

MLS Area: Evanston



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Price Range: All | Properties: Single Family

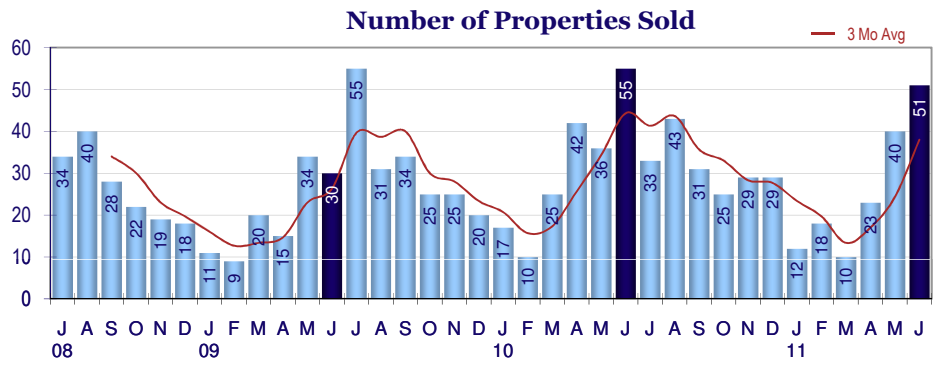
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$525,000	↑		↑				
Average List Price of all Current Listings	\$681,098	↓		↓				
June Median Sales Price	\$513,450	↑	↑	↓	↑	\$471,250	↑	↑
June Average Sales Price	\$504,183	↓	↔	↓	↑	\$488,625	↑	↑
Total Properties Currently for Sale (Inventory)	241	↑		↓				
June Number of Properties Sold	51	↑		↓		154	↓	↓
June Average Days on Market (Solds)	77	↓	↓	↑	↓	76	↓	↓
June Month's Supply of Inventory	4.7	↓	↓	↓	↓	11.7	↑	↑
June Sale Price vs List Price Ratio	90.5%	↓	↔	↓	↑	90.5%	↔	↑

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2010) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

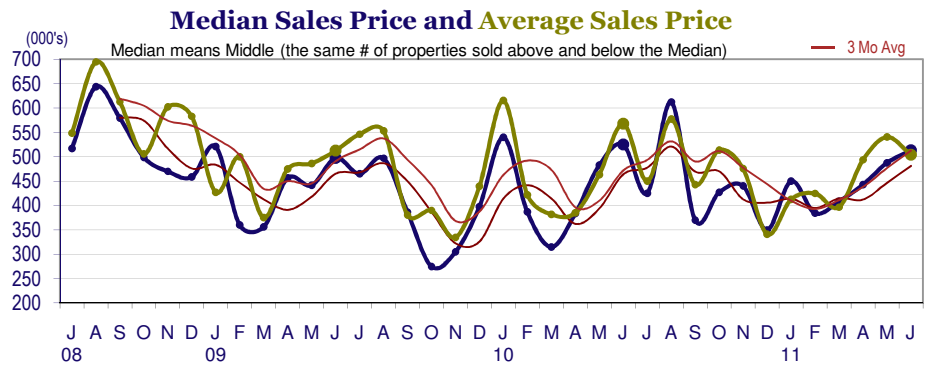
Property Sales

June Property sales were 51, down 7.3% from 55 in June of 2010 and 27.5% higher than the 40 sales last month. June 2011 sales were at a mid level compared to June of 2010 and 2009. June YTD sales of 154 are running 16.8% behind last year's year-to-date sales of 185.



