

City: *Evanston*



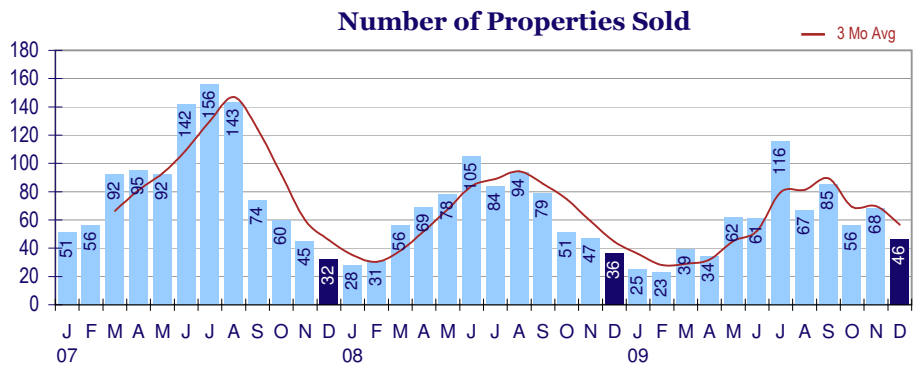
Market Profile & Trends Overview

| | Month | Trending versus*: | | | | YTD | Trending versus*: | |
|--|-----------|-------------------|-----|-----|----|-----------|-------------------|------------|
| | | LM | L3M | PYM | LY | | Prior YTD | Prior Year |
| Median List Price of all Current Listings | \$313,450 | ↓ | | ↓ | | | | |
| Average List Price of all Current Listings | \$448,672 | ↓ | | ↔ | | | | |
| December Median Sales Price | \$304,000 | ↑ | ↑ | ↓ | ↓ | \$335,500 | ↓ | ↓ |
| December Average Sales Price | \$374,393 | ↑ | ↑ | ↓ | ↓ | \$361,392 | ↓ | ↓ |
| Total Properties Currently for Sale (Inventory) | 646 | ↓ | | ↓ | | | | |
| December Number of Properties Sold | 46 | ↓ | | ↑ | | 682 | ↓ | |
| December Average Days on Market (Solds) | 92 | ↓ | ↓ | ↑ | ↓ | 104 | ↓ | ↓ |
| Asking Price per Square Foot (based on New Listings) | \$325 | ↓ | ↑ | ↑ | ↑ | \$237 | ↓ | ↓ |
| December Sold Price per Square Foot | \$233 | ↓ | ↑ | ↑ | ↓ | \$220 | ↓ | ↓ |
| December Month's Supply of Inventory | 14.0 | ↑ | ↑ | ↓ | ↓ | 16.8 | ↑ | ↑ |
| December Sale Price vs List Price Ratio | 88.0% | ↓ | ↓ | ↑ | ↓ | 88.4% | ↓ | ↓ |

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

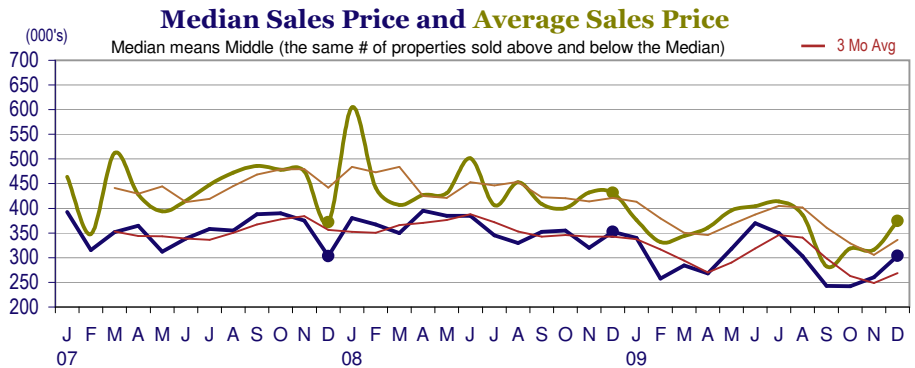
Property Sales

December Property sales were 46, up 27.8% from 36 in December of 2008 and -32.4% lower than the 68 sales last month. December 2009 sales were at their highest level compared to December of 2008 and 2007. December YTD sales of 682 are running -10.0% behind last year's year-to-date sales of 758.



