

MLS Area: Evanston



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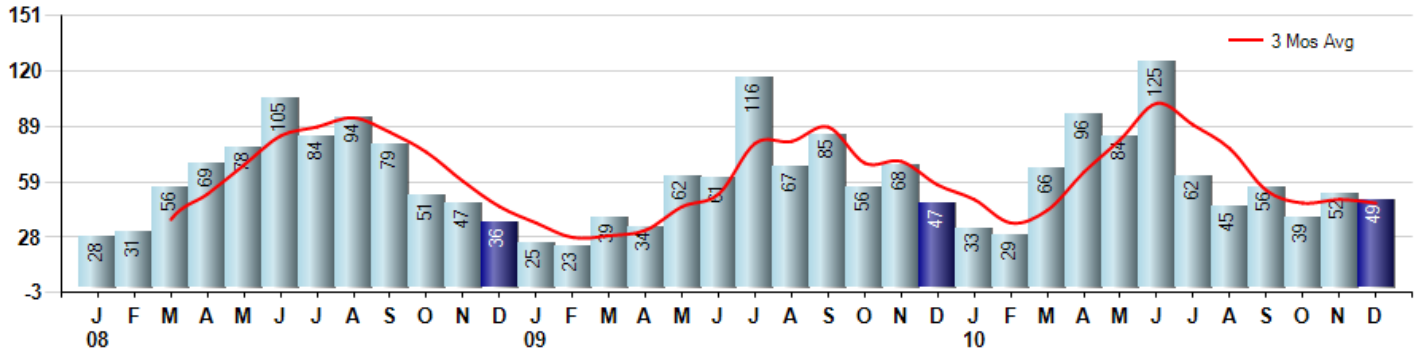
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$265,000	↓		↓				
Average List Price of all Current Listings	\$407,410	↓		↓				
December Median Sales Price	\$310,000	↓	↑	↑	↑	\$307,750	↑	↑
December Average Sales Price	\$304,210	↓	↓	↓	↓	\$372,509	↑	↑
Total Properties Currently for Sale (Inventory)	591	↓		↓				
December Number of Properties Sold	49	↓		↑		736	↑	
December Average Days on Market (Solds)	84	↓	↓	↓	↓	93	↓	↓
December Month's Supply of Inventory	12.1	↓	↓	↓	↓	13.9	↓	↓
December Sale Price vs List Price Ratio	87.7%	↑	↑	↓	↓	89.5%	↑	↑

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

Property Sales

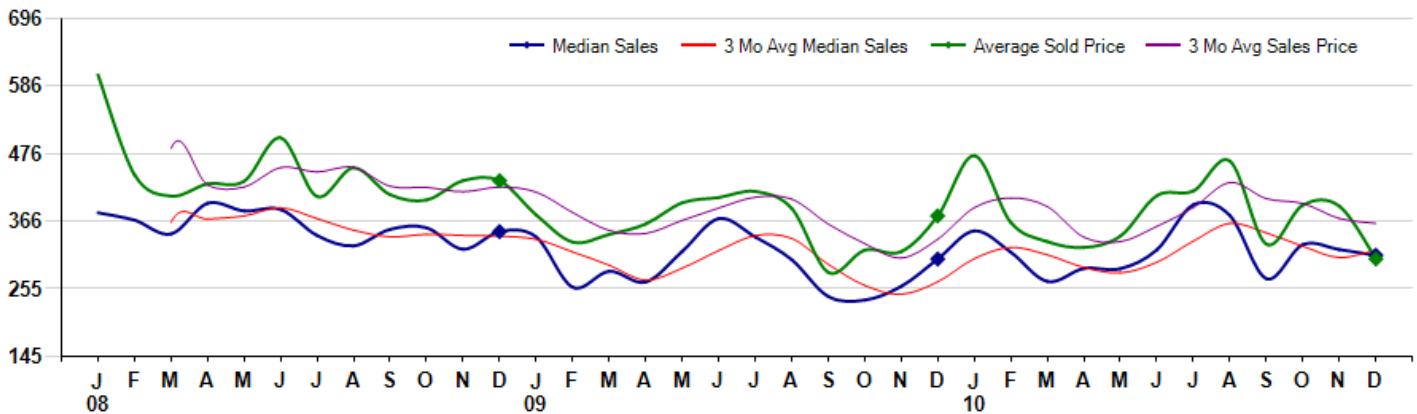
December Property sales were 49, up 4.3% from 47 in December of 2009 and -5.8% lower than the 52 sales last month. December 2010 sales were at their highest level compared to December of 2009 and 2008. December YTD sales of 736 are running 7.8% ahead of last year's year-to-date sales of 683.



