

MLS Area: Evanston



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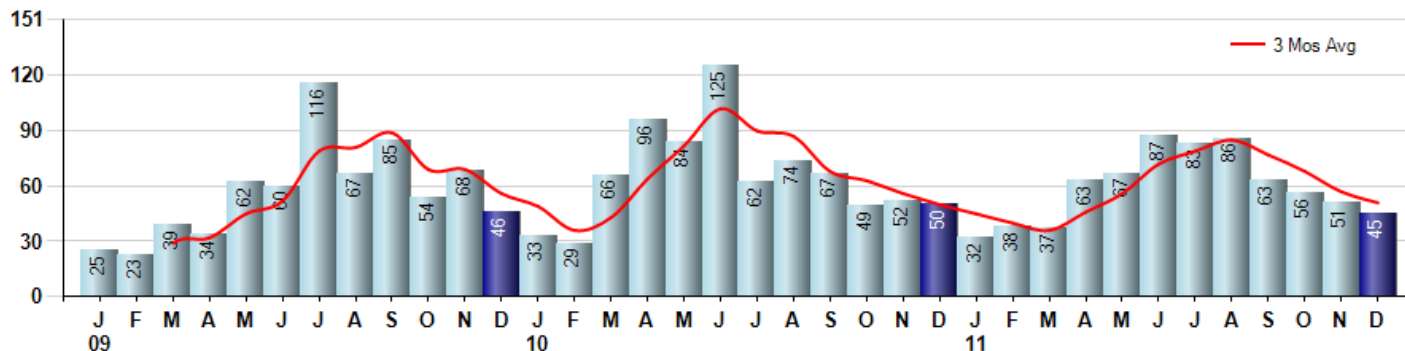
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|-------------------------------------------------|-----------|-------------------|-----|-----|----|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$265,000 | ↓ | | ↔ | | | | |
| Average List Price of all Current Listings | \$410,624 | ↑ | | ↔ | | | | |
| December Median Sales Price | \$286,500 | ↑ | ↑ | ↓ | ↓ | \$285,000 | ↓ | ↓ |
| December Average Sales Price | \$355,340 | ↑ | ↑ | ↑ | ↓ | \$360,739 | ↓ | ↓ |
| Total Properties Currently for Sale (Inventory) | 447 | ↓ | | ↓ | | | | |
| December Number of Properties Sold | 45 | ↓ | | ↓ | | 708 | ↓ | |
| December Average Days on Market (Solds) | 91 | ↑ | ↑ | ↑ | ↓ | 88 | ↓ | ↓ |
| December Month's Supply of Inventory | 9.9 | ↓ | ↓ | ↓ | ↓ | 11.9 | ↓ | ↓ |
| December Sale Price vs List Price Ratio | 87.6% | ↓ | ↓ | ↔ | ↓ | 89.7% | ↔ | ↔ |

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

Property Sales

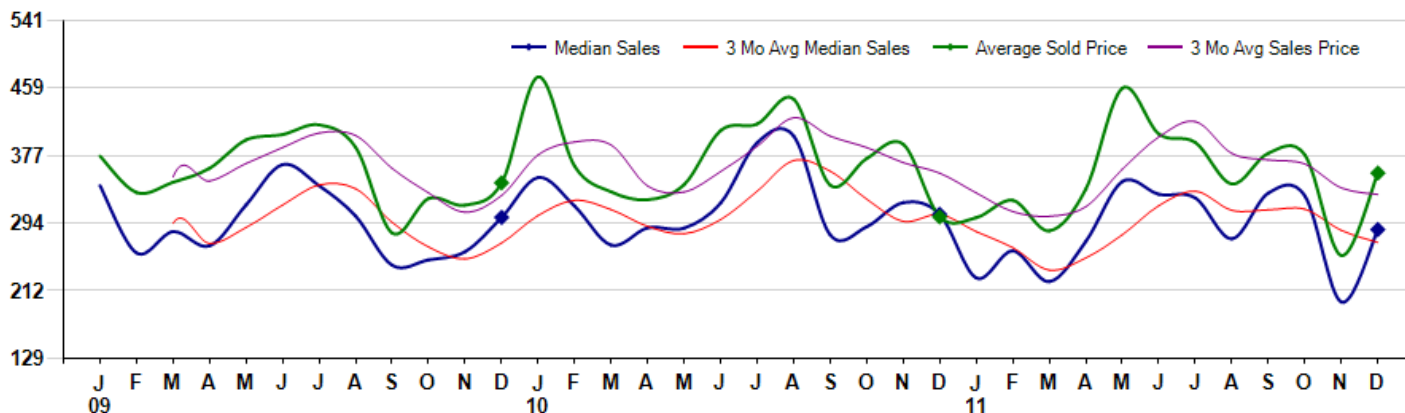
December Property sales were 45, down -10.0% from 50 in December of 2010 and -11.8% lower than the 51 sales last month. December 2011 sales were at their lowest level compared to December of 2010 and 2009. December YTD sales of 708 are running -10.0% behind last year's year-to-date sales of 787.



