

MLS Area: *Evanston*

**Barbara Kramer**

Realtor

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Other



Price Range: Below to 100,000,000 | Properties: Condo - TwnHm

## Market Profile & Trends Overview

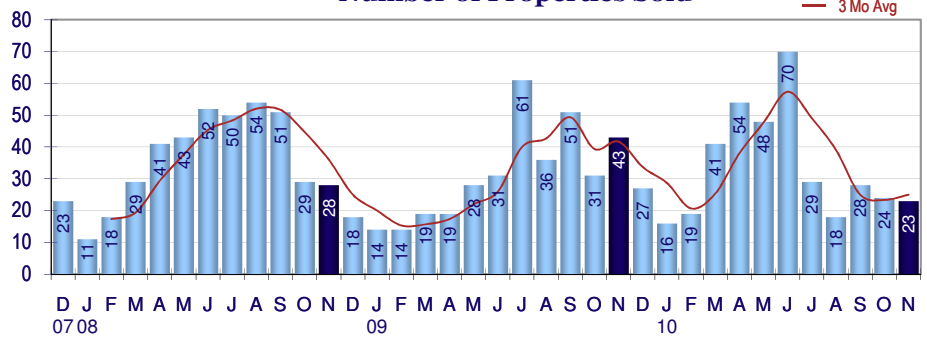
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$229,500	↔		↓				
Average List Price of all Current Listings	\$273,235	↔		↓				
November Median Sales Price	\$230,000	↑	↑	↓	\$241,438	↔	↔	
November Average Sales Price	\$283,065	↑	↑	↓	\$279,122	↑	↔	
Total Properties Currently for Sale (Inventory)	432	↓		↓				
November Number of Properties Sold	23	↓		↓	370	↑		
November Average Days on Market (Solds)	132	↓	↑	↑	103	↓	↓	
Asking Price per Square Foot (based on New Listings)	\$207	↔	↓	↓	\$231	↓	↓	
November Sold Price per Square Foot	\$205	↔	↑	↓	\$214	↓	↓	
November Month's Supply of Inventory	18.8	↓	↔	↑	17.8	↓	↓	
November Sale Price vs List Price Ratio	87.3%	↑	↓	↓	89.5%	↑	↑	

\* 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

November Property sales were 23, down 46.5% from 43 in November of 2009 and 4.2% lower than the 24 sales last month. November 2010 sales were at their lowest level compared to November of 2009 and 2008. November YTD sales of 370 are running 6.6% ahead of last year's year-to-date sales of 347.

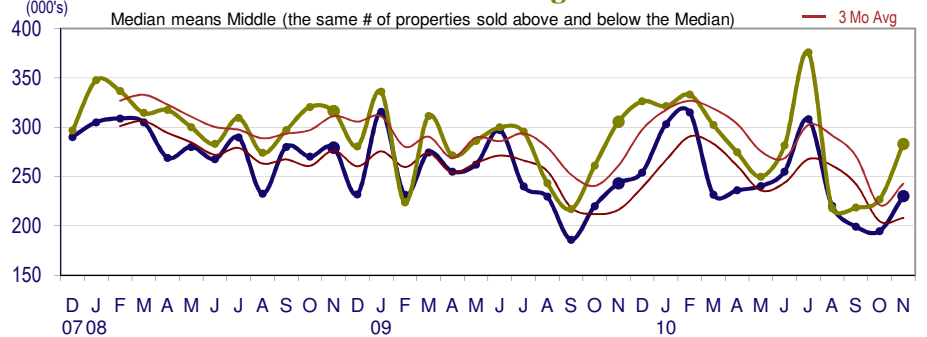
## Number of Properties Sold



## Prices

The Median Sales Price in November was \$230,000, down 5.3% from \$243,000 in November of 2009 and up 18.3% from \$194,500 last month. The Average Sales Price in November was \$283,065, down 7.3% from \$305,503 in November of 2009 and up 24.8% from \$226,746 last month. November 2010 ASP was at the lowest level compared to November of 2009 and 2008.

