

MLS Area: Evanston



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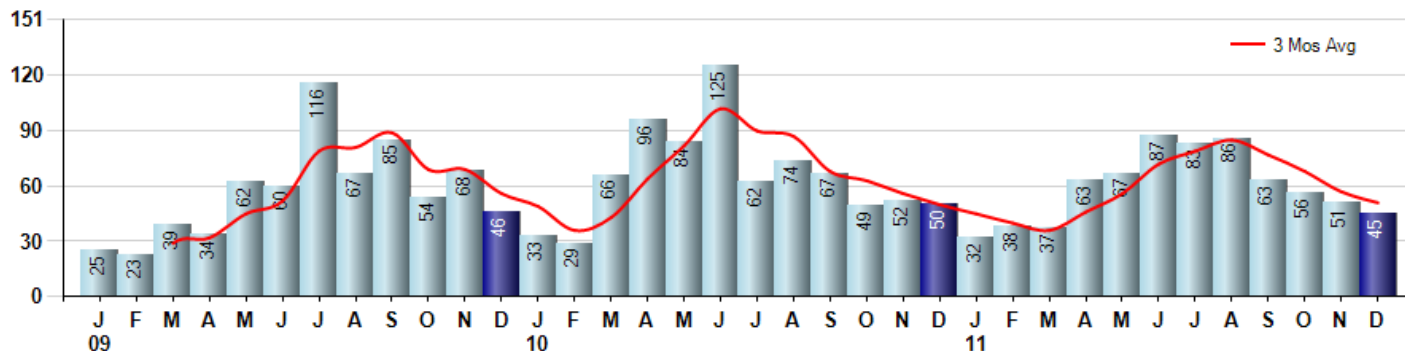
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

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	\$410,624	↑		↔				
December Median Sales Price	\$286,500	↑	↑	↓	↓	\$285,000	↓	↓
December Average Sales Price	\$355,340	↑	↑	↑	↓	\$360,739	↓	↓
Total Properties Currently for Sale (Inventory)	447	↓		↓				
December Number of Properties Sold	45	↓		↓		708	↓	
December Average Days on Market (Solds)	91	↑	↑	↑	↓	88	↓	↓
December Month's Supply of Inventory	9.9	↓	↓	↓	↓	11.9	↓	↓
December Sale Price vs List Price Ratio	87.6%	↓	↓	↔	↓	89.7%	↔	↔

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

Property Sales

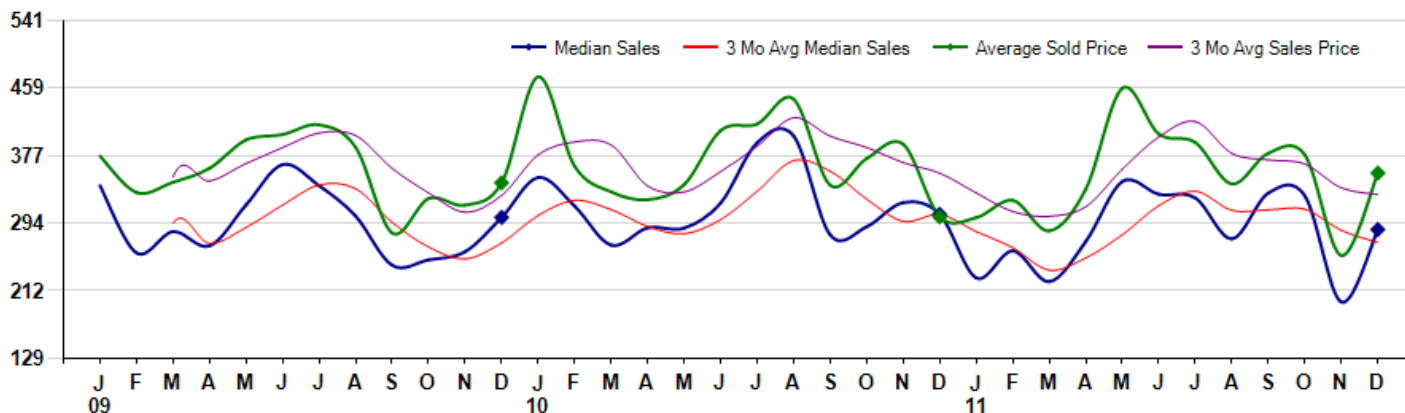
December Property sales were 45, down -10.0% from 50 in December of 2010 and -11.8% lower than the 51 sales last month. December 2011 sales were at their lowest level compared to December of 2010 and 2009. December YTD sales of 708 are running -10.0% behind last year's year-to-date sales of 787.



