

MLS Area: *Evanston*



Barbara Kramer

Realtor

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Other



Price Range: All | Properties: Single Family

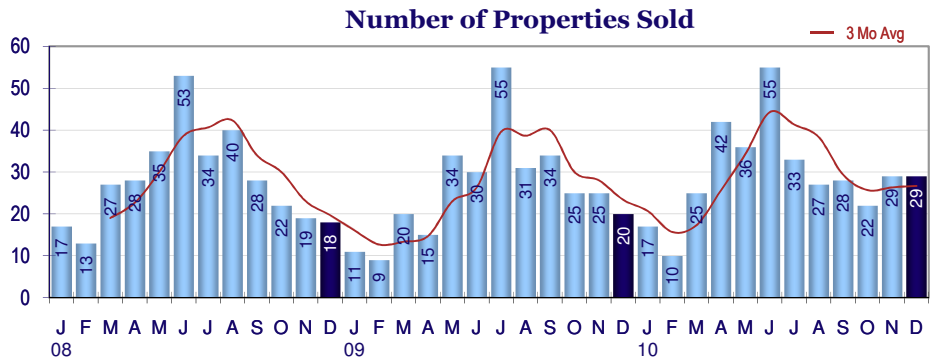
Market Profile & Trends Overview

| | Month | Trending versus*: | | | | YTD | Trending versus*: | |
|--|-----------|-------------------|-----|-----|----|-----------|-------------------|------------|
| | | LM | L3M | PYM | LY | | Prior YTD | Prior Year |
| Median List Price of all Current Listings | \$479,000 | ↓ | | ↓ | | | | |
| Average List Price of all Current Listings | \$724,584 | ↓ | | ↑ | | | | |
| December Median Sales Price | \$350,000 | ↓ | ↓ | ↓ | ↓ | \$435,000 | ↑ | ↑ |
| December Average Sales Price | \$341,229 | ↓ | ↓ | ↓ | ↓ | \$474,774 | ↑ | ↑ |
| Total Properties Currently for Sale (Inventory) | 179 | ↓ | | ↓ | | | | |
| December Number of Properties Sold | 29 | ↔ | | ↑ | | 353 | ↑ | ↑ |
| December Average Days on Market (Solds) | 80 | ↓ | ↓ | ↔ | ↓ | 83 | ↓ | ↓ |
| Asking Price per Square Foot (based on New Listings) | \$198 | ↑ | ↓ | ↓ | ↓ | \$224 | ↓ | ↓ |
| December Sold Price per Square Foot | \$153 | ↑ | ↓ | ↓ | ↓ | \$188 | ↔ | ↔ |
| December Month's Supply of Inventory | 6.2 | ↓ | ↓ | ↓ | ↓ | 9.7 | ↓ | ↓ |
| December Sale Price vs List Price Ratio | 88.1% | ↑ | ↑ | ↓ | ↓ | 89.6% | ↑ | ↑ |

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

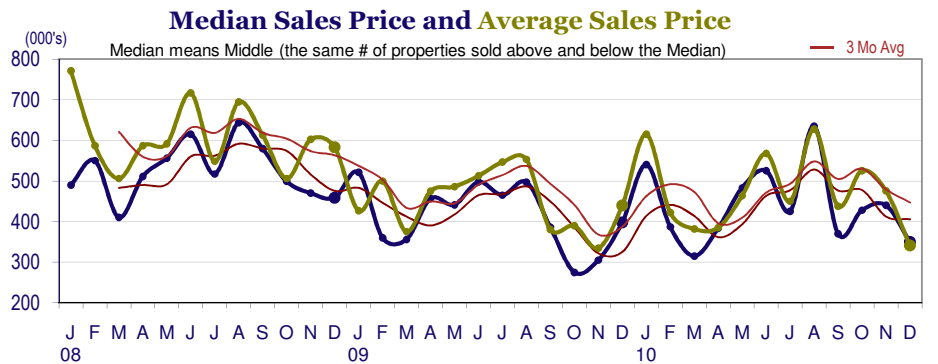
Property Sales

December Property sales were 29, up 45.0% from 20 in December of 2009 and the same as the 29 sales last month. December 2010 sales were at their highest level compared to December of 2009 and 2008. December YTD sales of 353 are running 14.2% ahead of last year's year-to-date sales of 309.



