

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

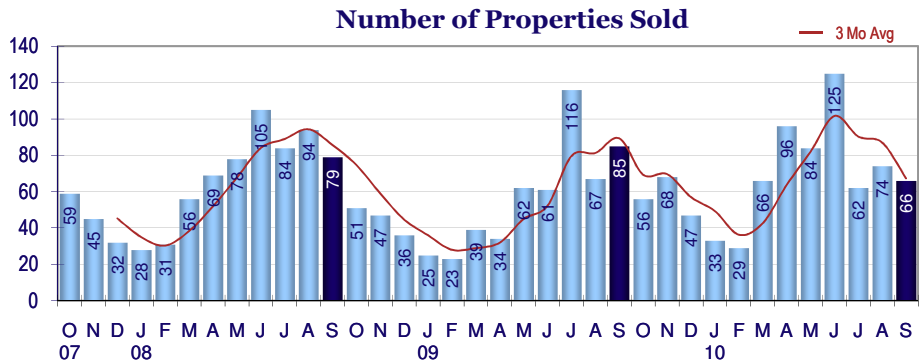
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$299,000	↔		↓				
Average List Price of all Current Listings	\$439,580	↓		↓				
September Median Sales Price	\$279,500	↓	↓	↑	\$308,000	↔	↑	
September Average Sales Price	\$338,151	↓	↓	↑	\$377,479	↑	↑	
Total Properties Currently for Sale (Inventory)	737	↑		↓				
September Number of Properties Sold	66	↓		↓	635	↑		
September Average Days on Market (Solds)	84	↓	↑	↓	89	↓	↓	
September Month's Supply of Inventory	11.2	↑	↑	↑	13.0	↓	↓	
September Sale Price vs List Price Ratio	91.2%	↑	↓	↑	90.4%	↑	↑	

* 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)

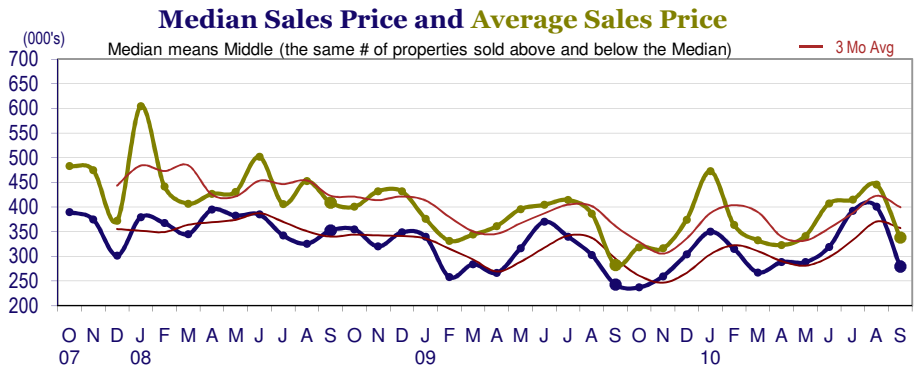
Property Sales

September Property sales were 66, down 22.4% from 85 in September of 2009 and 10.8% lower than the 74 sales last month. September 2010 sales were at their lowest level compared to September of 2009 and 2008. September YTD sales of 635 are running 24.0% ahead of last year's year-to-date sales of 512.



Prices

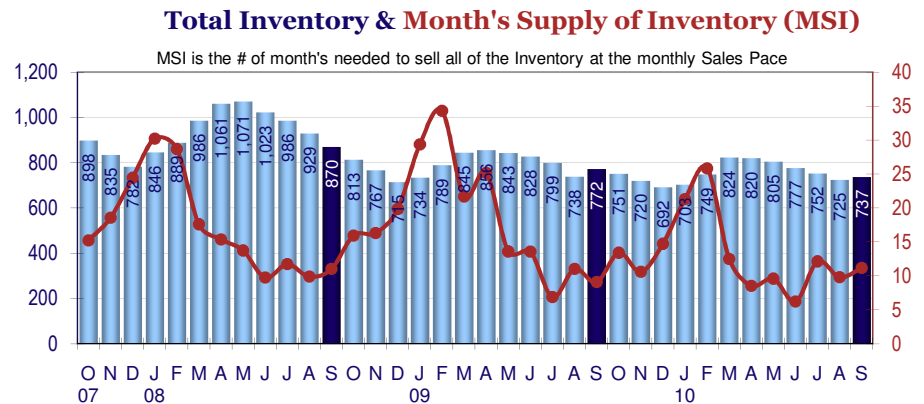
The Median Sales Price in September was \$279,500, up 15.0% from \$243,000 in September of 2009 and down 30.2% from \$400,500 last month. The Average Sales Price in September was \$338,151, up 19.8% from \$282,338 in September of 2009 and down 24.1% from \$445,460 last month. September 2010 ASP was at a mid range compared to September of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of September was 737, up 1.7% from 725 last month and down 4.5% from 772 in September of last year. September 2010 Inventory was at its lowest level compared with September of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2010 MSI of 11.2 months was at its highest level compared with September of 2009 and 2008.



