

## MLS Area: Wilmette



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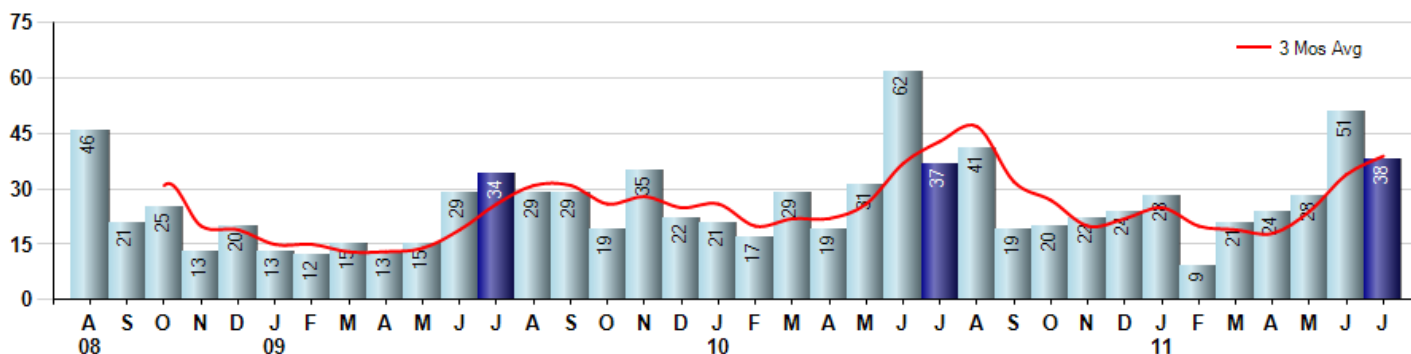
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$599,450	↓		↓				
Average List Price of all Current Listings	\$776,175	↓		↓				
July Median Sales Price	\$677,500	↑	↑	↑	↑	\$570,000	↓	↔
July Average Sales Price	\$728,868	↑	↑	↓	↑	\$655,426	↓	↓
Total Properties Currently for Sale (Inventory)	228	↓		↓				
July Number of Properties Sold	38	↓		↑		199	↓	
July Average Days on Market (Solds)	49	↓	↓	↓	↓	97	↔	↑
July Month's Supply of Inventory	6.0	↑	↓	↓	↓	10.1	↔	↔
July Sale Price vs List Price Ratio	91.8%	↑	↑	↑	↑	90.3%	↑	↑

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

### Property Sales

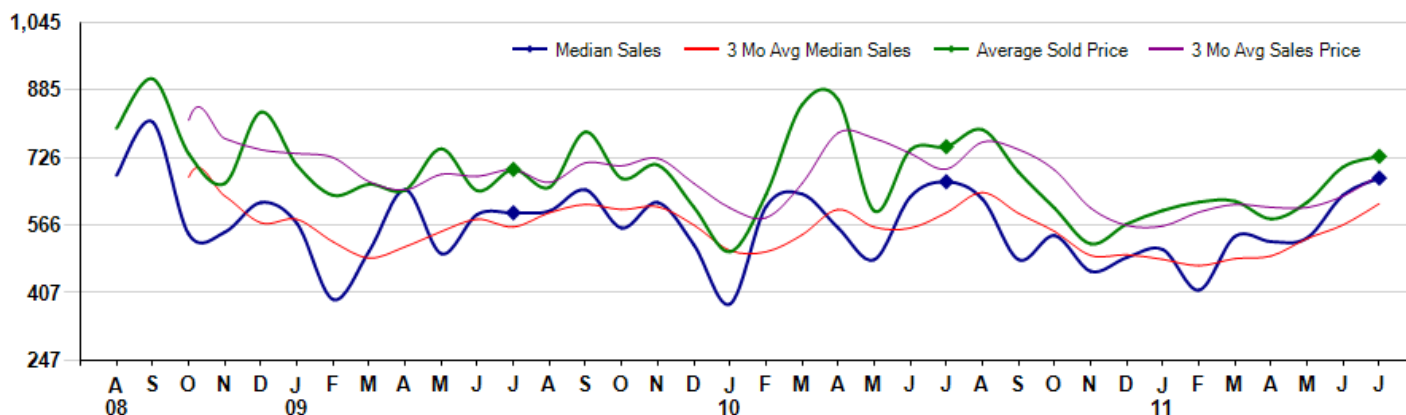
July Property sales were 38, up 2.7% from 37 in July of 2010 and -25.5% lower than the 51 sales last month. July 2011 sales were at their highest level compared to July of 2010 and 2009. July YTD sales of 199 are running -7.9% behind last year's year-to-date sales of 216.



