

## MLS Area: Evanston



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



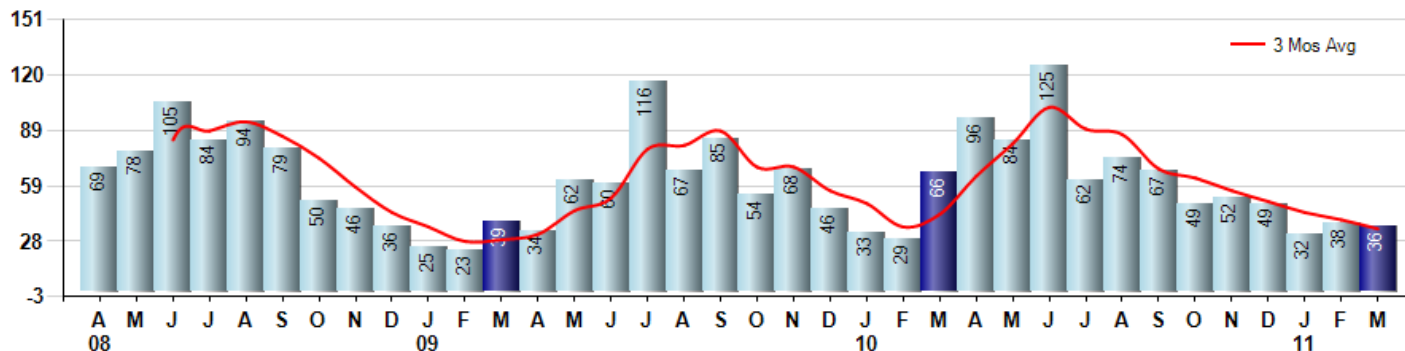
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$276,000	↑		↓				
Average List Price of all Current Listings	\$421,338	↔		↓				
March Median Sales Price	\$223,450	↓	↓	↓	↓	\$234,000	↓	↓
March Average Sales Price	\$288,515	↓	↓	↓	↓	\$304,295	↓	↓
Total Properties Currently for Sale (Inventory)	672	↑		↓				
March Number of Properties Sold	36	↓		↓		106	↓	
March Average Days on Market (Solds)	88	↓	↔	↓	↓	90	↓	↓
March Month's Supply of Inventory	18.7	↑	↑	↑	↑	17.7	↓	↑
March Sale Price vs List Price Ratio	89.8%	↑	↑	↓	↑	89.7%	↑	↔

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

### Property Sales

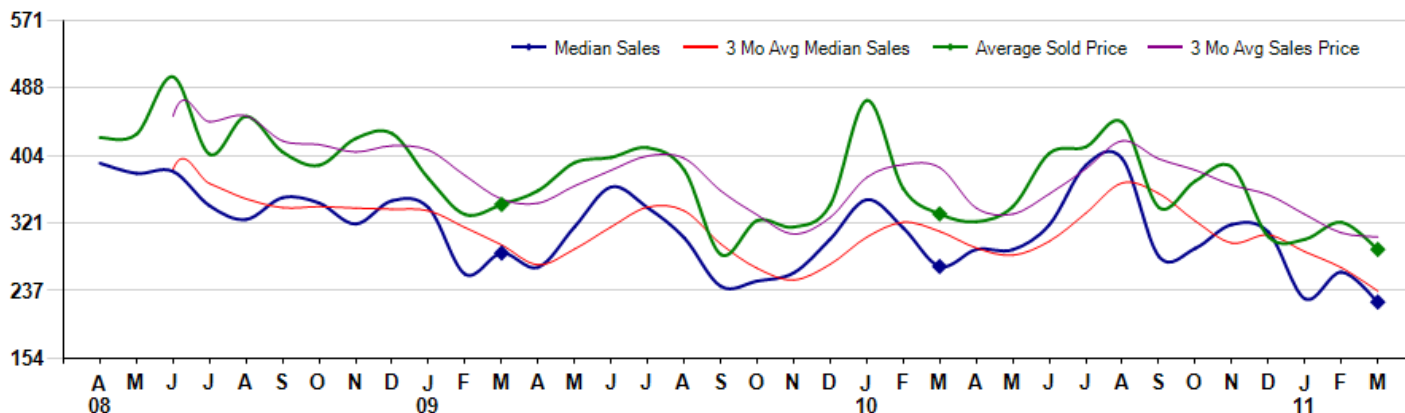
March Property sales were 36, down -45.5% from 66 in March of 2010 and -5.3% lower than the 38 sales last month. March 2011 sales were at their lowest level compared to March of 2010 and 2009. March YTD sales of 106 are running -17.2% behind last year's year-to-date sales of 128.