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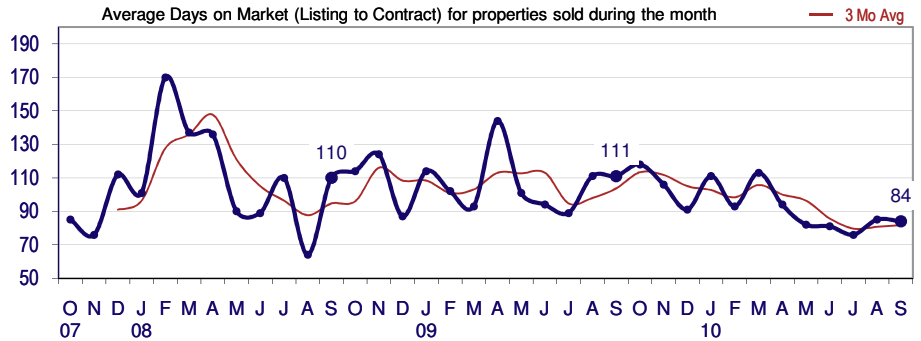


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Market Time

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 September was 84, down 1.2% from 85 days last month and down 24.3% from 111 days in September of last year. The September 2010 DOM was at its lowest level compared with September of 2009 and 2008.

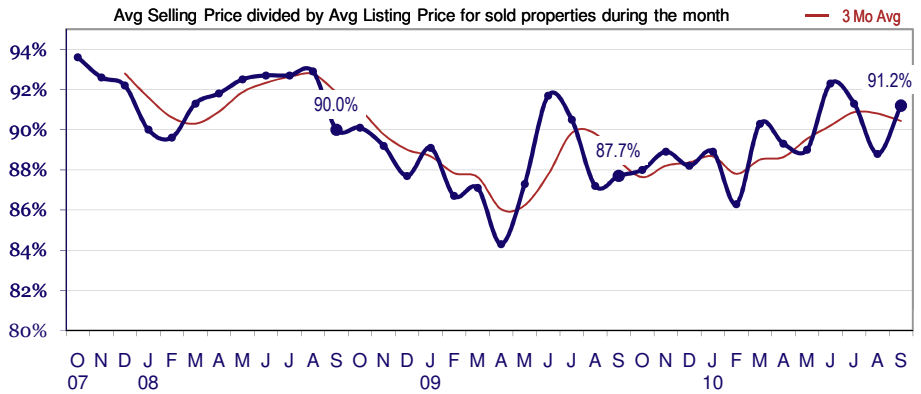
Days On Market for Sold Properties



Selling Price vs Original Listing Price

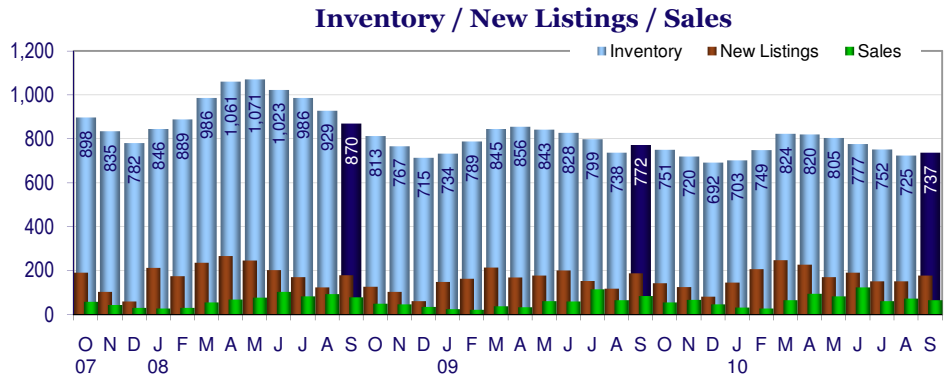
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The September 2010 Selling Price vs Original List Price of 91.2% was up from 88.8% last month and up from 87.7% 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 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 September 2010 was 178, up 16.3% from 153 last month and down 5.8% from 189 in September of last year.