Prices

The Median Sales Price in December was \$286,500, down -6.1% from \$305,000 in December of 2010 and up 44.7% from \$198,000 last month. The Average Sales Price in December was \$355,340, up 17.7% from \$301,926 in December of 2010 and up 39.5% from \$254,729 last month. December 2011 ASP was at highest level compared to December of 2010 and 2009.

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 1/1/2009 through 12/31/2011. 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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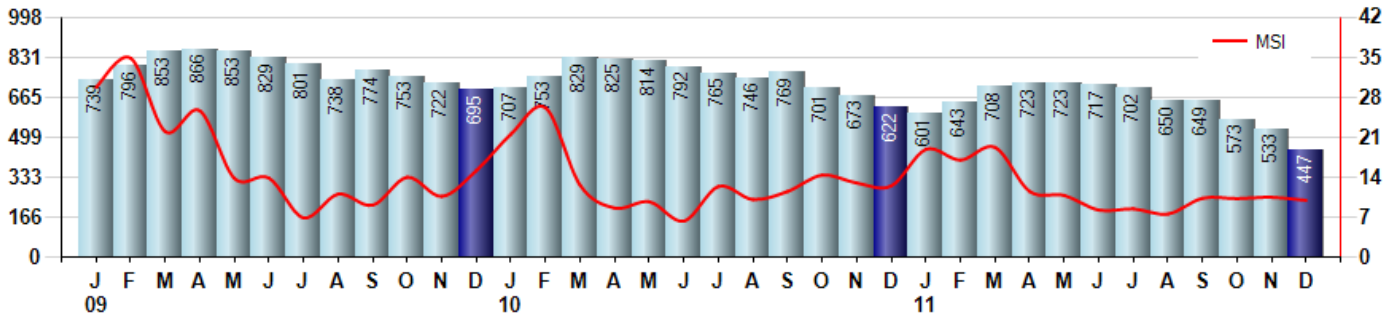
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 447, down -16.1% from 533 last month and down -28.1% from 622 in December of last year. December 2011 Inventory was at the lowest level compared to December of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2011 MSI of 9.9 months was at its lowest level compared with December of 2010 and 2009.

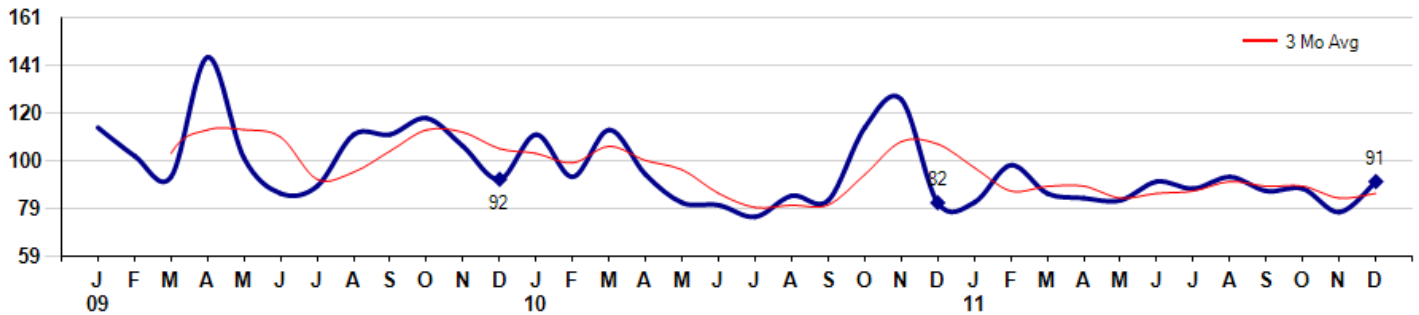
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 91, up 16.7% from 78 days last month and up 11.0% from 82 days in December of last year. The December 2011 DOM was at a mid range compared with December of 2010 and 2009.