Prices

The Median Sales Price in December was \$286,500, down -6.1% from \$305,000 in December of 2010 and up 44.7% from \$198,000 last month. The Average Sales Price in December was \$355,340, up 17.7% from \$301,926 in December of 2010 and up 39.5% from \$254,729 last month. December 2011 ASP was at highest level compared to December of 2010 and 2009.

Median means Middle (the same # of properties sold above and below Median) (000's)



Based on information from Midwest Real Estate Data LLC for the period 1/1/2009 through 12/31/2011. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



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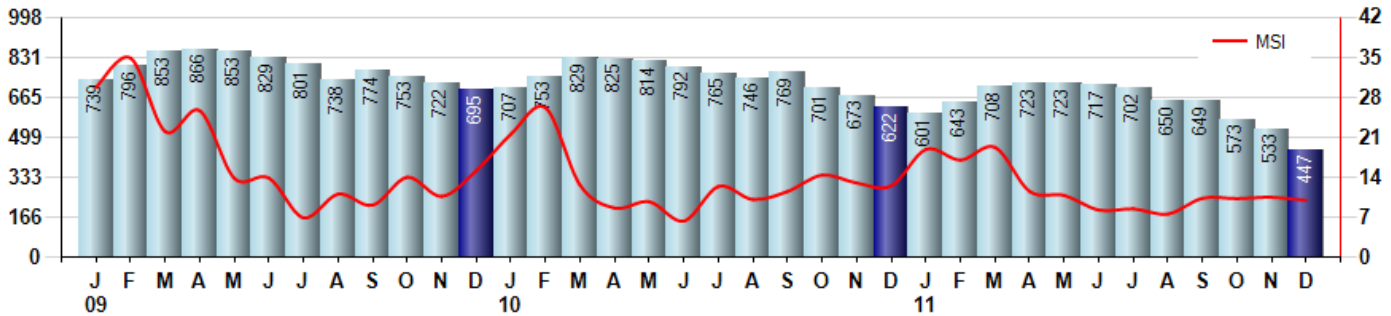
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 447, down -16.1% from 533 last month and down -28.1% from 622 in December of last year. December 2011 Inventory was at the lowest level compared to December of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2011 MSI of 9.9 months was at its lowest level compared with December of 2010 and 2009.

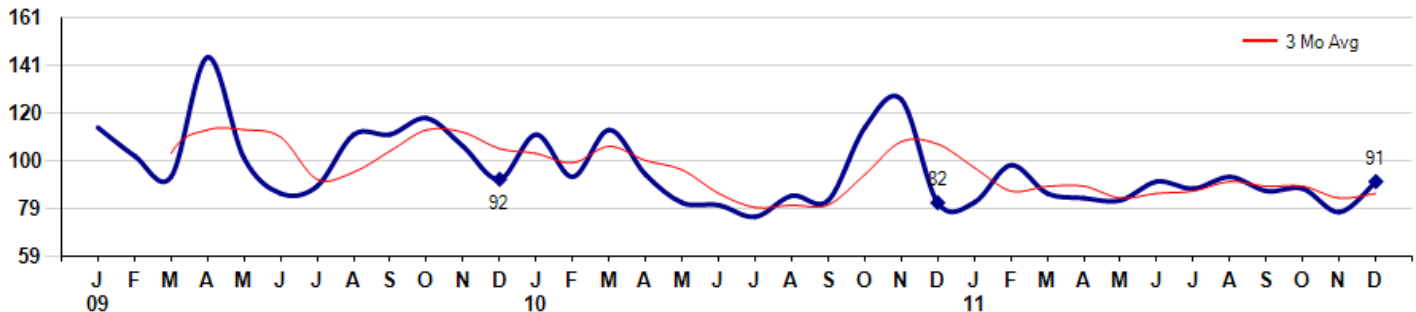
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 91, up 16.7% from 78 days last month and up 11.0% from 82 days in December of last year. The December 2011 DOM was at a mid range compared with December of 2010 and 2009.

