

## MLS Area: Evanston



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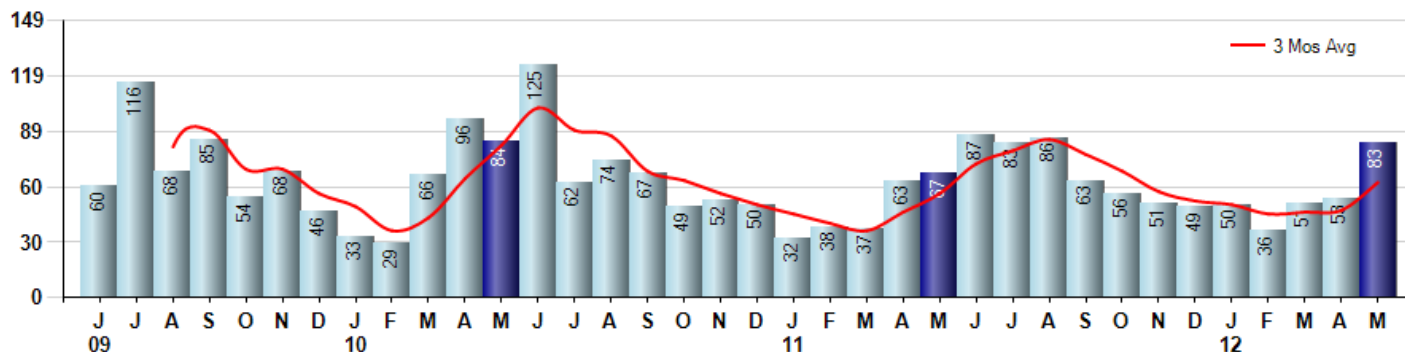
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$294,900	↑		↑				
Average List Price of all Current Listings	\$419,543	↑		↑				
May Median Sales Price	\$250,000	↑	↓	↓	↓	\$268,000	↔	↓
May Average Sales Price	\$363,263	↑	↑	↓	↔	\$368,194	↑	↑
Total Properties Currently for Sale (Inventory)	433	↓		↓				
May Number of Properties Sold	83	↑		↑		273	↑	
May Average Days on Market (Solds)	101	↑	↓	↑	↑	109	↑	↑
May Month's Supply of Inventory	5.2	↓	↓	↓	↓	9.3	↓	↓
May Sale Price vs List Price Ratio	94.5%	↓	↑	↓	↑	93.8%	↓	↓

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

### Property Sales

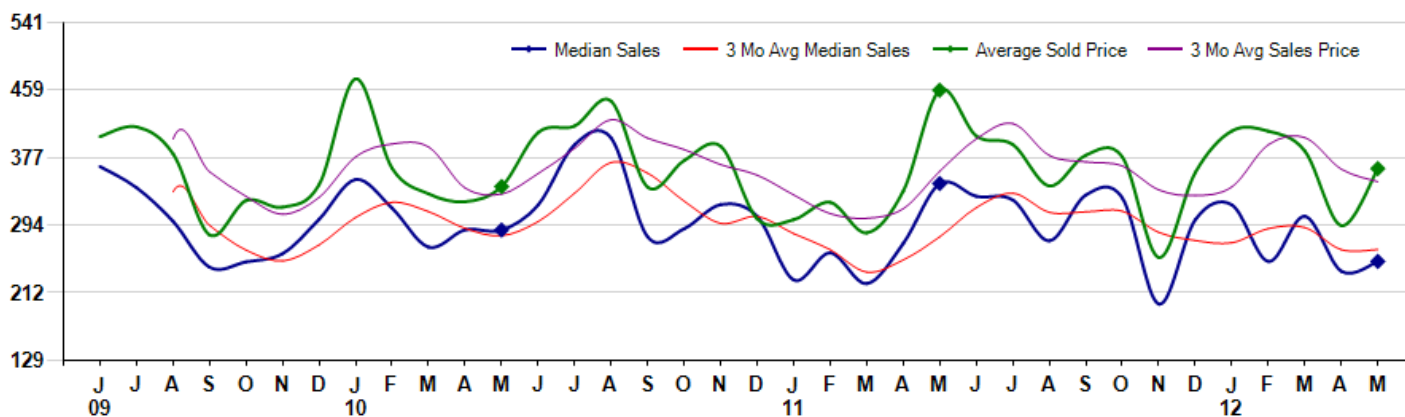
May Property sales were 83, up 23.9% from 67 in May of 2011 and 56.6% higher than the 53 sales last month. May 2012 sales were at a mid level compared to May of 2011 and 2010. May YTD sales of 273 are running 15.2% ahead of last year's year-to-date sales of 237.



