

## MLS Area: Wilmette



**ART WILSON**  
 Broker, Realtor  
 847-363-1599  
 Art.Wilson@cbexchange.com



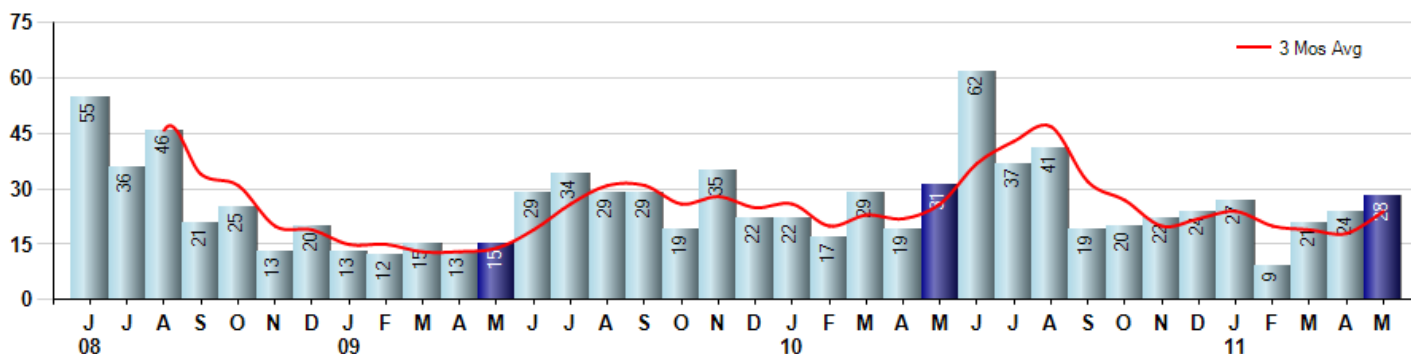
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$625,000	↔		↑				
Average List Price of all Current Listings	\$787,026	↑		↑				
May Median Sales Price	\$536,250	↑	↑	↑	↓	\$522,500	↓	↓
May Average Sales Price	\$620,489	↑	↑	↑	↓	\$610,560	↓	↓
Total Properties Currently for Sale (Inventory)	244	↑		↓				
May Number of Properties Sold	28	↑		↓		109	↓	
May Average Days on Market (Solds)	142	↑	↑	↑	↑	117	↑	↑
May Month's Supply of Inventory	8.7	↓	↓	↑	↓	11.9	↔	↑
May Sale Price vs List Price Ratio	87.6%	↓	↓	↓	↓	88.7%	↑	↓

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

### Property Sales

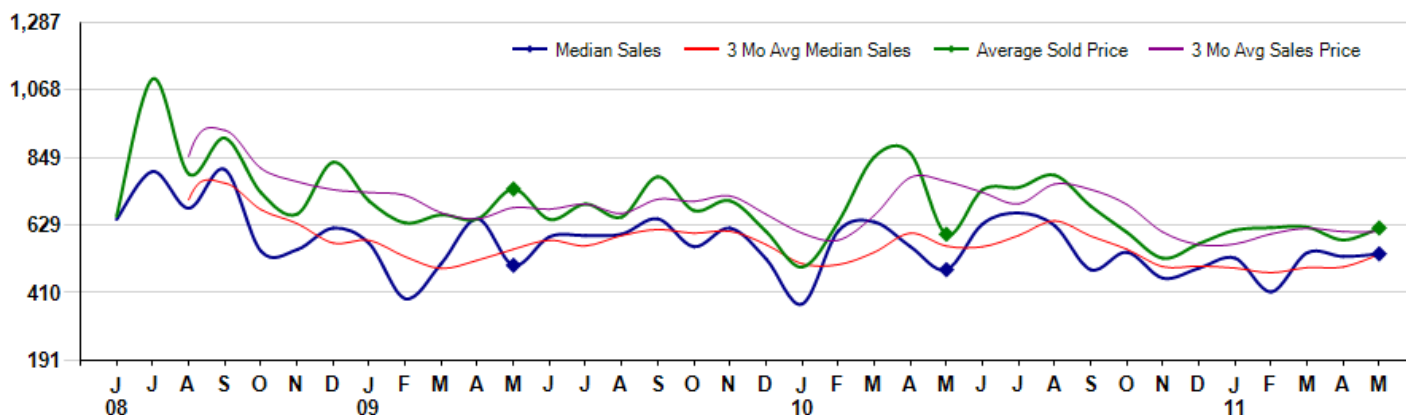
May Property sales were 28, down -9.7% from 31 in May of 2010 and 16.7% higher than the 24 sales last month. May 2011 sales were at a mid level compared to May of 2010 and 2009. May YTD sales of 109 are running -7.6% behind last year's year-to-date sales of 118.



### Prices

The Median Sales Price in May was \$536,250, up 10.6% from \$485,000 in May of 2010 and up 1.7% from \$527,463 last month. The Average Sales Price in May was \$620,489, up 3.4% from \$600,030 in May of 2010 and up 6.8% from \$581,091 last month. May 2011 ASP was at a mid range compared to May of 2010 and 2009.

