

City: *Evanston*



Price Range: All | Properties: Single Family - Condo - TwnHm

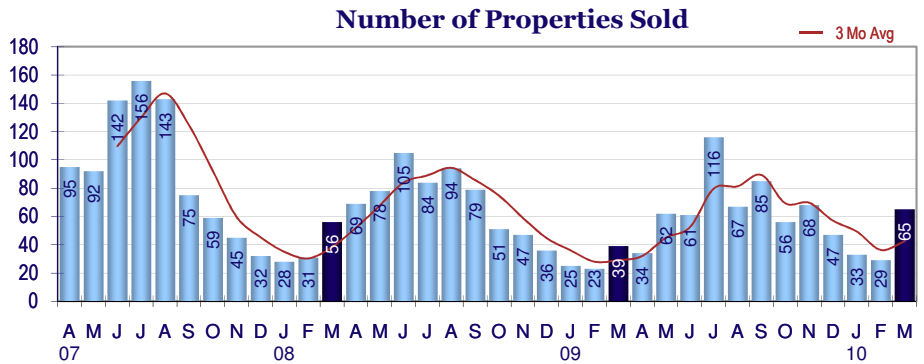
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$299,000	1%		-3%				
Average List Price of all Current Listings	\$427,574	2%		4%				
March Median Sales Price	\$274,900	-13%	-8%	-3%	-8%	\$296,000	8%	-1%
March Average Sales Price	\$335,065	-8%	-11%	-3%	-9%	\$377,360	8%	3%
Total Properties Currently for Sale (Inventory)	793	9%		-7%				
March Number of Properties Sold	65	124%		67%		127	46%	
March Average Days on Market (Solds)	113	22%	10%	22%	9%	108	6%	4%
Asking Price per Square Foot (based on New Listings)	\$207	-7%	-4%	-13%	-14%	\$219	-11%	-9%
March Sold Price per Square Foot	\$208	5%	-4%	7%	-5%	\$213	-4%	-3%
March Month's Supply of Inventory	12.2	-52%	-37%	-44%	-28%	19.4	-32%	15%
March Sale Price vs List Price Ratio	94.0%	2.2%	2.5%	1.2%	.6%	91.9%	-1.7%	-1.6%

\* 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)

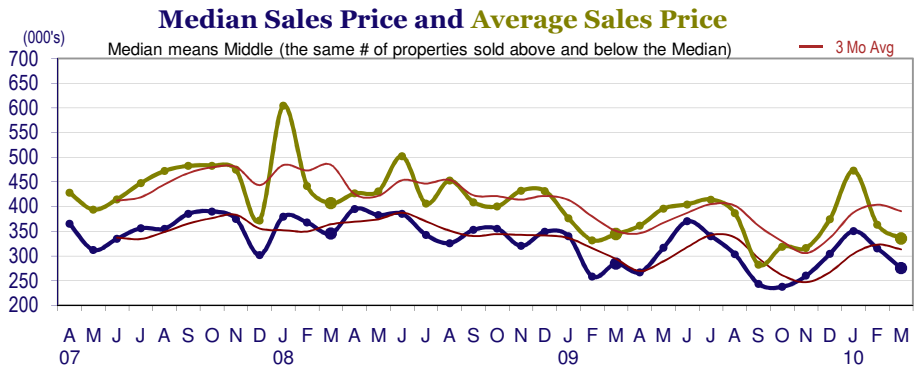
## Property Sales

March Property sales were 65, up 66.7% from 39 in March of 2009 and 124.1% higher than the 29 sales last month. March 2010 sales were at their highest level compared to March of 2009 and 2008. March YTD sales of 127 are running 46.0% ahead of last year's year-to-date sales of 87.



## Prices

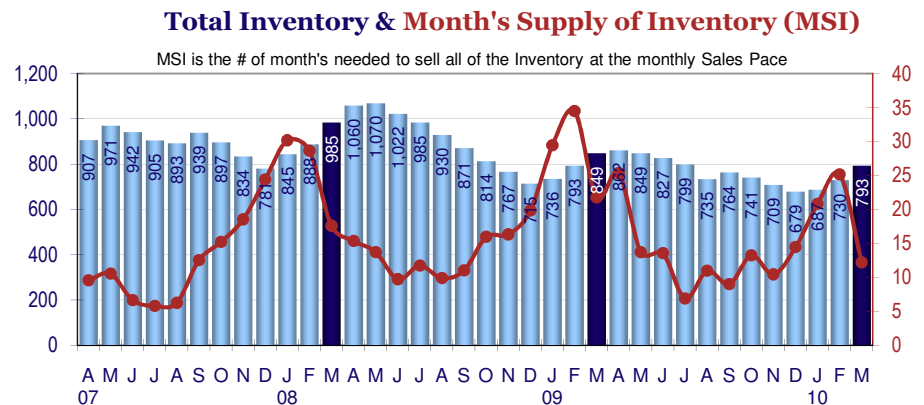
The Median Sales Price in March was \$274,900, down -3.2% from \$284,000 in March of 2009 and down -12.7% from \$315,000 last month. The Average Sales Price in March was \$335,065, down -2.6% from \$344,142 in March of 2009 and down -7.9% from \$363,655 last month. March 2010 ASP was at the lowest level compared to March of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of March was 793, up 8.6% from 730 last month and down -6.6% from 849 in March of last year. March 2010 Inventory was at its lowest level compared with March of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2010 MSI of 12.2 months was at its lowest level compared with March of 2009 and 2008.



