

City: *Evanston*



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

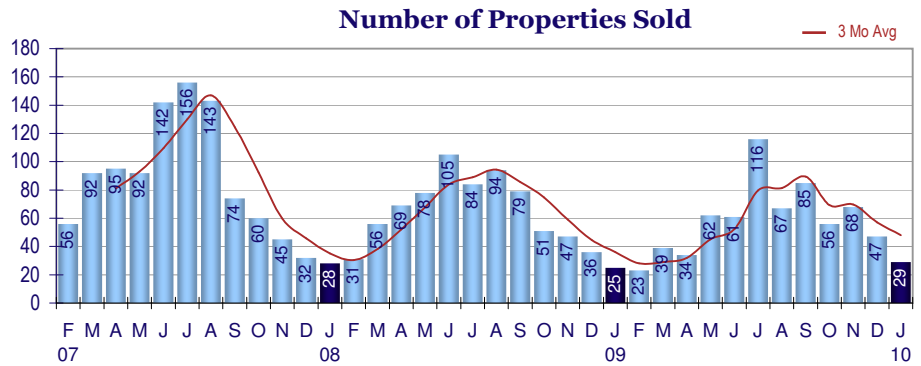
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$316,950	2%		-7%				
Average List Price of all Current Listings	\$452,697	1%		-1%				
January Median Sales Price	\$374,000	23%	38%	10%	25%	\$374,000	10%	25%
January Average Sales Price	\$500,414	34%	40%	33%	36%	\$500,414	33%	36%
Total Properties Currently for Sale (Inventory)	652	-0%		-11%				
January Number of Properties Sold	29	-38%		16%		29	16%	
January Average Days on Market (Solds)	117	29%	9%	3%	11%	117	3%	11%
Asking Price per Square Foot (based on New Listings)	\$255	13%	-3%	5%	9%	\$255	5%	9%
January Sold Price per Square Foot	\$232	-0%	-7%	-12%	6%	\$232	-12%	5%
January Month's Supply of Inventory	22.5	61%	44%	-24%	33%	22.5	-24%	33%
January Sale Price vs List Price Ratio	88.6%	.5%	.9%	-.6%	.3%	87.0%	-3.7%	-1.5%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

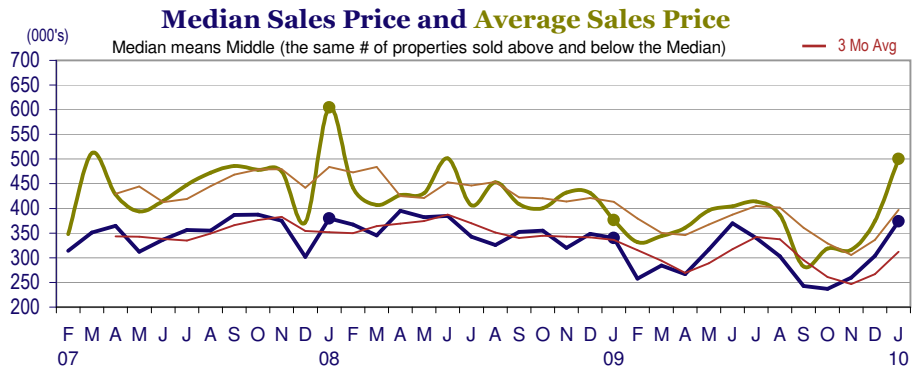
Property Sales

January Property sales were 29, up 16.0% from 25 in January of 2009 and -38.3% lower than the 47 sales last month. January 2010 sales were at their highest level compared to January of 2009 and 2008. January YTD sales of 29 are running 16.0% ahead of last year's year-to-date sales of 25.



