

MLS Area: Wilmette



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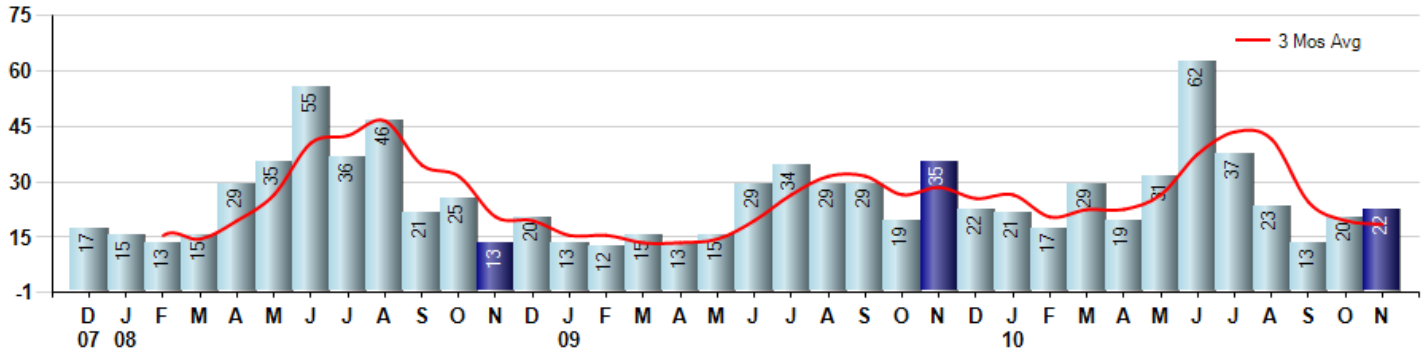
Single Family Home, Townhome, Condo | Price \$0 to \$99,999,000

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$575,000	↓		↓				
Average List Price of all Current Listings	\$725,902	↓		↓				
November Median Sales Price	\$457,500	↓	↓	↓	↓	\$575,500	↓	↔
November Average Sales Price	\$522,177	↓		↓		\$700,649	↑	↑
Total Properties Currently for Sale (Inventory)	185	↓		↓				
November Number of Properties Sold	22	↑		↓		294	↑	
November Average Days on Market (Solds)	46	↓	↓	↓	↓	94	↓	↓
November Month's Supply of Inventory	8.4	↓	↓	↑	↓	10.9	↓	↓
November Sale Price vs List Price Ratio	90.6%	↑	↑	↑	↑	89.5%	↑	↑

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

Property Sales

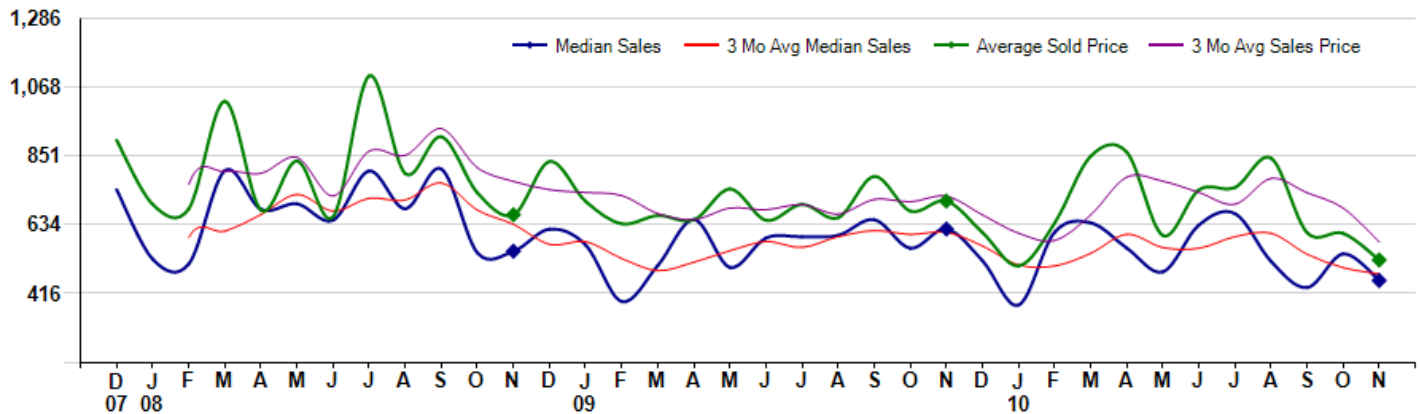
November Property sales were 22, down -37.1% from 35 in November of 2009 and 10.0% higher than the 20 sales last month. November 2010 sales were at a mid level compared to November of 2009 and 2008. November YTD sales of 294 are running 21.0% ahead of last year's year-to-date sales of 243.