### Prices

The Median Sales Price in May was \$250,000, down -27.5% from \$345,000 in May of 2011 and up 5.0% from \$238,000 last month. The Average Sales Price in May was \$363,263, down -20.8% from \$458,779 in May of 2011 and up 23.7% from \$293,743 last month. May 2012 ASP was at a mid range compared to May of 2011 and 2010.

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



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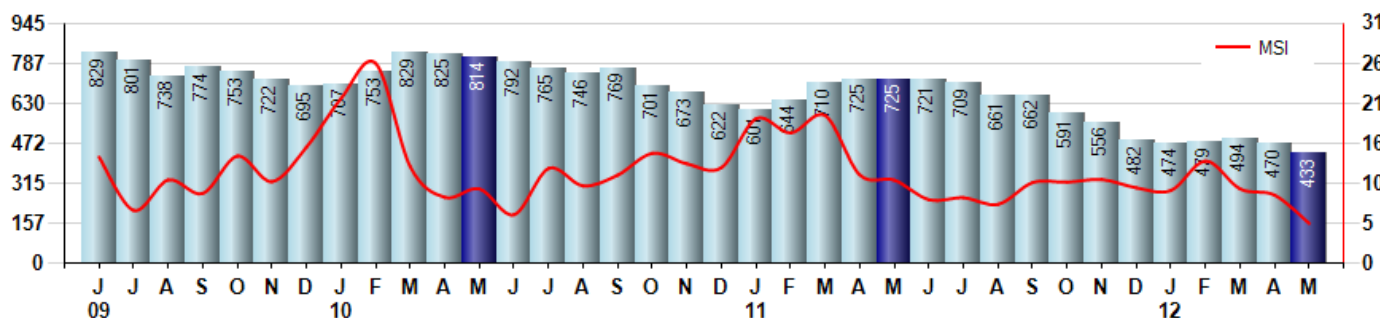
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### Inventory & MSI

The Total Inventory of Properties available for sale as of May was 433, down -7.9% from 470 last month and down -40.3% from 725 in May of last year. May 2012 Inventory was at the lowest level compared to May of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2012 MSI of 5.2 months was at its lowest level compared with May of 2011 and 2010.

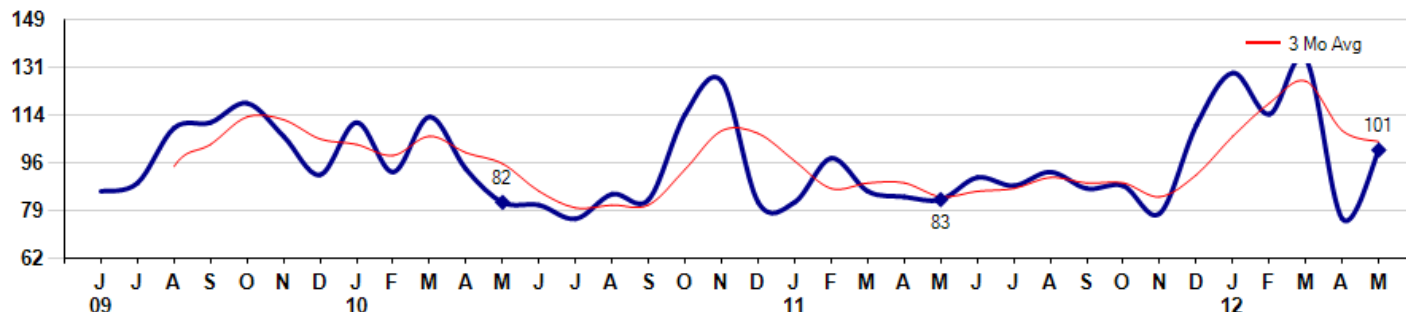
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 May was 101, up 32.9% from 76 days last month and up 21.7% from 83 days in May of last year. The May 2012 DOM was at its highest level compared with May of 2011 and 2010.

