

MLS Area: Evanston



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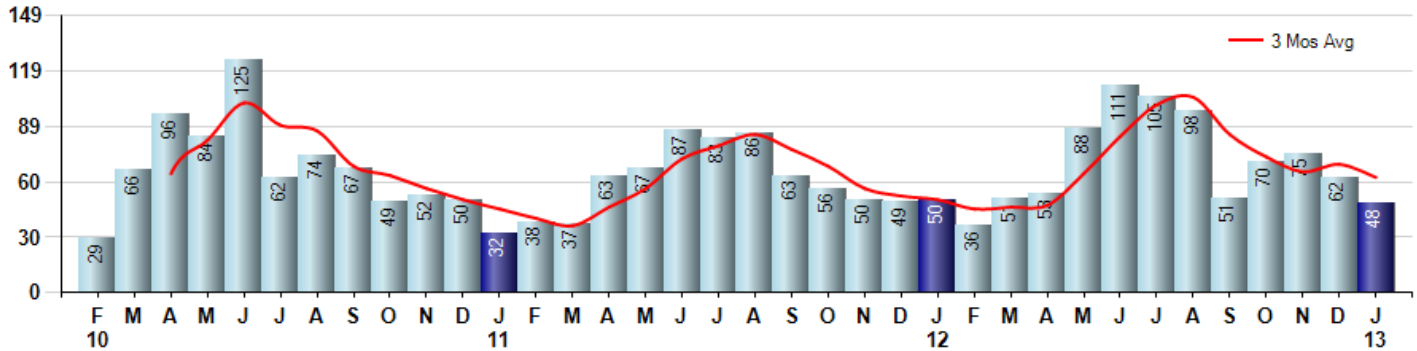
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$219,900	↓		↑				
Average List Price of all Current Listings	\$383,579	↑		↑				
January Median Sales Price	\$210,250	↓	↓	↓	↓	\$210,250	↓	↓
January Average Sales Price	\$270,327	↓	↓	↓	↓	\$270,327	↓	↓
Total Properties Currently for Sale (Inventory)	257	↓		↓				
January Number of Properties Sold	48	↓		↓		48	↔	
January Average Days on Market (Solds)	85	↓	↑	↓	↓	85	↓	↓
January Month's Supply of Inventory	5.4	↑	↑	↓	↓	5.4	↓	↓
January Sale Price vs List Price Ratio	95.2%	↑	↑	↑	↑	95.4%	↑	↑

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

Property Sales

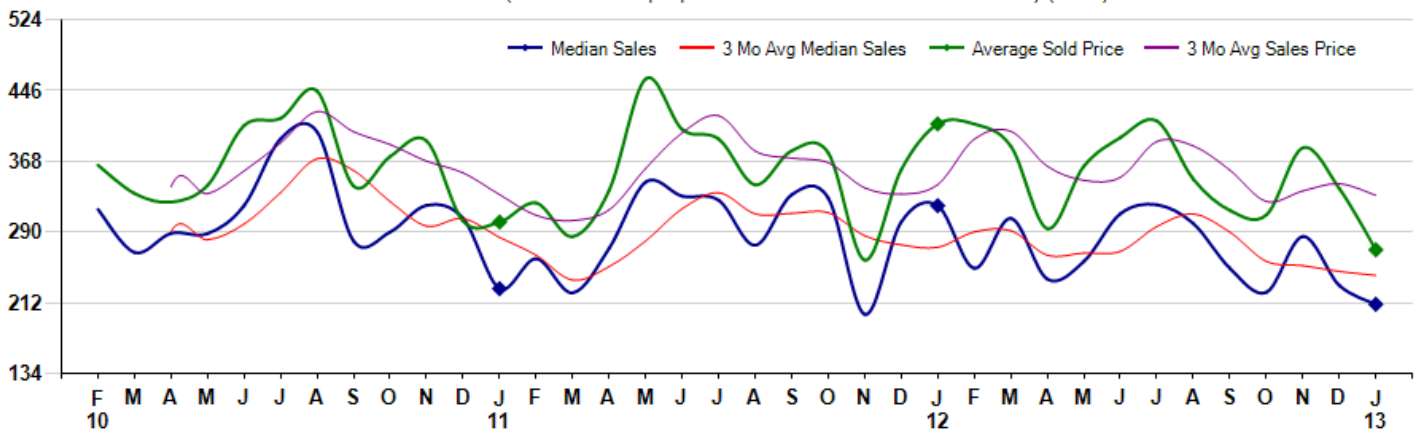
January Property sales were 48, down -4.0% from 50 in January of 2012 and -22.6% lower than the 62 sales last month. January 2013 sales were at a mid level compared to January of 2012 and 2011. January YTD sales of 48 are running -4.0% behind last year's year-to-date sales of 50.