Prices

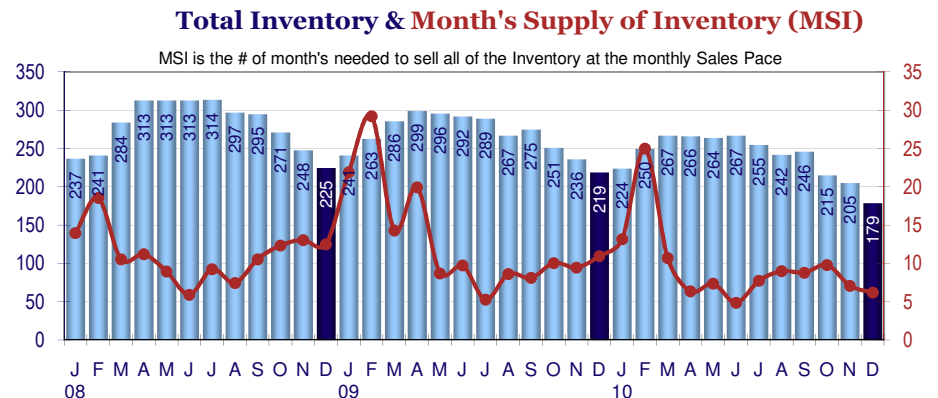
The Median Sales Price in December was \$350,000, down 12.0% from \$397,750 in December of 2009 and down 20.5% from \$440,000 last month. The Average Sales Price in December was \$341,229, down 22.3% from \$439,423 in December of 2009 and down 28.2% from \$475,464 last month. December 2010 ASP was at the lowest level compared to December of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of December was 179, down 12.7% from 205 last month and down 18.3% from 219 in December of last year. December 2010 Inventory was at its lowest level compared with December of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2010 MSI of 6.2 months was at its lowest level compared with December of 2009 and 2008.



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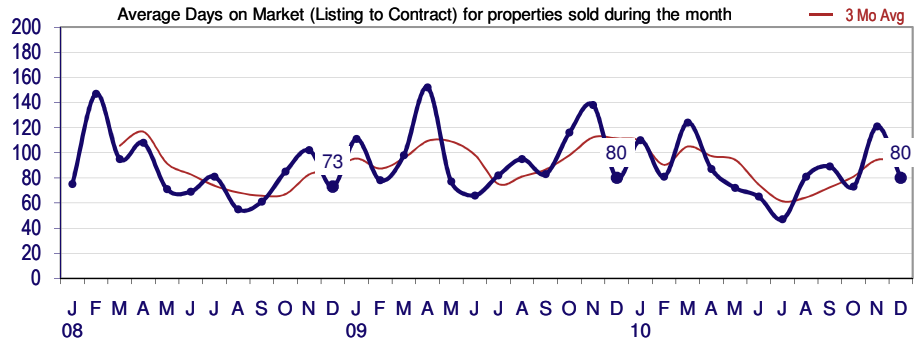


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Market Time

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 December was 80, down 33.9% from 121 days last month and equal to 80 days in December of last year. The December 2010 DOM was at a mid level compared with December of 2009 and 2008.

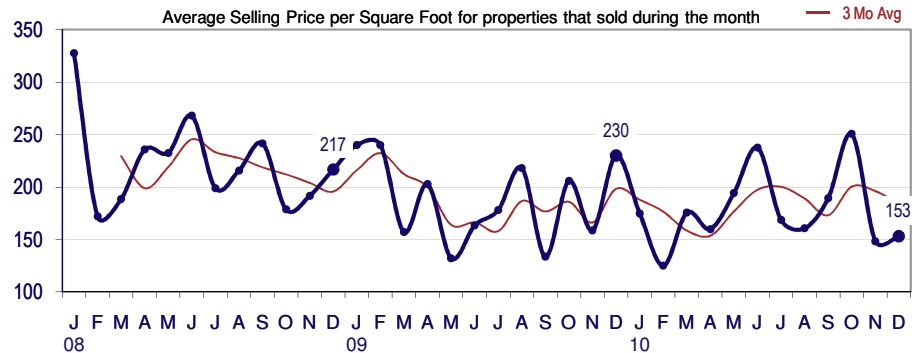
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The December 2010 Selling Price per Square Foot of \$153 was up 3.2% from \$148 last month and down 33.4% from 230 in December of last year.

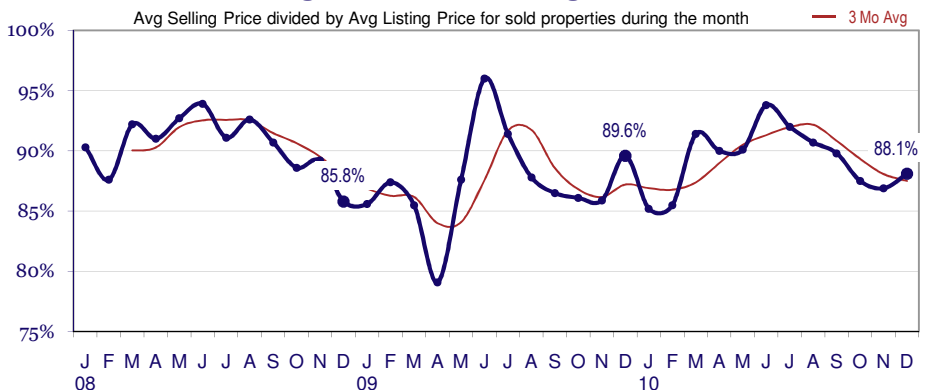
Selling Price per Square Foot



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 2010 Selling Price vs Original List Price of 88.1% was up from 86.9% last month and down from 89.6% in December of last year.

