

# MARKET ACTION REPORT

June 2010

MLS Area: *Evanston*

**ART WILSON**  
 BROKER ASSOCIATE  
 847-363-1599  
 WWW.NorthShoreHomesOnline.com  
 ART.WILSON@CBEXCHANGE.COM



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

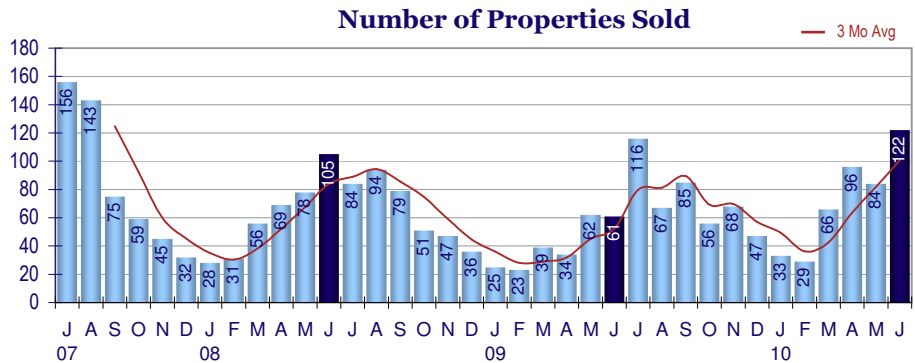
## Market Profile & Trends Overview

|   | Month     | Trending versus*: |     |     |           | YTD | Trending versus*: |            |
|---|-----------|-------------------|-----|-----|-----------|-----|-------------------|------------|
|   |           | LM                | L3M | PYM | LY        |     | Prior YTD         | Prior Year |
| Median List Price of all Current Listings       | \$310,000 | ↔                 |     | ↓   |           |     |                   |            |
| Average List Price of all Current Listings      | \$451,082 | ↔                 |     | ↓   |           |     |                   |            |
| June Median Sales Price                         | \$320,000 | ↑                 | ↑   | ↓   | \$295,500 | ↓   | ↓                 |            |
| June Average Sales Price                        | \$409,762 | ↑                 | ↑   | ↑   | \$366,852 | ↓   | ↔                 |            |
| Total Properties Currently for Sale (Inventory) | 759       | ↓                 |     | ↓   |           |     |                   |            |
| June Number of Properties Sold                  | 122       | ↑                 |     | ↑   | 430       | ↑   |                   |            |
| June Average Days on Market (Solds)             | 81        | ↓                 | ↓   | ↓   | 92        | ↓   | ↓                 |            |
| June Month's Supply of Inventory                | 6.2       | ↓                 | ↓   | ↓   | 13.9      | ↓   | ↓                 |            |
| June Sale Price vs List Price Ratio             | 92.3%     | ↑                 | ↑   | ↑   | 90.0%     | ↑   | ↑                 |            |

\* 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)

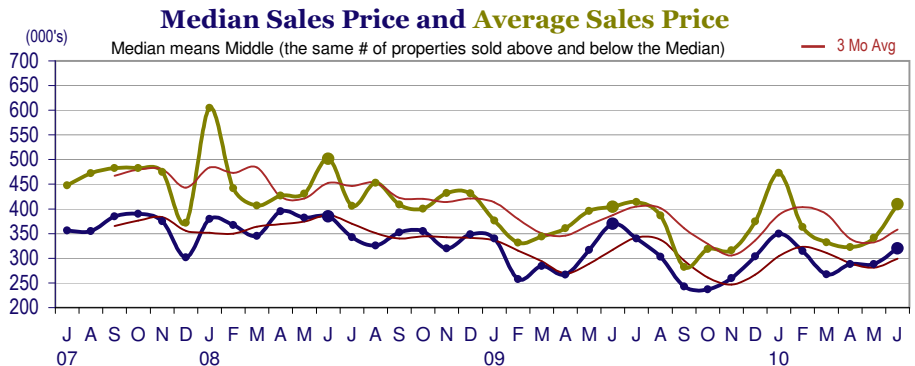
## Property Sales

June Property sales were 122, up 100.0% from 61 in June of 2009 and 45.2% higher than the 84 sales last month. June 2010 sales were at their highest level compared to June of 2009 and 2008. June YTD sales of 430 are running 76.2% ahead of last year's year-to-date sales of 244.



