

City: *Wilmette*



Price Range: All | Properties: Single Family - Condo - TwnHm

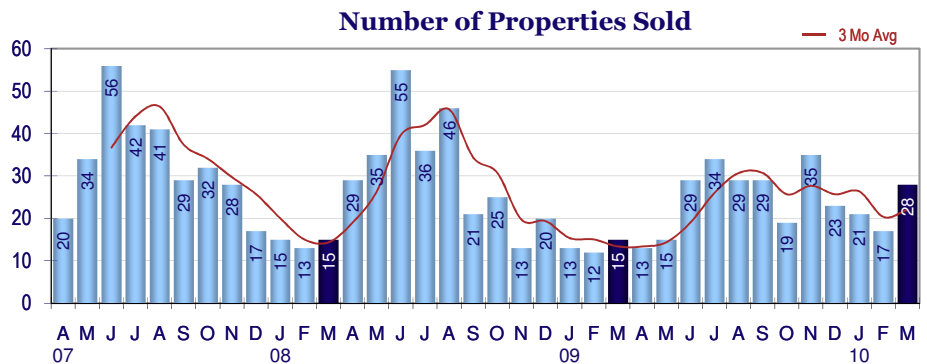
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$572,000	-1%		-8%				
Average List Price of all Current Listings	\$719,533	1%		-9%				
March Median Sales Price	\$655,000	7%	20%	30%	15%	\$573,500	5%	1%
March Average Sales Price	\$869,313	36%	30%	31%	29%	\$693,590	4%	3%
Total Properties Currently for Sale (Inventory)	276	8%		-9%				
March Number of Properties Sold	28	65%		87%		66	65%	
March Average Days on Market (Solds)	114	39%	0%	-30%	-4%	121	-17%	2%
Asking Price per Square Foot (based on New Listings)	\$260	-26%	-11%	-16%	-6%	\$298	6%	8%
March Sold Price per Square Foot	\$221	-27%	-12%	-17%	-12%	\$259	4%	3%
March Month's Supply of Inventory	9.9	-35%	-17%	-51%	-36%	11.8	-45%	-23%
March Sale Price vs List Price Ratio	92.4%	.2%	-1%	-1.7%	.2%	92.8%	1.6%	.6%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

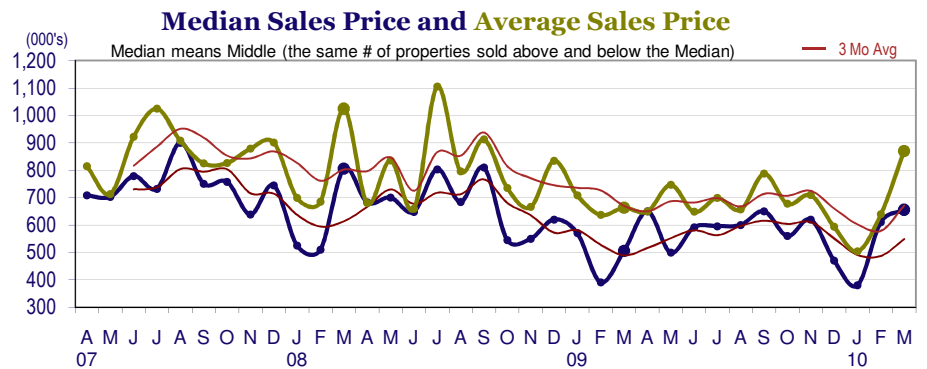
## Property Sales

March Property sales were 28, up 86.7% from 15 in March of 2009 and 64.7% higher than the 17 sales last month. March 2010 sales were at their highest level compared to March of 2009 and 2008. March YTD sales of 66 are running 65.0% ahead of last year's year-to-date sales of 40.



