

MLS Area: Evanston



ART WILSON
 Broker, Realtor
 847-363-1599
 Art.Wilson@cbexchange.com



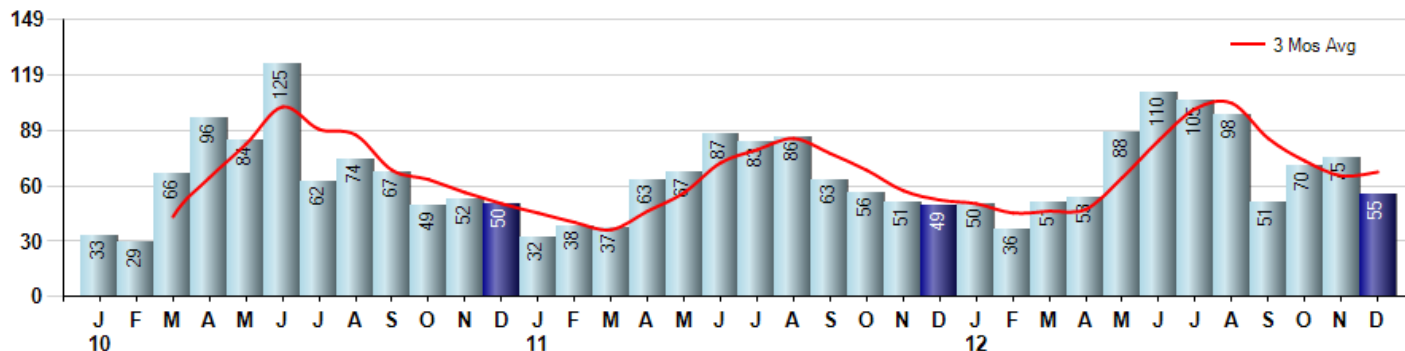
Price Range: | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$239,900	↓		↑				
Average List Price of all Current Listings	\$358,371	↓		↓				
December Median Sales Price	\$230,000	↓	↓	↓	↓	\$275,000	↓	↓
December Average Sales Price	\$340,674	↓	↔	↓	↓	\$363,511	↔	↔
Total Properties Currently for Sale (Inventory)	284	↓		↓				
December Number of Properties Sold	55	↓		↑		842	↑	
December Average Days on Market (Solds)	90	↑	↑	↓	↓	92	↑	↔
December Month's Supply of Inventory	5.2	↑	↑	↓	↓	7.0	↓	↓
December Sale Price vs List Price Ratio	94.3%	↓	↔	↑	↑	94.2%	↔	↔

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

Property Sales

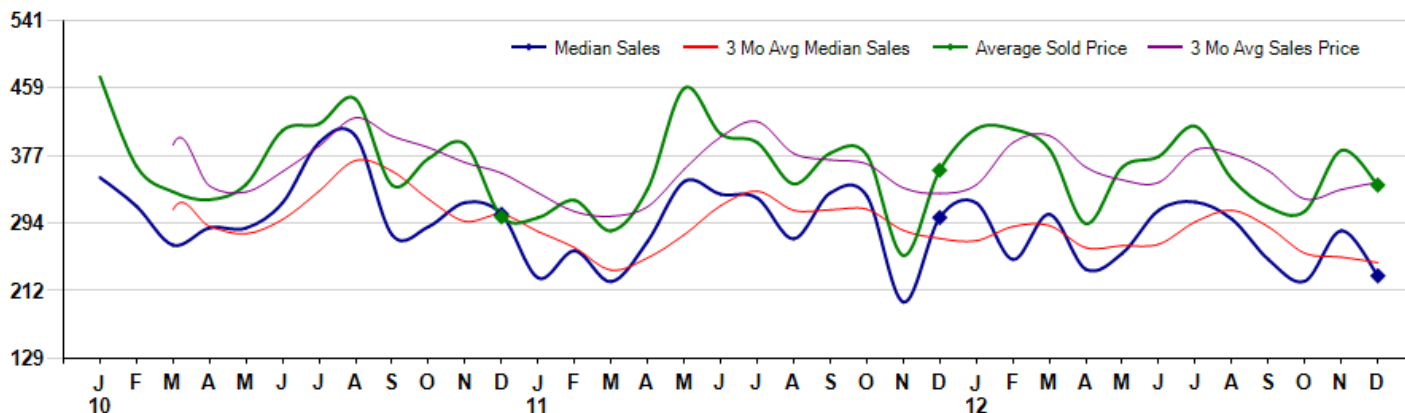
December Property sales were 55, up 12.2% from 49 in December of 2011 and -26.7% lower than the 75 sales last month. December 2012 sales were at their highest level compared to December of 2011 and 2010. December YTD sales of 842 are running 18.3% ahead of last year's year-to-date sales of 712.