## Prices

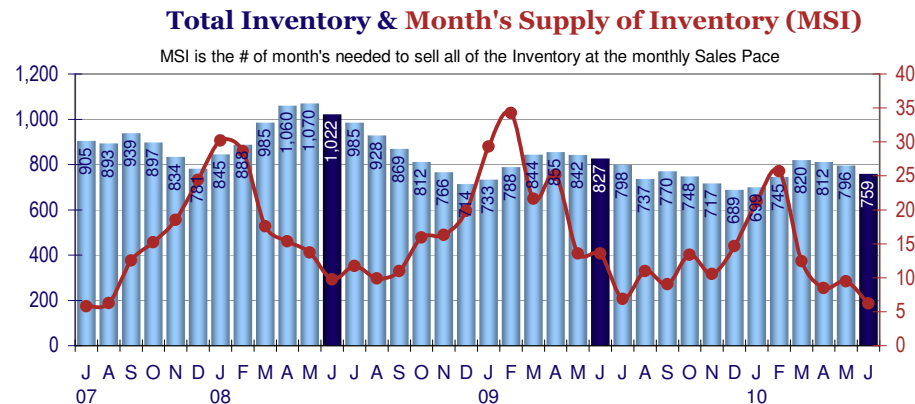
The Median Sales Price in June was \$320,000, down -13.5% from \$370,000 in June of 2009 and up 11.0% from \$288,250 last month. The Average Sales Price in June was \$409,762, up 1.3% from \$404,465 in June of 2009 and up 20.0% from \$341,361 last month. June 2010 ASP was at a mid range compared to June of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of June was 759, down -4.6% from 796 last month and down -8.2% from 827 in June of last year. June 2010 Inventory was at its lowest level compared with June of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2010 MSI of 6.2 months was at its lowest level compared with June of 2009 and 2008.



MLS Area: *Evanston*

**ART WILSON**  
 BROKER ASSOCIATE  
 847-363-1599  
 WWW.NorthShoreHomesOnline.com  
 ART.WILSON@CBEXCHANGE.COM

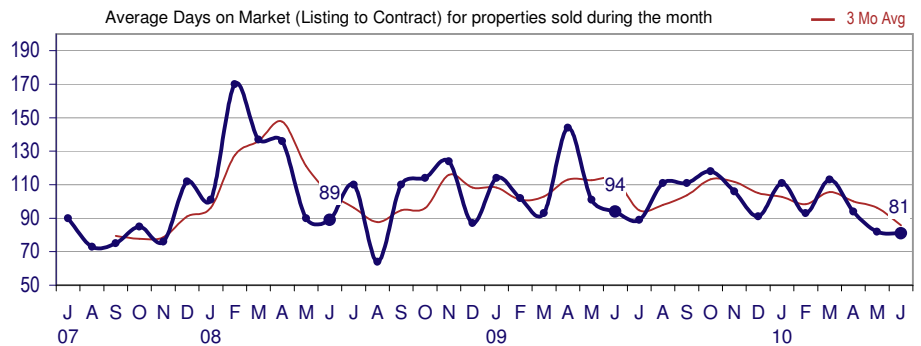


Price Range: All | Properties: Single Family - Condo - TwnHm

## 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 June was 81, down -1.2% from 82 days last month and down -13.8% from 94 days in June of last year. The June 2010 DOM was at its lowest level compared with June of 2009 and 2008.

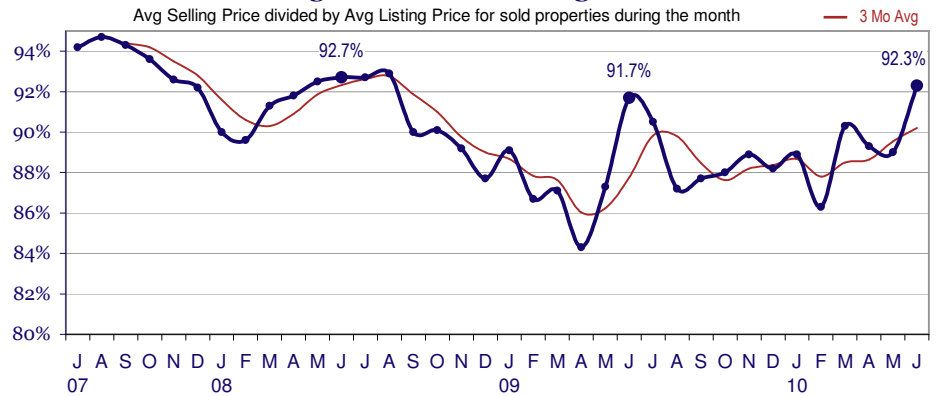
## Days On Market for Sold Properties



## 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 June 2010 Selling Price vs Original List Price of 92.3% was up from 89.0% last month and up from 91.7% in June of last year.

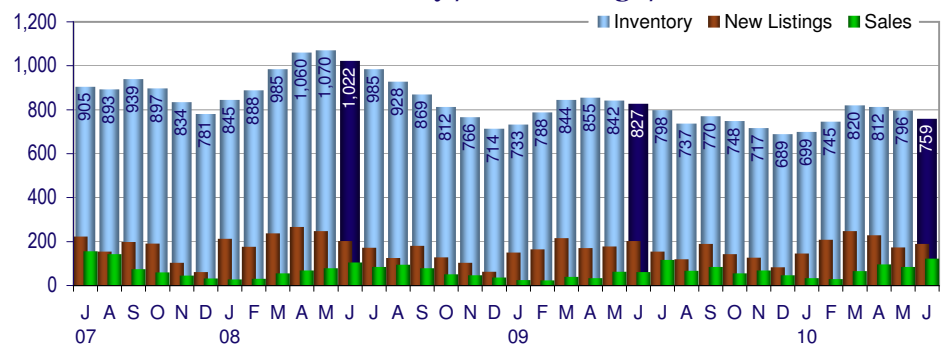
## Selling Price versus Listing Price Ratio



## 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 June 2010 was 190, up 9.8% from 173 last month and down -5.9% from 202 in June of last year.