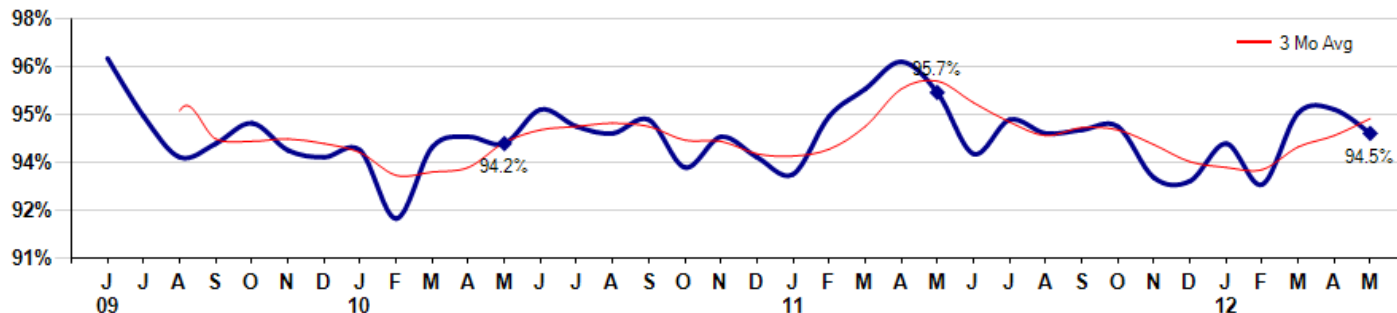
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 May 2012 Selling Price vs Original List Price of 94.5% was down from 95.2% last month and down from 95.7% in May of last year.

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



Based on information from Midwest Real Estate Data LLC for the period 6/1/2009 through 5/31/2012. 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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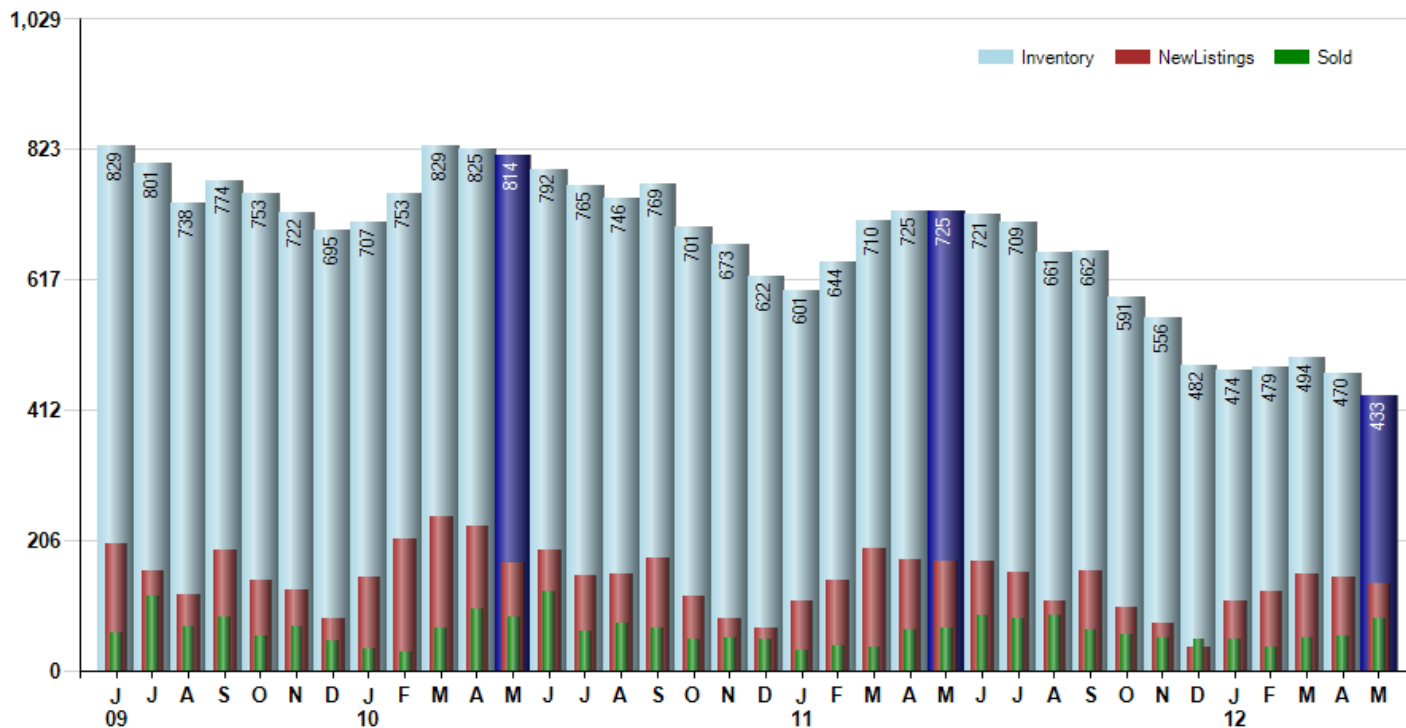
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### Inventory / New Listings / Sales

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 May 2012 was 136, down -8.1% from 148 last month and down -20.9% from 172 in May of last year.



