

MLS Area: Evanston



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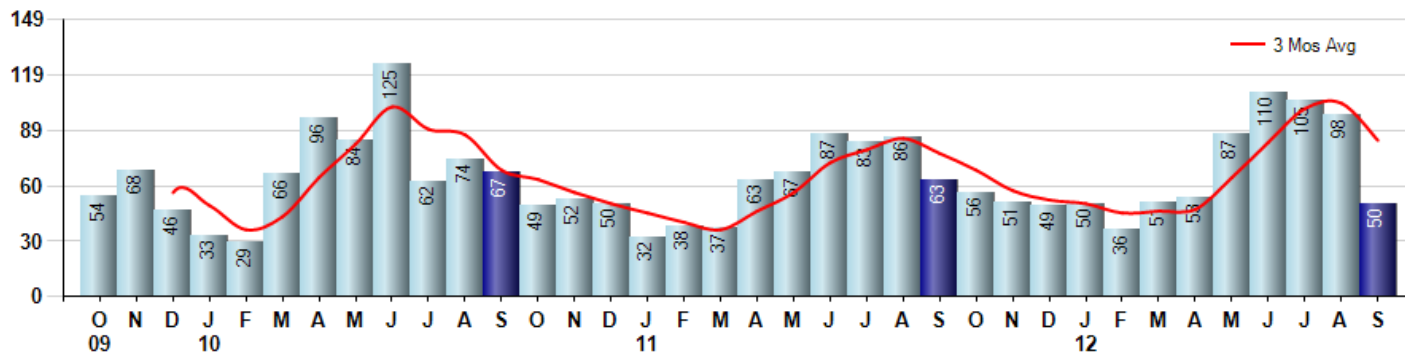
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$229,950	↔		↓				
Average List Price of all Current Listings	\$375,609	↔		↑				
September Median Sales Price	\$250,000	↓	↓	↓	↓	\$283,650	↓	↓
September Average Sales Price	\$312,770	↓	↓	↓	↓	\$369,700	↔	↑
Total Properties Currently for Sale (Inventory)	388	↓		↓				
September Number of Properties Sold	50	↓		↓		640	↑	
September Average Days on Market (Solds)	78	↑	↓	↓	↓	95	↑	↑
September Month's Supply of Inventory	7.8	↑	↑	↓	↓	7.6	↓	↓
September Sale Price vs List Price Ratio	94.7%	↔	↑	↔	↑	94.1%	↓	↔

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

Property Sales

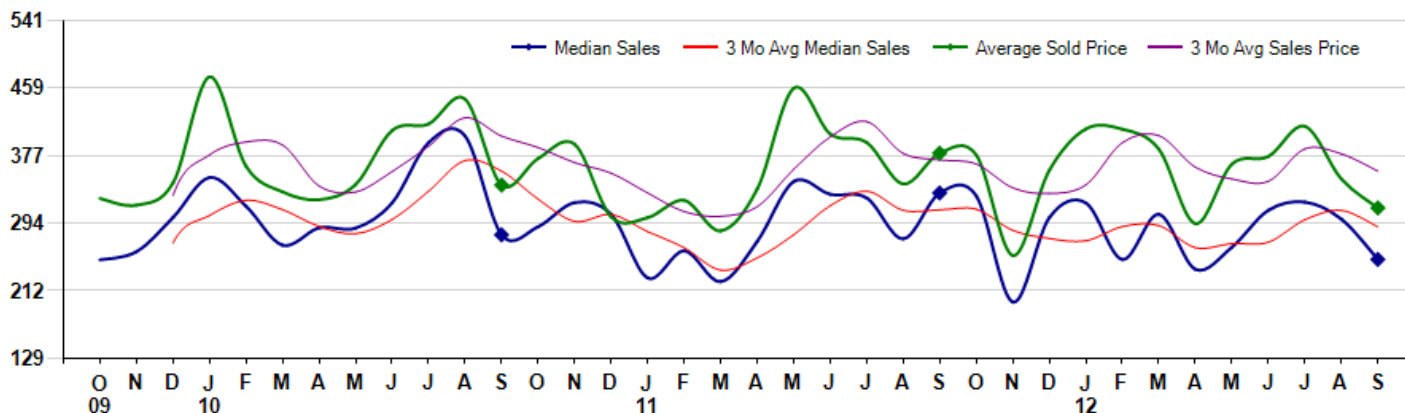
September Property sales were 50, down -20.6% from 63 in September of 2011 and -49.0% lower than the 98 sales last month. September 2012 sales were at their lowest level compared to September of 2011 and 2010. September YTD sales of 640 are running 15.1% ahead of last year's year-to-date sales of 556.