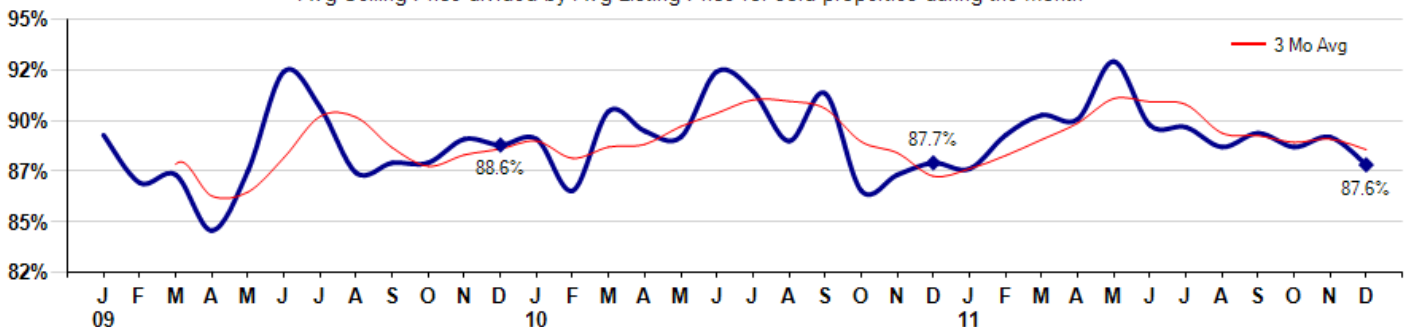
Average Days on Market (Listing to Contract) for properties sold during the month



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 2011 Selling Price vs Original List Price of 87.6% was down from 89.0% last month and down from 87.7% in December of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



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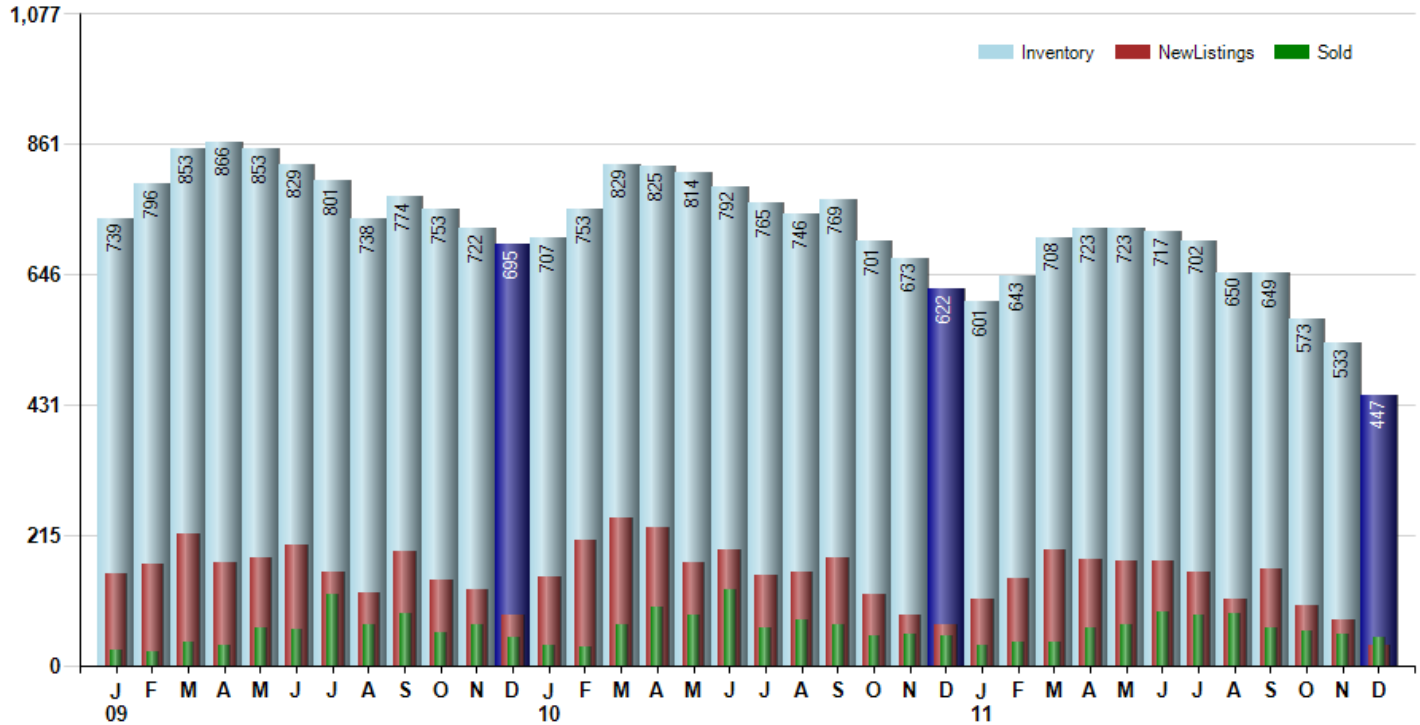
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Inventory / New Listings / Sales

