

MLS Area: Evanston



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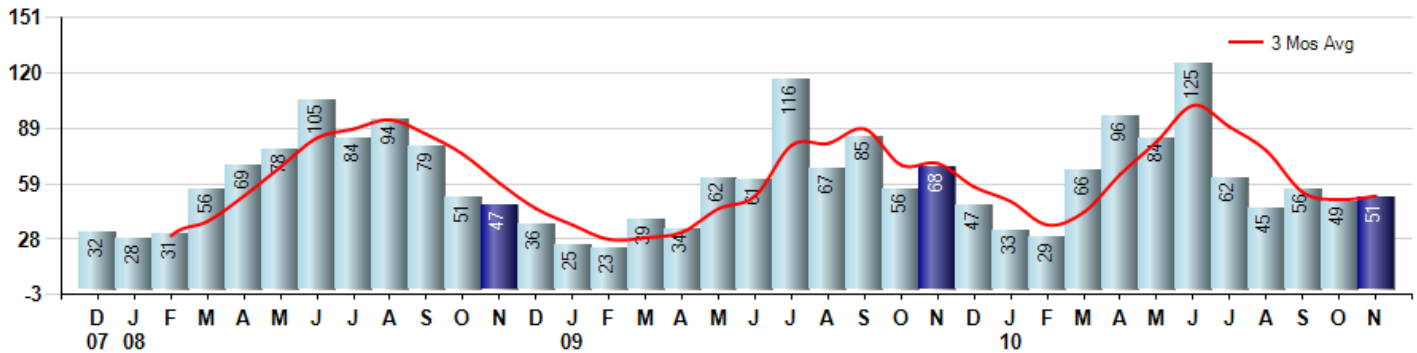
Single Family Home, Townhome, Condo | Price \$0 to \$99,999,000

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$275,000	↓		↓				
Average List Price of all Current Listings	\$407,667	↔		↓				
November Median Sales Price	\$315,000	↑	↑	↑	↑	\$306,250	↑	↑
November Average Sales Price	\$384,881	↑	↔	↑	↑	\$375,845	↑	↑
Total Properties Currently for Sale (Inventory)	629	↓		↓				
November Number of Properties Sold	51	↑		↓		696	↑	
November Average Days on Market (Solds)	122	↑	↑	↑	↑	94	↓	↓
November Month's Supply of Inventory	12.3	↓	↓	↑	↓	13.6	↓	↓
November Sale Price vs List Price Ratio	87.1%	↑	↓	↓	↓	89.7%	↑	↑

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

Property Sales

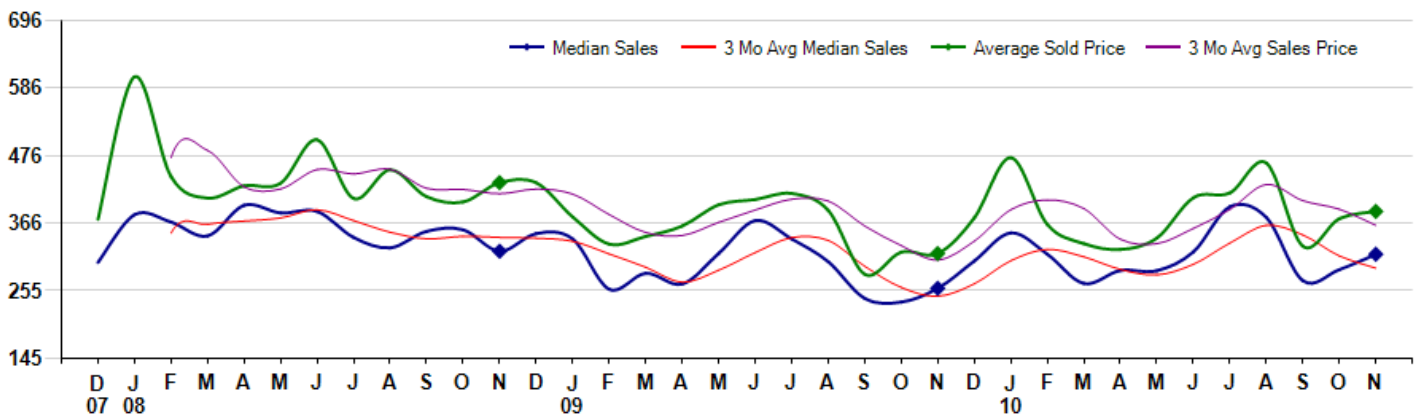
November Property sales were 51, down -25.0% from 68 in November of 2009 and 4.1% higher than the 49 sales last month. November 2010 sales were at a mid level compared to November of 2009 and 2008. November YTD sales of 696 are running 9.4% ahead of last year's year-to-date sales of 636.



