

City: *Evanston*

Your Name

Title
Phone
Website
Other



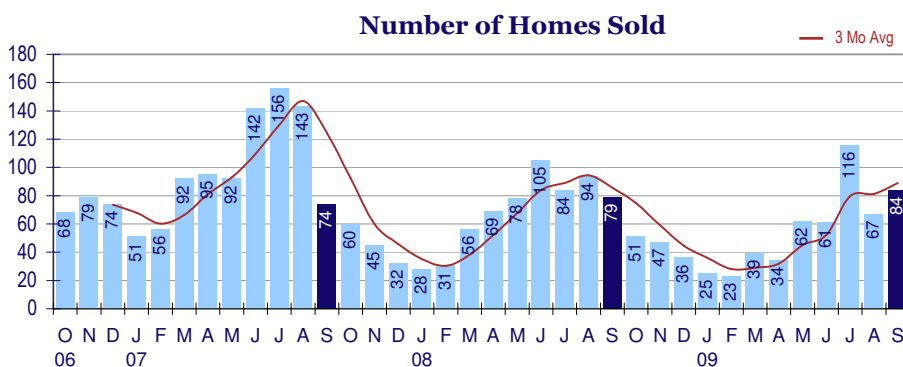
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$330,000	↔		↓				
Average List Price of all Current Listings	\$465,445	↔		↔				
September Median Sales Price	\$244,200	↓	↓	↓	\$349,000	↓	↓	
September Average Sales Price	\$284,008	↓	↓	↓	\$371,358	↓	↓	
Total Homes Currently for Sale (Inventory)	739	↑		↓				
September Number of Homes Sold	84	↑		↑	511	↓		
September Average Days on Market (Solds)	112	↔	↑	↑	103	↓	↓	
Asking Price per Square Foot (based on New Listings)	\$292	↑	↑	↑	\$225	↓	↓	
September Sold Price per Square Foot	\$173	↓	↓	↓	\$209	↓	↓	
September Month's Supply of Inventory	8.8	↓	↔	↓	18.2	↑	↑	
September Sale Price vs List Price Ratio	87.7%	↑	↓	↓	88.5%	↓	↓	

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

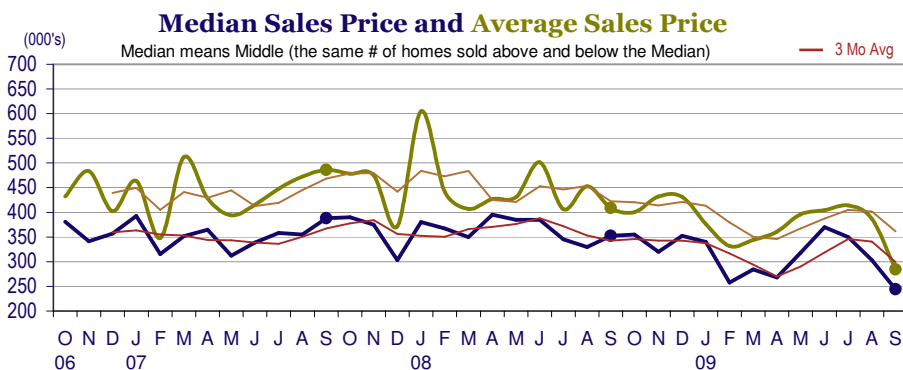
Home Sales

September home sales were 84, up 6.3% from 79 in September of 2008 and 25.4% higher than the 67 sales last month. September 2009 sales were at their highest level compared to September of 2008 and 2007. September YTD sales of 511 are running -18.1% behind last year's year-to-date sales of 624.