### Prices

The Median Sales Price in March was \$223,450, down -16.4% from \$267,400 in March of 2010 and down -14.2% from \$260,500 last month. The Average Sales Price in March was \$288,515, down -13.2% from \$332,451 in March of 2010 and down -10.4% from \$322,046 last month. March 2011 ASP was at the lowest level compared to March of 2010 and 2009.

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



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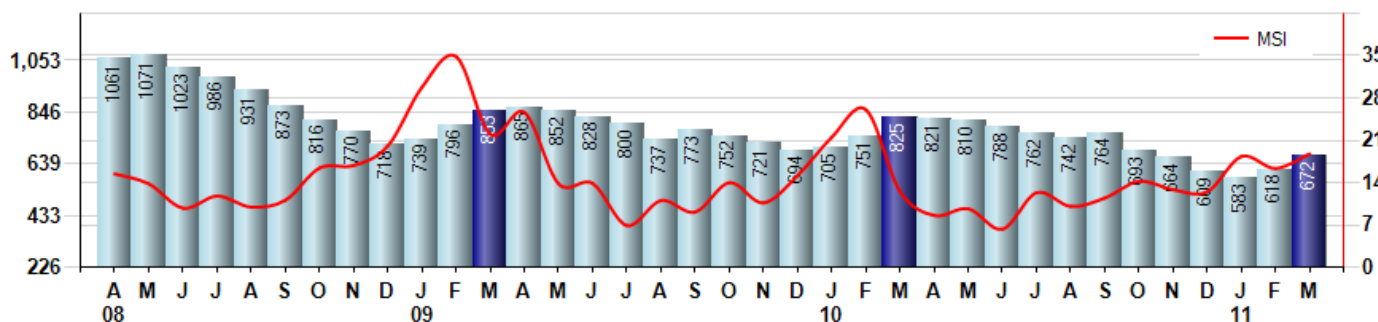
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### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 672, up 8.7% from 618 last month and down -18.5% from 825 in March of last year. March 2011 Inventory was at the lowest level compared to 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 18.7 months was at a mid range compared with March of 2010 and 2009.

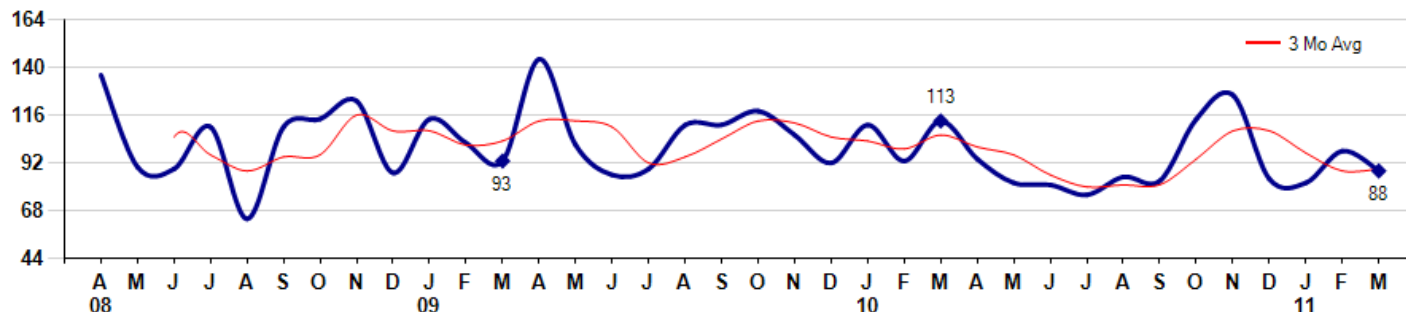
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 March was 88, down -10.2% from 98 days last month and down -22.1% from 113 days in March of last year. The March 2011 DOM was at its lowest level compared with March of 2010 and 2009.