Prices

The Median Sales Price in December was \$230,000, down -23.6% from \$301,000 in December of 2011 and down -19.3% from \$285,000 last month. The Average Sales Price in December was \$340,674, down -5.0% from \$358,730 in December of 2011 and down -11.0% from \$382,885 last month. December 2012 ASP was at a mid range compared to December 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 1/1/2010 through 12/31/2012. 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.



MLS Area: Evanston



ART WILSON
 Broker, Realtor
 847-363-1599
 Art.Wilson@cbexchange.com



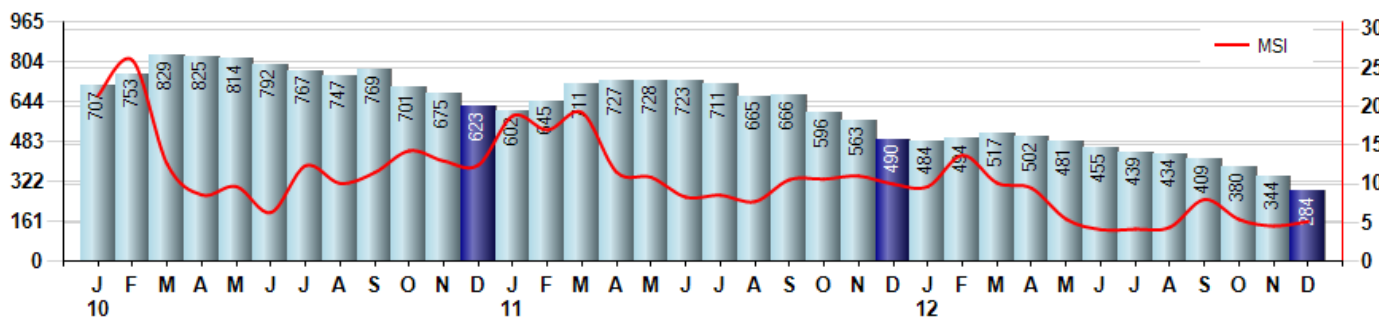
Price Range: | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of December was 284, down -17.4% from 344 last month and down -42.0% from 490 in December of last year. December 2012 Inventory was at the lowest level compared to December of 2011 and 2010.

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

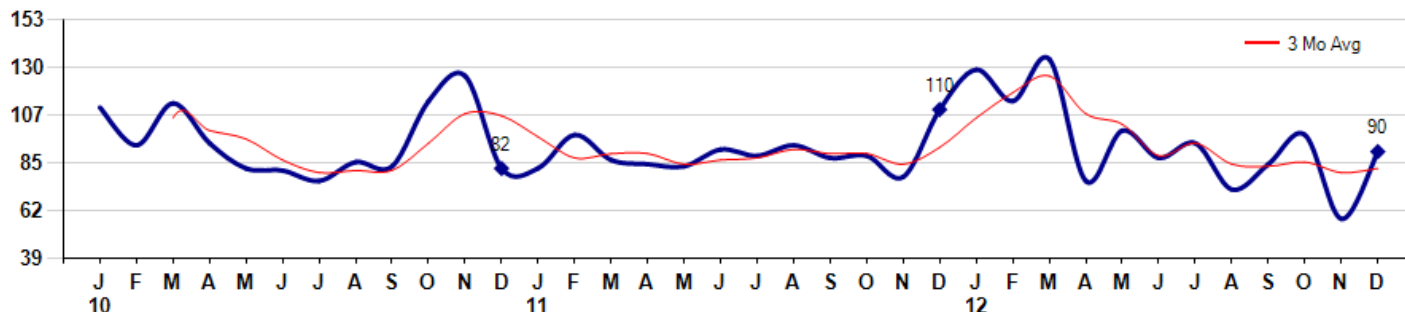
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 90, up 55.2% from 58 days last month and down -18.2% from 110 days in December of last year. The December 2012 DOM was at a mid range compared with December of 2011 and 2010.

