MARKET ACTION REPORT

May 2013

MLS Area: Evanston



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

		7	rending	Versus*:		Trending V	Versus*:		
Market Profile & Trends Overview	Month	LM	L ₃ M	PYM	LY	YTD	PriorYTD	PriorYear	
Median List Price of all Current Listings	\$275,000	1		1					
Average List Price of all Current Listings	\$415,691	1		1					
May Median Sales Price	\$300,250	+	+	*	1	\$297,000	1	1	
May Average Sales Price	\$392,270	+	1	1	1	\$368,654	4	1	
Total Properties Currently for Sale (Inventory)	302	-		+					
May Number of Properties Sold	110	1	-	*	-	379	1	-	
May Average Days on Market (Solds)	66	+	+	+	+	78	1	1	
May Month's Supply of Inventory	2.7	1	+	+	+	4.5	1	+	
May Sale Price vs List Price Ratio	96.4%	-	-	1	1	96.3%	1	1	

^{*} 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 110, up 25.0% from 88 in May of 2012 and 1.9% higher than the 108 sales last month. May 2013 sales were at their highest level compared to May of 2012 and 2011. May YTD sales of 379 are running 36.3% ahead of last year's year-to-date sales of 278.



The Median Sales Price in May was \$300,250, up 16.6% from \$257,500 in May of 2012 and down -20.2% from \$376,125 last month. The Average Sales Price in May was \$392,270, up 8.2% from \$362,424 in May of 2012 and down -7.9% from \$425,745 last month. May 2013 ASP was at a mid range compared to May of 2012 and 2011.



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Based on information from Midwest Real Estate Data LLC for the period 6/1/2010 through 5/31/2013. 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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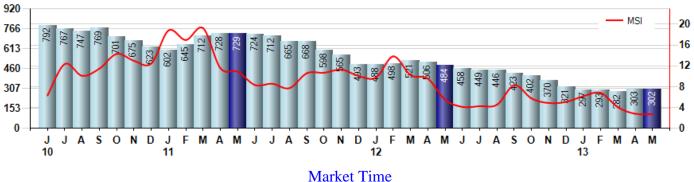
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Inventory & MSI

The Total Inventory of Properties available for sale as of May was 302, down -0.3% from 303 last month and down -37.6% from 484 in May of last year. May 2013 Inventory was at the lowest level compared to May of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2013 MSI of 2.7 months was at its lowest level compared with May of 2012 and 2011.

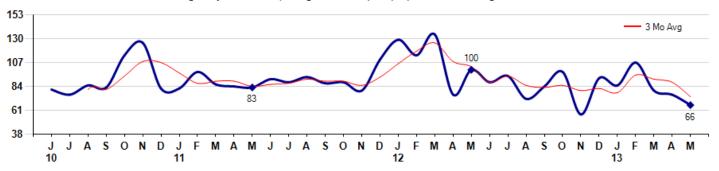
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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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 66, down -13.2% from 76 days last month and down -34.0% from 100 days in May of last year. The May 2013 DOM was at its lowest level compared with May of 2012 and 2011.

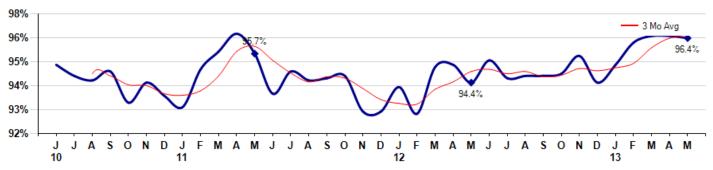
Average Days on Market(Listing to Contract) for properties sold during the month



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 May 2013 Selling Price vs List Price of 96.4% was down from 96.5% last month and up from 94.4% in May of last year.

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



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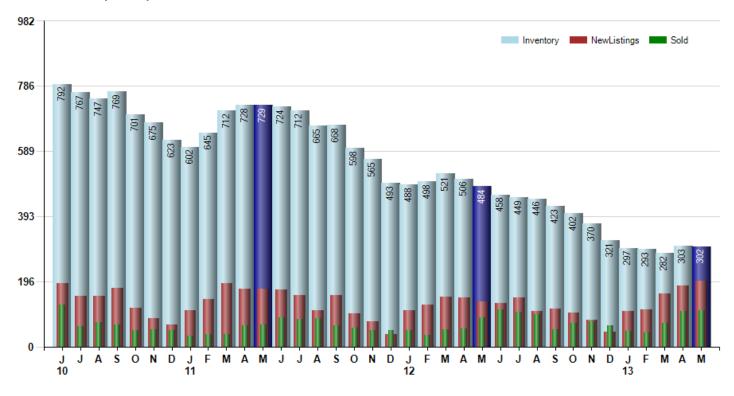
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Inventory / New Listings / Sales

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 May 2013 was 198, up 8.2% from 183 last month and up 45.6% from 136 in May of last year.