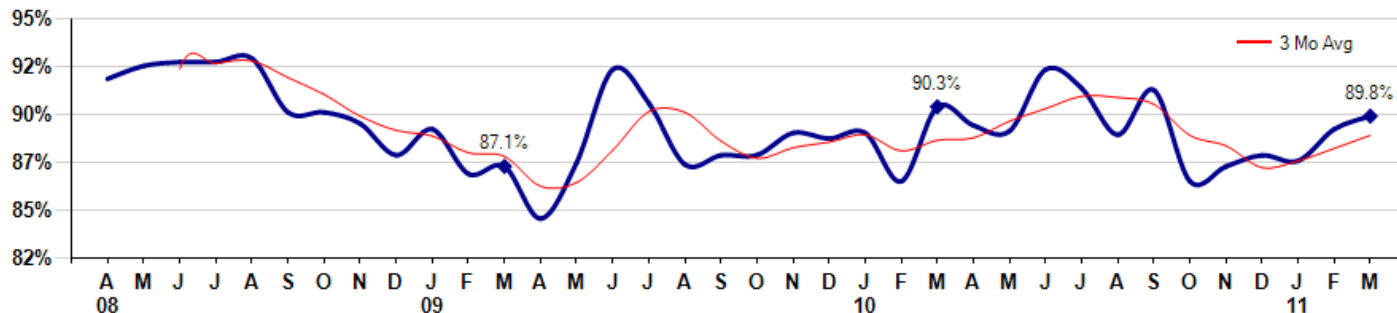
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 March 2011 Selling Price vs Original List Price of 89.8% was up from 89.1% last month and down from 90.3% in March 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 4/1/2008 through 3/31/2011. 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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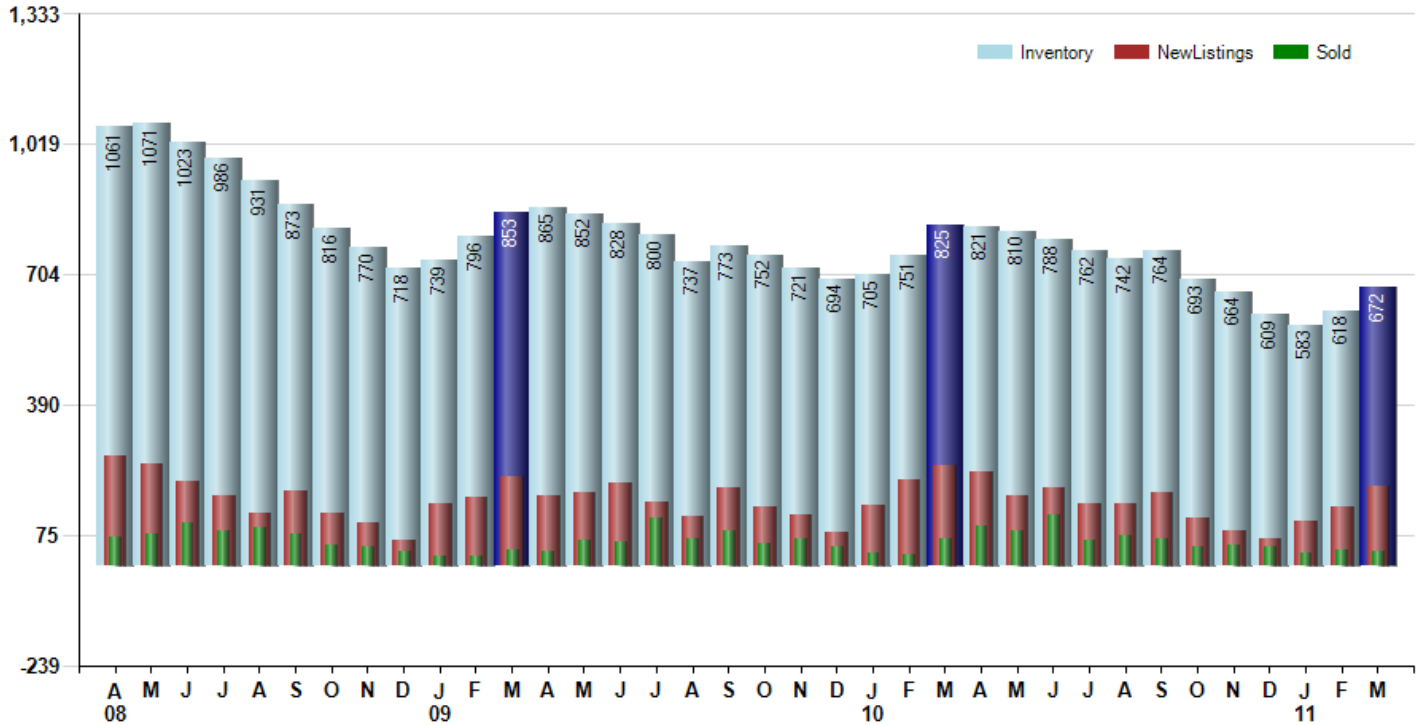
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### Inventory / New Listings / Sales

