

MLS Area: Evanston



Barbara Kramer

Realtor

847-316-8047

Barbara.Kramer@cbexchange.com

Other



Price Range: All | Properties: Single Family

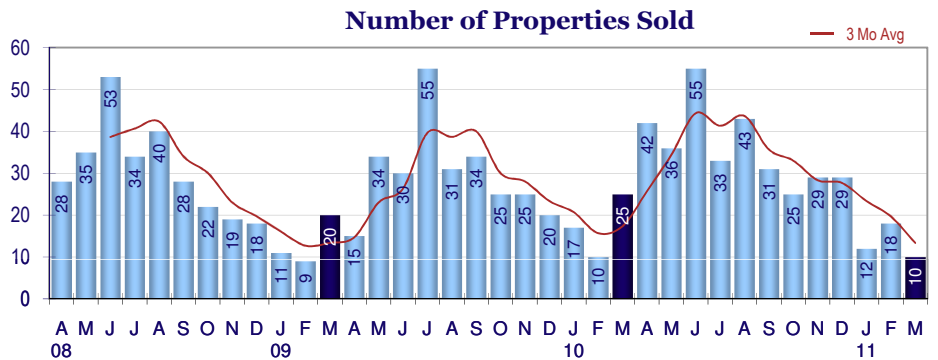
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$524,500	↓		↑				
Average List Price of all Current Listings	\$716,668	↓		↑				
March Median Sales Price	\$408,750	↑	↑	↑	↓	\$410,000	↑	↓
March Average Sales Price	\$396,550	↓	↑	↑	↓	\$414,004	↓	↓
Total Properties Currently for Sale (Inventory)	220	↑		↓				
March Number of Properties Sold	10	↓		↓		40	↓	
March Average Days on Market (Solds)	42	↓	↓	↓	↓	63	↓	↓
March Month's Supply of Inventory	22.0	↑	↑	↑	↑	16.2	↓	↑
March Sale Price vs List Price Ratio	94.3%	↑	↑	↑	↑	91.6%	↑	↑

* 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)

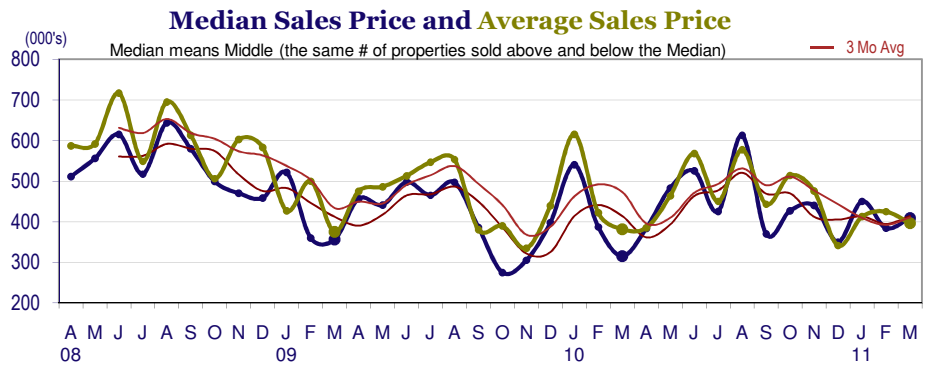
Property Sales

March Property sales were 10, down 60.0% from 25 in March of 2010 and 44.4% lower than the 18 sales last month. March 2011 sales were at their lowest level compared to March of 2010 and 2009. March YTD sales of 40 are running 23.1% behind last year's year-to-date sales of 52.