Prices

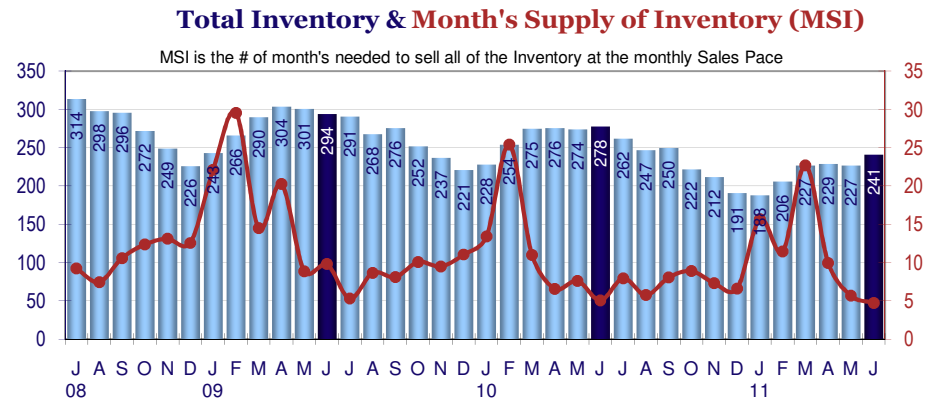
The Median Sales Price in June was \$513,450, down 2.2% from \$525,000 in June of 2010 and up 5.3% from \$487,425 last month. The Average Sales Price in June was \$504,183, down 11.2% from \$567,591 in June of 2010 and down 6.7% from \$540,520 last month. June 2011 ASP was at the lowest level compared to June of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of June was 241, up 6.2% from 227 last month and down 13.3% from 278 in June of last year. June 2011 Inventory was at its lowest level compared with June of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2011 MSI of 4.7 months was at its lowest level compared with June of 2010 and 2009.



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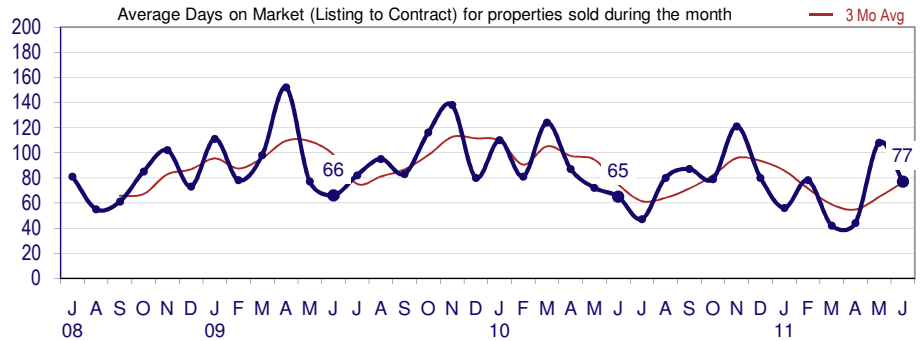


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Market Time

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 June was 77, down 28.7% from 108 days last month and up 18.5% from 65 days in June of last year. The June 2011 DOM was at a mid level compared with June of 2010 and 2009.

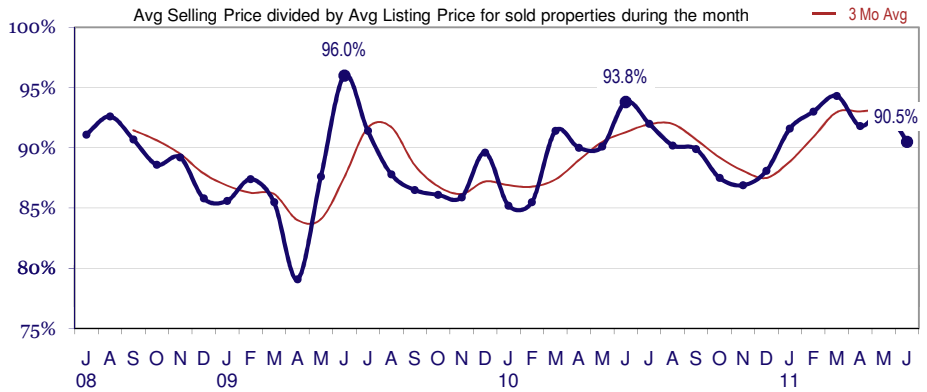
Days On Market for Sold Properties



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 June 2011 Selling Price vs Original List Price of 90.5% was down from 93.1% last month and down from 93.8% in June of last year.

