

MLS Area: Evanston



ART WILSON
 Broker, Realtor
 847-363-1599
 Art.Wilson@cbexchange.com



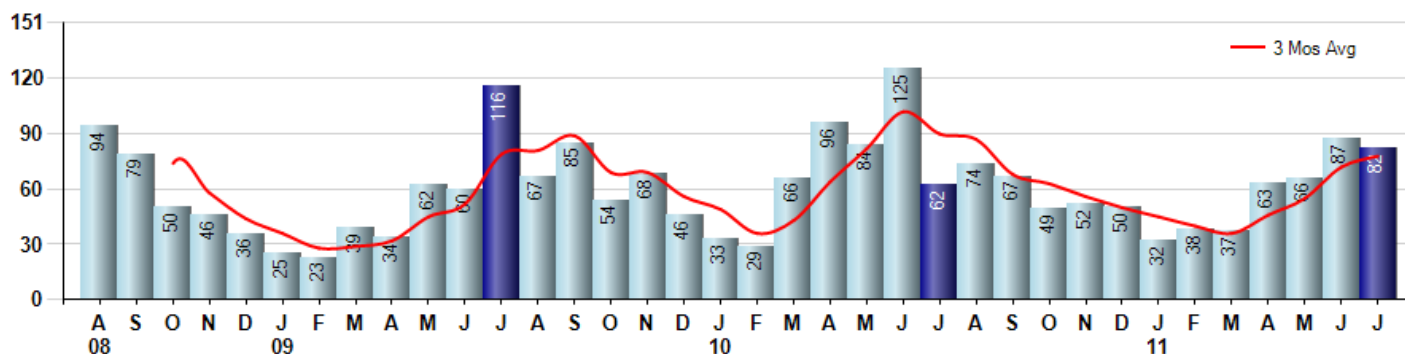
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$269,000	↔		↓				
Average List Price of all Current Listings	\$406,062	↔		↓				
July Median Sales Price	\$323,750	↓	↔	↓	↑	\$295,000	↓	↓
July Average Sales Price	\$390,141	↓	↓	↓	↑	\$373,339	↔	↔
Total Properties Currently for Sale (Inventory)	677	↓		↓				
July Number of Properties Sold	82	↓		↑		405	↓	
July Average Days on Market (Solds)	88	↓	↑	↑	↓	88	↓	↓
July Month's Supply of Inventory	8.3	↑	↓	↓	↓	13.3	↓	↑
July Sale Price vs List Price Ratio	89.4%	↓	↓	↓	↓	90.6%	↑	↑

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

Property Sales

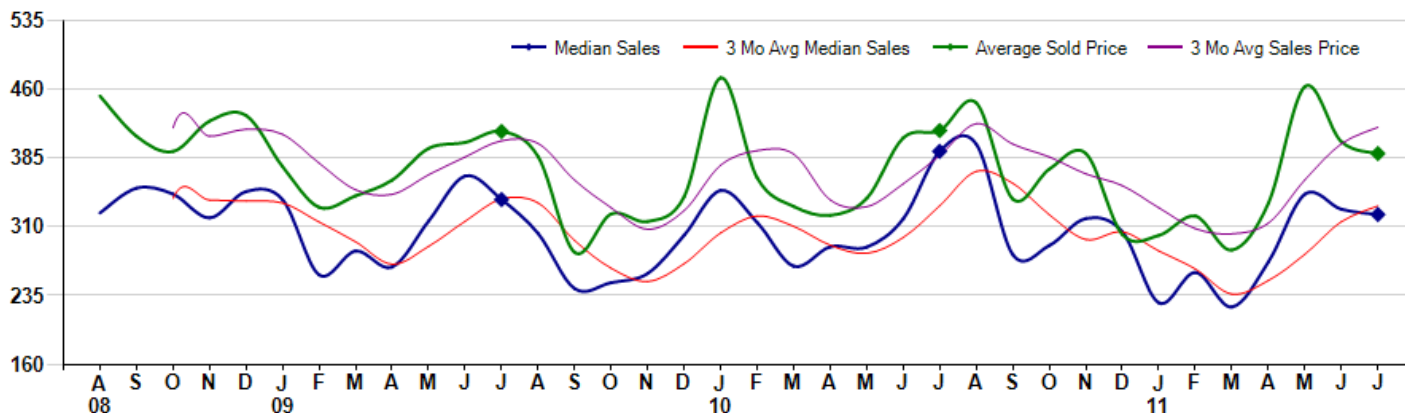
July Property sales were 82, up 32.3% from 62 in July of 2010 and -5.7% lower than the 87 sales last month. July 2011 sales were at a mid level compared to July of 2010 and 2009. July YTD sales of 405 are running -18.2% behind last year's year-to-date sales of 495.