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	J 10	J	A	S	O	N		J 11	F	M	A	M	J	J	A	S	0	N		J 12	F	M	A	M	J	J	A	S	0	N	D J		F	M	A M
Homes Sold	125			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	76	63	48	43		08 110
3 Mo. Roll Avg			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	66	70	62	51	54	74 96
(000's	9 10	J	A	S	O	N		J 11	F	M	A	M	J	J	A	S	0	N		J 12	F	M	A	M	J	J	A	S	0	N	D J		F	M	A M
MedianSalePrice	319						305	228	261	223	272	345	330	325	275	331	328	199			250	305	238	258	310	320	299	250	224						76 300
3 Mo. Roll Avg		3	71 3	58 .	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	252	246	242	222	254 3	09 334
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Inventory MSI	792	767 7 12		'69 '	701 14	675	623 12	602 19	645 17	712 19	728 12	729 11	724	712	665	668	598 11	565 11	493 10	488 10	498 14	521	506 10	484	458	449	446	423	402	370	321	297	293	282 3	03 302
MSI	O	14	10	11	14	13	14	19	1/	19	12	11	o	9	О	11	11	11	10	10	14	10	10	O	4	4	3	0	O	3	5	O	- /	4	3 3
	T 10	-		al		X 7	-	¥ 4 4 1	-	3.6		3.6	-	-		al		N. 71		T 10		3.6		3.5	-			al		N .T	- TO 1	. 10	-	3.5	4 37
Days On Market	J 10 81	76	85	83	<u>O</u> 114	126	82	J 11 82	98	M 86	84	83	91	J	93	87	88	80	110	J 12 129	114	134	76	M 100	88	94	72	84	98	57	D J 92		107	80	A M 76 66
3 Mo. Roll Avg	01			81		108	107	97	87	89	89	84	86	88 87	91	89	89	85					108		88	94	85	83	85	80	82	78	95		88 74
5 Mo. Roll Avg			01	01	77	100	107	71	07	07	07	0-7	00	07	/1	07	07	0.5	75	100	110	120	100	103	00	77	0.5	0.5	0.5	00	02	70	75	71	00 / 4
	J 10	T	A	C	О	NI	D	J 11	E	M	A	М	T	T	A	C	О	NI	D	J 12	E	M	A	М	т	т	A	C		NI	D J	112	Б	м	A M
Price per Sq Ft		219 2	04 2	11 :		180		177	136	174	195	209	206	196	195	201	169	166			174		174		228	182	204	171	171	190			158 I	186 2	A N1 201
3 Mo. Roll Avg							184	169	154	162	168	193	203	204	199	197	188	179	173	178	181	189	186	184	190	192	205	186			181				86 200
	J 10	J	A	S	0	N	D	J 11	F	M	A	М	.II	.T	A	S	О	N	D	J 12	F	M	A	M	.T	.T	A	S	0	N	D J	13	F	M	A M
Sale to List Price		0.947 0.9	945 0.9	949 0		0.944			0.950	0.958	0.966	0.957	0.939	0.949	0.945	0.946		0.931	0.931		0.930		0.952	0.944	0.954	0.946		0.947	0.948	0.956	0.944 (0.962 0	0.965 0.	965 0.964
3 Mo. Roll Avg		0.9	948 0.9	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	0.949	0.951	0.953 0	0.960 0.	964 0.965
	J 10	J	A	S	О	N	D	J 11	F	M	A	M	J	J	A	S	О	N	D	J 12	F	M	A	M	J	J	A	S	О	N	D J	13	F	M	A M
New Listings					116	85	65	110	143	191	174	173	171	154	109		99	75		110		151		136	131	147		114	101	80				159 1	83 198
Inventory							623	602	645	712	728	729	724	712	665		598	565		488		521		484	458	449		423	402					282 3	03 302 08 110
Sales	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	76	63	48	43	70 1	08 110
(000's	0 10	J	A	S	0	N		J 11	F	M	A	M	J	J	A	S	0	N		J 12	F	M	A	M	J	J	A	S	0	N	D J		F	M	A M
Avg Sale Price	407						302	301	322	285	336	459	403	393	342		377	259		409		385		362	394	412	348	314	309						26 392
3 Mo. Roll Avg		4	23 4	00 .	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	334	350	337	306 .	306 3	58 393

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