

City: *Wilmette*



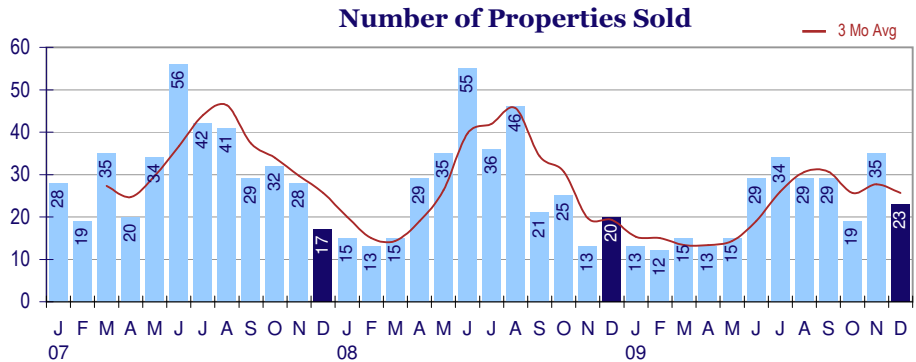
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$577,000	↓		↓				
Average List Price of all Current Listings	\$723,803	↓		↓				
December Median Sales Price	\$470,000	↓	↓	↓	↓	\$677,500	↓	↓
December Average Sales Price	\$593,120	↓	↓	↓	↓	\$684,546	↓	↓
Total Properties Currently for Sale (Inventory)	198	↓		↓				
December Number of Properties Sold	23	↓		↑		266	↓	
December Average Days on Market (Solds)	95	↓	↓	↑	↑	115	↑	↑
Asking Price per Square Foot (based on New Listings)	\$262	↑	↑	↔	↓	\$277	↓	↓
December Sold Price per Square Foot	\$186	↓	↓	↓	↓	\$250	↓	↓
December Month's Supply of Inventory	8.6	↑	↑	↓	↓	15.3	↑	↑
December Sale Price vs List Price Ratio	87.3%	↑	↑	↑	↓	86.7%	↓	↓

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

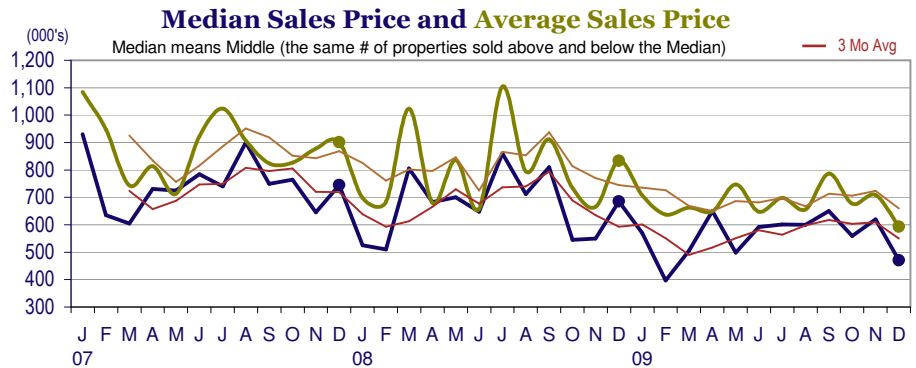
## Property Sales

December Property sales were 23, up 15.0% from 20 in December of 2008 and -34.3% lower than the 35 sales last month. December 2009 sales were at their highest level compared to December of 2008 and 2007. December YTD sales of 266 are running -17.6% behind last year's year-to-date sales of 323.



## Prices

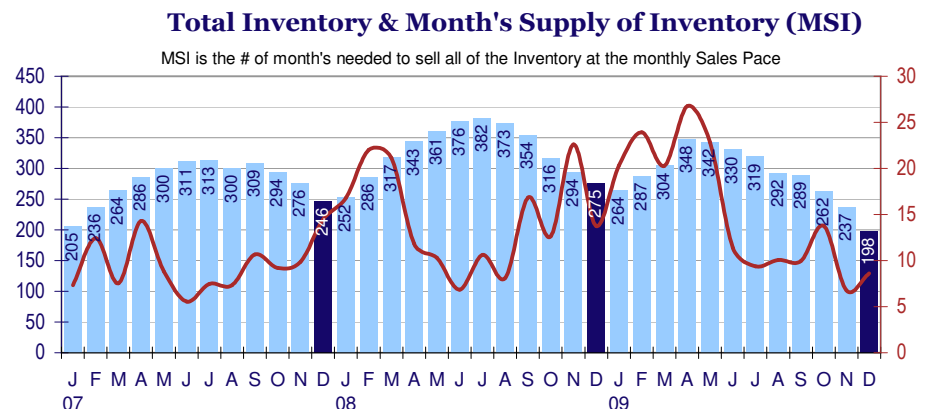
The Median Sales Price in December was \$470,000, down -31.4% from \$685,000 in December of 2008 and down -24.2% from \$620,000 last month. The Average Sales Price in December was \$593,120, down -28.8% from \$833,395 in December of 2008 and down -16.3% from \$708,516 last month. December 2009 ASP was at the lowest level compared to December of 2008 and 2007.