Prices

The Median Sales Price in November was \$457,500, down -26.2% from \$620,000 in November of 2009 and down -15.6% from \$541,750 last month. The Average Sales Price in November was \$522,177, down -26.3% from \$708,516 in November of 2009 and down -13.9% from \$606,575 last month. November 2010 ASP was at the lowest level compared to November of 2009 and 2008.

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 12/1/2007 through 11/30/2010. 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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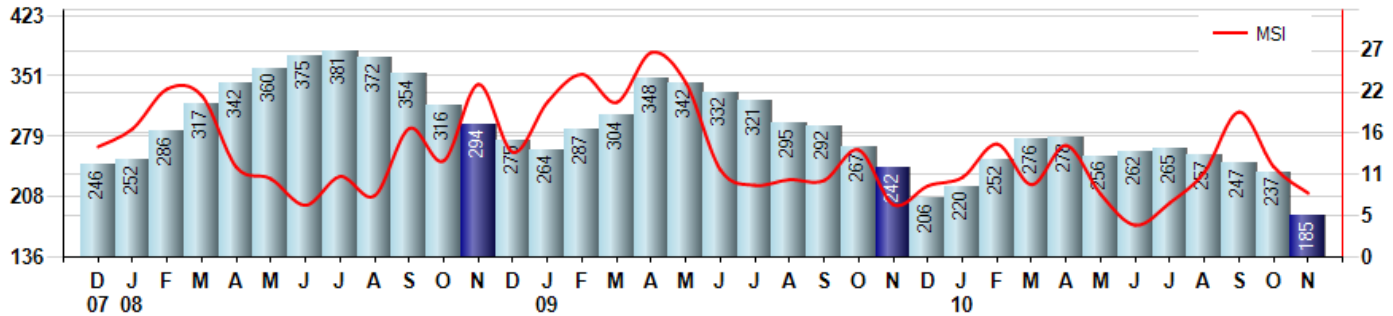
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Inventory & MSI

The Total Inventory of Properties available for sale as of November was 185, down -21.9% from 237 last month and down -23.6% from 242 in November of last year. November 2010 Inventory was at the lowest level compared to November of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2010 MSI of 8.4 months was at a mid range compared with November of 2009 and 2008.

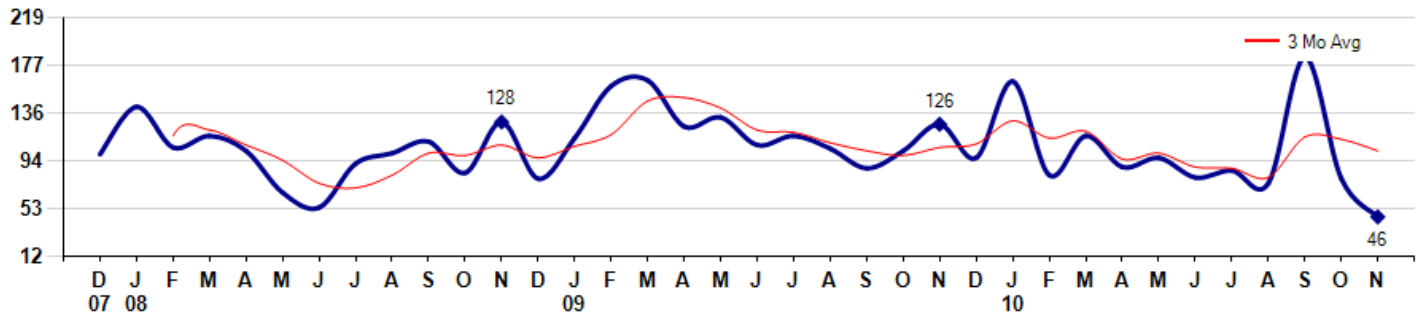
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 November was 46, down -41.8% from 79 days last month and down -63.5% from 126 days in November of last year. The November 2010 DOM was at its lowest level compared with November of 2009 and 2008.