Prices

The Median Sales Price in November was \$315,000, up 21.4% from \$259,500 in November of 2009 and up 8.6% from \$290,000 last month. The Average Sales Price in November was \$384,881, up 21.7% from \$316,157 in November of 2009 and up 3.1% from \$373,192 last month. November 2010 ASP was at a mid range compared to November of 2009 and 2008.

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



Based on information from Midwest Real Estate Data LLC for the period 12/1/2007 through 11/30/2010. 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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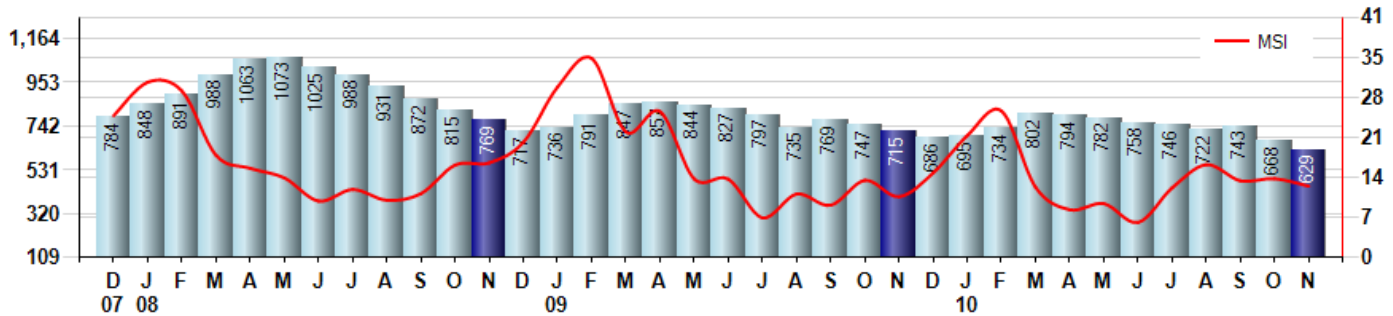
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Inventory & MSI

The Total Inventory of Properties available for sale as of November was 629, down -5.8% from 668 last month and down -12.0% from 715 in November of last year. November 2010 Inventory was at the lowest level compared to November of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2010 MSI of 12.3 months was at a mid range compared with November of 2009 and 2008.

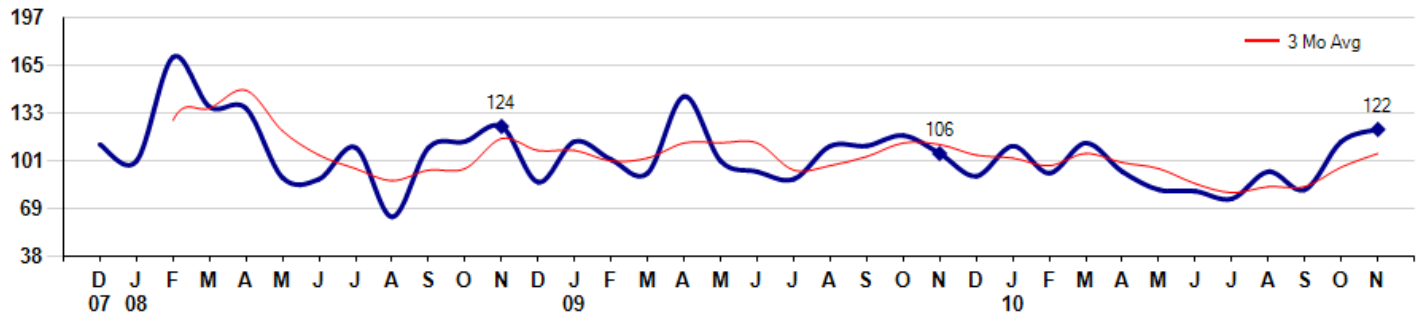
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 November was 122, up 7.0% from 114 days last month and up 15.1% from 106 days in November of last year. The November 2010 DOM was at a mid range compared with November of 2009 and 2008.