Prices

The Median Sales Price in July was \$323,750, down -17.5% from \$392,500 in July of 2010 and down -1.7% from \$329,500 last month. The Average Sales Price in July was \$390,141, down -6.0% from \$415,235 in July of 2010 and down -3.2% from \$403,036 last month. July 2011 ASP was at the lowest level compared to July of 2010 and 2009.

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



MLS Area: Evanston



ART WILSON
 Broker, Realtor
 847-363-1599
 Art.Wilson@cbexchange.com



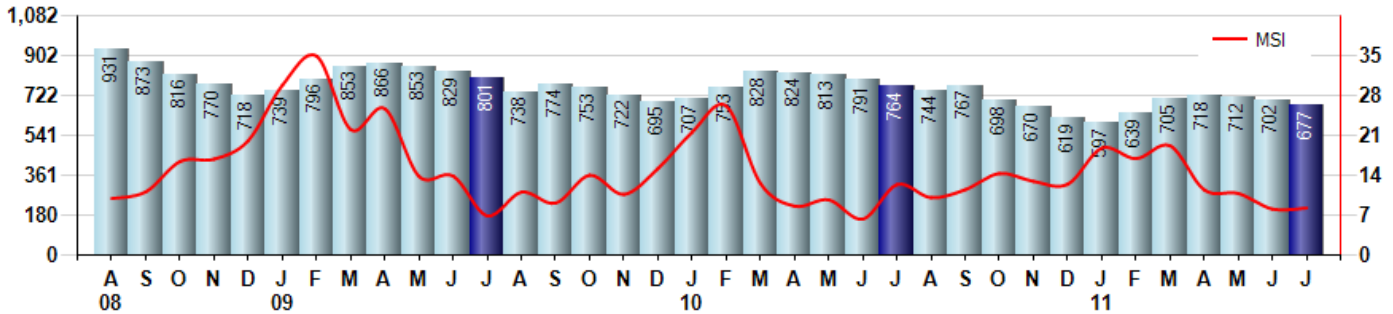
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of July was 677, down -3.6% from 702 last month and down -11.4% from 764 in July of last year. July 2011 Inventory was at the lowest level compared to July of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2011 MSI of 8.3 months was at a mid range compared with July of 2010 and 2009.

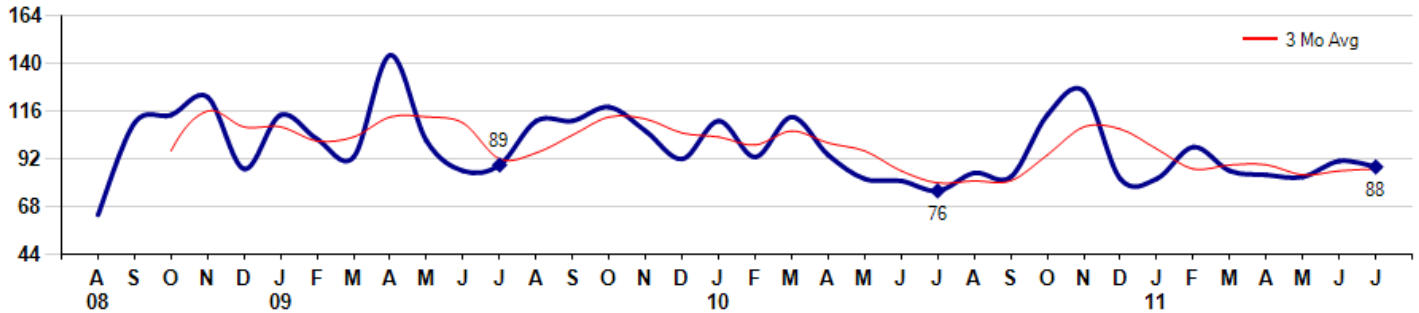
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 July was 88, down -3.3% from 91 days last month and up 15.8% from 76 days in July of last year. The July 2011 DOM was at a mid range compared with July of 2010 and 2009.