Prices

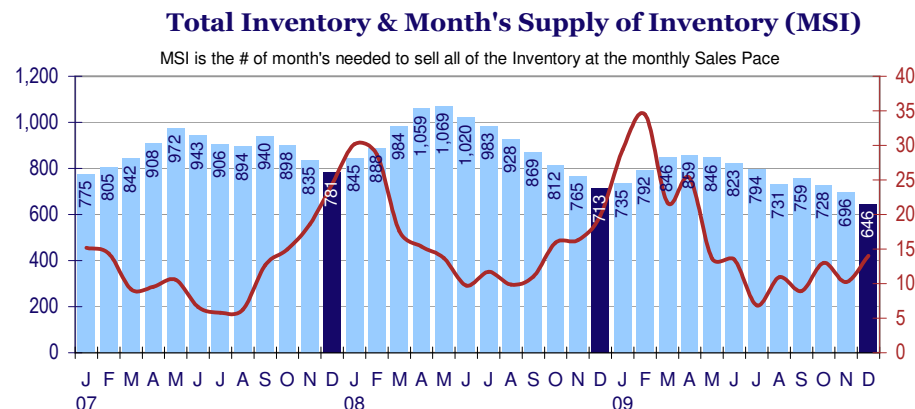
The Median Sales Price in December was \$304,000, down -13.8% from \$352,500 in December of 2008 and up 16.9% from \$260,000 last month. The Average Sales Price in December was \$374,393, down -13.3% from \$431,715 in December of 2008 and up 18.4% from \$316,157 last month. December 2009 ASP was at a mid range compared to December of 2008 and 2007.



Inventory & MSI

The Total Inventory of Properties available for sale as of December was 646, down -7.2% from 696 last month and down -9.4% from 713 in December of last year. December 2009 Inventory was at its lowest level compared with December of 2008 and 2007.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2009 MSI of 14.0 months was at its lowest level compared with December of 2008 and 2007.



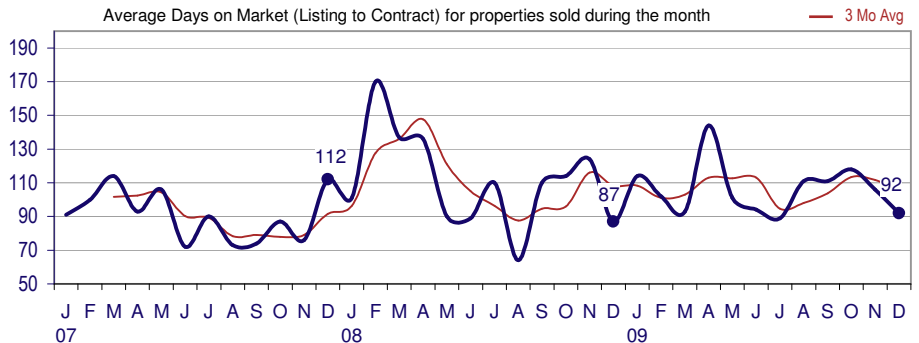
City: *Evanston*



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 December was 92, down -13.2% from 106 days last month and up 5.7% from 87 days in December of last year. The December 2009 DOM was at a mid level compared with December of 2008 and 2007.

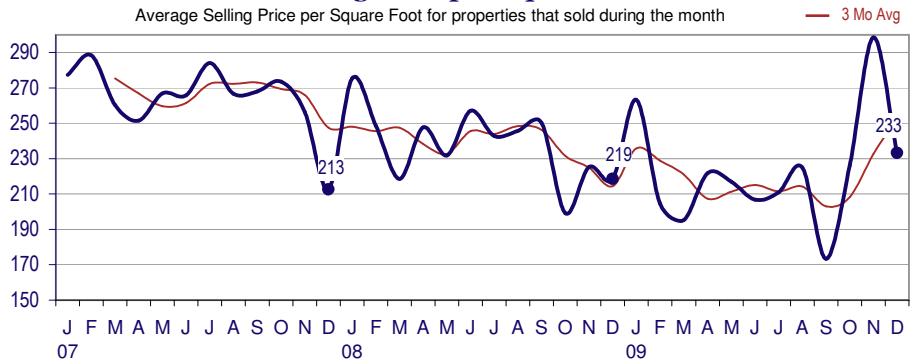
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The December 2009 Selling Price per Square Foot of \$233 was down -21.8% from \$298 last month and up 6.8% from 219 in December of last year.

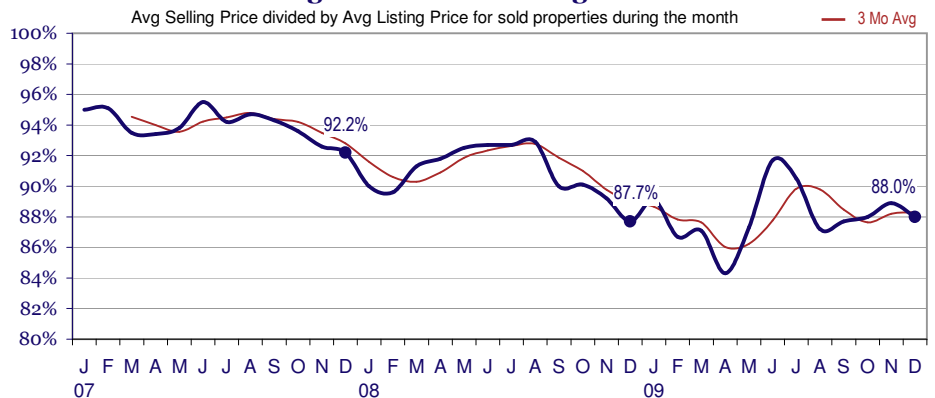
Selling Price per Square Foot



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 December 2009 Selling Price vs Original List Price of 88.0% was down from 88.9% last month and up from 87.7% in December of last year.