Prices

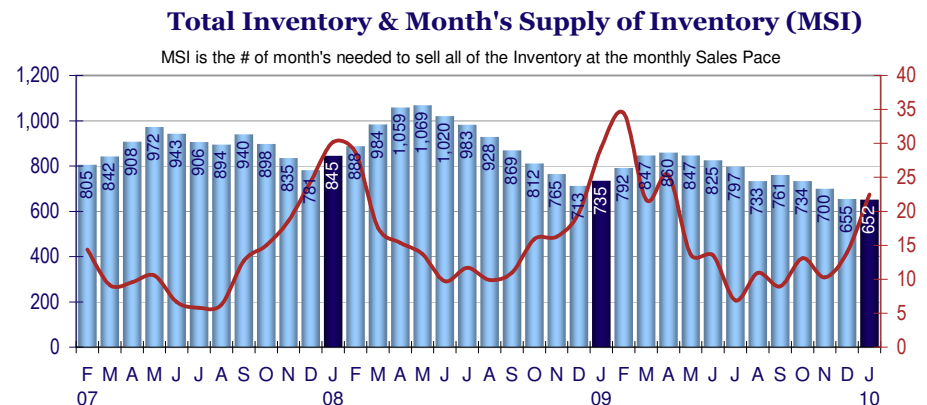
The Median Sales Price in January was \$374,000, up 10.0% from \$340,000 in January of 2009 and up 23.0% from \$304,000 last month. The Average Sales Price in January was \$500,414, up 33.1% from \$376,074 in January of 2009 and up 33.7% from \$374,363 last month. January 2010 ASP was at a mid range compared to January of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 652, down -0.5% from 655 last month and down -11.3% from 735 in January of last year. January 2010 Inventory was at its lowest level compared with January of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2010 MSI of 22.5 months was at its lowest level compared with January of 2009 and 2008.



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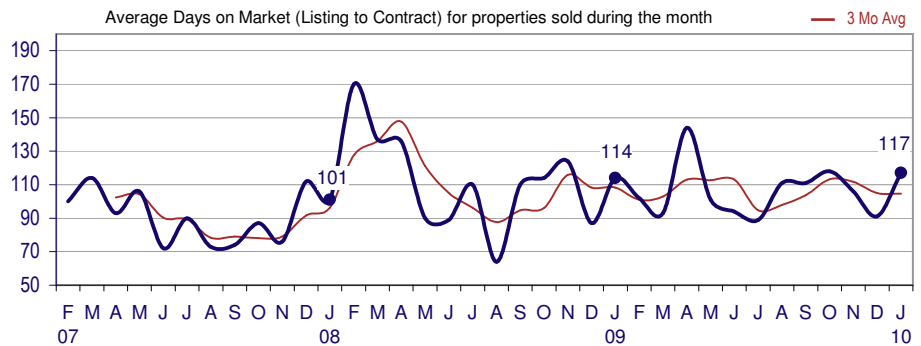


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Market Time

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 January was 117, up 28.6% from 91 days last month and up 2.6% from 114 days in January of last year. The January 2010 DOM was at a mid level compared with January of 2009 and 2008.

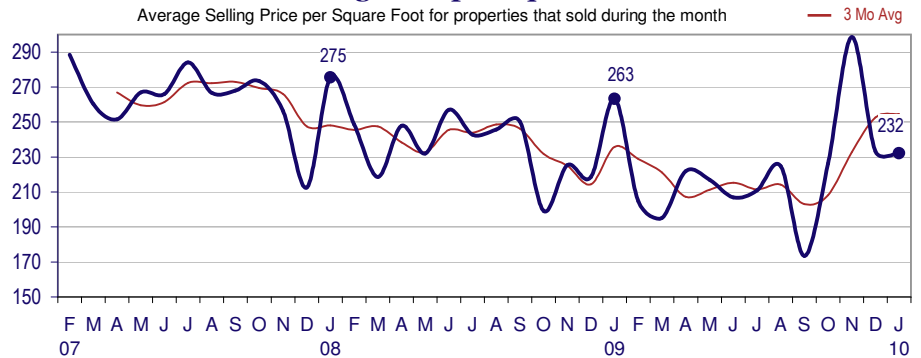
Days On Market for Sold Properties



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 January 2010 Selling Price per Square Foot of \$232 was down -0.5% from \$233 last month and down -11.8% from 263 in January of last year.

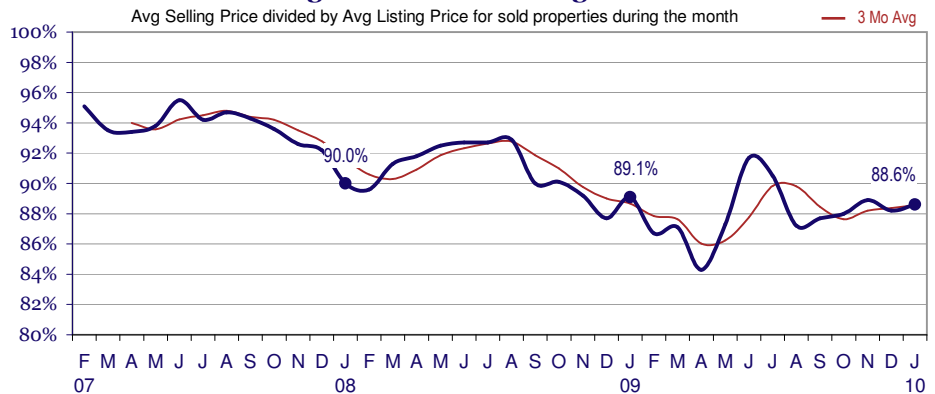
Selling Price per Square Foot



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 January 2010 Selling Price vs Original List Price of 88.6% was up from 88.2% last month and down from 89.1% in January of last year.