Prices

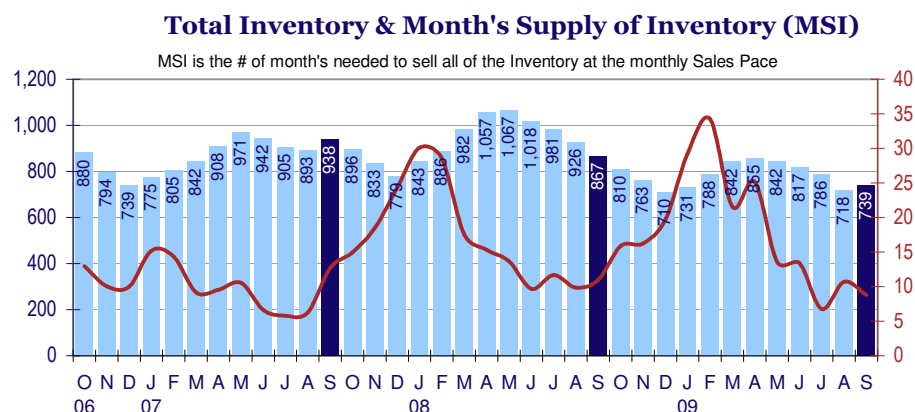
The Median Sales Price in September was \$244,200, down -30.7% from \$352,500 in September of 2008 and down -19.4% from \$303,000 last month. The Average Sales Price in September was \$284,008, down -30.6% from \$409,019 in September of 2008 and down -26.6% from \$386,738 last month. September 2009 ASP was at the lowest level compared to September of 2008 and 2007.



Inventory & MSI

The Total Inventory of homes available for sale as of September was 739, up 2.9% from 718 last month and down -14.8% from 867 in September of last year. September 2009 Inventory was at its lowest level compared with September of 2008 and 2007.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2009 MSI of 8.8 months was at its lowest level compared with September of 2008 and 2007.



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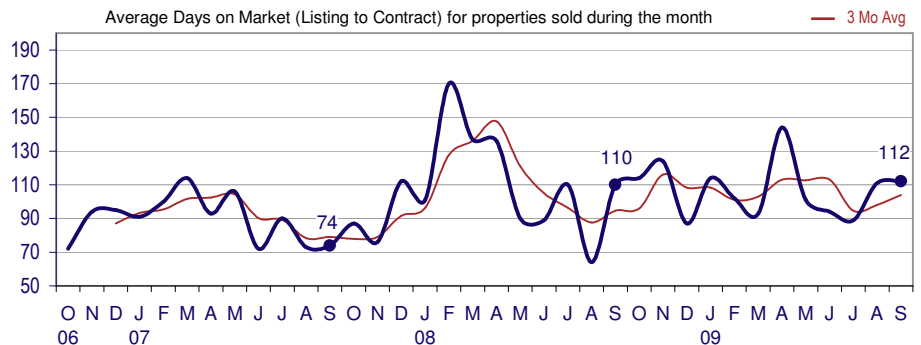
Other



Market Time

The average Days On Market (DOM) shows how many days the average home 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 September was 112, up 0.9% from 111 days last month and up 1.8% from 110 days in September of last year. The September 2009 DOM was at a mid level compared with September of 2008 and 2007.

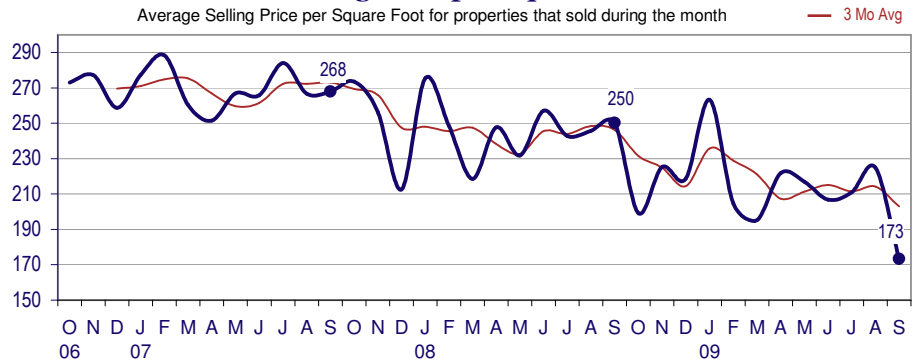
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of home values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end homes in the market, the selling price per square foot is a more normalized indicator on the direction of home values. The September 2009 Selling Price per Square Foot of \$173 was down -22.9% from \$225 last month and down -30.7% from 250 in September of last year.