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 2011 was 34, down -54.1% from 74 last month and down -49.3% from 67 in December of last year.



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| | J 09 | F | M | A | M | J | J | A | S | O | N | D | J 10 | F | M | A | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D |
|----------------|------|----|----|----|----|----|-----|----|----|----|----|----|------|----|----|----|----|-----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|
| Homes Sold | 25 | 23 | 39 | 34 | 62 | 60 | 116 | 67 | 85 | 54 | 68 | 46 | 33 | 29 | 66 | 96 | 84 | 125 | 62 | 74 | 67 | 49 | 52 | 50 | 32 | 38 | 37 | 63 | 67 | 87 | 83 | 86 | 63 | 56 | 51 | 45 |
| 3 Mo. Roll Avg | | | 29 | 32 | 45 | 52 | 79 | 81 | 89 | 69 | 69 | 56 | 49 | 36 | 43 | 64 | 82 | 102 | 90 | 87 | 68 | 63 | 56 | 50 | 45 | 40 | 36 | 46 | 56 | 72 | 79 | 85 | 77 | 68 | 57 | 51 |

| | (000's) J 09 | F | M | A | M | J | J | A | S | O | N | D | J 10 | F | M | A | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D |
|-------------------|--------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Median Sale Price | 340 | 258 | 284 | 267 | 317 | 366 | 340 | 303 | 243 | 250 | 260 | 301 | 350 | 315 | 267 | 289 | 288 | 319 | 393 | 401 | 280 | 290 | 319 | 305 | 228 | 261 | 223 | 272 | 345 | 330 | 325 | 275 | 331 | 328 | 198 | 287 |
| 3 Mo. Roll Avg | | | 294 | 270 | 289 | 316 | 341 | 336 | 295 | 265 | 251 | 270 | 304 | 322 | 311 | 290 | 281 | 299 | 333 | 371 | 358 | 324 | 296 | 305 | 284 | 264 | 237 | 252 | 280 | 316 | 333 | 310 | 310 | 311 | 286 | 271 |

| | J 09 | F | M | A | M | J | J | A | S | O | N | D | J 10 | F | M | A | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D |
|-----------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Inventory | 739 | 796 | 853 | 866 | 853 | 829 | 801 | 738 | 774 | 753 | 722 | 695 | 707 | 753 | 829 | 825 | 814 | 792 | 765 | 746 | 769 | 701 | 673 | 622 | 601 | 643 | 708 | 723 | 723 | 717 | 702 | 650 | 649 | 573 | 533 | 447 |
| MSI | 30 | 35 | 22 | 25 | 14 | 14 | 7 | 11 | 9 | 14 | 11 | 15 | 21 | 26 | 13 | 9 | 10 | 6 | 12 | 10 | 11 | 14 | 13 | 12 | 19 | 17 | 19 | 11 | 11 | 8 | 8 | 8 | 10 | 10 | 10 | 10 |

| | J 09 | F | M | A | M | J | J | A | S | O | N | D | J 10 | F | M | A | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D |
|----------------|------|-----|-----|-----|-----|-----|----|-----|-----|-----|-----|-----|------|----|-----|-----|----|----|----|----|----|-----|-----|-----|------|----|----|----|----|----|----|----|----|----|----|----|
| Days On Market | 114 | 102 | 93 | 144 | 101 | 86 | 89 | 111 | 111 | 118 | 106 | 92 | 111 | 93 | 113 | 94 | 82 | 81 | 76 | 85 | 83 | 114 | 126 | 82 | 82 | 98 | 86 | 84 | 83 | 91 | 88 | 93 | 87 | 88 | 78 | 91 |
| 3 Mo. Roll Avg | | | 103 | 113 | 113 | 110 | 92 | 95 | 104 | 113 | 112 | 105 | 103 | 99 | 106 | 100 | 96 | 86 | 80 | 81 | 81 | 94 | 108 | 107 | 97 | 87 | 89 | 89 | 84 | 86 | 87 | 91 | 89 | 89 | 84 | 86 |