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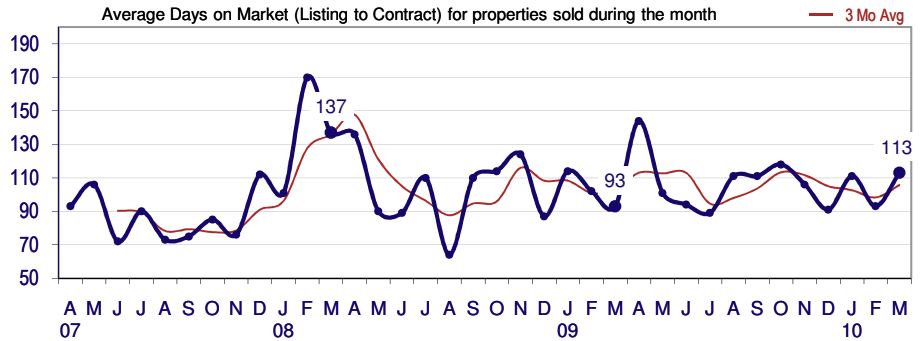


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## Market Time

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 March was 113, up 21.5% from 93 days last month and up 21.5% from 93 days in March of last year. The March 2010 DOM was at a mid level compared with March of 2009 and 2008.

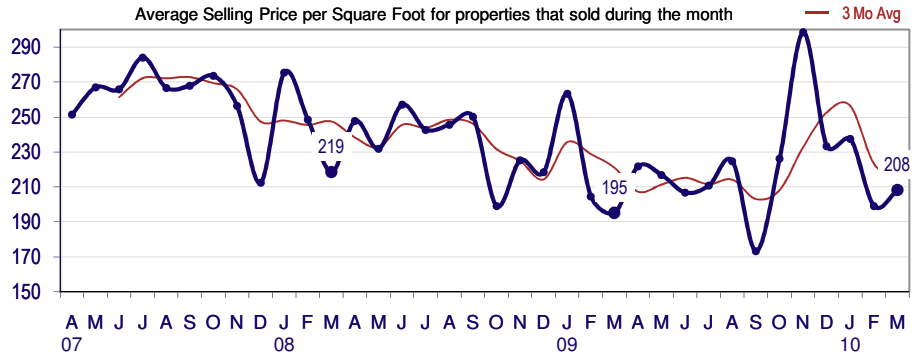
## Days On Market for Sold Properties



## 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 March 2010 Selling Price per Square Foot of \$208 was up 4.5% from \$199 last month and up 6.7% from 195 in March of last year.

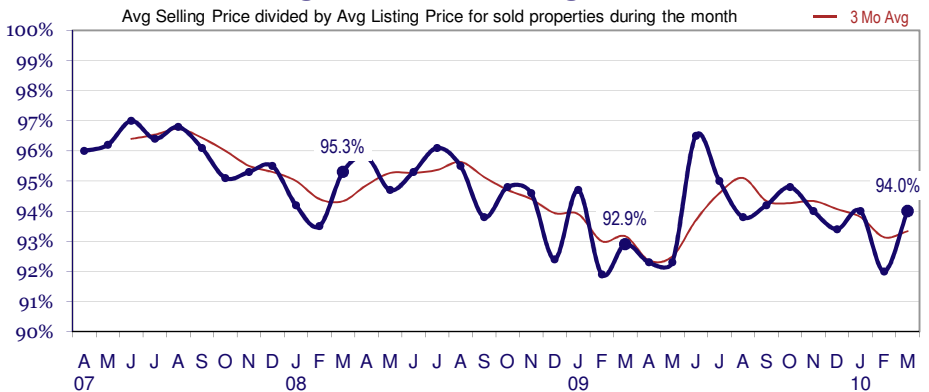
## Selling Price per Square Foot



## 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 March 2010 Selling Price vs Original List Price of 94.0% was up from 92.0% last month and up from 92.9% in March of last year.