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 194, up 35.7% from 143 last month and down -20.5% from 244 in March of last year.



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Homes Sold	69	78	105	84	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	49	32	38	36
3 Mo. Roll Avg			84	89	94	86	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	44	40	35

	(000's) A 08	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	A	M	J	J	A	S	O	N	D	J 11	F	M
Median Sale Price	395	383	385	343	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	310	228	261	223
3 Mo. Roll Avg			388	370	351	340	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	306	286	266	237

	A 08	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	A	M	J	J	A	S	O	N	D	J 11	F	M
Inventory	1,061	1,071	1,023	986	931	873	816	770	718	739	796	853	865	852	828	800	737	773	752	721	694	705	751	825	821	810	788	762	742	764	693	664	609	583	618	672
MSI	15	14	10	12	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	18	16	19

	A 08	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	A	M	J	J	A	S	O	N	D	J 11	F	M
Days On Market	136	90	89	110	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	84	82	98	88
3 Mo. Roll Avg			105	96	88	95	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	108	97	88	89

	A 08	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	A	M	J	J	A	S	O	N	D	J 11	F	M
Price per Sq Ft	248	232	257	243	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	173
3 Mo. Roll Avg			246	244	249	246	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

	A 08	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	A	M	J	J	A	S	O	N	D	J 11	F	M
Sale to List Price	0.918	0.925	0.927	0.927	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	0.898
3 Mo. Roll Avg			0.923	0.926	0.928	0.919	0.910	0.898	0.890	0.887	0.878	0.876	0.860	0.862	0.880	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	0.888

	A 08	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	A	M	J	J	A	S	O	N	D	J 11	F	M
New Listings	266	247	203	172	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	84	67	110	143	194
Inventory	1,061	1,071	1,023	986	931	873	816	770	718	739	796	853	865	852	828	800	737	773	752	721	694	705	751	825	821	810	788	762	742	764	693	664	609	583	618	672
Sales	69	78	105	84	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	49	32	38	36

	(000's) A 08	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	A	M	J	J	A	S	O	N	D	J 11	F	M
Avg Sale Price	427	431	502	406	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	304	301	322	289
3 Mo. Roll Avg			453	446	454	423	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	356	332	309	304