### Prices

The Median Sales Price in July was \$677,500, up 1.3% from \$669,000 in July of 2010 and up 6.3% from \$637,500 last month. The Average Sales Price in July was \$728,868, down -3.0% from \$751,692 in July of 2010 and up 3.5% from \$704,052 last month. July 2011 ASP was at a mid range compared to July 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 8/1/2008 through 7/31/2011. 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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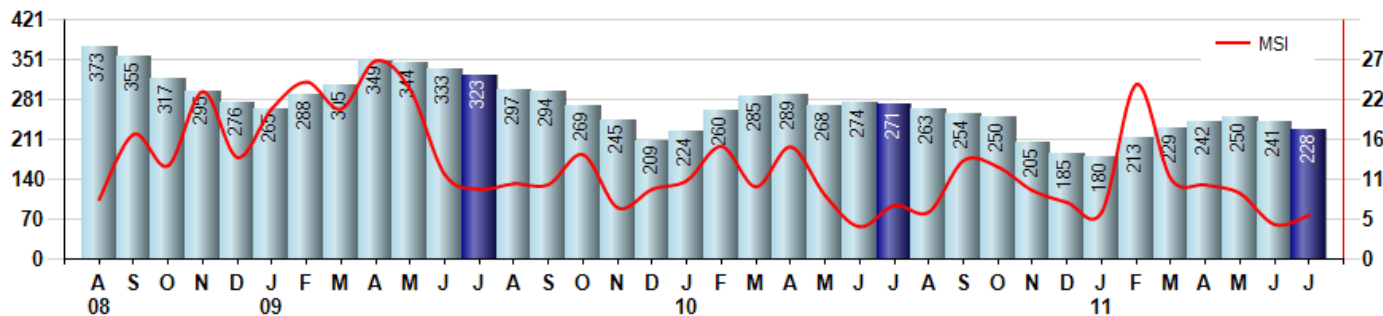
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### Inventory & MSI

The Total Inventory of Properties available for sale as of July was 228, down -5.4% from 241 last month and down -15.9% from 271 in July of last year. July 2011 Inventory was at the lowest level compared to July of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2011 MSI of 6.0 months was at its lowest level compared with July of 2010 and 2009.

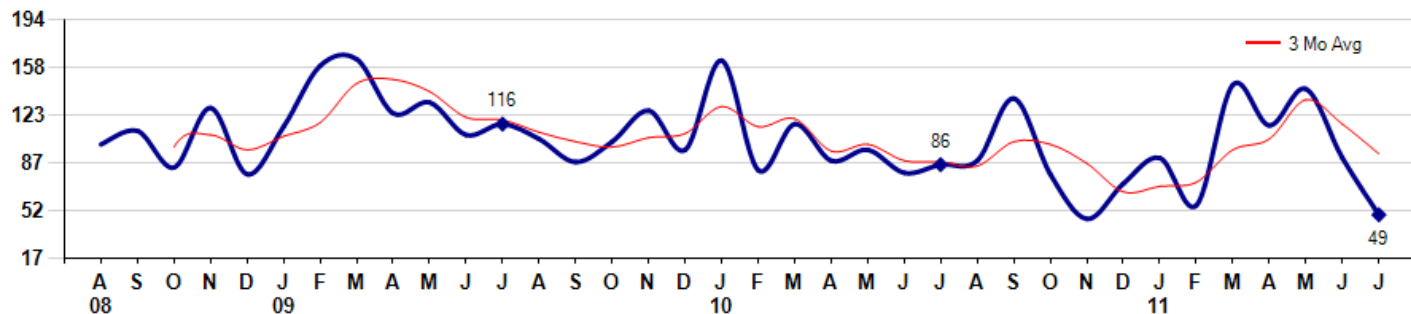
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 July was 49, down -46.2% from 91 days last month and down -43.0% from 86 days in July of last year. The July 2011 DOM was at its lowest level compared with July of 2010 and 2009.

