MARKET ACTION REPORT

September 2011

MLS Area: Evanston



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

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Market Profile & Trends Overview	Month	LM	L ₃ M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$279,000	1		+				
Average List Price of all Current Listings	\$415,630	Î		+				
September Median Sales Price	\$331,000	1	1	•	1	\$291,000	+	
September Average Sales Price	\$379,610	1	1	1	1	\$369,166		‡
Total Properties Currently for Sale (Inventory)	621	+		•				
September Number of Properties Sold	63		-	•	-	554	+	-
September Average Days on Market (Solds)	87	+	+	1	+	88	+	
September Month's Supply of Inventory	9.9	1	1	+	+	12.3	+	
September Sale Price vs List Price Ratio	89.2%	1	+	+	+	90.0%	+	1

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

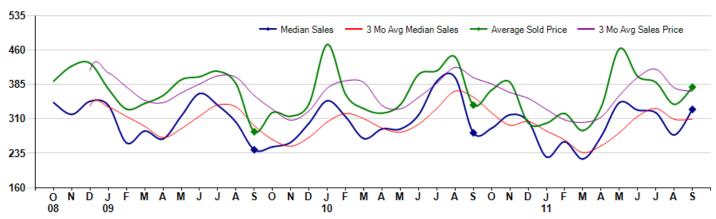
Property Sales

September Property sales were 63, down -6.0% from 67 in September of 2010 and -26.7% lower than the 86 sales last month. September 2011 sales were at their lowest level compared to September of 2010 and 2009. September YTD sales of 554 are running -12.9% behind last year's year-to-date sales of 636.



The Median Sales Price in September was \$331,000, up 18.2% from \$280,000 in September of 2010 and up 20.2% from \$275,325 last month. The Average Sales Price in September was \$379,610, up 11.5% from \$340,567 in September of 2010 and up 11.0% from \$342,028 last month. September 2011 ASP was at highest level compared to September of 2010 and 2009.

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





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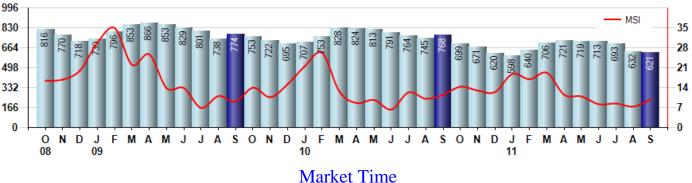
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Inventory & MSI

The Total Inventory of Properties available for sale as of September was 621, down -1.7% from 632 last month and down -19.1% from 768 in September of last year. September 2011 Inventory was at the lowest level compared to September of 2010 and 2009.

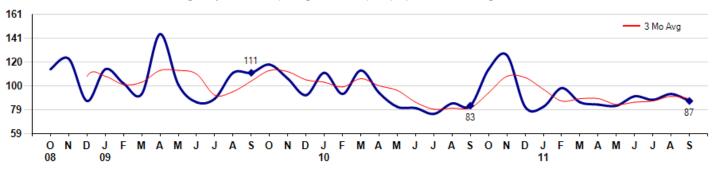
A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2011 MSI of 9.9 months was at a mid range compared with September of 2010 and 2009.

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



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 September was 87, down -6.5% from 93 days last month and up 4.8% from 83 days in September of last year. The September 2011 DOM was at a mid range compared with September 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 September 2011 Selling Price vs Original List Price of 89.2% was up from 88.5% last month and down from 91.2% in September of last year.



Based on information from Midwest Real Estate Data LLC for the period 10/1/2008 through 9/30/2011. Due to MLS reporting methods and allowable reportingpolicy, 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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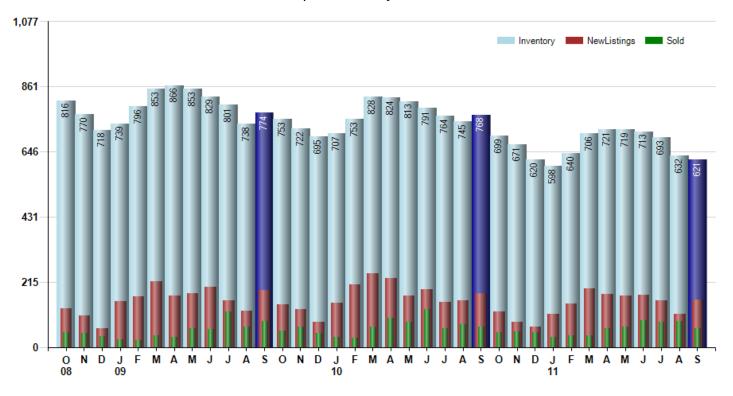
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Inventory / New Listings / Sales

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 September 2011 was 156, up 43.1% from 109 last month and down -11.9% from 177 in September of last year.