## Inventory & MSI

The Total Inventory of Properties available for sale as of December was 198, down -16.5% from 237 last month and down -28.0% from 275 in December of last year. December 2009 Inventory was at its lowest level compared with December of 2008 and 2007.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2009 MSI of 8.6 months was at its lowest level compared with December of 2008 and 2007.



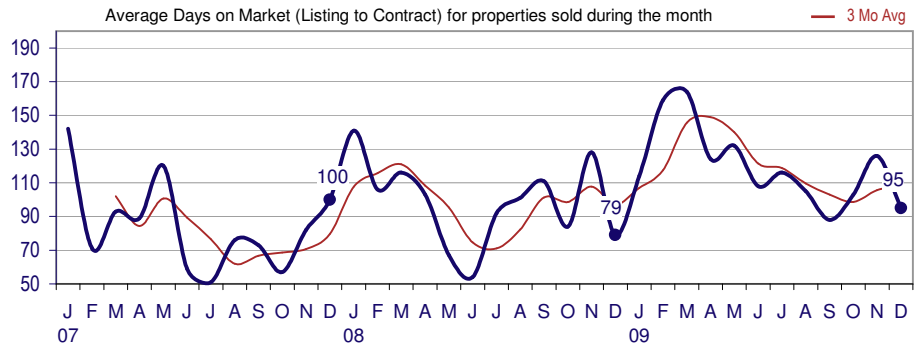
City: *Wilmette*



## 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 December was 95, down -24.6% from 126 days last month and up 20.3% from 79 days in December of last year. The December 2009 DOM was at a mid level compared with December of 2008 and 2007.

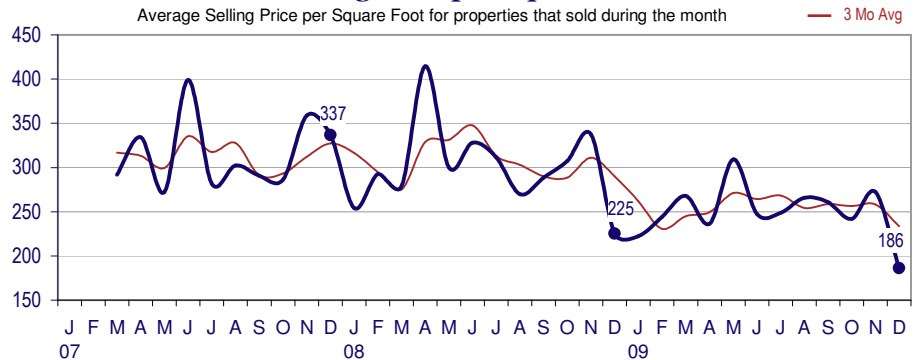
## Days On Market for Sold Properties



## Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The December 2009 Selling Price per Square Foot of \$186 was down -31.6% from \$272 last month and down -17.4% from 225 in December of last year.

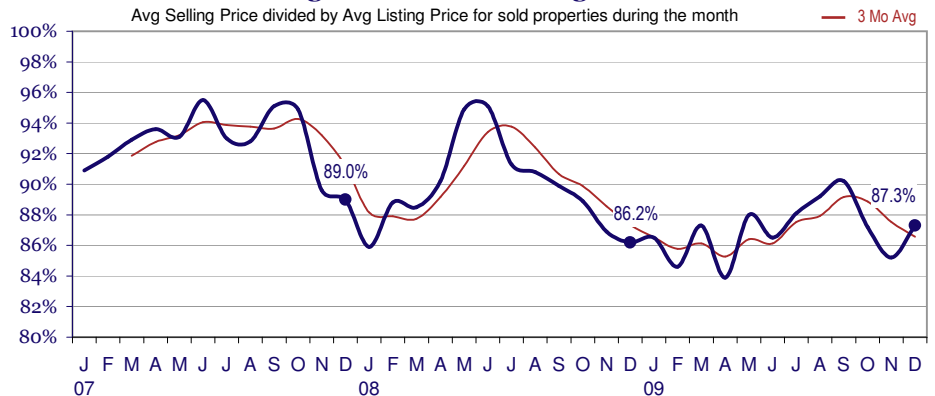
## Selling Price per Square Foot



## 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 December 2009 Selling Price vs Original List Price of 87.3% was up from 85.2% last month and up from 86.2% in December of last year.