Prices

The Median Sales Price in December was \$310,000, up 2.0% from \$304,000 in December of 2009 and down -2.9% from \$319,375 last month. The Average Sales Price in December was \$304,210, down -18.7% from \$374,363 in December of 2009 and down -22.1% from \$390,364 last month. December 2010 ASP was at the lowest level compared to December 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 1/1/2008 through 12/31/2010. 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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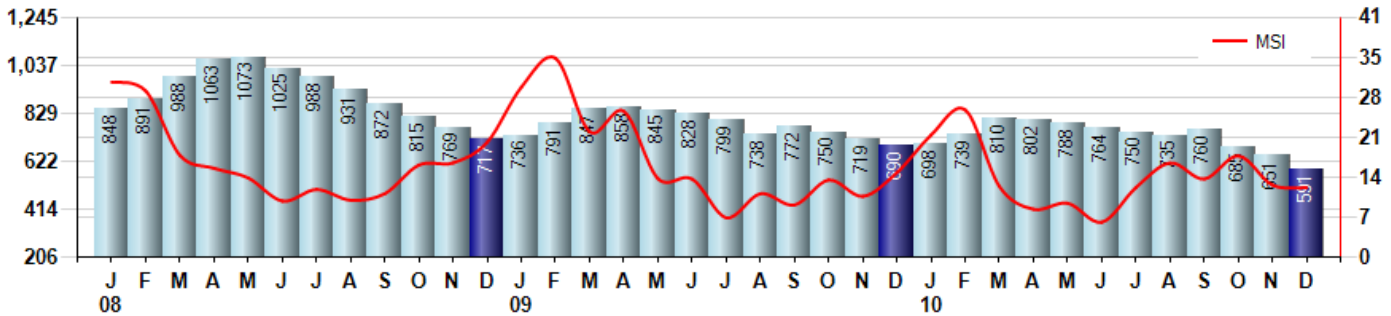
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 591, down -9.2% from 651 last month and down -14.3% from 690 in December of last year. December 2010 Inventory was at the lowest level compared to December of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2010 MSI of 12.1 months was at its lowest level compared with December of 2009 and 2008.

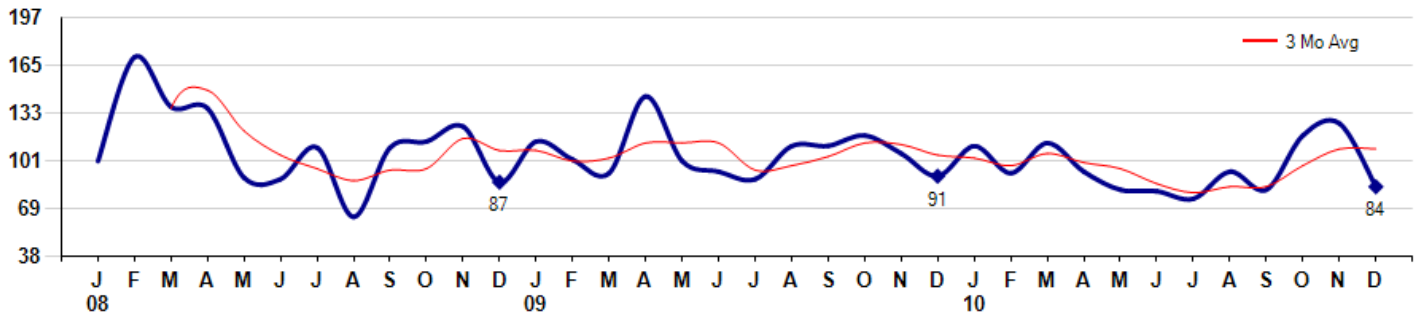
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 84, down -33.3% from 126 days last month and down -7.7% from 91 days in December of last year. The December 2010 DOM was at its lowest level compared with December of 2009 and 2008.