Prices

The Median Sales Price in January was \$210,250, down -34.1% from \$319,000 in January of 2012 and down -9.0% from \$231,000 last month. The Average Sales Price in January was \$270,327, down -33.9% from \$409,123 in January of 2012 and down -20.0% from \$337,866 last month. January 2013 ASP was at the lowest level compared to January of 2012 and 2011.

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



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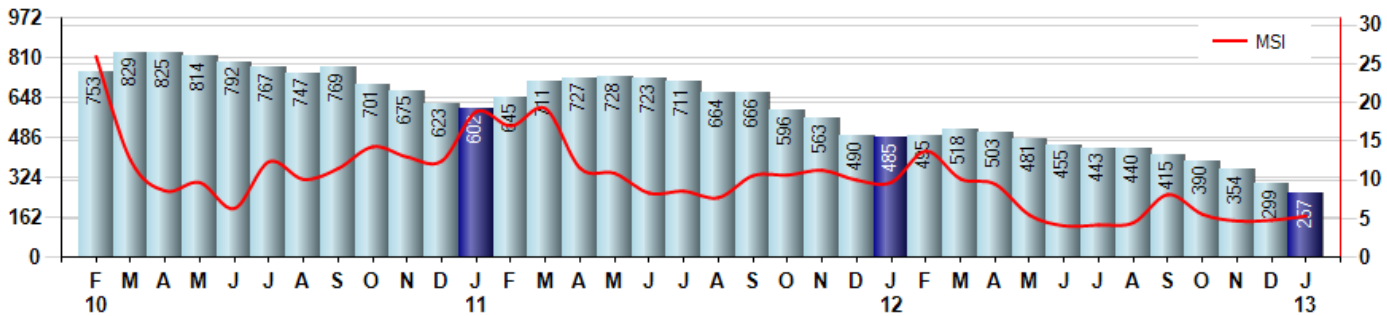
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 257, down -14.0% from 299 last month and down -47.0% from 485 in January of last year. January 2013 Inventory was at the lowest level compared to January of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2013 MSI of 5.4 months was at its lowest level compared with January of 2012 and 2011.

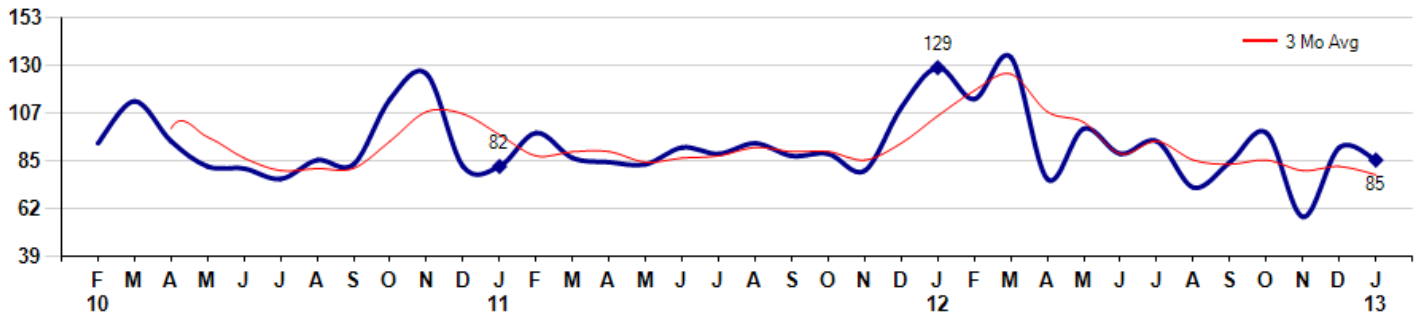
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 85, down -6.6% from 91 days last month and down -34.1% from 129 days in January of last year. The January 2013 DOM was at a mid range compared with January of 2012 and 2011.