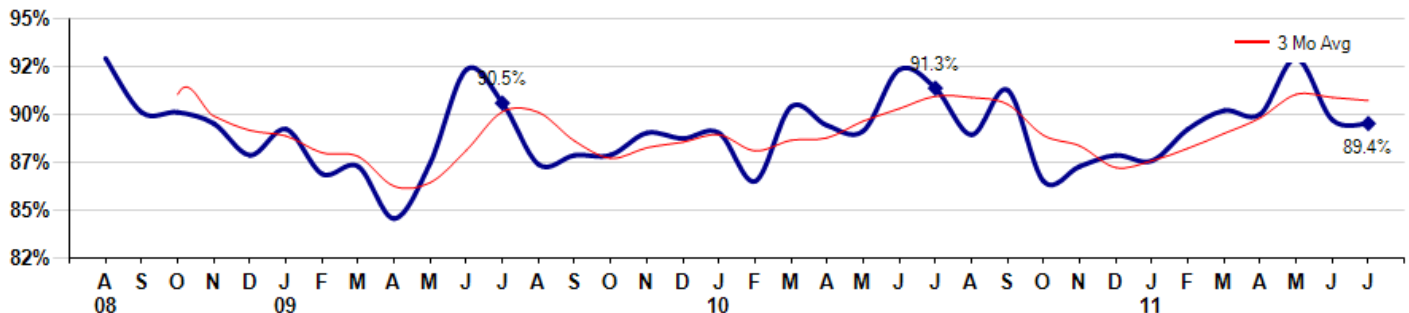
Average Days on Market(Listing to Contract) for properties sold during the month



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 July 2011 Selling Price vs Original List Price of 89.4% was down from 89.6% last month and down from 91.3% in July of last year.

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



Based on information from Midwest Real Estate Data LLC for the period 8/1/2008 through 7/31/2011. 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.