Prices

The Median Sales Price in September was \$250,000, down -24.5% from \$331,000 in September of 2011 and down -16.5% from \$299,250 last month. The Average Sales Price in September was \$312,770, down -17.6% from \$379,610 in September of 2011 and down -10.2% from \$348,112 last month. September 2012 ASP was at the lowest level compared to September of 2011 and 2010.

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 10/1/2009 through 9/30/2012. 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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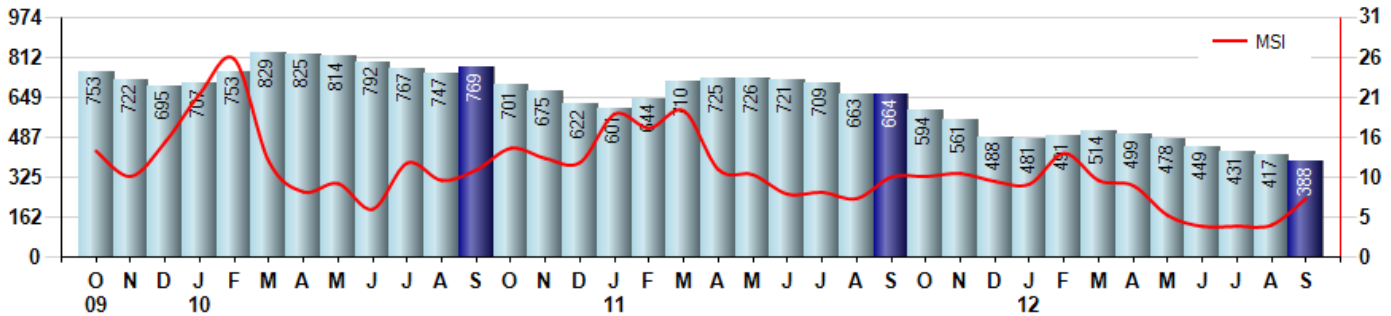
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Inventory & MSI

The Total Inventory of Properties available for sale as of September was 388, down -7.0% from 417 last month and down -41.6% from 664 in September of last year. September 2012 Inventory was at the lowest level compared to September of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2012 MSI of 7.8 months was at its lowest level compared with September of 2011 and 2010.

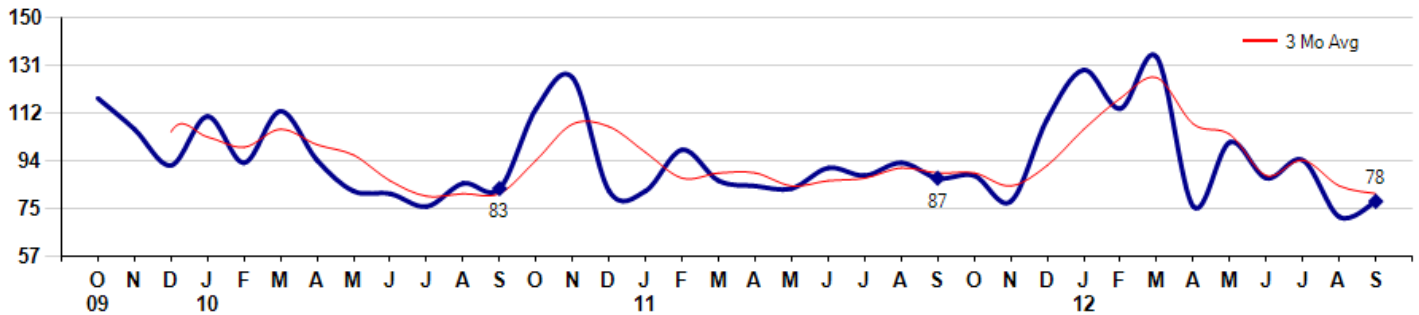
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 September was 78, up 8.3% from 72 days last month and down -10.3% from 87 days in September of last year. The September 2012 DOM was at its lowest level compared with September of 2011 and 2010.