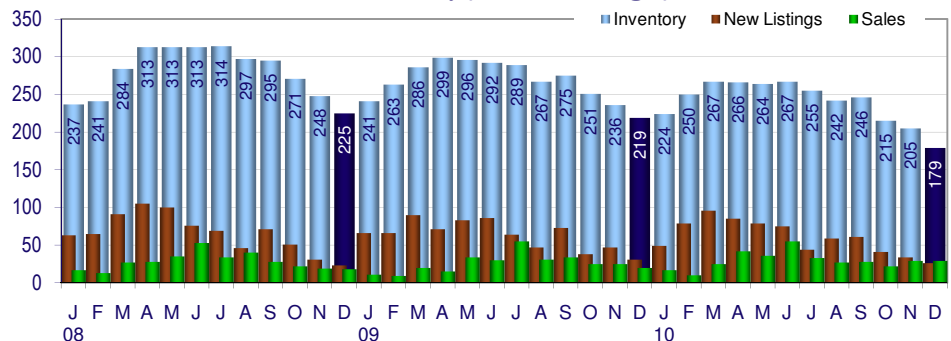
Selling Price versus Listing Price Ratio



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 December 2010 was 26, down 23.5% from 34 last month and down 16.1% from 31 in December of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

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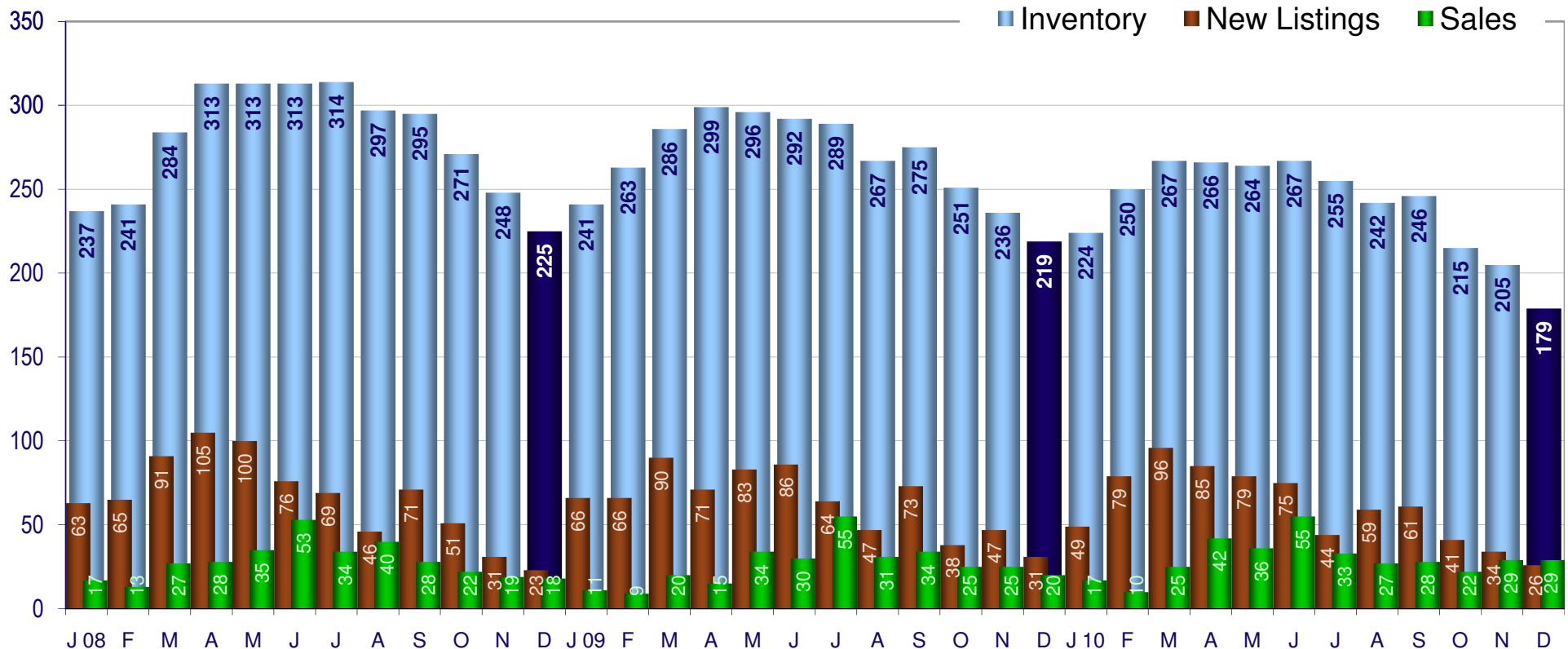
December 2010



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Inventory / New Listings / Sales

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