| | J 09 | F | M | A | M | J | J | A | S | O | N | D | J 10 | F | M | A | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D |
|-----------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Price per Sq Ft | 263 | 205 | 195 | 222 | 217 | 206 | 211 | 225 | 173 | 252 | 298 | 233 | 238 | 199 | 206 | 208 | 193 | 220 | 219 | 204 | 211 | 222 | 180 | 150 | 177 | 136 | 174 | 195 | 209 | 206 | 196 | 195 | 201 | 169 | 161 | 177 |
| 3 Mo. Roll Avg | | | 221 | 207 | 211 | 215 | 211 | 214 | 203 | 217 | 241 | 261 | 256 | 223 | 214 | 204 | 202 | 207 | 211 | 214 | 211 | 212 | 204 | 184 | 169 | 154 | 162 | 168 | 193 | 203 | 204 | 199 | 197 | 188 | 177 | 169 |

| | J 09 | F | M | A | M | J | J | A | S | O | N | D | J 10 | F | M | A | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 0.891 | 0.867 | 0.871 | 0.843 | 0.873 | 0.923 | 0.905 | 0.872 | 0.877 | 0.889 | 0.886 | 0.889 | 0.863 | 0.903 | 0.893 | 0.890 | 0.923 | 0.913 | 0.888 | 0.912 | 0.863 | 0.871 | 0.877 | 0.874 | 0.891 | 0.901 | 0.899 | 0.928 | 0.896 | 0.895 | 0.885 | 0.892 | 0.885 | 0.890 | 0.876 | |
| 3 Mo. Roll Avg | | | 0.876 | 0.860 | 0.862 | 0.880 | 0.900 | 0.900 | 0.885 | 0.875 | 0.881 | 0.884 | 0.888 | 0.879 | 0.885 | 0.886 | 0.895 | 0.902 | 0.909 | 0.908 | 0.904 | 0.888 | 0.882 | 0.870 | 0.874 | 0.881 | 0.889 | 0.897 | 0.909 | 0.908 | 0.906 | 0.892 | 0.891 | 0.887 | 0.889 | 0.884 |

| | J 09 | F | M | A | M | J | J | A | S | O | N | D | J 10 | F | M | A | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D |
|--------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| New Listings | 152 | 166 | 216 | 171 | 178 | 200 | 155 | 119 | 189 | 142 | 126 | 83 | 146 | 207 | 244 | 228 | 171 | 190 | 150 | 153 | 177 | 116 | 83 | 67 | 110 | 143 | 192 | 174 | 172 | 172 | 154 | 109 | 158 | 99 | 74 | 34 |
| Inventory | 739 | 796 | 853 | 866 | 853 | 829 | 801 | 738 | 774 | 753 | 722 | 695 | 707 | 753 | 829 | 825 | 814 | 792 | 765 | 746 | 769 | 701 | 673 | 622 | 601 | 643 | 708 | 723 | 723 | 717 | 702 | 650 | 649 | 573 | 533 | 447 |
| Sales | 25 | 23 | 39 | 34 | 62 | 60 | 116 | 67 | 85 | 54 | 68 | 46 | 33 | 29 | 66 | 96 | 84 | 125 | 62 | 74 | 67 | 49 | 52 | 50 | 32 | 38 | 37 | 63 | 67 | 87 | 83 | 86 | 63 | 56 | 51 | 45 |

| | (000's) J 09 | F | M | A | M | J | J | A | S | O | N | D | J 10 | F | M | A | M | J | J | A | S | O | N | D | J 11 | F | M | A | M | J | J | A | S | O | N | D |
|----------------|--------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Avg Sale Price | 376 | 332 | 344 | 361 | 396 | 402 | 414 | 387 | 282 | 324 | 316 | 343 | 473 | 364 | 332 | 323 | 341 | 407 | 415 | 445 | 341 | 373 | 390 | 302 | 301 | 322 | 285 | 336 | 459 | 403 | 393 | 342 | 380 | 377 | 255 | 355 |
| 3 Mo. Roll Avg | | | 351 | 346 | 367 | 386 | 404 | 401 | 361 | 331 | 308 | 328 | 377 | 393 | 390 | 340 | 332 | 357 | 388 | 423 | 400 | 386 | 368 | 355 | 331 | 308 | 303 | 314 | 360 | 399 | 418 | 379 | 371 | 366 | 337 | 329 |