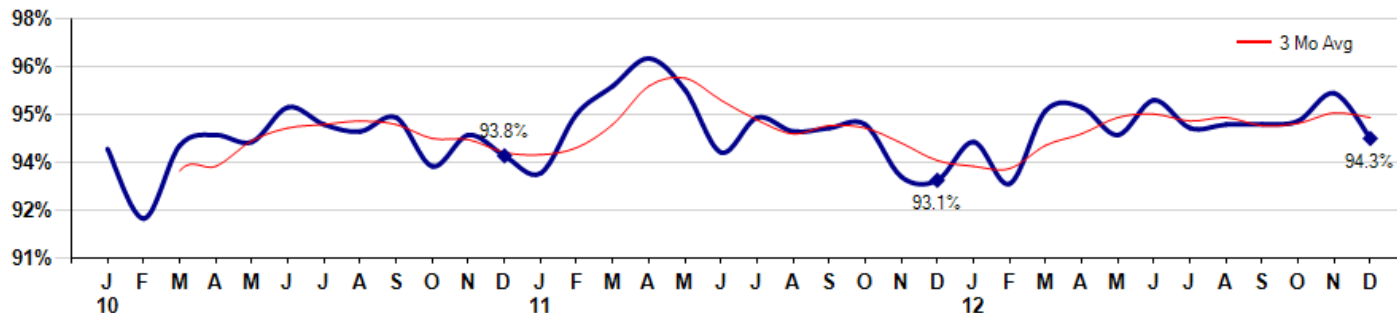
Average Days on Market (Listing to Contract) for properties sold during the month



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 December 2012 Selling Price vs List Price of 94.3% was down from 95.6% last month and up from 93.1% in December 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 1/1/2010 through 12/31/2012. 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.



