



## MLS Area: Wilmette



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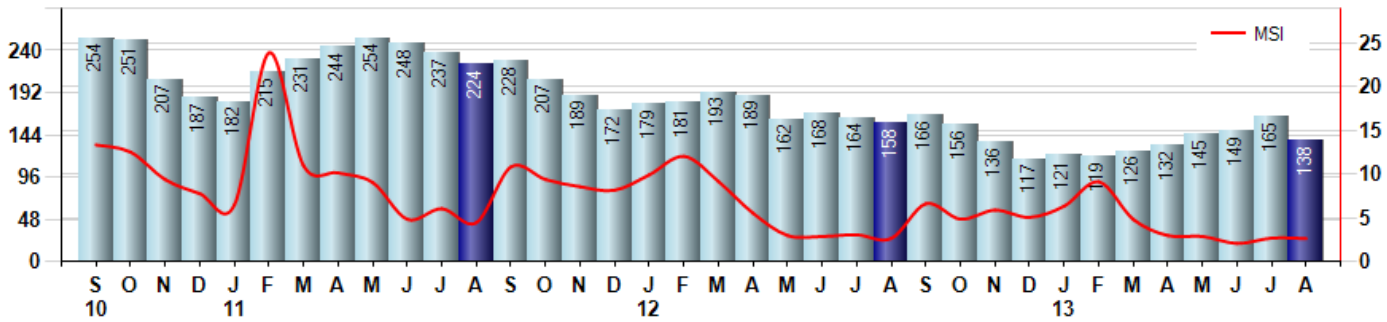
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

### Inventory & MSI

The Total Inventory of Properties available for sale as of August was 138, down -16.4% from 165 last month and down -12.7% from 158 in August of last year. August 2013 Inventory was at the lowest level compared to August of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2013 MSI of 2.7 months was at its lowest level compared with August of 2012 and 2011.

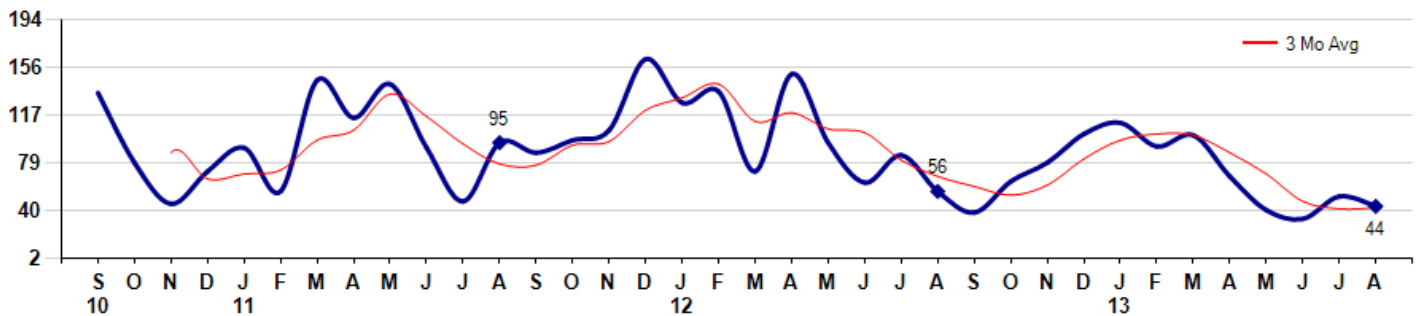
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 August was 44, down -15.4% from 52 days last month and down -21.4% from 56 days in August of last year. The August 2013 DOM was at its lowest level compared with August of 2012 and 2011.

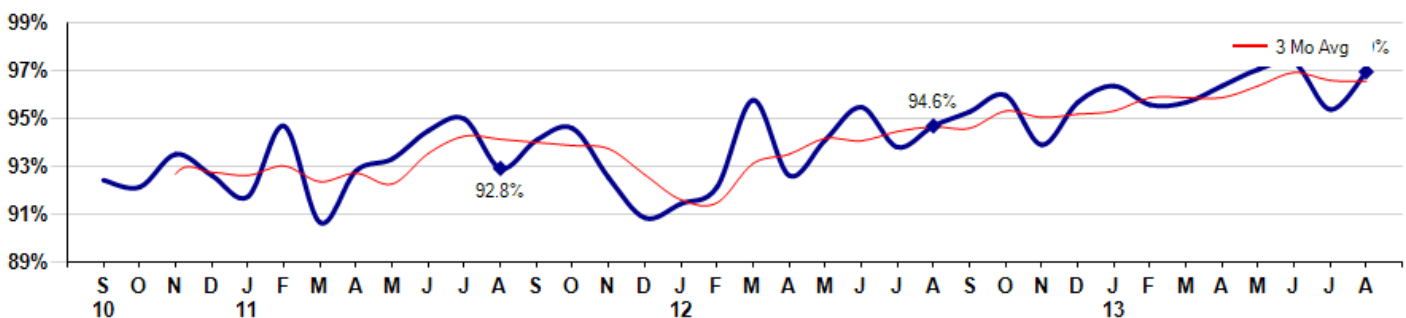
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 August 2013 Selling Price vs List Price of 96.9% was up from 95.3% last month and up from 94.6% in August of last year.