Prices

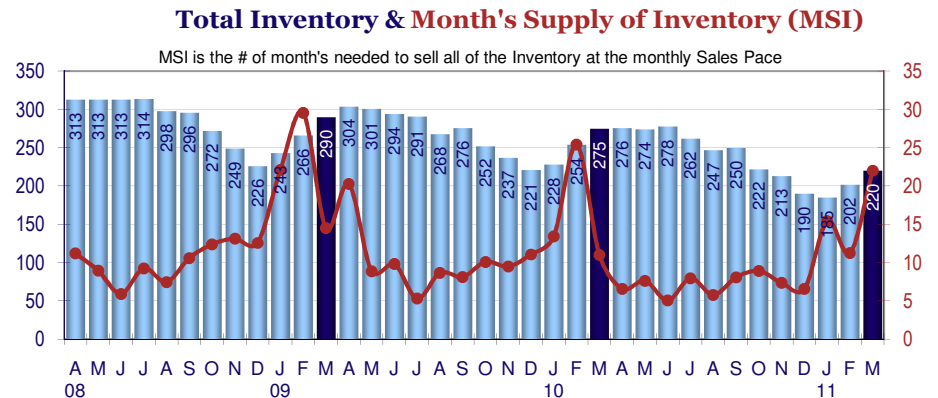
The Median Sales Price in March was \$408,750, up 29.8% from \$315,000 in March of 2010 and up 6.4% from \$384,250 last month. The Average Sales Price in March was \$396,550, up 3.9% from \$381,814 in March of 2010 and down 6.6% from \$424,750 last month. March 2011 ASP was at the highest level compared to March of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 220, up 8.9% from 202 last month and down 20.0% from 275 in March of last year. March 2011 Inventory was at its lowest level compared with March of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2011 MSI of 22.0 months was at its highest level compared with March of 2010 and 2009.



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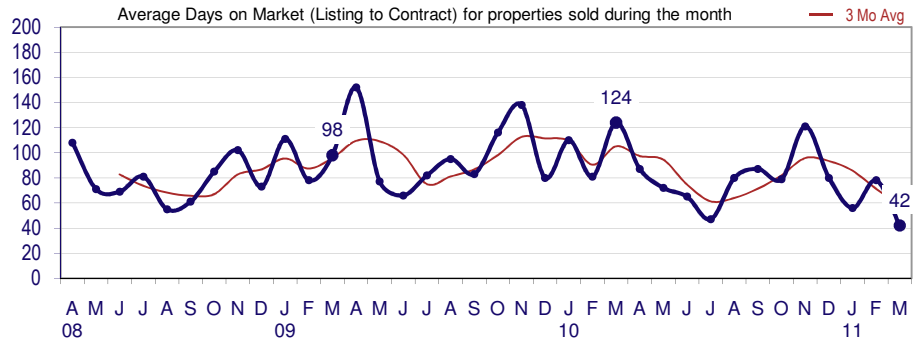


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Market Time

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 March was 42, down 46.2% from 78 days last month and down 66.1% from 124 days in March of last year. The March 2011 DOM was at its lowest level compared with March of 2010 and 2009.

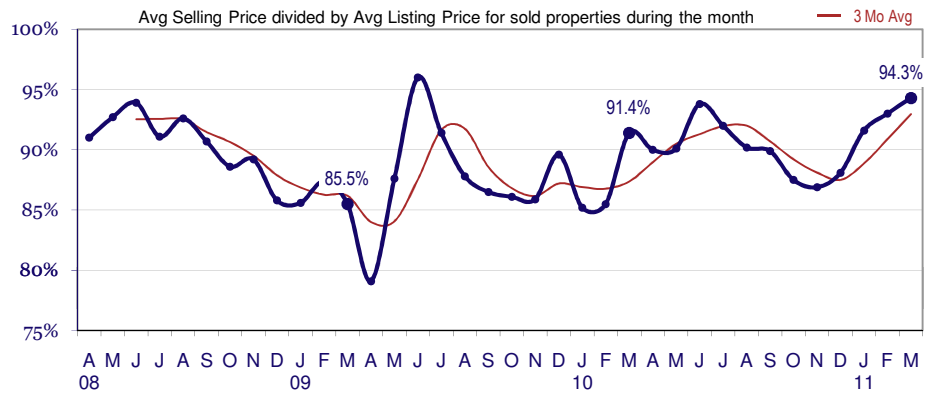
Days On Market for Sold Properties



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 March 2011 Selling Price vs Original List Price of 94.3% was up from 93.0% last month and up from 91.4% in March of last year.