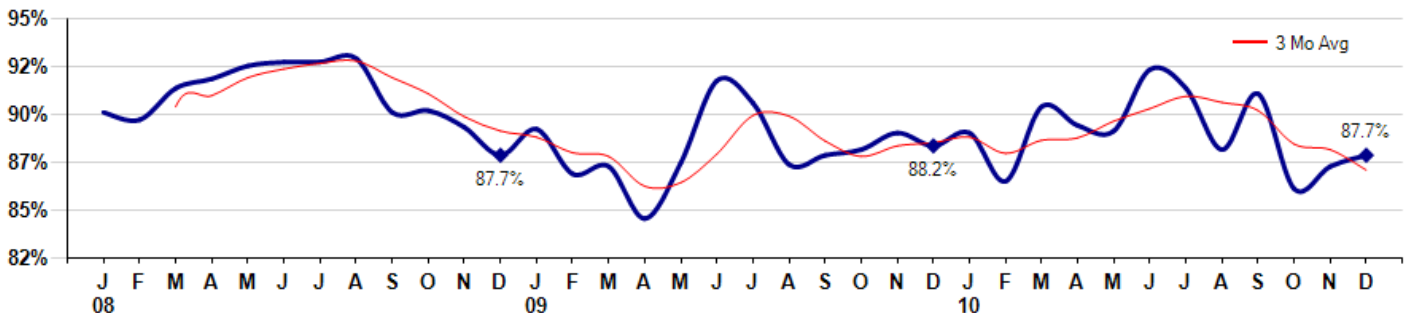
Average Days on Market(Listing to Contract) for properties sold during the month



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 December 2010 Selling Price vs Original List Price of 87.7% was up from 87.1% last month and down from 88.2% in December of last year.

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



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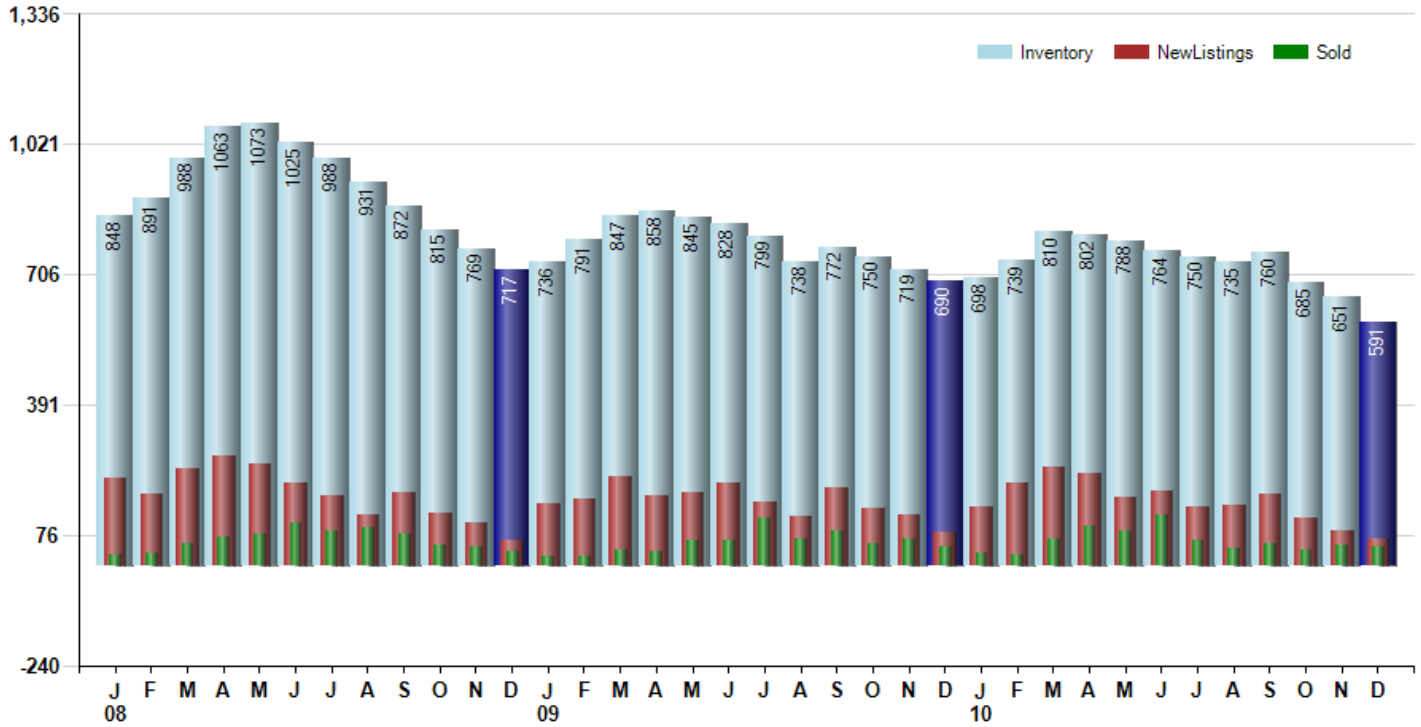
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Inventory / New Listings / Sales

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 December 2010 was 67, down -20.2% from 84 last month and down -18.3% from 82 in December of last year.