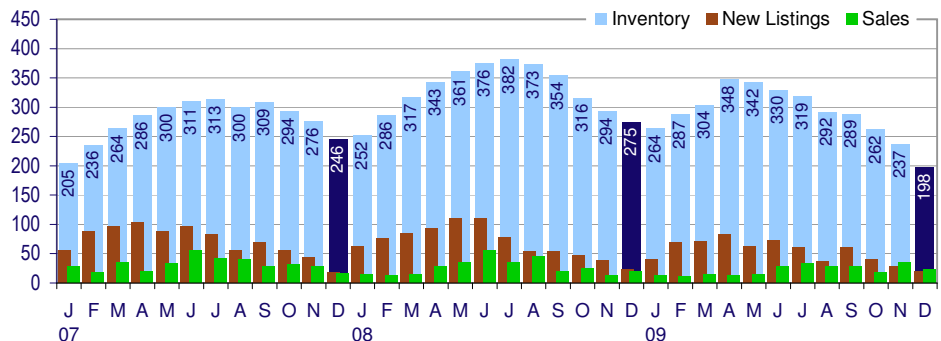
## Selling Price versus Listing Price Ratio



## 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 December 2009 was 21, down -27.6% from 29 last month and down -12.5% from 24 in December of last year.

## Inventory / New Listings / Sales



## City: Wilmette

Price Range: All | Property Types: Single Family - Condo - TwnHm

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	28	19	35	20	34	56	42	41	29	32	28	17	15	13	15	29	35	55	36	46	21	25	13	20	13	12	15	13	15	29	34	29	29	19	35	23
3 Mo. Roll Avg			27	25	30	37	44	46	37	34	30	26	20	15	14	19	26	40	42	46	34	31	20	19	15	15	13	13	14	19	26	31	31	26	28	26

(000's)	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	930	635	605	731	725	785	740	900	750	765	646	745	525	510	805	683	700	648	860	713	810	545	550	685	570	397	505	650	499	592	601	600	650	560	620	470
3 Mo. Roll Avg			723	657	687	747	750	808	797	805	720	719	639	593	613	666	729	677	736	740	794	689	635	593	602	551	491	517	551	580	564	598	617	603	610	550

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Inventory	205	236	264	286	300	311	313	300	309	294	276	246	252	286	317	343	361	376	382	373	354	316	294	275	264	287	304	348	342	330	319	292	289	262	237	198
MSI	7	12	8	14	9	6	7	7	11	9	10	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

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Days on Market	142	71	93	89	120	59	51	76	73	57	82	100	141	106	116	103	67	54	92	101	111	84	128	79	114	159	164	124	132	108	116	105	88	103	126	95
3 Mo. Roll Avg			102	84	101	89	77	62	67	69	71	80	108	116	121	108	95	75	71	82	101	99	108	97	107	117	146	149	140	121	119	110	103	99	106	108

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	342		292	334	272	399	282	302	291	286	359	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
3 Mo. Roll Avg			317	313	299	335	318	328	292	293	312	327	317	295	275	329	331	348	313	303	290	289	311	290	262	231	245	249	271	264	268	254	259	256	258	233

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	0.909	0.918	0.929	0.936	0.931	0.955	0.930	0.928	0.951	0.949	0.896	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	0.873
3 Mo. Roll Avg			0.919	0.928	0.932	0.941	0.939	0.938	0.936	0.943	0.932	0.912	0.882	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

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
New Listings	56	88	96	104	88	96	83	55	69	55	45	19	62	76	85	93	111	111	78	54	54	47	39	24	40	69	72	83	63	73	61	37	61	40	29	21
Inventory	205	236	264	286	300	311	313	300	309	294	276	246	252	286	317	343	361	376	382	373	354	316	294	275	264	287	304	348	342	330	319	292	289	262	237	198
Sales	28	19	35	20	34	56	42	41	29	32	28	17	15	13	15	29	35	55	36	46	21	25	13	20	13	12	15	13	15	29	34	29	29	19	35	23

(000's)	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	1084	948	743	814	713	922	1024	907	824	826	878	901	698	684	1024	680	835	659	1104	795	912	735	665	833	708	637	663	649	747	648	698	656	787	677	709	593
3 Mo. Roll Avg			925	835	757	816	886	951	918	852	843	868	826	761	802	796	846	725	866	853	937	814	771	744	735	726	669	650	686	681	698	667	714	706	724	660

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