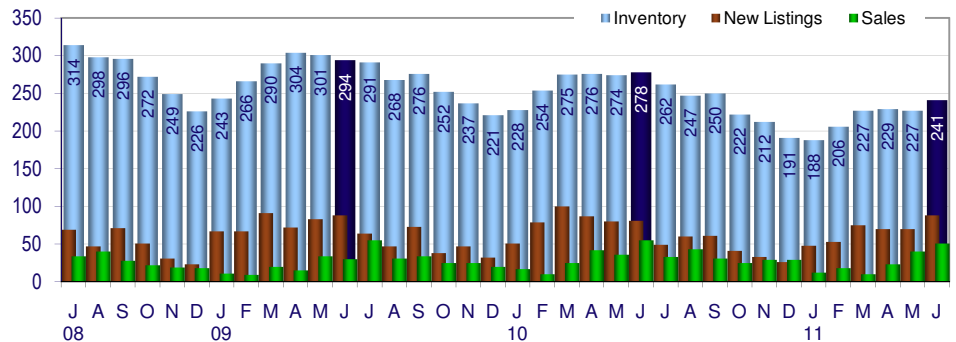
Selling Price versus Listing Price Ratio



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 June 2011 was 88, up 25.7% from 70 last month and up 8.6% from 81 in June of last year.

Inventory / New Listings / Sales



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Inventory / Listings / Sales

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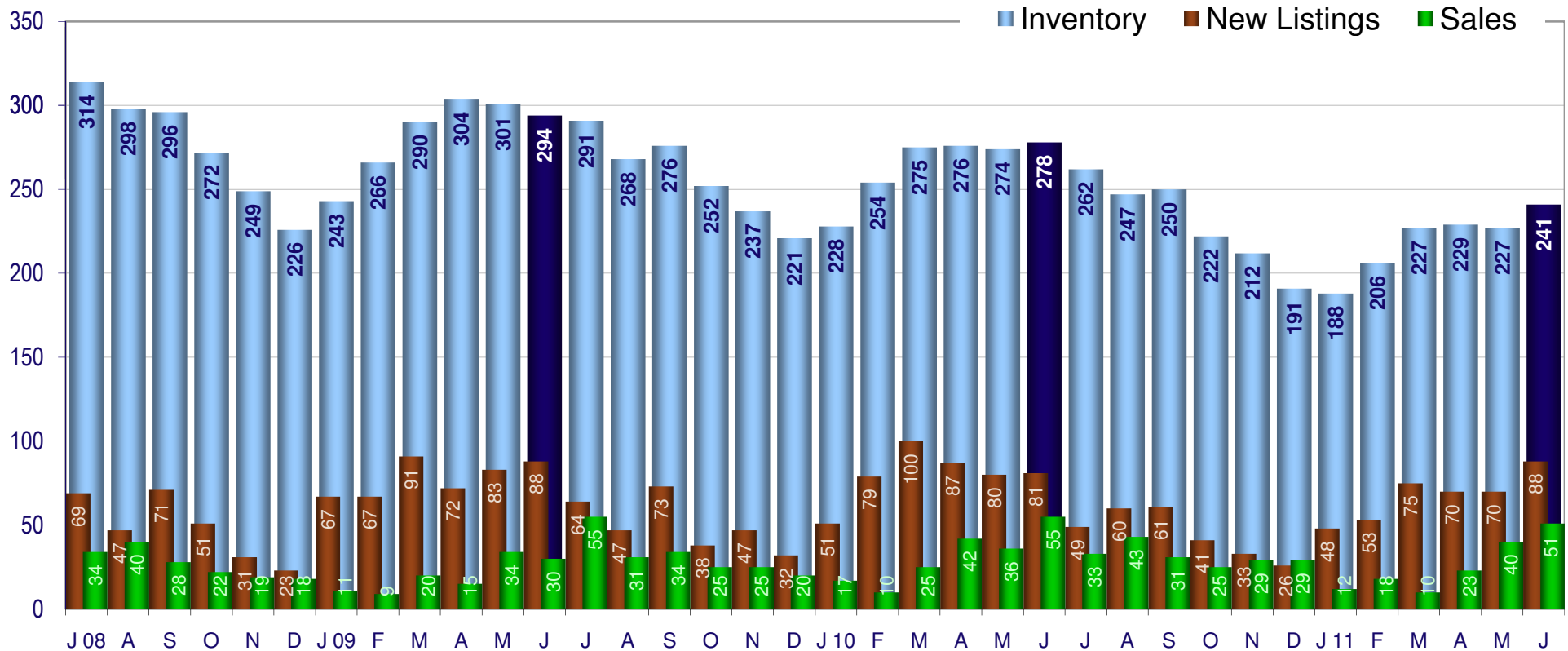
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June 2011



Inventory / New Listings / Sales

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