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	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	D
Homes Sold	28	31	56	69	78	105	84	94	79	51	47	36	25	23	39	34	62	61	116	67	85	56	68	47	33	29	66	96	84	125	62	45	56	39	52	49
3 Mo. Roll Avg			38	52	68	84	89	94	86	75	59	45	36	28	29	32	45	52	80	81	89	69	70	57	49	36	43	64	82	102	90	77	54	47	49	47

(000's)	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	D
Median Sale Price	380	368	345	395	383	385	343	326	353	355	320	349	340	258	284	267	317	370	340	303	243	237	260	304	350	315	267	289	288	319	393	375	272	328	319	310
3 Mo. Roll Avg			364	369	374	388	370	351	340	344	343	341	336	316	294	270	289	318	342	338	295	261	247	267	305	323	311	290	281	299	333	362	347	325	306	319

	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	D
Inventory	848	891	988	1,063	1,073	1,025	988	931	872	815	769	717	736	791	847	858	845	828	799	738	772	750	719	690	698	739	810	802	788	764	750	735	760	685	651	591
MSI	30	29	18	15	14	10	12	10	11	16	16	20	29	34	22	25	14	14	7	11	9	13	11	15	21	25	12	8	9	6	12	16	14	18	13	12

	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	D
Days On Market	101	170	137	136	90	89	110	64	110	114	124	87	114	102	93	144	101	94	89	111	111	118	106	91	111	93	113	94	82	81	76	94	82	118	126	84
3 Mo. Roll Avg			136	148	121	105	96	88	95	96	116	108	108	101	103	113	113	113	95	98	104	113	112	105	103	98	106	100	96	86	80	84	84	98	109	109

	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	D
Price per Sq Ft	275	249	219	248	232	257	243	246	250	199	225	219	263	205	195	222	217	207	211	225	173	226	298	233	238	199	206	208	193	220	219	174	194	227	180	150
3 Mo. Roll Avg			248	239	233	246	244	249	246	232	225	214	236	229	221	207	211	215	212	214	203	208	232	252	256	223	214	204	202	207	211	204	196	198	200	186

	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	D
Sale to List Price	0.900	0.896	0.913	0.918	0.925	0.927	0.927	0.929	0.900	0.901	0.892	0.877	0.891	0.867	0.871	0.843	0.873	0.917	0.905	0.872	0.877	0.880	0.889	0.882	0.889	0.863	0.903	0.893	0.890	0.923	0.913	0.880	0.910	0.859	0.871	0.877
3 Mo. Roll Avg			0.903	0.909	0.919	0.923	0.926	0.928	0.919	0.910	0.898	0.890	0.887	0.878	0.876	0.860	0.862	0.878	0.898	0.898	0.885	0.876	0.882	0.884	0.887	0.878	0.885	0.886	0.895	0.902	0.909	0.905	0.901	0.883	0.880	0.869

	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	D
New Listings	213	176	237	267	247	203	172	125	180	128	104	62	150	164	215	170	178	200	154	119	189	141	126	82	143	202	241	223	165	181	143	147	176	115	84	67
Inventory	848	891	988	1,063	1,073	1,025	988	931	872	815	769	717	736	791	847	858	845	828	799	738	772	750	719	690	698	739	810	802	788	764	750	735	760	685	651	591
Sales	28	31	56	69	78	105	84	94	79	51	47	36	25	23	39	34	62	61	116	67	85	56	68	47	33	29	66	96	84	125	62	45	56	39	52	49

(000's)	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	D
Avg Sale Price	605	442	407	427	431	502	406	453	409	400	432	432	376	332	344	361	396	404	414	387	282	319	316	374	473	364	332	323	341	407	415	464	328	392	390	304
3 Mo. Roll Avg			484	425	421	453	446	454	423	421	414	421	413	380	351	346	367	387	405	402	361	329	306	336	388	404	390	340	332	357	388	429	402	395	370	362