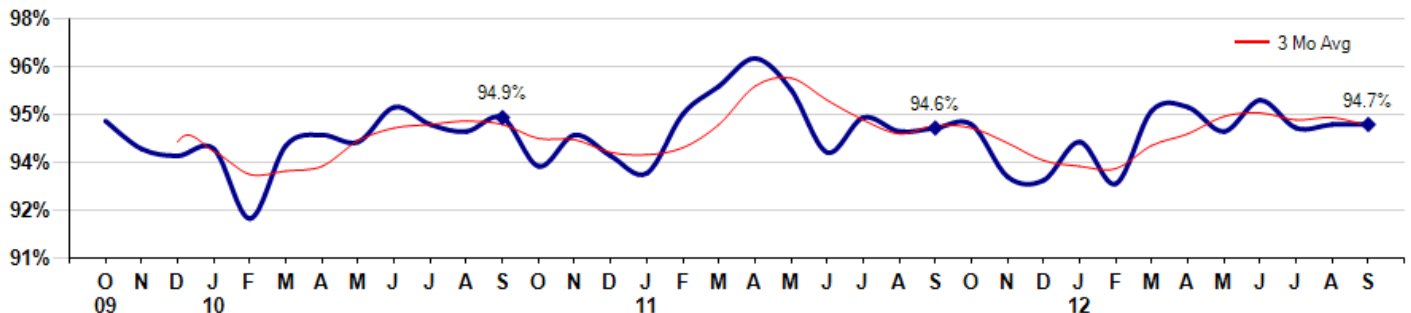
Average Days on Market (Listing to Contract) for properties sold during the month



Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their 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 2012 Selling Price vs List Price of 94.7% was equal to 94.7% last month and up from 94.6% in September of last year.