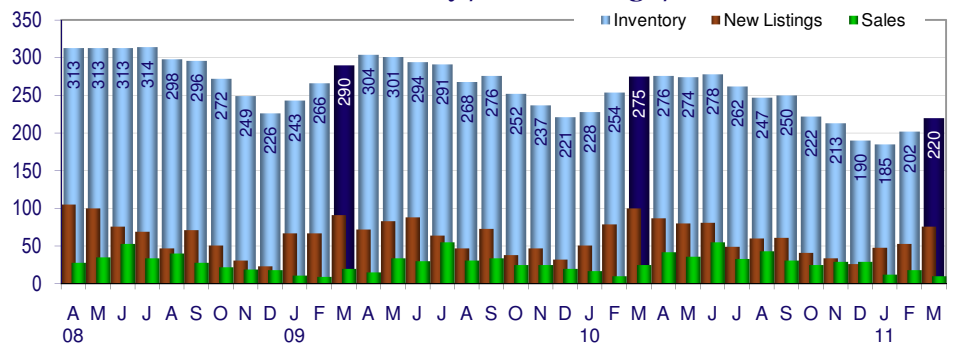
Selling Price versus Listing Price Ratio



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 March 2011 was 76, up 43.4% from 53 last month and down 24.0% from 100 in March of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

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March 2011



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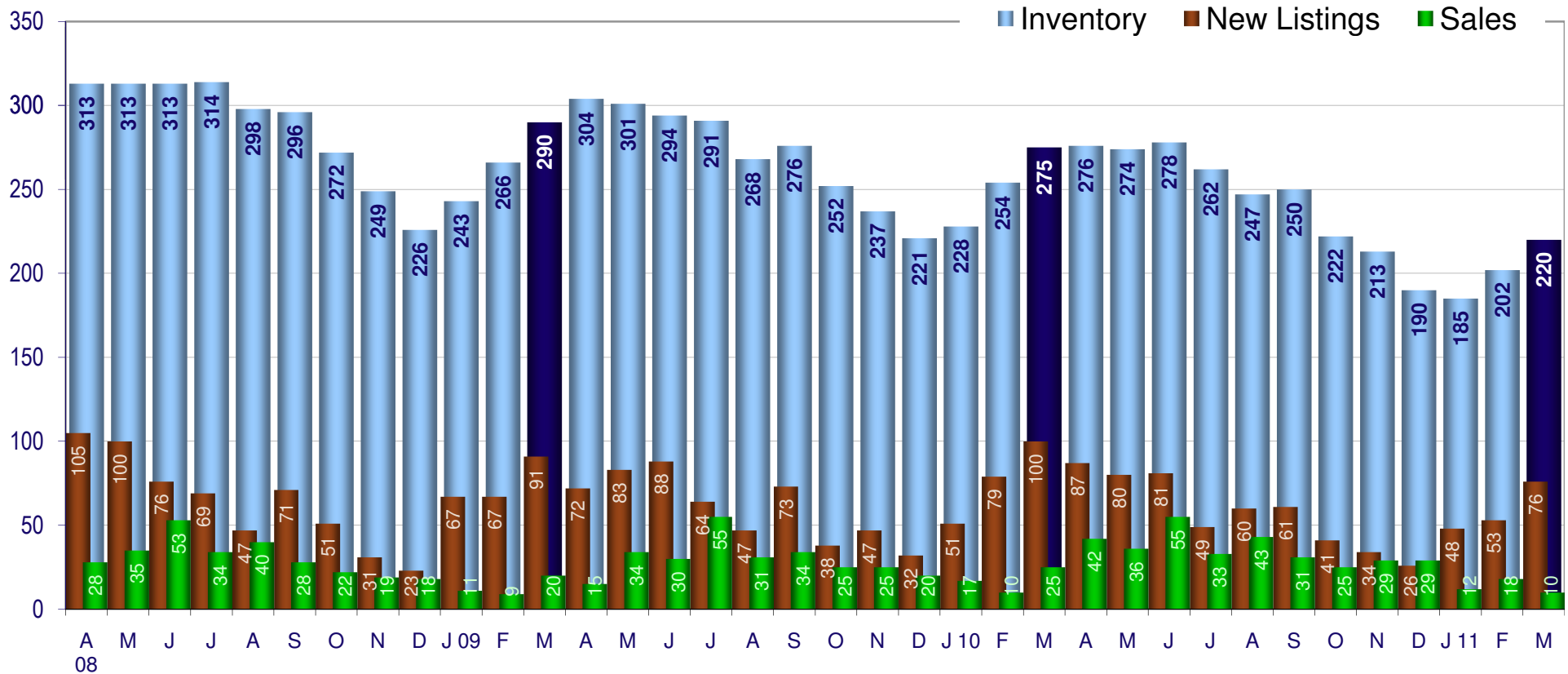
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