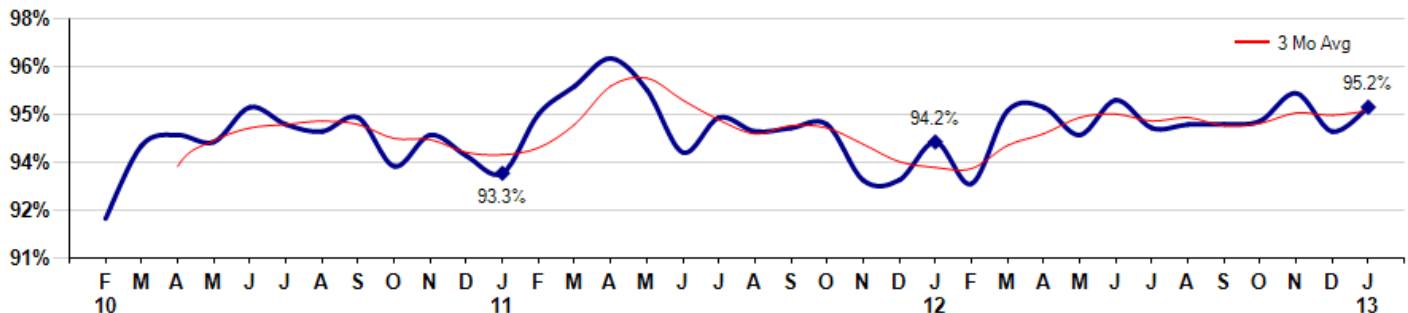
Average Days on Market (Listing to Contract) for properties sold during the month



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 January 2013 Selling Price vs List Price of 95.2% was up from 94.5% last month and up from 94.2% in January 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 2/1/2010 through 1/31/2013. 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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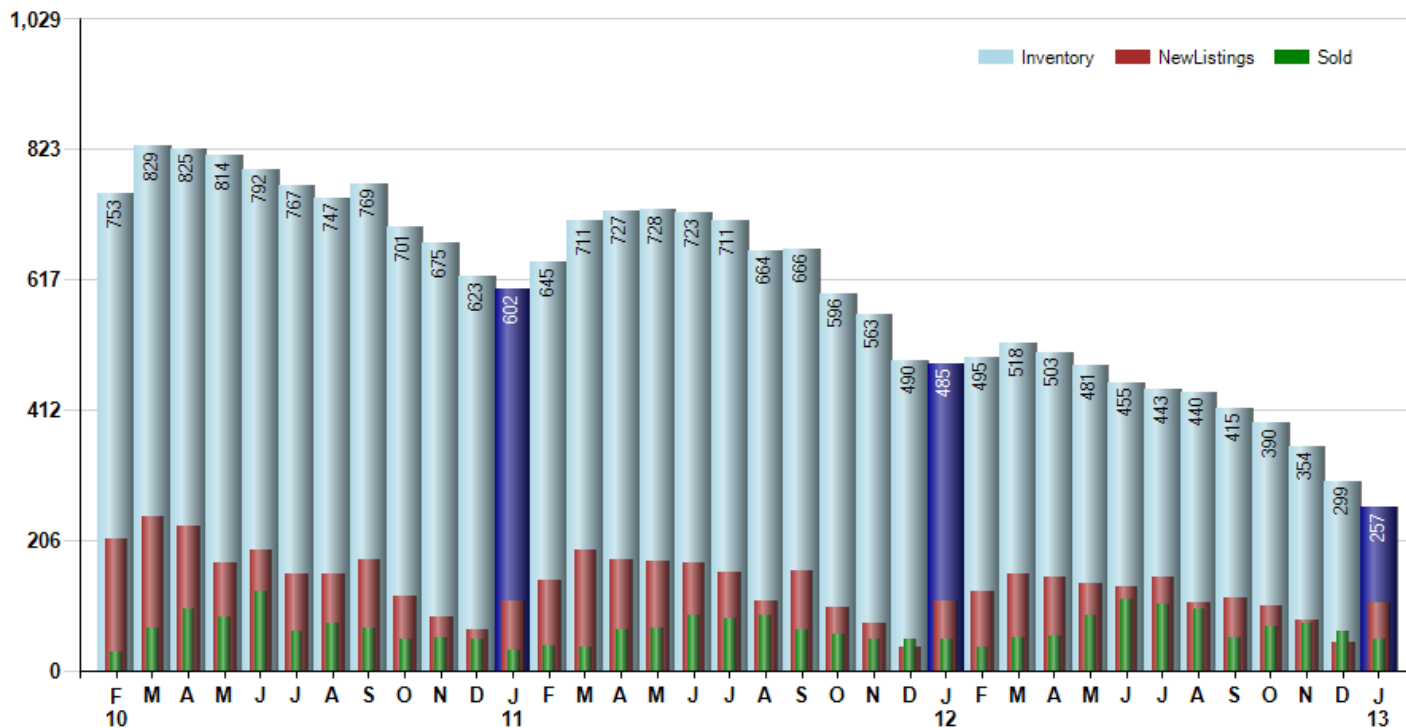
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Inventory / New Listings / Sales

