906	0.875	0.874	0.946	0.862	0.886	0.876	0.911	0.919	0.892	0.895	0.854	0.843	0.824	0.839	0.867	0.909	0.856
3 Mo. Roll Avg			0.875	0.879	0.892	0.889	0.875	0.866	0.861	0.865	0.866	0.886	0.899	0.908	0.905	0.908	0.899	0.889	0.886	0.885	0.885	0.898	0.894	0.898	0.875	0.891	0.902	0.907	0.902	0.880	0.864	0.840	0.835	0.843	0.872	0.877

	M 09	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A
New Listings	63	73	61	37	61	40	29	21	62	79	92	89	65	81	75	48	46	58	18	22	37	61	77	71	79	57	55	42	46	34	26	15	44	62	67	76
Inventory	344	333	323	297	294	269	245	209	224	260	285	289	268	274	271	263	254	250	207	187	182	215	231	244	254	248	237	224	228	207	189	172	178	180	189	183
Sales	15	29	34	29	29	19	35	22	21	17	29	19	31	62	37	41	19	20	22	24	28	9	21	24	28	51	39	50	21	22	22	21	18	15	21	33

(000's)	M 09	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A
Avg Sale Price	747	648	698	656	787	677	709	609	504	639	851	863	600	744	752	792	691	607	522	569	601	621	623	581	620	704	736	612	655	408	515	513	834	423	555	520
3 Mo. Roll Avg			698	667	714	706	724	665	607	584	664	784	771	736	699	763	745	697	607	566	564	597	615	608	608	635	687	684	668	558	526	478	620	590	604	499

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