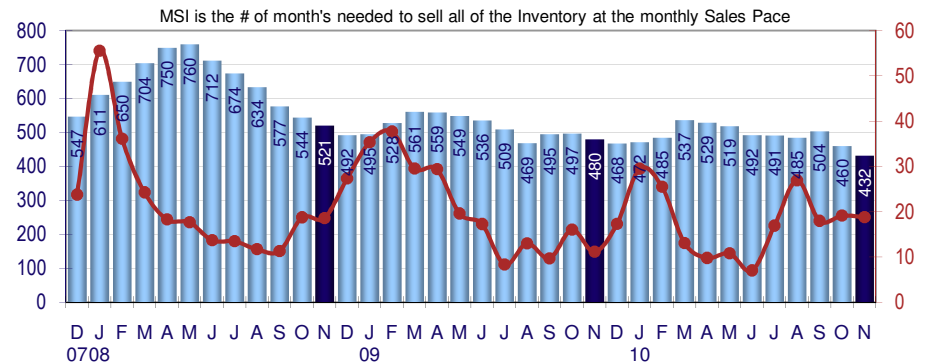
## Median Sales Price and Average Sales Price



## Inventory & MSI

The Total Inventory of Properties available for sale as of November was 432, down 6.1% from 460 last month and down 10.0% from 480 in November of last year. November 2010 Inventory was at its lowest level compared with November of 2009 and 2008.

## Total Inventory & Month's Supply of Inventory (MSI)



A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2010 MSI of 18.8 months was at its highest level compared with November of 2009 and 2008.

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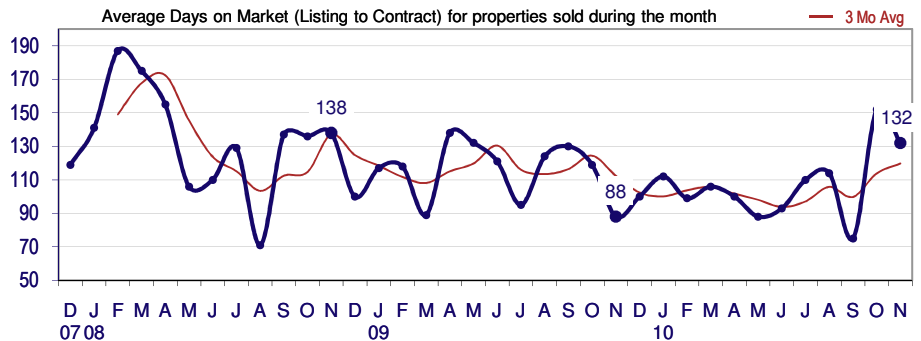


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## Market Time

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 November was 132, down 13.2% from 152 days last month and up 50.0% from 88 days in November of last year. The November 2010 DOM was at a mid level compared with November of 2009 and 2008.

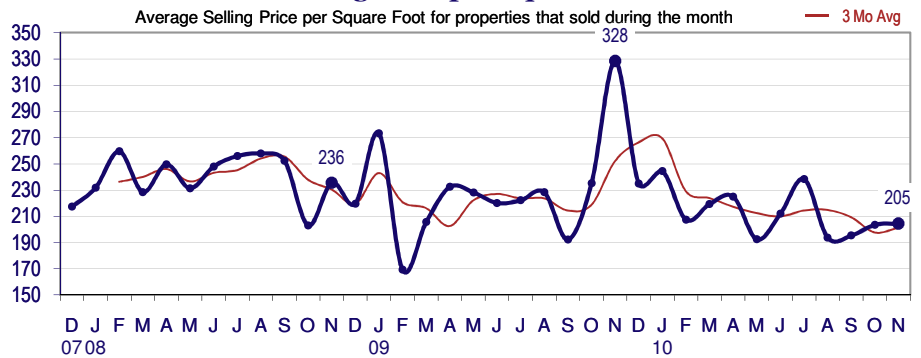
## Days On Market for Sold Properties



## 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 November 2010 Selling Price per Square Foot of \$205 was up 0.4% from \$204 last month and down 37.7% from 328 in November 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 November 2010 Selling Price vs Original List Price of 87.3% was up from 85.0% last month and down from 90.6% in November of last year.