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 January 2013 was 107, up 137.8% from 45 last month and down -2.7% from 110 in January of last year.



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MARKET ACTION REPORT

January 2013

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	F 10	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	O	N	D	J 13
Homes Sold	29	66	96	84	125	62	74	67	49	52	50	32	38	37	63	67	87	83	86	63	56	50	49	50	36	51	53	88	111	105	98	51	70	75	62	48
3 Mo. Roll Avg			64	82	102	90	87	68	63	56	50	45	40	36	46	56	72	79	85	77	68	56	52	50	45	46	47	64	84	101	105	85	73	65	69	62

	(000's) F 10	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	O	N	D	J 13
Median Sale Price	315	267	289	288	319	393	401	280	290	319	305	228	261	223	272	345	330	325	275	331	328	199	301	319	250	305	238	258	310	320	299	250	224	285	231	210
3 Mo. Roll Avg			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	267	269	296	310	290	258	253	247	242

	F 10	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	O	N	D	J 13
Inventory	753	829	825	814	792	767	747	769	701	675	623	602	645	711	727	728	723	711	664	666	596	563	490	485	495	518	503	481	455	443	440	415	390	354	299	257
MSI	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	6	5	5	5

	F 10	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	O	N	D	J 13
Days On Market	93	113	94	82	81	76	85	83	114	126	82	82	98	86	84	83	91	88	93	87	88	80	110	129	114	134	76	100	88	94	72	84	98	58	91	85
3 Mo. Roll Avg			100	96	86	80	81	81	94	108	107	97	87	89	89	84	86	87	91	89	89	85	93	106	118	126	108	103	88	94	85	83	85	80	82	78

	F 10	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	O	N	D	J 13
Price per Sq Ft	199	206	208	193	220	219	204	211	222	180	150	177	136	174	195	209	206	196	195	201	169	166	185	183	174	211	174	167	228	182	204	171	171	192	178	164
3 Mo. Roll Avg			204	202	207	211	214	211	212	204	184	169	154	162	168	193	203	204	199	197	188	179	173	178	181	189	186	184	190	192	205	186	182	178	180	178

	F 10	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	O	N	D	J 13
Sale to List Price	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	0.931	0.931	0.942	0.930	0.951	0.952	0.944	0.954	0.946	0.947	0.947	0.948	0.956	0.945	0.952
3 Mo. Roll Avg			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	0.941	0.936	0.935	0.934	0.941	0.944	0.949	0.950	0.948	0.949	0.947	0.947	0.950	0.950	0.951

	F 10	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	O	N	D	J 13
New Listings	207	244	228	171	190	152	152	176	116	85	65	110	143	191	174	173	171	154	109	156	99	75	37	110	125	151	148	136	131	147	108	114	101	80	45	107
Inventory	753	829	825	814	792	767	747	769	701	675	623	602	645	711	727	728	723	711	664	666	596	563	490	485	495	518	503	481	455	443	440	415	390	354	299	257
Sales	29	66	96	84	125	62	74	67	49	52	50	32	38	37	63	67	87	83	86	63	56	50	49	50	36	51	53	88	111	105	98	51	70	75	62	48

	(000's) F 10	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	O	N	D	J 13
Avg Sale Price	364	332	323	341	407	415	445	341	373	390	302	301	322	285	336	459	403	393	342	380	377	259	359	409	409	385	294	362	394	412	348	314	309	383	338	270
3 Mo. Roll Avg			340	332	357	388	423	400	386	368	355	331	308	303	314	360	399	418	379	371	366	339	332	342	392	401	362	347	350	390	385	358	324	335	343	330