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Homes Sold 3 Mo. Roll Avg	O 08 50	46 3	D J 09 86 25 14 36		M 39 29	A 34 32	M 62 45	J 60 52	J 116 79	A 67 81	S 85 89	O 54 69	N 68 69	D 46 56	J 10 33 49	F 29 36	M 66 43	A 96 64		J 125 102	J 62 90	A 74 87	S 67 68	O 49 63	N 52 56	D 50 50	J 11 32 45	F 38 40	M 37 36	A 63 46	M 66 55	J 87 72	J 82 78	A 86 85	S 63 77
MedianSalePrice 3 Mo. Roll Avg	O 08 346	320 34	D J 09 19 340 38 336		M 284 294	A 267 270	M 317 289	366 316		A 303 336	S 243 295	O 250 265	N 260 251	D 301 270	J 10 350 304	F 315 322	M 267 311				J 393 333			O 290 324	N 319 296	305		F 261 264		A 272 252			J 324 333	A 275 3 310 3	S 331 310
Inventory MSI	O 08 816 16	770 71	D J 09 18 739 20 30	796	M 853 22	866 25	M 853 14	J 829 14	J 801 7	A 738 11	5 774 9	753 14	N 722 11	D 695 15	J 10 707 21	F 753 26	M 828 13	A 824 9	M 813 10	791 6	J 764 12	A 745 10	S 768 11	O 699 14	N 671 13		J 11 598 19	F 640 17	M 706 19	A 721 11	M 719 11	J 713 8	J 693 8		S 521 10
Days On Market 3 Mo. Roll Avg	O 08 114	123 8	D J 09 87 114 08 108	F 102 101	93 103	A 144 113	M 101 113	J 86 110	J 89 92	A 111 95	S 111 104		N 106 112	92		93 99	M 113 106	A 94 100	M 82 96	J 81 86	76 80	85 81	83 81	0 114 94	N 126 108	D 82 107	J 11 82 97	F 98 87	M 86 89	A 84 89	M 83 84	J 91 86	J 88 87		S 87 89
Price per Sq Ft 3 Mo. Roll Avg	O 08 200	230 21	D J 09 19 263 16 237	F 205 229	M 195 221			J 206 215	J 211 211	A 225 214	S 173 203	O 252 217	N 298 241	D 233 261	J 10 238 256			A 208 204	M 193 202	J 220 207	J 219 211		S 211 211	O 222 212	N 180 204	150		F 136 154					J 197 204		S 201 98
Sale to List Price 3 Mo. Roll Avg	O 08	0.894 0.8	D J 09 77 0.891 90 0.887	F 0.867 0.878	M 0.871 0.876		M 0.873 0.862			A 0.872 0.900				D 0.886 0.884				A 0.893 0.886						O 0.863 0.888					M 0.901 0.889			J 0.896 0.908		A 0.885 0.8 0.892 0.8	
New Listings Inventory Sales	O 08 128 816 50	104 6 770 71	D J 09 52 152 18 739 36 25	F 166 796 23	M 216 853 39	A 171 866 34	M 178 853 62	829	801	A 119 738 67	S 189 774 85		N 126 722 68	B3 695 46				A 228 824 96	813					O 116 699 49	N 83 671 52	67		F 143 640 38						632 6	S 56 521 63
Avg Sale Price 3 Mo. Roll Avg	392	N 426 43 41			M 344 351	A 361 346	M 396 367	J 402 386	J 414 404	A 387 401	S 282 361		N 316 308	D 343 328		F 364 393	M 332 390		M 341 332			A 445 423	S 341 400		N 390 368	302		F 322 308							S 880 871