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# MARKET ACTION REPORT

May 2012

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	J 09	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M
Homes Sold	60	116	68	85	54	68	46	33	29	66	96	84	125	62	74	67	49	52	50	32	38	37	63	67	87	83	86	63	56	51	49	50	36	51	53	83
3 Mo. Roll Avg			81	90	69	69	56	49	36	43	64	82	102	90	87	68	63	56	50	45	40	36	46	56	72	79	85	77	68	57	52	50	45	46	47	62

	(000's) J 09	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M
Median Sale Price	366	340	299	243	250	260	301	350	315	267	289	288	319	393	401	280	290	319	305	228	261	223	272	345	330	325	275	331	328	198	301	319	250	305	238	250
3 Mo. Roll Avg			335	294	264	251	270	304	322	311	290	281	299	333	371	358	324	296	305	284	264	237	252	280	316	333	310	310	311	286	276	273	290	291	264	264

	J 09	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M
Inventory	829	801	738	774	753	722	695	707	753	829	825	814	792	765	746	769	701	673	622	601	644	710	725	725	721	709	661	662	591	556	482	474	479	494	470	433
MSI	14	7	11	9	14	11	15	21	26	13	9	10	6	12	10	11	14	13	12	19	17	19	12	11	8	9	8	11	11	11	10	9	13	10	9	5

	J 09	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M
Days On Market	86	89	109	111	118	106	92	111	93	113	94	82	81	76	85	83	114	126	82	82	98	86	84	83	91	88	93	87	88	78	110	129	114	134	76	101
3 Mo. Roll Avg			95	103	113	112	105	103	99	106	100	96	86	80	81	81	94	108	107	97	87	89	89	84	86	87	91	89	89	84	92	106	118	126	108	104

	J 09	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M
Price per Sq Ft	206	211	217	173	252	298	233	238	199	206	208	193	220	219	204	211	222	180	150	177	136	174	195	209	206	196	195	201	169	161	185	183	174	211	174	162
3 Mo. Roll Avg			211	200	214	241	261	256	223	214	204	202	207	211	214	211	212	204	184	169	154	162	168	193	203	204	199	197	188	177	172	176	181	189	186	182

	J 09	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M
Sale to List Price	0.967	0.950	0.938	0.942	0.948	0.940	0.938	0.940	0.920	0.941	0.944	0.942	0.952	0.947	0.945	0.949	0.935	0.944	0.938	0.933	0.950	0.958	0.966	0.957	0.939	0.949	0.945	0.946	0.947	0.932	0.931	0.942	0.930	0.951	0.952	0.945
3 Mo. Roll Avg			0.952	0.943	0.943	0.943	0.942	0.939	0.933	0.934	0.935	0.942	0.946	0.947	0.948	0.947	0.943	0.943	0.939	0.938	0.940	0.947	0.958	0.960	0.954	0.948	0.944	0.947	0.946	0.942	0.937	0.935	0.934	0.941	0.944	0.949

	J 09	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M
New Listings	200	156	119	189	142	126	83	146	207	244	228	171	190	150	153	177	116	83	67	110	143	192	174	172	172	154	109	158	100	75	37	110	125	151	148	136
Inventory	829	801	738	774	753	722	695	707	753	829	825	814	792	765	746	769	701	673	622	601	644	710	725	725	721	709	661	662	591	556	482	474	479	494	470	433
Sales	60	116	68	85	54	68	46	33	29	66	96	84	125	62	74	67	49	52	50	32	38	37	63	67	87	83	86	63	56	51	49	50	36	51	53	83

	(000's) J 09	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M
Avg Sale Price	402	414	381	282	324	316	343	473	364	332	323	341	407	415	445	341	373	390	302	301	322	285	336	459	403	393	342	380	377	255	359	409	409	385	294	363
3 Mo. Roll Avg			399	359	329	308	328	377	393	390	340	332	357	388	423	400	386	368	355	331	308	303	314	360	399	418	379	371	366	337	330	341	392	401	362	347