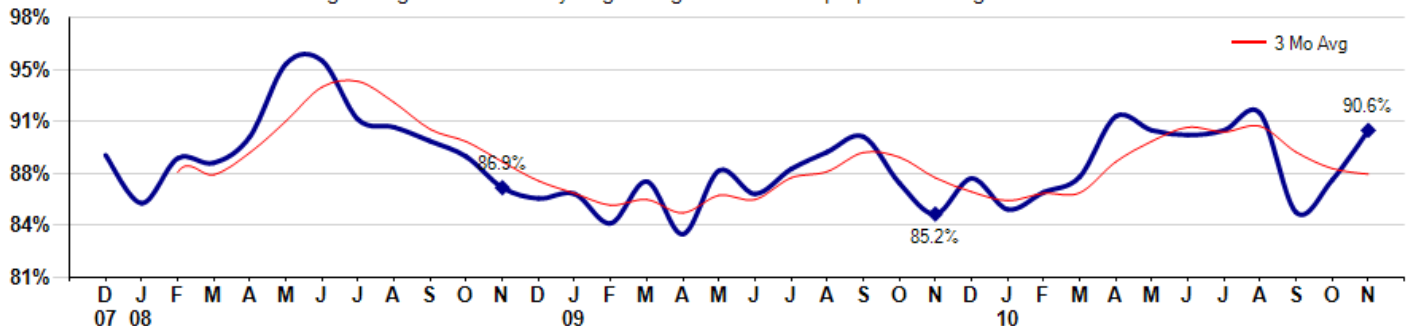
Average Days on Market (Listing to Contract) for properties sold during the month



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 November 2010 Selling Price vs Original List Price of 90.6% was up from 87.4% last month and up from 85.2% in November of last year.

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



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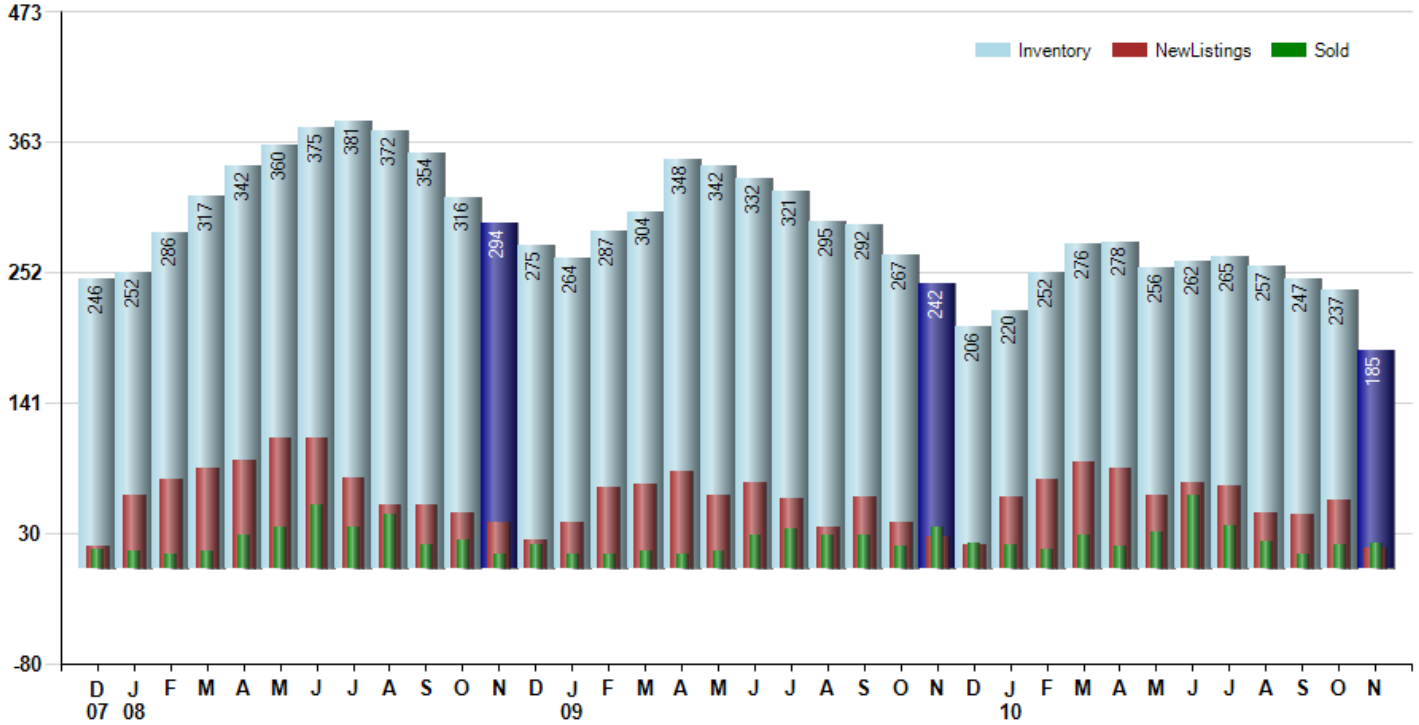
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Inventory / New Listings / Sales