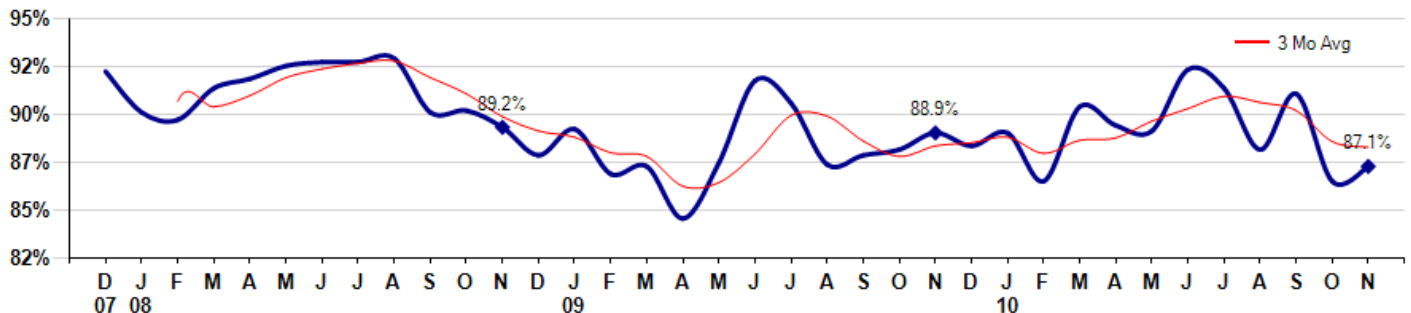
Average Days on Market (Listing to Contract) for properties sold during the month



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 November 2010 Selling Price vs Original List Price of 87.1% was up from 86.3% last month and down from 88.9% in November of last year.

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



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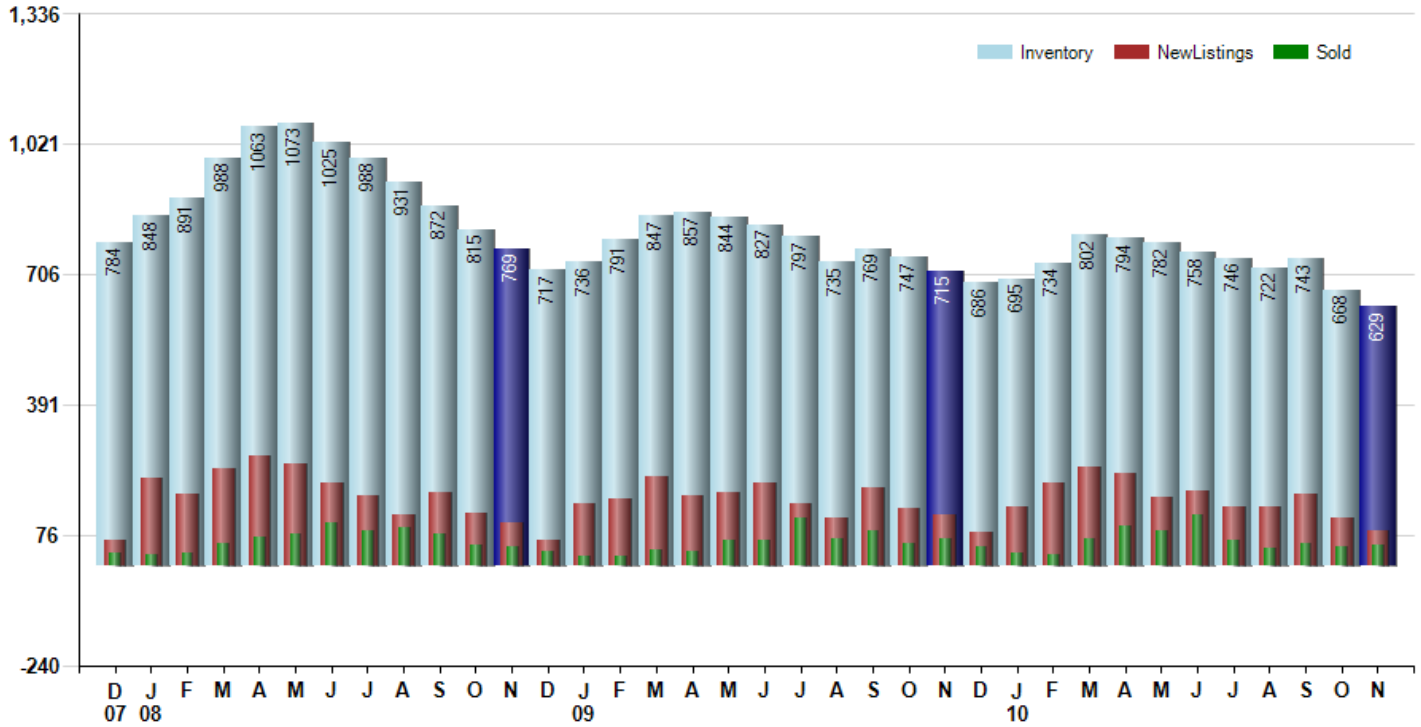
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Inventory / New Listings / Sales