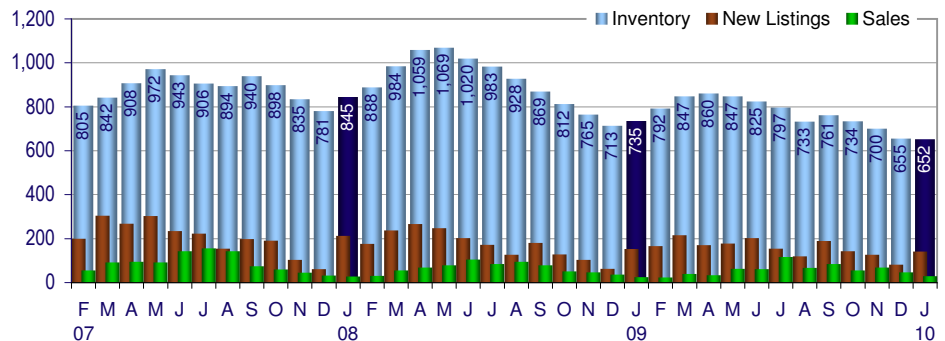
Selling Price versus Listing Price Ratio



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 January 2010 was 141, up 74.1% from 81 last month and down -7.8% from 153 in January of last year.

Inventory / New Listings / Sales



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	F 07	M	A	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
Homes Sold	56	92	95	92	142	156	143	74	60	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	29
3 Mo. Roll Avg			81	93	110	130	147	124	92	60	46	35	30	38	52	68	84	89	94	86	75	59	45	36	28	29	32	45	52	80	81	89	69	70	57	48

(000's)	F 07	M	A	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
Median Sale Price	314	351	365	312	337	356	355	387	388	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	374
3 Mo. Roll Avg			343	343	338	335	349	366	376	383	355	352	350	364	369	374	388	370	351	340	344	343	341	336	316	294	270	289	318	342	338	295	261	247	267	313

	F 07	M	A	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
Inventory	805	842	908	972	943	906	894	940	898	835	781	845	888	984	1059	1069	1020	983	928	869	812	765	713	735	792	847	860	847	825	797	733	761	734	700	655	652
MSI	14	9	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	22

	F 07	M	A	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
Days on Market	100	114	93	106	72	90	73	74	87	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	117
3 Mo. Roll Avg			102	104	90	89	78	79	78	79	92	96	128	136	148	121	105	96	88	95	96	116	108	108	101	103	113	113	113	95	98	104	113	112	105	105

	F 07	M	A	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
Price per Sq Ft	289	260	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	232
3 Mo. Roll Avg			267	260	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	255

	F 07	M	A	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
Sale to List Price	0.951	0.935	0.934	0.938	0.955	0.942	0.947	0.943	0.936	0.926	0.922	0.900	0.896	0.913	0.918	0.925	0.927	0.927	0.929	0.900	0.901	0.892	0.877	0.891	0.867	0.871	0.843	0.873	0.917	0.905	0.872	0.877	0.880	0.889	0.882	0.886
3 Mo. Roll Avg			0.940	0.936	0.942	0.945	0.948	0.944	0.942	0.935	0.928	0.916	0.906	0.903	0.909	0.919	0.923	0.926	0.928	0.919	0.910	0.898	0.890	0.887	0.878	0.876	0.860	0.862	0.878	0.898	0.898	0.885	0.876	0.882	0.884	0.886

	F 07	M	A	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
New Listings	199	305	268	303	235	223	154	198	191	104	61	213	176	237	267	247	202	172	127	180	128	104	62	153	166	216	171	178	203	155	119	189	142	126	81	141
Inventory	805	842	908	972	943	906	894	940	898	835	781	845	888	984	1059	1069	1020	983	928	869	812	765	713	735	792	847	860	847	825	797	733	761	734	700	655	652
Sales	56	92	95	92	142	156	143	74	60	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	29

(000's)	F 07	M	A	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
Avg Sale Price	348	512	428	394	416	448	472	486	478	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	500
3 Mo. Roll Avg			429	445	412	419	445	469	479	480	442	484	473	484	425	421	453	446	454	423	421	414	421	413	380	351	346	367	387	405	402	361	329	306	336	397