Inventory / Listings / Sales

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September 2010

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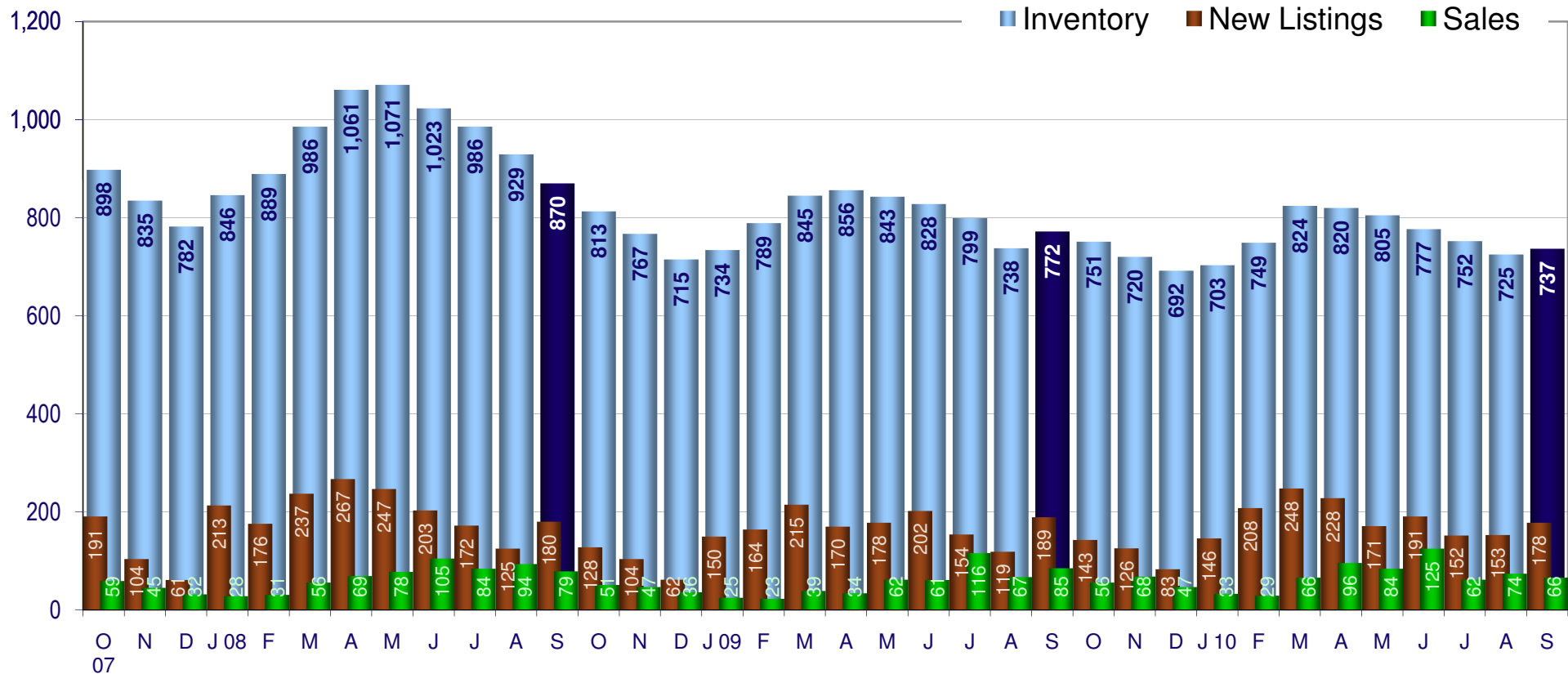
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