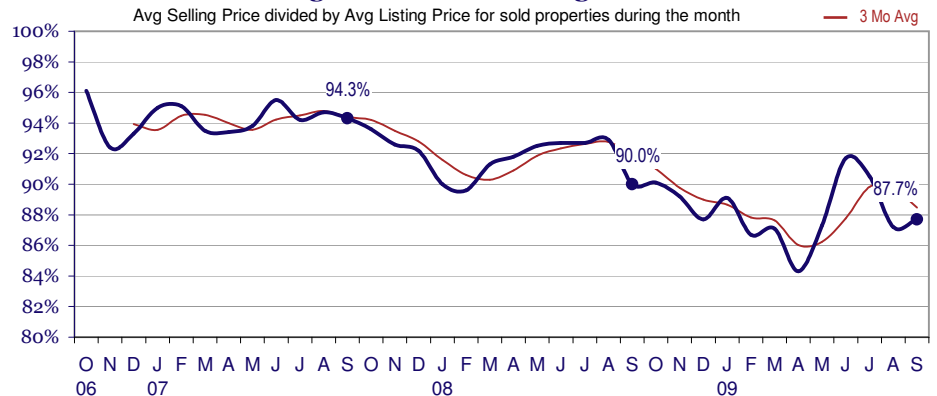
Selling Price per Square Foot



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 September 2009 Selling Price vs Original List Price of 87.7% was up from 87.2% last month and down from 90.0% in September of last year.

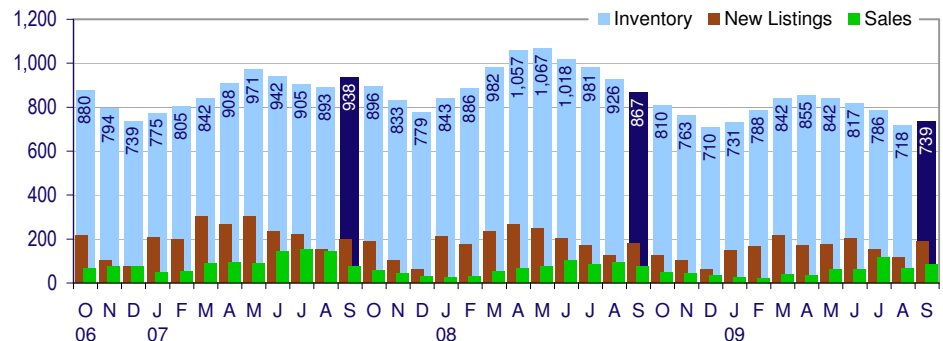
Selling Price versus Listing Price Ratio



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of homes 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 September 2009 was 190, up 59.7% from 119 last month and up 5.6% from 180 in September of last year.

Inventory / New Listings / Sales



City: Evanston

Price Range: All | Property Types: Single Family - Condo - TwnHm

	O 06	N	D	J 07	F	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
Homes Sold	68	79	74	51	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	84
3 Mo. Roll Avg			74	68	60	66	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

(000's)	O 06	N	D	J 07	F	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
Median Sale Price	381	342	357	393	316	352	365	312	339	358	355	388	390	375	303	380	368	350	395	385	385	345	330	353	355	320	353	340	258	284	268	318	370	350	303	244
3 Mo. Roll Avg			360	364	355	353	344	343	339	336	351	367	378	384	356	353	350	366	371	377	388	372	353	343	346	343	343	338	317	294	270	290	319	346	341	299

	O 06	N	D	J 07	F	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
Inventory	880	794	739	775	805	842	908	971	942	905	893	938	896	833	779	843	886	982	1057	1067	1018	981	926	867	810	763	710	731	788	842	855	842	817	786	718	739
MSI	13	10	10	15	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	13	7	11	9

	O 06	N	D	J 07	F	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	
Days on Market	72	94	95	91	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	112	
3 Mo. Roll Avg			87	93	95	102	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	113	95	98	104

	O 06	N	D	J 07	F	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
Price per Sq Ft	273	277	259	277	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
3 Mo. Roll Avg			270	271	275	275	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

	O 06	N	D	J 07	F	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
Sale to List Price	0.961	0.924	0.933	0.950	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
3 Mo. Roll Avg			0.939	0.936	0.945	0.945	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

	O 06	N	D	J 07	F	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
New Listings	219	105	79	210	199	305	268	303	235	223	154	198	191	104	61	213	176	237	267	247	202	172	127	180	128	104	62	152	166	216	172	178	203	155	119	190
Inventory	880	794	739	775	805	842	908	971	942	905	893	938	896	833	779	843	886	982	1057	1067	1018	981	926	867	810	763	710	731	788	842	855	842	817	786	718	739
Sales	68	79	74	51	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	84

(000's)	O 06	N	D	J 07	F	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
Avg Sale Price	432	483	403	464	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	284
3 Mo. Roll Avg			439	450	405	441	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	362