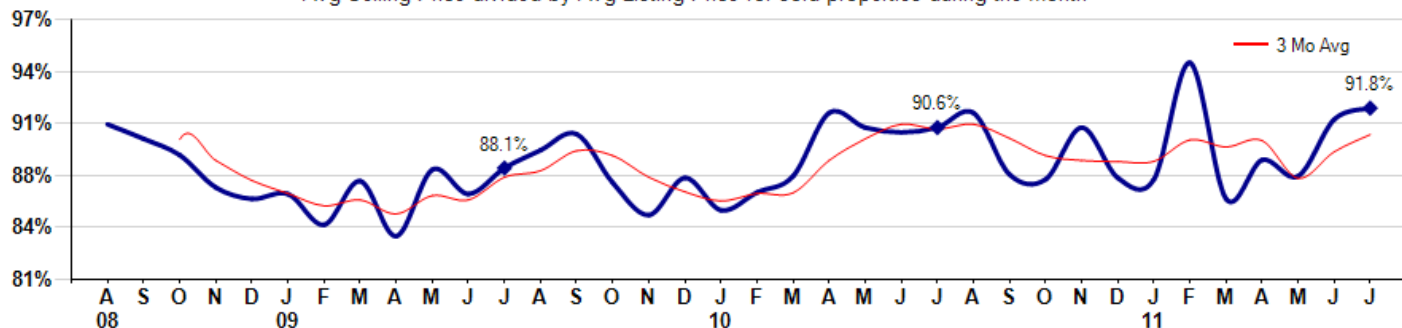
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 July 2011 Selling Price vs Original List Price of 91.8% was up from 91.1% last month and up from 90.6% in July of last year.

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



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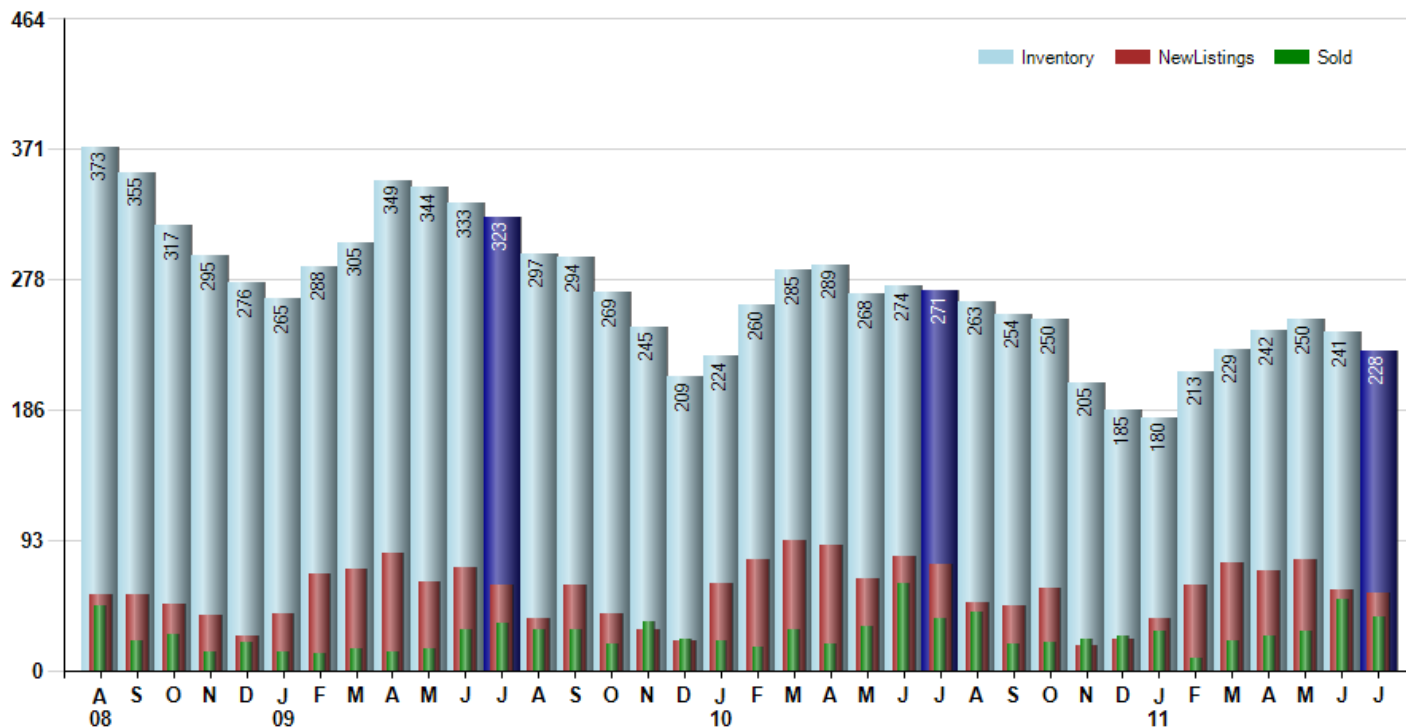
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### Inventory / New Listings / Sales