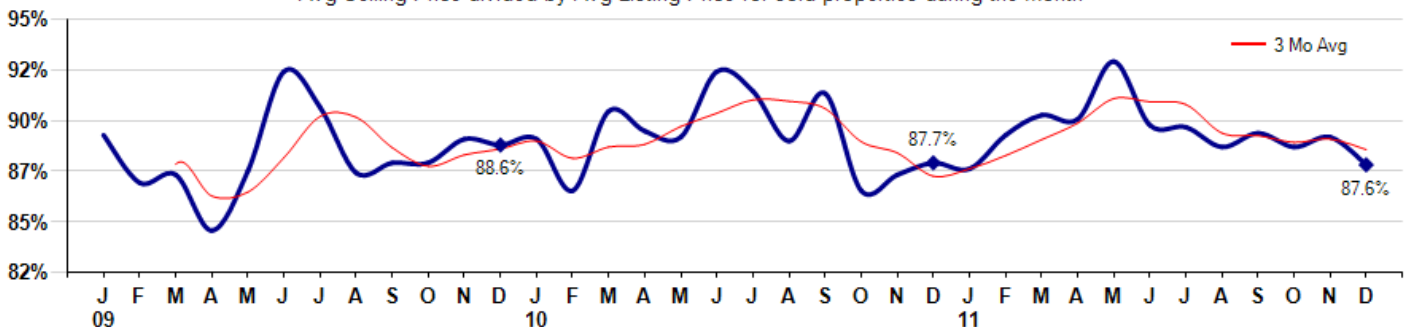
Average Days on Market (Listing to Contract) for properties sold during the month



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 December 2011 Selling Price vs Original List Price of 87.6% was down from 89.0% last month and down from 87.7% in December of last year.

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



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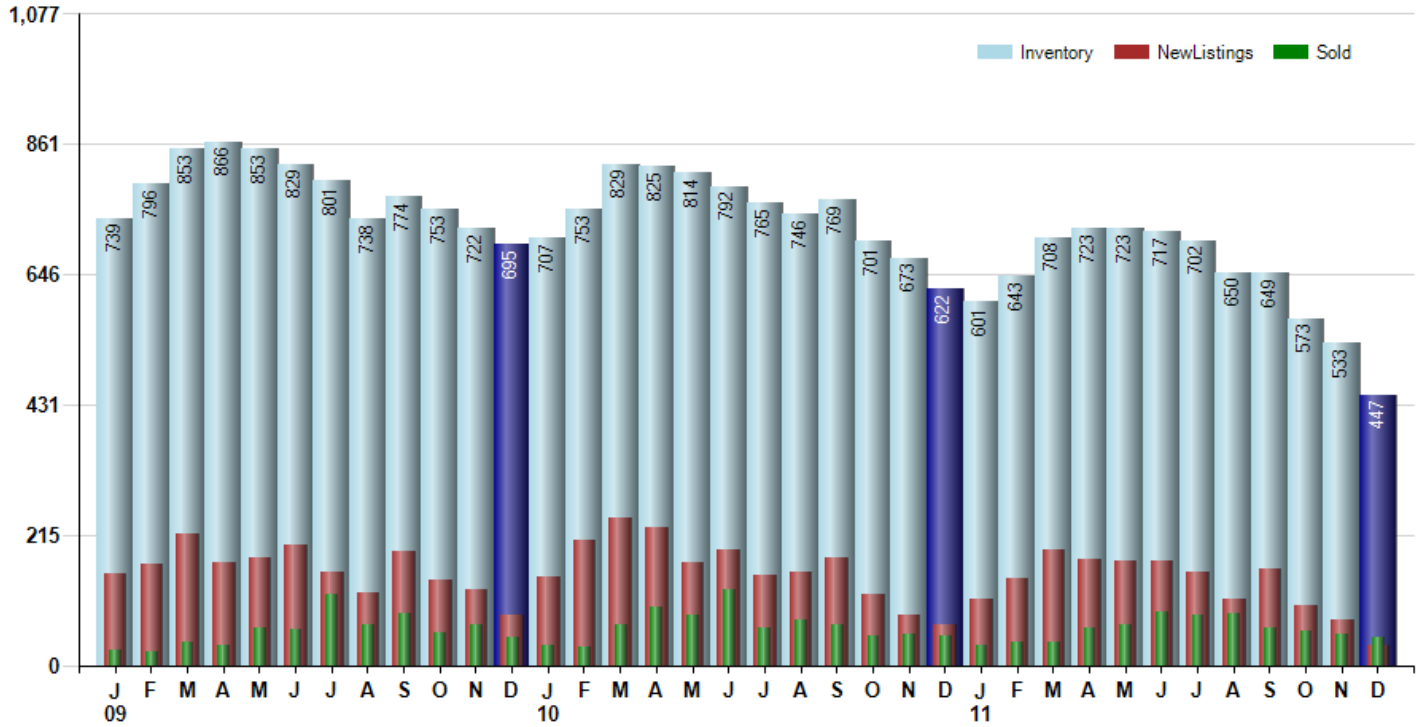
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Inventory / New Listings / Sales