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 November 2010 was 84, down -27.6% from 116 last month and down -32.8% from 125 in November of last year.



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	D 07	J 08	F	M	A	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
Homes Sold	32	28	31	56	69	78	105	84	94	79	51	47	36	25	23	39	34	62	61	116	67	85	56	68	47	33	29	66	96	84	125	62	45	56	49	51
3 Mo. Roll Avg			30	38	52	68	84	89	94	86	75	59	45	36	28	29	32	45	52	80	81	89	69	70	57	49	36	43	64	82	102	90	77	54	50	52

(000's)	D 07	J 08	F	M	A	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
Median Sale Price	302	380	368	345	395	383	385	343	326	353	355	320	349	340	258	284	267	317	370	340	303	243	237	260	304	350	315	267	289	288	319	393	375	272	290	315
3 Mo. Roll Avg			350	364	369	374	388	370	351	340	344	343	341	336	316	294	270	289	318	342	338	295	261	247	267	305	323	311	290	281	299	333	362	347	312	292

	D 07	J 08	F	M	A	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
Inventory	784	848	891	988	1,063	1,073	1,025	988	931	872	815	769	717	736	791	847	857	844	827	797	735	769	747	715	686	695	734	802	794	782	758	746	722	743	668	629
MSI	25	30	29	18	15	14	10	12	10	11	16	16	20	29	34	22	25	14	14	7	11	9	13	11	15	21	25	12	8	9	6	12	16	13	14	12

	D 07	J 08	F	M	A	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
Days On Market	112	101	170	137	136	90	89	110	64	110	114	124	87	114	102	93	144	101	94	89	111	111	118	106	91	111	93	113	94	82	81	76	94	82	114	122
3 Mo. Roll Avg			128	136	148	121	105	96	88	95	96	116	108	108	101	103	113	113	113	95	98	104	113	112	105	103	98	106	100	96	86	80	84	84	97	106

	D 07	J 08	F	M	A	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
Price per Sq Ft	213	275	249	219	248	232	257	243	246	250	199	225	219	263	205	195	222	217	207	211	225	173	226	298	233	238	199	206	208	193	220	219	174	194	222	180
3 Mo. Roll Avg			246	248	239	233	246	244	249	246	232	225	214	236	229	221	207	211	215	212	214	203	208	232	252	256	223	214	204	202	207	211	204	196	197	199

	D 07	J 08	F	M	A	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
Sale to List Price	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	0.880	0.889	0.882	0.889	0.863	0.903	0.893	0.890	0.923	0.913	0.880	0.910	0.863	0.871
3 Mo. Roll Avg			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	0.876	0.882	0.884	0.887	0.878	0.885	0.886	0.895	0.902	0.909	0.905	0.901	0.884	0.881

	D 07	J 08	F	M	A	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
New Listings	61	213	176	237	267	247	203	172	125	180	128	104	62	150	164	215	169	178	200	153	118	189	141	125	82	143	200	239	223	167	181	145	143	176	116	84
Inventory	784	848	891	988	1,063	1,073	1,025	988	931	872	815	769	717	736	791	847	857	844	827	797	735	769	747	715	686	695	734	802	794	782	758	746	722	743	668	629
Sales	32	28	31	56	69	78	105	84	94	79	51	47	36	25	23	39	34	62	61	116	67	85	56	68	47	33	29	66	96	84	125	62	45	56	49	51

(000's)	D 07	J 08	F	M	A	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
Avg Sale Price	372	605	442	407	427	431	502	406	453	409	400	432	432	376	332	344	361	396	404	414	387	282	319	316	374	473	364	332	323	341	407	415	464	328	373	385
3 Mo. Roll Avg			473	484	425	421	453	446	454	423	421	414	421	413	380	351	346	367	387	405	402	361	329	306	336	388	404	390	340	332	357	388	429	402	388	362

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