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 November 2010 was 18, down -69.0% from 58 last month and down -35.7% from 28 in November of last year.



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	D 07	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	F	M	A	M	J	J	A	S	O	N
Homes Sold	17	15	13	15	29	35	55	36	46	21	25	13	20	13	12	15	13	15	29	34	29	29	19	35	22	21	17	29	19	31	62	37	23	13	20	22
3 Mo. Roll Avg			15	14	19	26	40	42	46	34	31	20	19	15	15	13	13	14	19	26	31	31	26	28	25	26	20	22	22	26	37	43	41	24	19	18

(000's)	D 07	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	F	M	A	M	J	J	A	S	O	N
Median Sale Price	745	525	510	805	683	700	648	804	684	810	545	550	620	570	391	505	650	499	592	596	600	650	560	620	520	380	610	640	560	485	633	669	518	435	542	458
3 Mo. Roll Avg			593	613	666	729	677	717	712	766	680	635	572	580	527	489	515	551	580	562	596	615	603	610	567	507	503	543	603	562	559	596	607	541	498	478

	D 07	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	F	M	A	M	J	J	A	S	O	N
Inventory	246	252	286	317	342	360	375	381	372	354	316	294	275	264	287	304	348	342	332	321	295	292	267	242	206	220	252	276	278	256	262	265	257	247	237	185
MSI	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	10	15	10	15	8	4	7	11	19	12	8

	D 07	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	F	M	A	M	J	J	A	S	O	N
Days On Market	100	141	106	116	103	67	54	92	101	111	84	128	79	114	159	164	124	132	108	116	105	88	103	126	97	163	82	116	89	97	80	86	75	184	79	46
3 Mo. Roll Avg			116	121	108	95	75	71	82	101	99	108	97	107	117	146	149	140	121	119	110	103	99	106	109	129	114	120	96	101	89	88	80	115	113	103

	D 07	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	F	M	A	M	J	J	A	S	O	N
Price per Sq Ft	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	256	301	221	271	224	235	224	292	0	199	259
3 Mo. Roll Avg			295	275	329	331	348	313	303	290	289	311	290	261	230	245	249	271	264	268	254	259	256	258	233	238	248	259	264	239	243	228	250	172	164	153

	D 07	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	F	M	A	M	J	J	A	S	O	N
Sale to List Price	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	0.875	0.855	0.866	0.876	0.915	0.906	0.903	0.906	0.917	0.853	0.874	0.906
3 Mo. Roll Avg			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	0.865	0.866	0.886	0.899	0.908	0.905	0.909	0.892	0.881	0.878

	D 07	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	F	M	A	M	J	J	A	S	O	N
New Listings	19	62	76	85	92	111	111	78	54	54	47	39	24	40	69	72	83	62	73	60	36	61	39	28	21	61	76	91	86	62	73	71	47	46	58	18
Inventory	246	252	286	317	342	360	375	381	372	354	316	294	275	264	287	304	348	342	332	321	295	292	267	242	206	220	252	276	278	256	262	265	257	247	237	185
Sales	17	15	13	15	29	35	55	36	46	21	25	13	20	13	12	15	13	15	29	34	29	29	19	35	22	21	17	29	19	31	62	37	23	13	20	22

(000's)	D 07	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	F	M	A	M	J	J	A	S	O	N
Avg Sale Price	901	698	684	1,024	680	835	659	1,104	795	912	735	665	833	708	637	663	649	747	648	698	656	787	677	709	609	504	639	851	863	600	744	752	844	609	607	522
3 Mo. Roll Avg			761	802	796	846	725	866	853	937	814	771	744	735	726	669	650	686	681	698	667	714	706	724	665	607	584	664	784	771	736	699	780	735	686	579

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