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 2011 was 34, down -54.1% from 74 last month and down -49.3% from 67 in December of last year.



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MARKET ACTION REPORT

December 2011

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	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	J 11	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	25	23	39	34	62	60	116	67	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	45
3 Mo. Roll Avg			29	32	45	52	79	81	89	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	51

(000's)	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	J 11	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	340	258	284	267	317	366	340	303	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	287
3 Mo. Roll Avg			294	270	289	316	341	336	295	265	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	271

	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	J 11	F	M	A	M	J	J	A	S	O	N	D
Inventory	739	796	853	866	853	829	801	738	774	753	722	695	707	753	829	825	814	792	765	746	769	701	673	622	601	643	708	723	723	717	702	650	649	573	533	447
MSI	30	35	22	25	14	14	7	11	9	14	11	15	21	26	13	9	10	6	12	10	11	14	13	12	19	17	19	11	11	8	8	8	10	10	10	10

	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	J 11	F	M	A	M	J	J	A	S	O	N	D
Days On Market	114	102	93	144	101	86	89	111	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	91
3 Mo. Roll Avg			103	113	113	110	92	95	104	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	86

	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	J 11	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	263	205	195	222	217	206	211	225	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	177
3 Mo. Roll Avg			221	207	211	215	211	214	203	217	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	169

	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	J 11	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	0.891	0.867	0.871	0.843	0.873	0.923	0.905	0.872	0.877	0.889	0.886	0.889	0.863	0.903	0.893	0.890	0.923	0.913	0.888	0.912	0.863	0.871	0.877	0.874	0.891	0.901	0.899	0.928	0.896	0.895	0.885	0.892	0.885	0.890	0.876	
3 Mo. Roll Avg			0.876	0.860	0.862	0.880	0.900	0.900	0.885	0.875	0.881	0.884	0.888	0.879	0.885	0.886	0.895	0.902	0.909	0.908	0.904	0.888	0.882	0.870	0.874	0.881	0.889	0.897	0.909	0.908	0.906	0.892	0.891	0.887	0.889	0.884

	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	J 11	F	M	A	M	J	J	A	S	O	N	D
New Listings	152	166	216	171	178	200	155	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	99	74	34
Inventory	739	796	853	866	853	829	801	738	774	753	722	695	707	753	829	825	814	792	765	746	769	701	673	622	601	643	708	723	723	717	702	650	649	573	533	447
Sales	25	23	39	34	62	60	116	67	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	45

(000's)	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	J 11	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	376	332	344	361	396	402	414	387	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	355
3 Mo. Roll Avg			351	346	367	386	404	401	361	331	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	329

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