MLS Area: Evanston



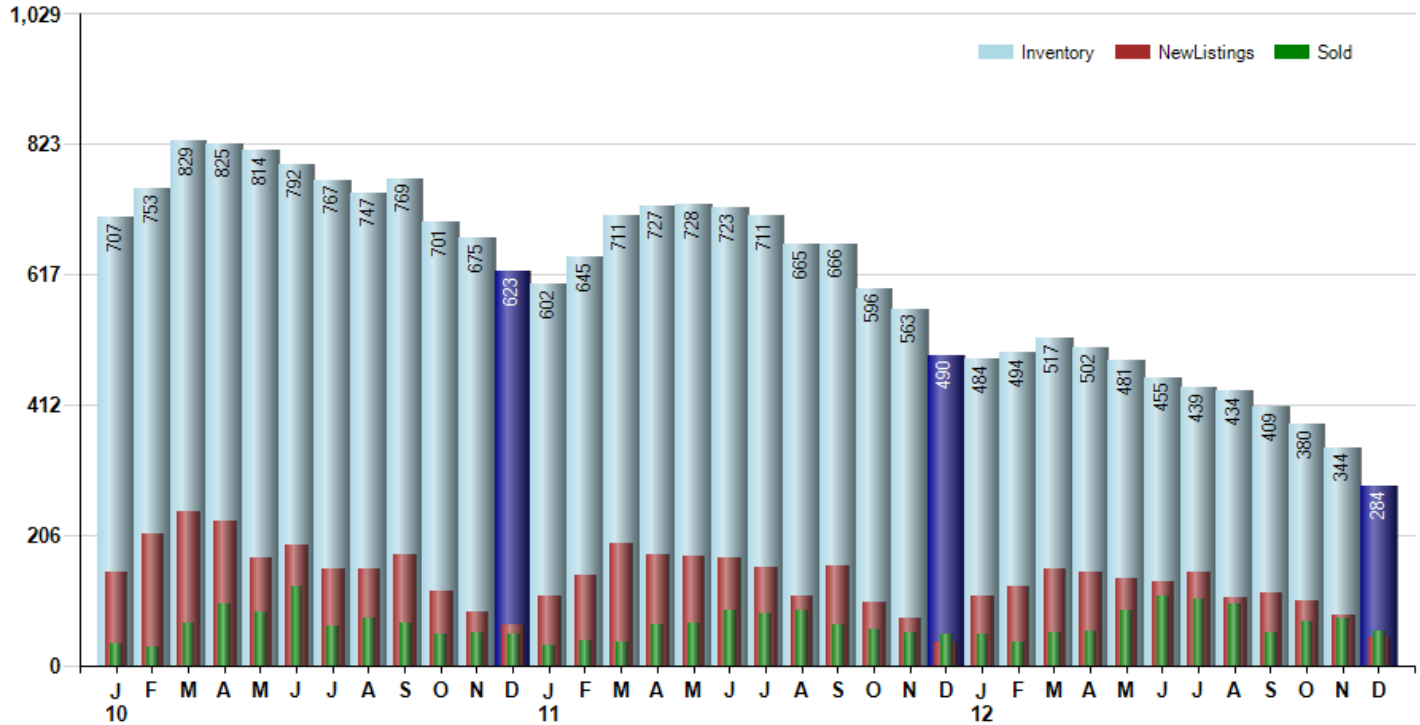
ART WILSON
 Broker, Realtor
 847-363-1599
 Art.Wilson@cbexchange.com



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

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 2012 was 44, down -45.0% from 80 last month and up 18.9% from 37 in December of last year.



Based on information from Midwest Real Estate Data LLC for the period 1/1/2010 through 12/31/2012. 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.



MLS Area: Evanston



ART WILSON
 Broker, Realtor
 847-363-1599
 Art.Wilson@cbexchange.com



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

	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	O	N	D
Homes Sold	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	88	110	105	98	51	70	75	55
3 Mo. Roll Avg			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	84	101	104	85	73	65	67

(000's)	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	O	N	D
Median Sale Price	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	258	310	320	299	250	224	285	230
3 Mo. Roll Avg			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	267	269	296	310	290	258	253	246

	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	O	N	D
Inventory	707	753	829	825	814	792	767	747	769	701	675	623	602	645	711	727	728	723	711	665	666	596	563	490	484	494	517	502	481	455	439	434	409	380	344	284
MSI	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	5	5	5

	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	O	N	D
Days On Market	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	100	87	94	72	84	98	58	90
3 Mo. Roll Avg			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	103	88	94	84	83	85	80	82

	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	O	N	D
Price per Sq Ft	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	171	171	192	171
3 Mo. Roll Avg			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	186	182	178	178

	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	O	N	D
Sale to List Price	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	0.944	0.954	0.946	0.947	0.948	0.956	0.943	
3 Mo. Roll Avg			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	0.947	0.950	0.949

	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	O	N	D
New Listings	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	101	80	44
Inventory	707	753	829	825	814	792	767	747	769	701	675	623	602	645	711	727	728	723	711	665	666	596	563	490	484	494	517	502	481	455	439	434	409	380	344	284
Sales	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	88	110	105	98	51	70	75	55

(000's)	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	O	N	D
Avg Sale Price	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	362	376	412	348	314	309	383	341
3 Mo. Roll Avg			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	344	383	379	358	324	335	344