MLS Area: Evanston



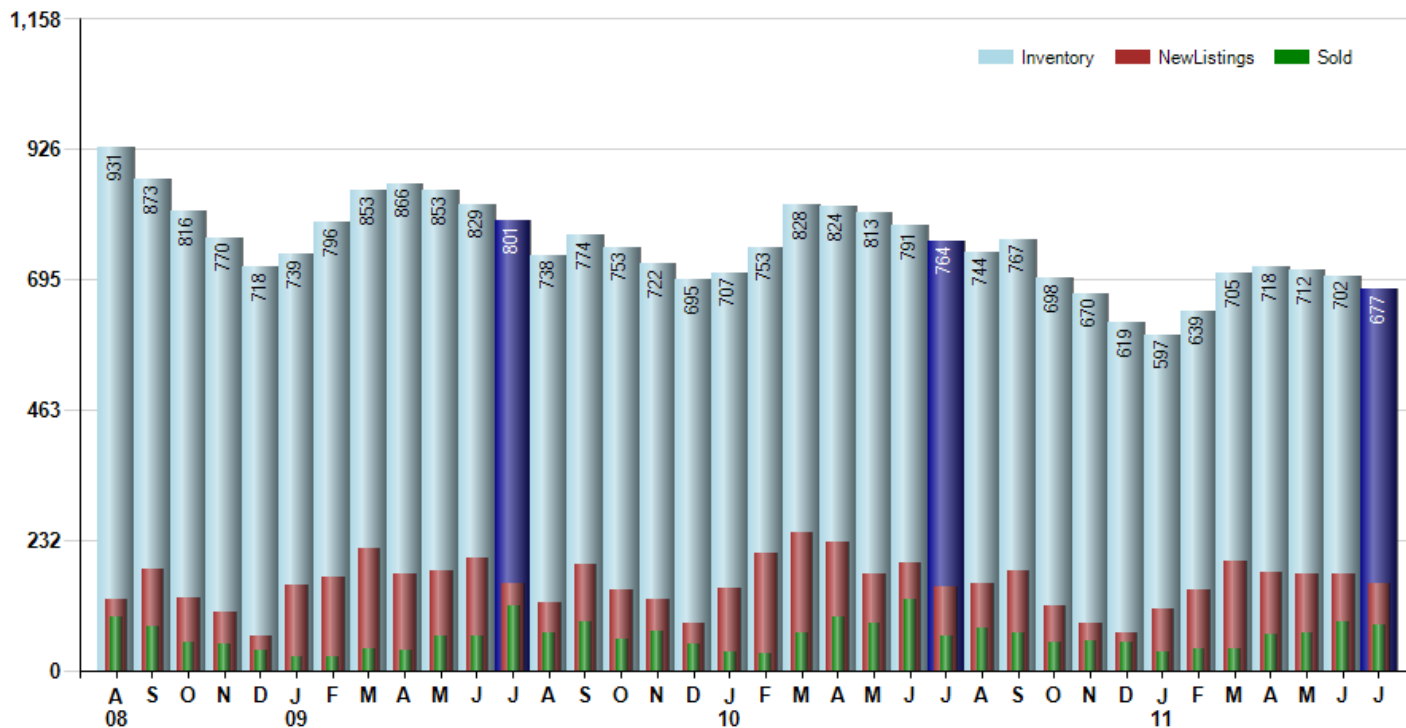
ART WILSON
 Broker, Realtor
 847-363-1599
 Art.Wilson@cbexchange.com



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

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 July 2011 was 154, down - 10.5% from 172 last month and up 2.7% from 150 in July of last year.



Based on information from Midwest Real Estate Data LLC for the period 8/1/2008 through 7/31/2011. 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.



MARKET ACTION REPORT

July 2011

MLS Area: Evanston



ART WILSON
 Broker, Realtor
 847-363-1599
 Art.Wilson@cbexchange.com



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

	A 08	S	O	N	D	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
Homes Sold	94	79	50	46	36	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	66	87	82
3 Mo. Roll Avg			74	58	44	36	28	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	55	72	78

	(000's) A 08	S	O	N	D	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
Median Sale Price	326	353	346	320	349	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	346	330	324
3 Mo. Roll Avg			341	340	338	336	316	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

	A 08	S	O	N	D	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
Inventory	931	873	816	770	718	739	796	853	866	853	829	801	738	774	753	722	695	707	753	828	824	813	791	764	744	767	698	670	619	597	639	705	718	712	702	677
MSI	10	11	16	17	20	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

	A 08	S	O	N	D	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
Days On Market	64	110	114	123	87	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
3 Mo. Roll Avg			96	116	108	108	101	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

	A 08	S	O	N	D	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
Price per Sq Ft	246	250	200	230	219	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	210	206	198
3 Mo. Roll Avg			232	227	216	237	229	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	204	205

	A 08	S	O	N	D	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
Sale to List Price	0.929	0.900	0.900	0.894	0.877	0.891	0.867	0.871	0.843	0.873	0.923	0.905	0.872	0.877	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	0.929	0.896	0.894
3 Mo. Roll Avg			0.910	0.898	0.890	0.887	0.878	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	0.910	0.908	0.906

	A 08	S	O	N	D	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
New Listings	127	180	128	104	62	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	193	174	171	172	154
Inventory	931	873	816	770	718	739	796	853	866	853	829	801	738	774	753	722	695	707	753	828	824	813	791	764	744	767	698	670	619	597	639	705	718	712	702	677
Sales	94	79	50	46	36	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	66	87	82

	(000's) A 08	S	O	N	D	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
Avg Sale Price	453	409	392	426	432	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	463	403	390
3 Mo. Roll Avg			418	409	417	411	380	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	361	401	419