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



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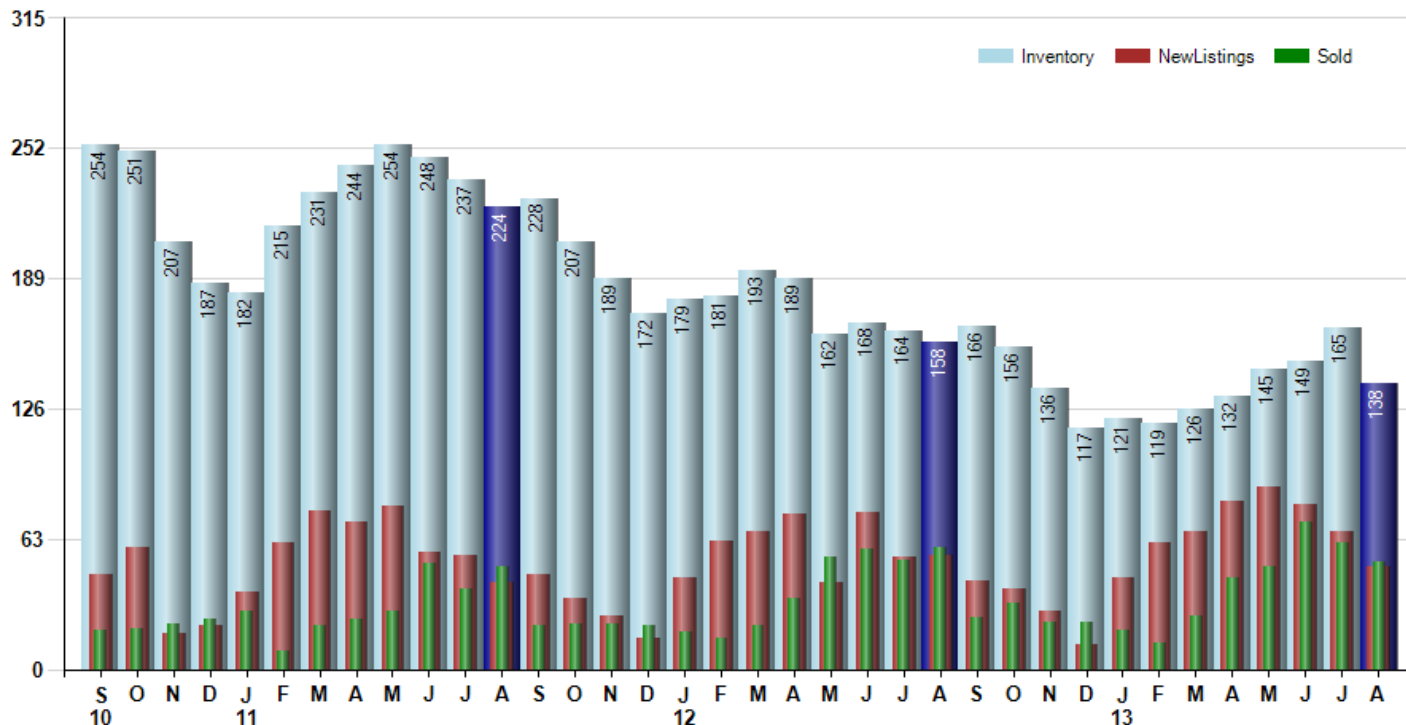
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### Inventory / New Listings / Sales

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 August 2013 was 50, down -25.4% from 67 last month and down -9.1% from 55 in August of last year.



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# MARKET ACTION REPORT

August 2013

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	S 10	O	N	D	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
Homes Sold	19	20	22	24	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	52
3 Mo. Roll Avg			20	22	25	20	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	61

	(000's) S 10	O	N	D	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
Median Sale Price	485	542	458	490	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	612
3 Mo. Roll Avg			495	496	485	471	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	620

	S 10	O	N	D	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
Inventory	254	251	207	187	182	215	231	244	254	248	237	224	228	207	189	172	179	181	193	189	162	168	164	158	166	156	136	117	121	119	126	132	145	149	165	138
MSI	13	13	9	8	7	24	11	10	9	5	6	4	11	9	9	8	10	12	9	6	3	3	3	3	7	5	6	5	6	9	5	3	3	2	3	3

	S 10	O	N	D	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
Days On Market	135	79	46	72	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	44
3 Mo. Roll Avg			87	66	70	73	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	43

	S 10	O	N	D	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
Price per Sq Ft	328	199	259	269	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	264
3 Mo. Roll Avg			262	242	256	240	227	229	243	241	240	235	252	234	231	204	223	235	243	233	220	228	236	239	238	245	245	244	234	216	217	227	256	258	258	

	S 10	O	N	D	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
Sale to List Price	0.923	0.920	0.934	0.925	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	0.969
3 Mo. Roll Avg			0.926	0.926	0.925	0.929	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	0.965

	S 10	O	N	D	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
New Listings	46	59	17	21	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	50
Inventory	254	251	207	187	182	215	231	244	254	248	237	224	228	207	189	172	179	181	193	189	162	168	164	158	166	156	136	117	121	119	126	132	145	149	165	138
Sales	19	20	22	24	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	52

	(000's) S 10	O	N	D	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
Avg Sale Price	691	607	522	569	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	660
3 Mo. Roll Avg			607	566	564	597	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	673

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