## Prices

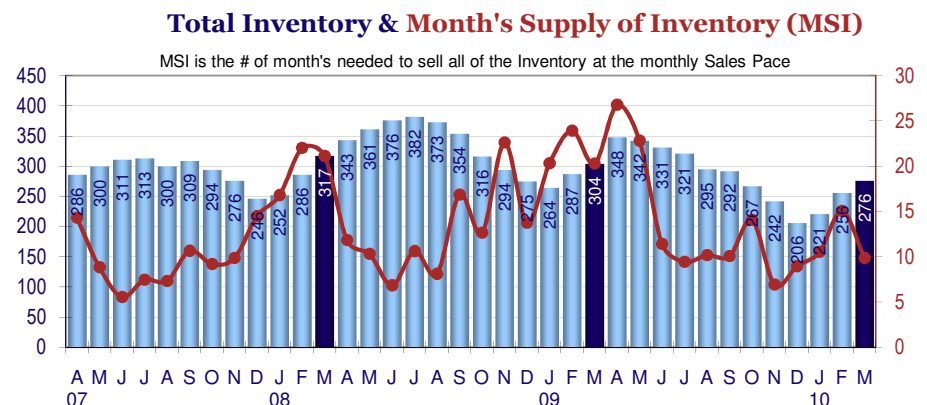
The Median Sales Price in March was \$655,000, up 29.7% from \$505,000 in March of 2009 and up 7.4% from \$610,000 last month. The Average Sales Price in March was \$869,313, up 31.1% from \$663,033 in March of 2009 and up 36.1% from \$638,906 last month. March 2010 ASP was at a mid range compared to March of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of March was 276, up 7.8% from 256 last month and down -9.2% from 304 in March of last year. March 2010 Inventory was at its lowest level compared with March of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2010 MSI of 9.9 months was at its lowest level compared with March of 2009 and 2008.



City: *Wilmette*

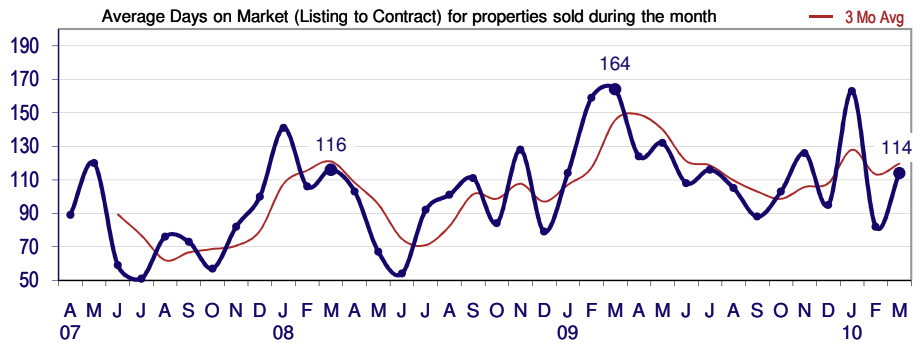


Price Range: All | Properties: Single Family - Condo - TwnHm

## 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 March was 114, up 39.0% from 82 days last month and down -30.5% from 164 days in March of last year. The March 2010 DOM was at its lowest level compared with March of 2009 and 2008.

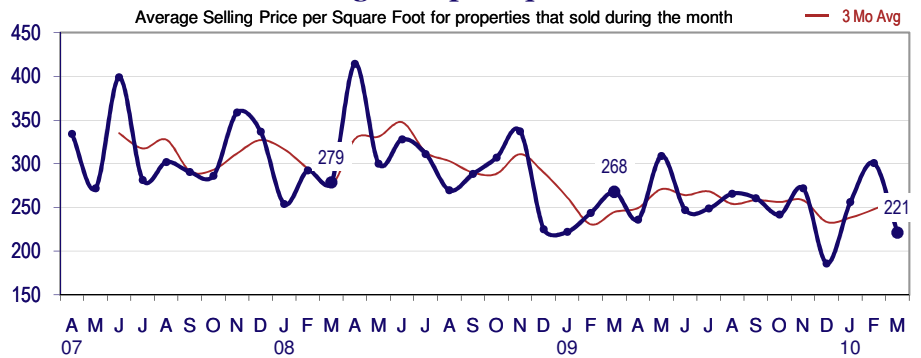
## Days On Market for Sold Properties



## 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 March 2010 Selling Price per Square Foot of \$221 was down -26.5% from \$301 last month and down -17.5% from 268 in March of last year.