Median means Middle (the same # of properties sold above and below Median) (000's)



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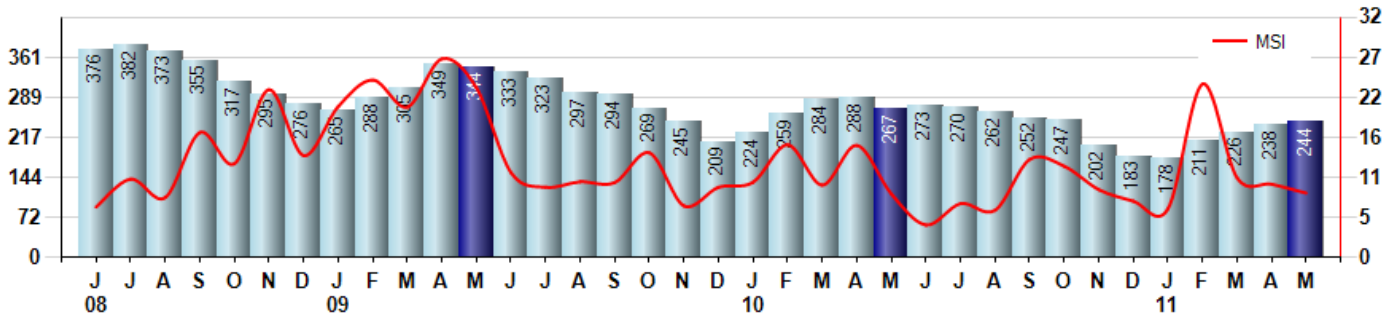
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### Inventory & MSI

The Total Inventory of Properties available for sale as of May was 244, up 2.5% from 238 last month and down -8.6% from 267 in May of last year. May 2011 Inventory was at the lowest level compared to May of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2011 MSI of 8.7 months was at a mid range compared with May of 2010 and 2009.

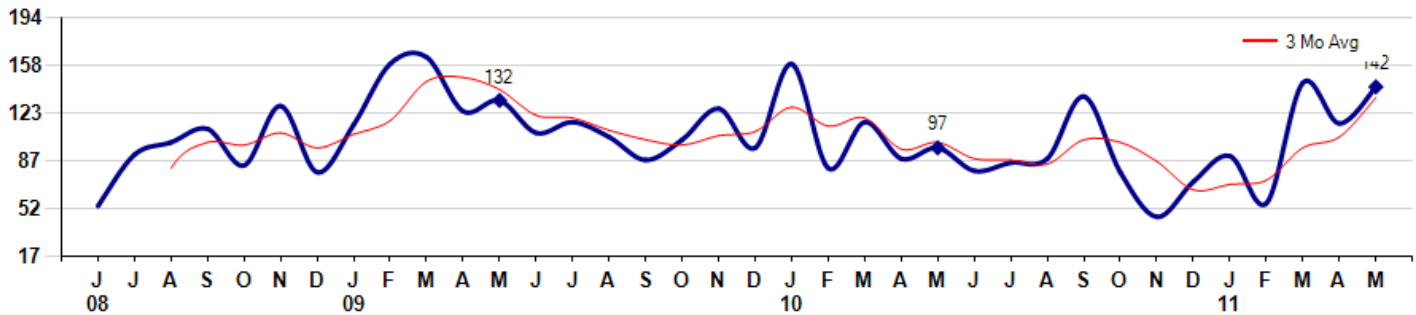
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 May was 142, up 23.5% from 115 days last month and up 46.4% from 97 days in May of last year. The May 2011 DOM was at its highest level compared with May of 2010 and 2009.

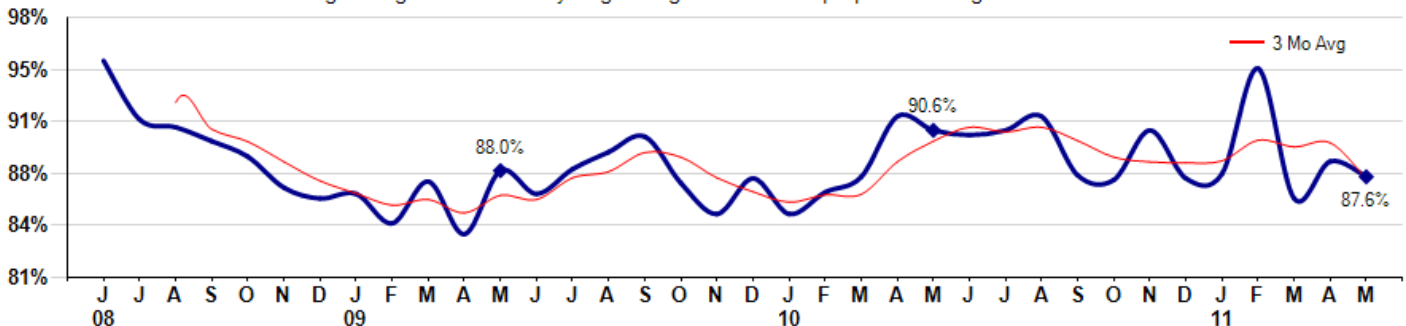
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 May 2011 Selling Price vs Original List Price of 87.6% was down from 88.6% last month and down from 90.6% in May of last year.