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



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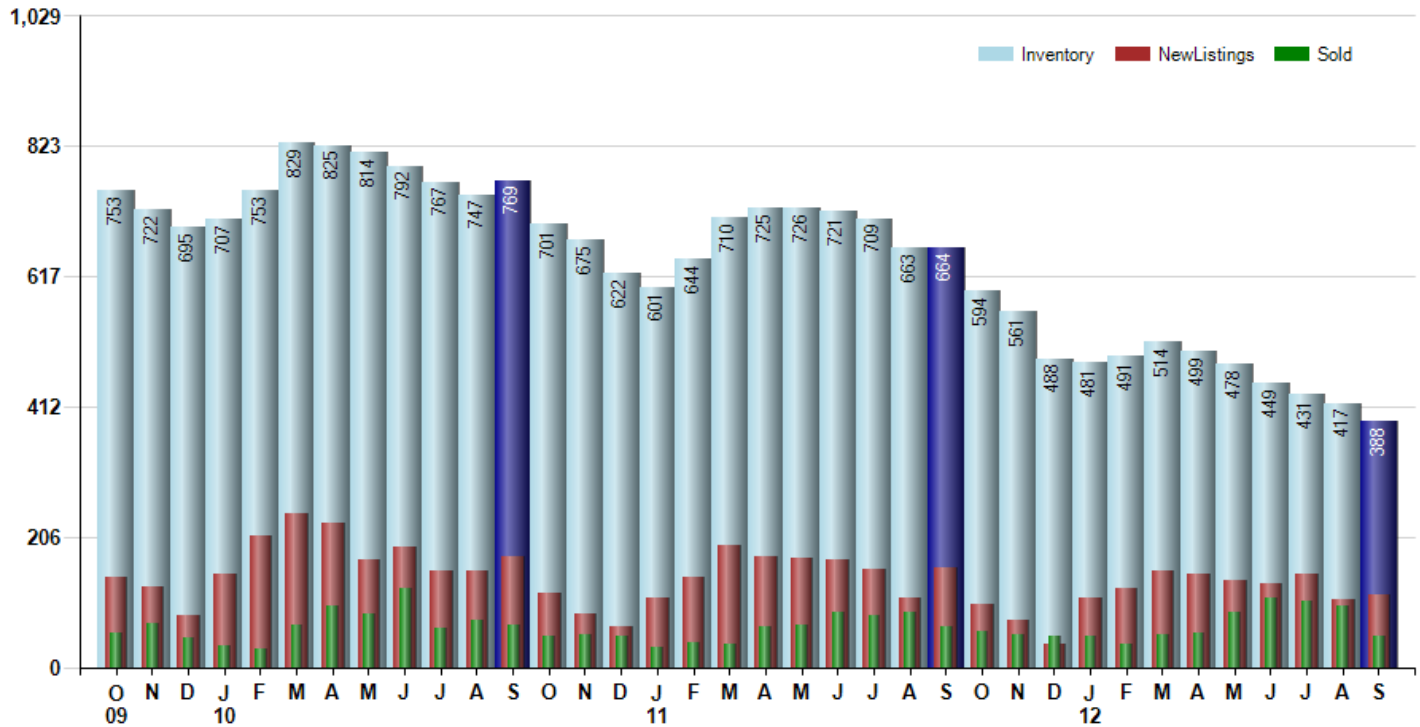
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Inventory / New Listings / Sales

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 September 2012 was 114, up 5.6% from 108 last month and down -27.4% from 157 in September of last year.



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	O 09	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	J	J	A	S
Homes Sold	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	87	110	105	98	50
3 Mo. Roll Avg			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	64	83	101	104	84

	(000's) O 09	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	J	J	A	S
Median Sale Price	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	265	310	320	299	250
3 Mo. Roll Avg			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	269	271	298	310	290

	O 09	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	J	J	A	S
Inventory	753	722	695	707	753	829	825	814	792	767	747	769	701	675	622	601	644	710	725	726	721	709	663	664	594	561	488	481	491	514	499	478	449	431	417	388
MSI	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	10	14	10	9	5	4	4	4	8

	O 09	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	J	J	A	S
Days On Market	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	87	94	72	78
3 Mo. Roll Avg			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	88	94	84	81

	O 09	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	J	J	A	S
Price per Sq Ft	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	167	203	182	204	165
3 Mo. Roll Avg			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	184	181	184	196	184

	O 09	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	J	J	A	S
Sale to List Price	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	0.954	0.946	0.947	0.947
3 Mo. Roll Avg			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	0.950	0.948	0.949	0.947

	O 09	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	J	J	A	S
New Listings	142	126	83	146	207	244	228	171	190	152	152	176	116	85	65	110	143	192	174	173	171	154	110	157	100	75	37	110	125	151	148	136	131	147	108	114
Inventory	753	722	695	707	753	829	825	814	792	767	747	769	701	675	622	601	644	710	725	726	721	709	663	664	594	561	488	481	491	514	499	478	449	431	417	388
Sales	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	87	110	105	98	50

	(000's) O 09	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	J	J	A	S
Avg Sale Price	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	366	376	412	348	313
3 Mo. Roll Avg			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	348	345	385	379	358