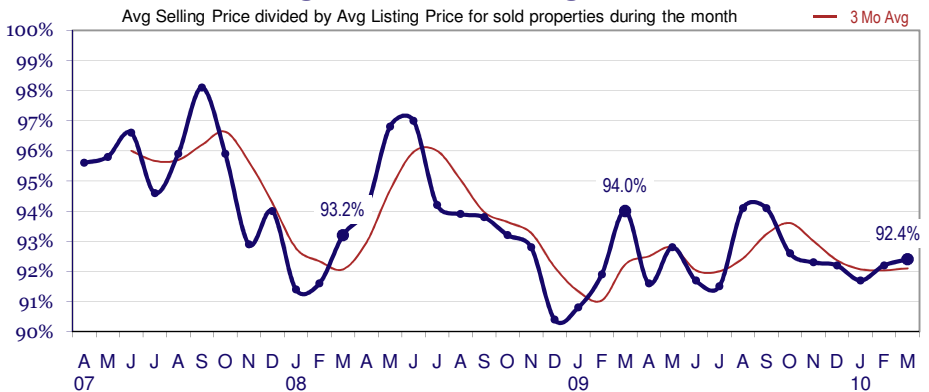
## Selling Price per Square Foot



## 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 March 2010 Selling Price vs Original List Price of 92.4% was up from 92.2% last month and down from 94.0% in March of last year.

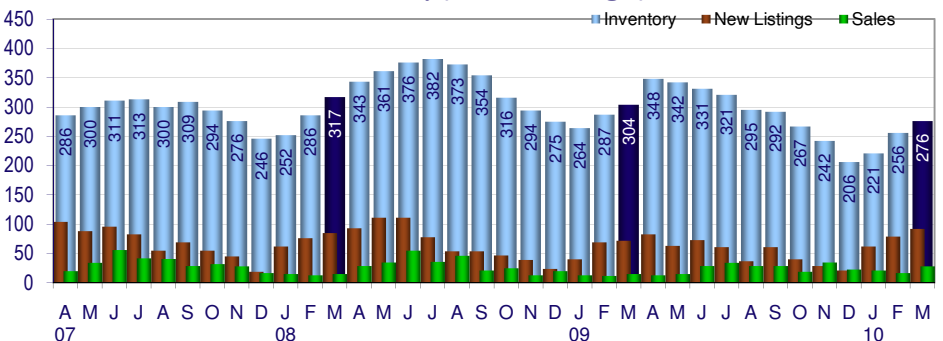
## Selling Price versus Listing Price Ratio



## 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 March 2010 was 92, up 16.5% from 79 last month and up 27.8% from 72 in March of last year.

## Inventory / New Listings / Sales



## City: Wilmette

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

	A 07	M	J	J	A	S	O	N	D	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
Homes Sold	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	21	17	28
3 Mo. Roll Avg			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	26	20	22

(000's)	A 07	M	J	J	A	S	O	N	D	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
Median Sale Price	708	703	779	732	900	750	758	638	745	525	510	805	683	700	648	804	684	810	545	550	620	570	391	505	650	499	592	596	600	650	560	620	470	380	610	655
3 Mo. Roll Avg			730	738	804	794	803	715	714	636	593	613	666	729	677	717	712	766	680	635	572	580	527	489	515	551	580	562	596	615	603	610	550	490	487	548

	A 07	M	J	J	A	S	O	N	D	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
Inventory	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	331	321	295	292	267	242	206	221	256	276
MSI	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	11	15	10

	A 07	M	J	J	A	S	O	N	D	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
Days on Market	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	163	82	114
3 Mo. Roll Avg			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	128	113	120

	A 07	M	J	J	A	S	O	N	D	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
Price per Sq Ft	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	256	301	221
3 Mo. Roll Avg			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	238	248	260

	A 07	M	J	J	A	S	O	N	D	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
Sale to List Price	0.956	0.958	0.966	0.946	0.959	0.981	0.959	0.929	0.940	0.914	0.916	0.932	0.941	0.968	0.970	0.942	0.939	0.938	0.932	0.928	0.904	0.908	0.919	0.940	0.916	0.928	0.917	0.915	0.941	0.941	0.926	0.923	0.922	0.917	0.922	0.924
3 Mo. Roll Avg			0.960	0.957	0.957	0.962	0.966	0.956	0.943	0.928	0.923	0.921	0.930	0.947	0.960	0.960	0.950	0.940	0.936	0.933	0.921	0.913	0.910	0.922	0.925	0.928	0.920	0.920	0.924	0.932	0.936	0.930	0.924	0.921	0.920	0.921

	A 07	M	J	J	A	S	O	N	D	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
New Listings	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	62	79	92
Inventory	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	331	321	295	292	267	242	206	221	256	276
Sales	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	21	17	28

(000's)	A 07	M	J	J	A	S	O	N	D	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
Avg Sale Price	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	504	639	869
3 Mo. Roll Avg			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	602	579	671