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 July 2011 was 55, down -3.5% from 57 last month and down -26.7% from 75 in July of last year.



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# MARKET ACTION REPORT

July 2011

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	A 08	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	M	A	M	J	J
Homes Sold	46	21	25	13	20	13	12	15	13	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	38
3 Mo. Roll Avg			31	20	19	15	13	13	14	19	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	

	(000's) A 08	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	M	A	M	J	J
Median Sale Price	684	810	545	550	620	570	391	505	650	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	678
3 Mo. Roll Avg			680	635	572	580	527	489	515	551	580	562	596	615	603	610	567	507	503	543	603	562	559	596	643	594	552	495	496	485	471	487	493	535	567	617

	A 08	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	M	A	M	J	J
Inventory	373	355	317	295	276	265	288	305	349	344	333	323	297	294	269	245	209	224	260	285	289	268	274	271	263	254	250	205	185	180	213	229	242	250	241	228
MSI	8	17	13	23	14	20	24	20	27	23	11	10	10	10	14	7	10	11	15	10	15	9	4	7	6	13	13	9	8	6	24	11	10	9	5	6

	A 08	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	M	A	M	J	J
Days On Market	101	111	84	128	79	114	159	164	124	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	49
3 Mo. Roll Avg			99	108	97	107	117	146	149	140	121	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

	A 08	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	M	A	M	J	J
Price per Sq Ft	270	289	307	337	225	222	244	268	236	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	238
3 Mo. Roll Avg			289	311	290	261	230	245	249	271	264	268	254	259	256	258	233	238	248	259	264	239	243	228	251	282	273	262	242	256	240	227	229	243	241	239

	A 08	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	M	A	M	J	J
Sale to List Price	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	0.855	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	0.918
3 Mo. Roll Avg			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	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

	A 08	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	M	A	M	J	J
New Listings	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	61	77	71	79	57	55
Inventory	373	355	317	295	276	265	288	305	349	344	333	323	297	294	269	245	209	224	260	285	289	268	274	271	263	254	250	205	185	180	213	229	242	250	241	228
Sales	46	21	25	13	20	13	12	15	13	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	38

	(000's) A 08	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	M	A	M	J	J
Avg Sale Price	795	912	735	665	833	708	637	663	649	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	729
3 Mo. Roll Avg			814	771	744	735	726	669	650	686	681	698	667	714	706	724	665	607	584	664	784	771	736	699	763	745	697	607	566	564	597	615	608	608	635	684