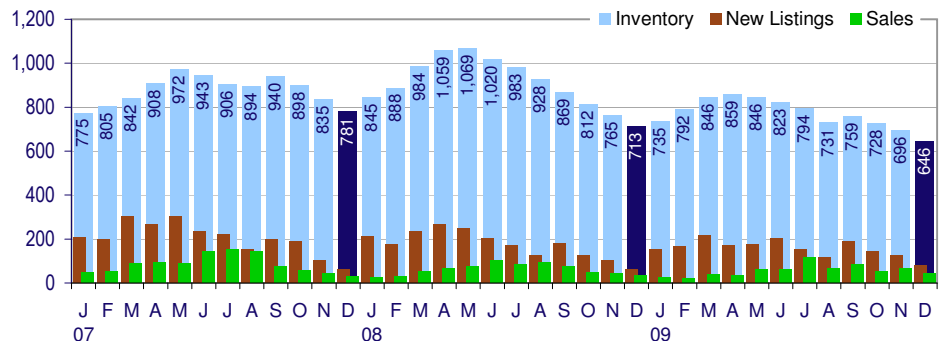
Selling Price versus Listing Price Ratio



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 December 2009 was 83, down -34.1% from 126 last month and up 33.9% from 62 in December of last year.

Inventory / New Listings / Sales



City: Evanston

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

| | 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 | O | N | D |
|----------------|------|----|----|----|----|-----|-----|-----|-----|----|----|----|------|----|----|----|----|-----|----|----|----|----|----|----|------|----|----|----|----|----|-----|----|----|----|----|----|
| Homes Sold | 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 | 85 | 56 | 68 | 46 |
| 3 Mo. Roll Avg | | | 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 | 69 | 70 | 57 |

| (000's) | 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 | O | N | D |
|-------------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Median Sale Price | 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 | 243 | 242 | 260 | 304 |
| 3 Mo. Roll Avg | | | 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 | 263 | 248 | 269 |

| | 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 | O | N | D |
|-----------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|------|------|------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Inventory | 775 | 805 | 842 | 908 | 972 | 943 | 906 | 894 | 940 | 898 | 835 | 781 | 845 | 888 | 984 | 1059 | 1069 | 1020 | 983 | 928 | 869 | 812 | 765 | 713 | 735 | 792 | 846 | 859 | 846 | 823 | 794 | 731 | 759 | 728 | 696 | 646 |
| MSI | 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 | 13 | 10 | 14 |

| | 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 | O | N | D |
|----------------|------|-----|-----|-----|-----|----|----|----|----|----|----|-----|------|-----|-----|-----|-----|-----|-----|----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|----|-----|-----|-----|-----|-----|
| Days on Market | 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 | 111 | 118 | 106 | 92 |
| 3 Mo. Roll Avg | | | 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 | 95 | 98 | 104 | 113 | 112 | 105 |

| | 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 | O | N | D |
|-----------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Price per Sq Ft | 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 | 226 | 298 | 233 |
| 3 Mo. Roll Avg | | | 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 | 208 | 233 | 253 |

| | 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 | O | N | D |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.880 | 0.889 | 0.880 |
| 3 Mo. Roll Avg | | | 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 | 0.876 | 0.882 | 0.883 |

| | 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 | O | N | D |
|--------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|------|------|------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| New Listings | 210 | 199 | 305 | 268 | 303 | 235 | 223 | 154 | 198 | 191 | 104 | 61 | 213 | 176 | 237 | 267 | 247 | 202 | 172 | 127 | 180 | 128 | 104 | 62 | 153 | 166 | 216 | 171 | 178 | 203 | 155 | 119 | 189 | 142 | 126 | 83 |
| Inventory | 775 | 805 | 842 | 908 | 972 | 943 | 906 | 894 | 940 | 898 | 835 | 781 | 845 | 888 | 984 | 1059 | 1069 | 1020 | 983 | 928 | 869 | 812 | 765 | 713 | 735 | 792 | 846 | 859 | 846 | 823 | 794 | 731 | 759 | 728 | 696 | 646 |
| Sales | 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 | 85 | 56 | 68 | 46 |

| (000's) | 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 | O | N | D |
|----------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Avg Sale Price | 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 | 282 | 319 | 316 | 374 |
| 3 Mo. Roll Avg | | | 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 | 361 | 329 | 306 | 336 |