## Inventory / New Listings / Sales



# Inventory / Listings / Sales

MLS Area: Evanston

June 2010

**ART WILSON**

BROKER ASSOCIATE

847-363-1599

WWW.NorthShoreHomesOnline.com

ART.WILSON@CBEXCHANGE.COM

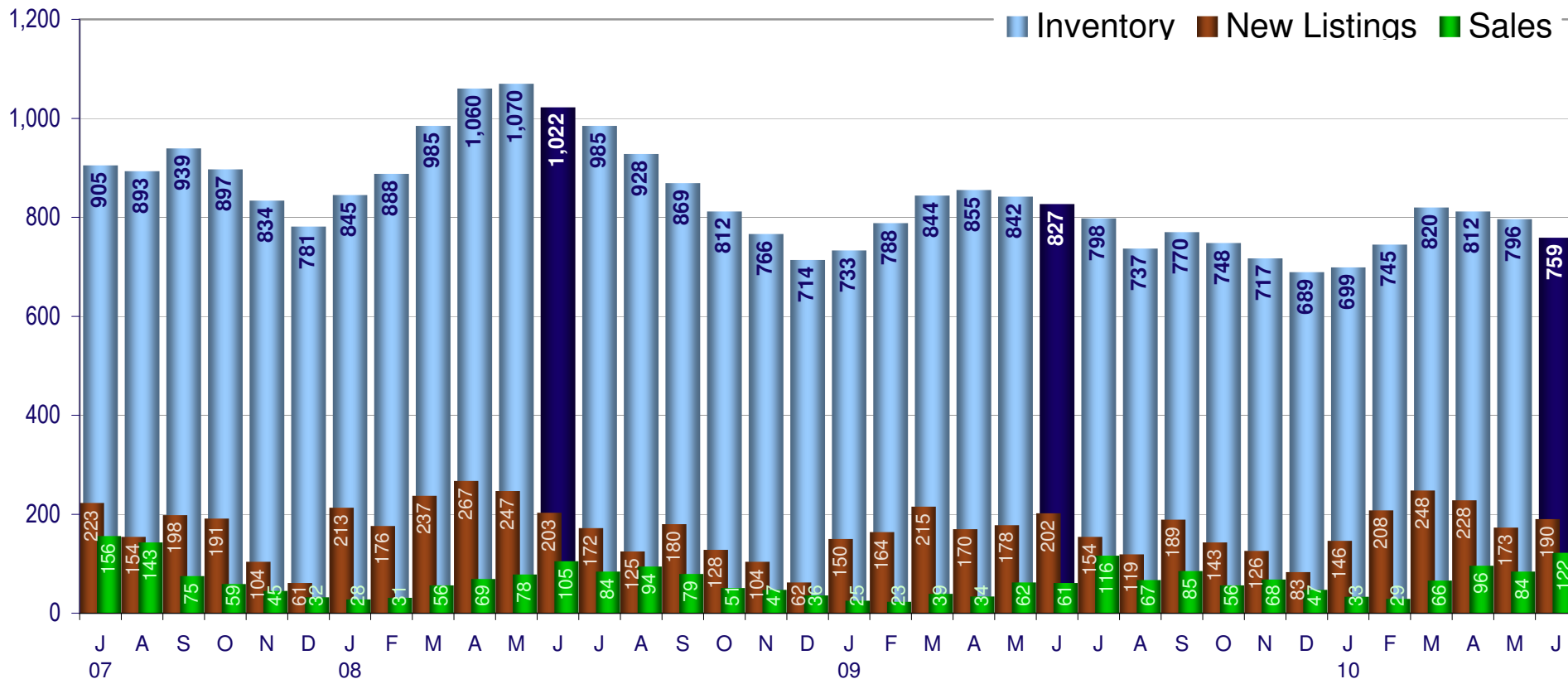


RESIDENTIAL BROKERAGE

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

## 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 June 2010 was 190, up 9.8% from 173 last month and down -5.9% from 202 in June of last year.



Copyright © Coldwell Banker Residential Brokerage | Price Range: All | Property Types: Single Family - Condo - TwnHm

Data is provided courtesy of Midwest Real Estate Data, LLC, MetroMLS and may not reflect all relevant real estate activity. Coldwell Banker Residential Brokerage does not warrant or guarantee the accuracy of this information. It is the responsibility of any buyer or seller to verify any and all information relevant to such consumer's real estate transaction.