



Snapshot- Wilmette

Don Shea, Coldwell Banker

Report Date: 04/02/09

The Beginning of Activity ...

Last month I asked the question, “Where’s the excitement?” I spoke with a number of agents and clients and no one, it seemed, had a good answer. That may be changing. Wilmette had more activity and with nicer weather, we saw more people come out.

Here are a few notes:

- 45 NEW listings in March, one more than February, at an average List Price of \$978,180. While higher than last month, it’s marginally lower (3.3%) than all ACTIVES (\$1,011,865.).
- There are 17 properties that went UNDER CONTRACT or PENDING this month. The average List Price for properties under contract is \$743,242; properties PENDING had an average list price of \$553,080. I like the increase to \$743, 242—that means buyers are moving into the more expensive properties.
- The average SOLD Price was \$755,125—slightly higher (+3.2%) than the February result.

Buyers remain very selective. We see many people actively engaged in finding a new home. I am still concerned about the employment outlook; that metric will influence optimism and willingness to move.

Keep your eye on inventories—that’s still the key to this market.

As always, call me if I can help you with your real estate needs – DS

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Online Notes:

- New Features on website:

Easy to print Open House Lists by town

www.dsahomes.com/openhouses.html

- For more info and comments, check the link to my blog on my website — www.DSAhomes.com

Data as of 04/02/09

	February, 2009		March, 2009		Trend
Housing Inventory (SFR)	186		194		↑
Average Home Price – Active Properties	\$1,000,735		\$1,011, 865		↑
Avg. Market Time (Actives)	219 Days		204 Days		↓
Inventory Trend	Decreasing		Increasing		↑
Average Sold Price (1)	\$731,573		\$755,125		↑
Number transactions	8		12		↑
Contract Price as % of List Price	Range:	91%-96%	Range:	92% - 100%	
	Average:	93%	Average:	92%	
	Trend	<u>Slightly Positive</u>	Trend	<u>Slightly Negative</u>	
Overall Market Trend	SLOW: Listing activity of truly NEW properties has been very slow.			ENCOURAGING: More NEW listings, better Pricing	