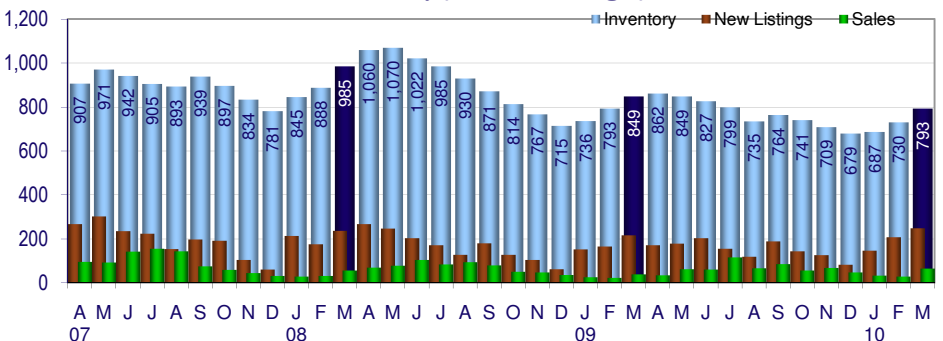
## Selling Price versus Listing Price Ratio



## 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 2010 was 248, up 19.2% from 208 last month and up 14.8% from 216 in March of last year.

## Inventory / New Listings / Sales



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	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Homes Sold	95	92	142	156	143	75	59	45	32	28	31	56	69	78	105	84	94	79	51	47	36	25	23	39	34	62	61	116	67	85	56	68	47	33	29	65
3 Mo. Roll Avg			110	130	147	125	92	60	45	35	30	38	52	68	84	89	94	86	75	59	45	36	28	29	32	45	52	80	81	89	69	70	57	49	36	42

(000's)	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Median Sale Price	365	312	335	356	355	385	390	375	302	380	368	345	395	383	385	343	326	353	355	320	349	340	258	284	267	317	370	340	303	243	237	260	304	350	315	275
3 Mo. Roll Avg			337	334	349	365	377	383	356	352	350	364	369	374	388	370	351	340	344	343	341	336	316	294	270	289	318	342	338	295	261	247	267	305	323	313

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Inventory	907	971	942	905	893	939	897	834	781	845	888	985	1060	1070	1022	985	930	871	814	767	715	736	793	849	862	849	827	799	735	764	741	709	679	687	730	793
MSI	10	11	7	6	6	13	15	19	24	30	29	18	15	14	10	12	10	11	16	16	20	29	34	22	25	14	14	7	11	9	13	10	14	21	25	12

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Days on Market	93	106	72	90	73	75	85	76	112	101	170	137	136	90	89	110	64	110	114	124	87	114	102	93	144	101	94	89	111	111	118	106	91	111	93	113
3 Mo. Roll Avg			90	89	78	79	78	79	91	96	128	136	148	121	105	96	88	95	96	116	108	108	101	103	113	113	113	95	98	104	113	112	105	103	98	106

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Price per Sq Ft	251	267	266	284	267	268	274	256	213	275	249	219	248	232	257	243	246	250	199	225	219	263	205	195	222	217	207	211	225	173	226	298	233	238	199	208
3 Mo. Roll Avg			261	272	272	273	269	266	247	248	246	248	238	233	246	244	249	246	232	225	214	236	229	221	207	211	215	212	214	203	208	233	253	256	223	215

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Sale to List Price	0.960	0.962	0.970	0.964	0.968	0.961	0.951	0.953	0.955	0.942	0.935	0.953	0.958	0.947	0.953	0.961	0.955	0.938	0.948	0.946	0.924	0.947	0.919	0.929	0.923	0.923	0.965	0.950	0.938	0.942	0.948	0.940	0.934	0.940	0.920	0.940
3 Mo. Roll Avg			0.964	0.965	0.967	0.964	0.960	0.955	0.953	0.950	0.944	0.943	0.949	0.953	0.953	0.954	0.956	0.951	0.947	0.944	0.939	0.939	0.930	0.932	0.924	0.925	0.937	0.946	0.951	0.943	0.943	0.943	0.941	0.938	0.931	0.933

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
New Listings	267	303	235	223	154	198	191	104	61	213	176	237	267	247	203	172	127	180	128	104	62	152	166	216	171	178	203	155	119	189	143	126	83	146	208	248
Inventory	907	971	942	905	893	939	897	834	781	845	888	985	1060	1070	1022	985	930	871	814	767	715	736	793	849	862	849	827	799	735	764	741	709	679	687	730	793
Sales	95	92	142	156	143	75	59	45	32	28	31	56	69	78	105	84	94	79	51	47	36	25	23	39	34	62	61	116	67	85	56	68	47	33	29	65

(000's)	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Avg Sale Price	428	394	415	448	472	482	483	475	372	605	442	407	427	431	502	406	453	409	400	432	432	376	332	344	361	396	404	414	387	282	319	316	374	473	364	335
3 Mo. Roll Avg			412	419	445	467	479	480	443	484	473	484	425	421	453	446	454	423	421	414	421	413	380	351	346	367	387	405	402	361	329	306	336	388	404	390