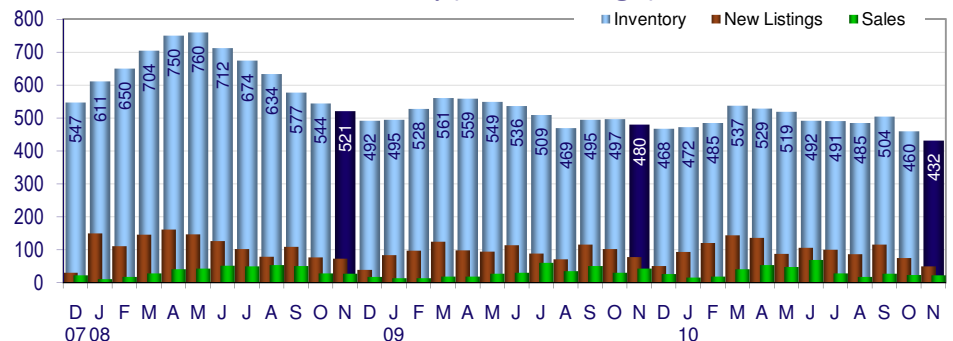
## Selling Price versus Listing Price Ratio



## 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 November 2010 was 50, down 33.3% from 75 last month and down 35.9% from 78 in November of last year.

## Inventory / New Listings / Sales



# Inventory / Listings / Sales

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November 2010

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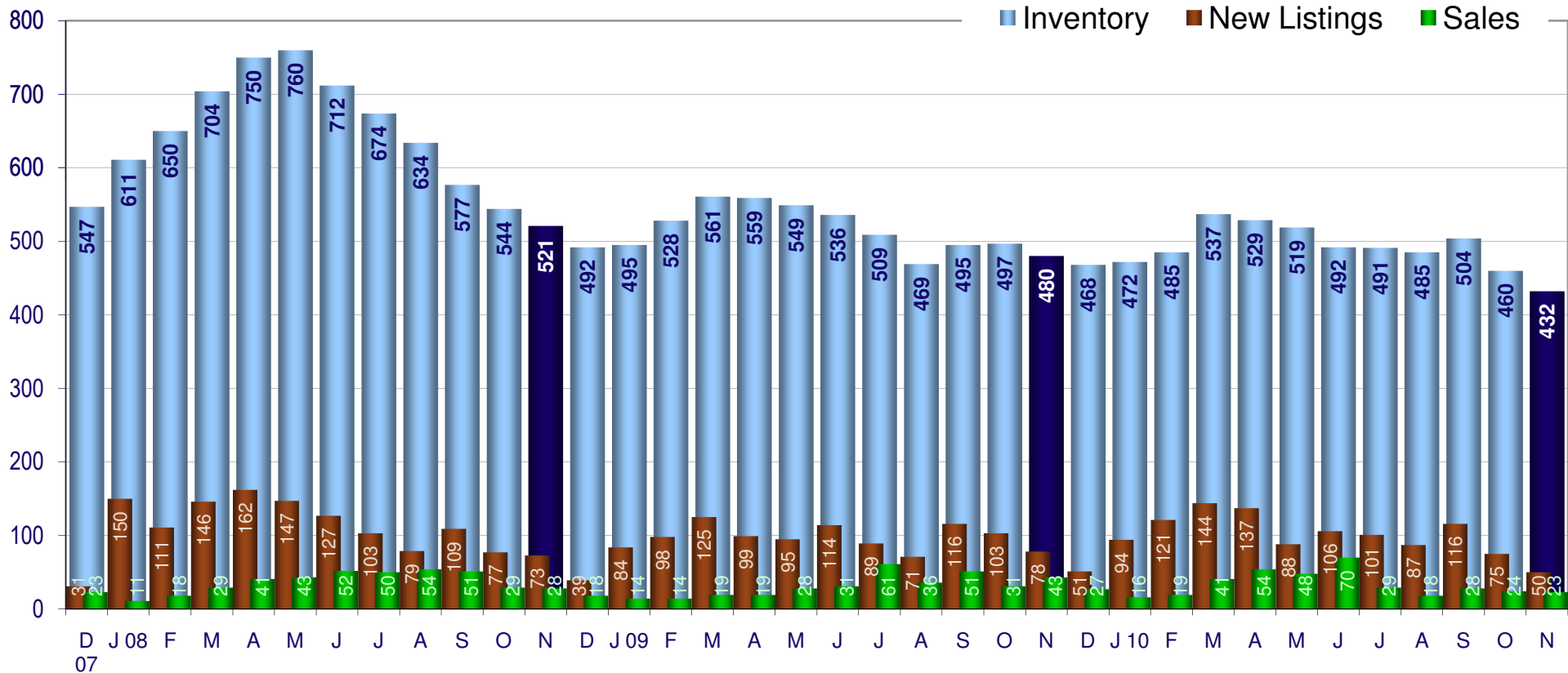
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