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



Based on information from Midwest Real Estate Data LLC for the period 6/1/2008 through 5/31/2011. 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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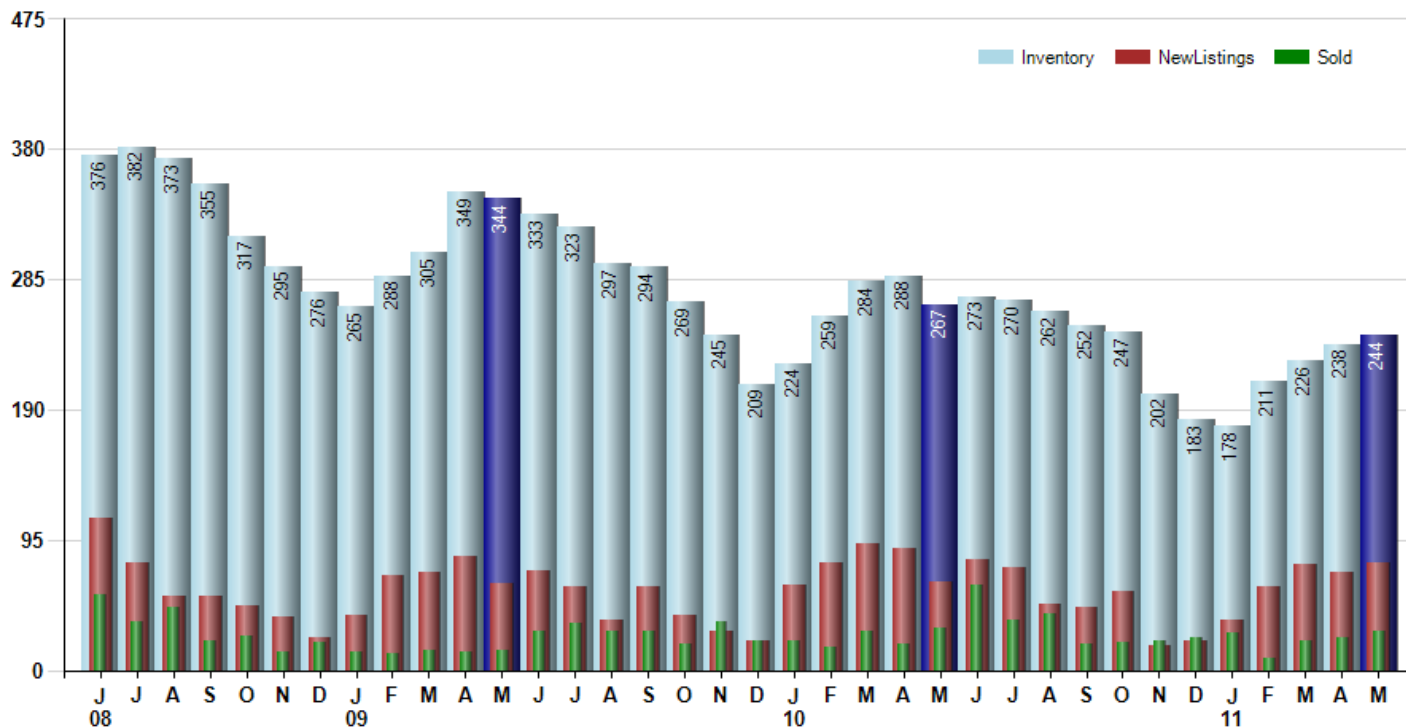
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### Inventory / New Listings / Sales

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 May 2011 was 79, up 11.3% from 71 last month and up 21.5% from 65 in May of last year.



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# MARKET ACTION REPORT

May 2011

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	J 08	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	M	A	M
Homes Sold	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	21	24	28
3 Mo. Roll Avg			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	19	18	24

	(000's) J 08	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	M	A	M
Median Sale Price	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	540	527	536
3 Mo. Roll Avg			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	492	493	535

	J 08	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	M	A	M
Inventory	376	382	373	355	317	295	276	265	288	305	349	344	333	323	297	294	269	245	209	224	259	284	288	267	273	270	262	252	247	202	183	178	211	226	238	244
MSI	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	8	7	23	11	10	9

	J 08	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	M	A	M
Days On Market	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	145	115	142
3 Mo. Roll Avg			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	97	105	134

	J 08	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	M	A	M
Price per Sq Ft	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	232	245	252
3 Mo. Roll Avg			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	231	229	243

	J 08	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	M	A	M
Sale to List Price	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	0.862	0.886	0.876
3 Mo. Roll Avg			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	0.895	0.898	0.875

	J 08	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	M	A	M
New Listings	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	61	77	71	79
Inventory	376	382	373	355	317	295	276	265	288	305	349	344	333	323	297	294	269	245	209	224	259	284	288	267	273	270	262	252	247	202	183	178	211	226	238	244
Sales	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	21	24	28

	(000's) J 08	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	M	A	M
Avg Sale Price	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	623	581	620
3 Mo. Roll Avg			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	619	608	608

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