

City: *Evanston*

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Price Range: All | Properties: Single Family

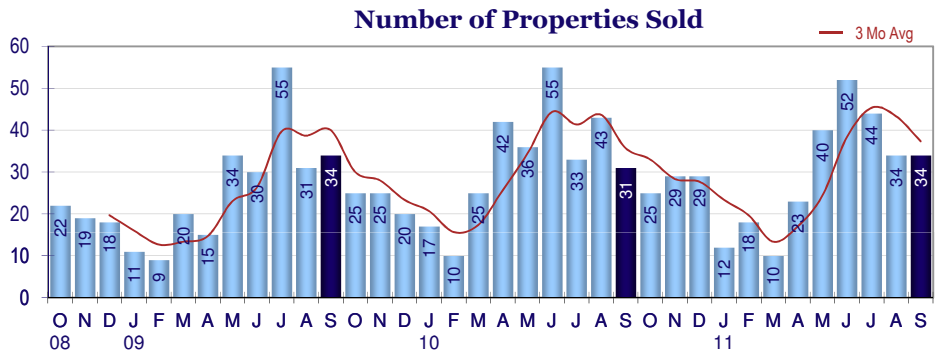
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$499,500	0%		-0%				
Average List Price of all Current Listings	\$658,503	-1%		-6%				
September Median Sales Price	\$416,750	5%	-10%	13%	-4%	\$461,000	1%	6%
September Average Sales Price	\$486,059	0%	-5%	10%	3%	\$500,004	3%	6%
Total Properties Currently for Sale (Inventory)	232	3%		-7%				
September Number of Properties Sold	34	0%		10%		267	-9%	
September Average Days on Market (Solds)	70	-38%	-14%	-20%	-15%	79	-1%	-4%
Asking Price per Square Foot (based on New Listings)	\$225	-6%	-2%	-2%	2%	\$230	1%	4%
September Sold Price per Square Foot	\$222	14%	4%	20%	19%	\$201	7%	7%
September Month's Supply of Inventory	6.8	3%	8%	-15%	-28%	9.9	-2%	5%
September Sale Price vs List Price Ratio	88.8%	.9%	-1.4%	-1.2%	-1.0%	90.2%	-6%	.6%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2010) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

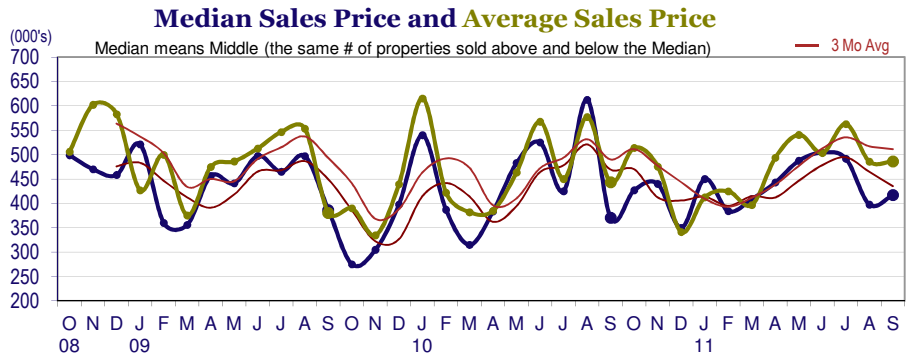
Property Sales

September Property sales were 34, up 9.7% from 31 in September of 2010 and the same as the 34 sales last month. September 2011 sales were at their highest level compared to September of 2010 and 2009. September YTD sales of 267 are running 8.6% behind last year's year-to-date sales of 292.



Prices

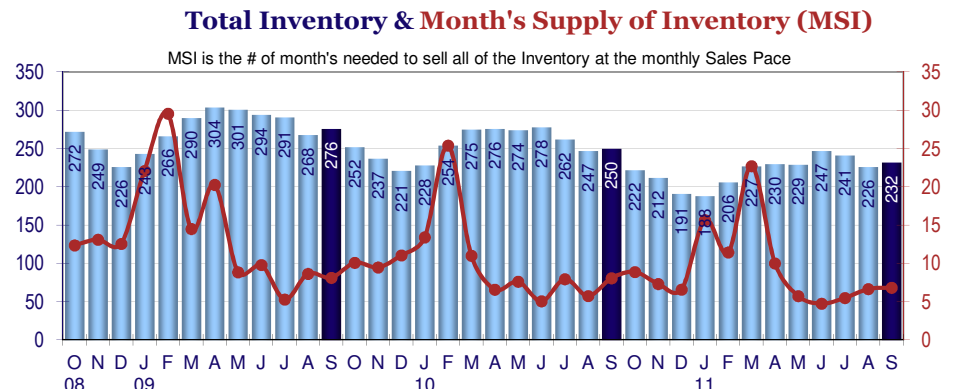
The Median Sales Price in September was \$416,750, up 12.6% from \$370,000 in September of 2010 and up 4.8% from \$397,500 last month. The Average Sales Price in September was \$486,059, up 9.7% from \$442,971 in September of 2010 and up 0.1% from \$485,568 last month. September 2011 ASP was at the highest level compared to September of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of September was 232, up 2.7% from 226 last month and down 7.2% from 250 in September of last year. September 2011 Inventory was at its lowest level compared with September of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2011 MSI of 6.8 months was at its lowest level compared with September of 2010 and 2009.



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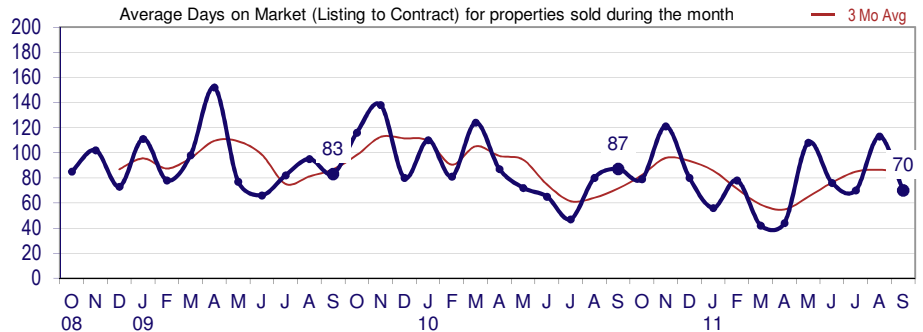


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Market Time

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 70, down 38.1% from 113 days last month and down 19.5% from 87 days in September of last year. The September 2011 DOM was at its lowest level compared with September of 2010 and 2009.

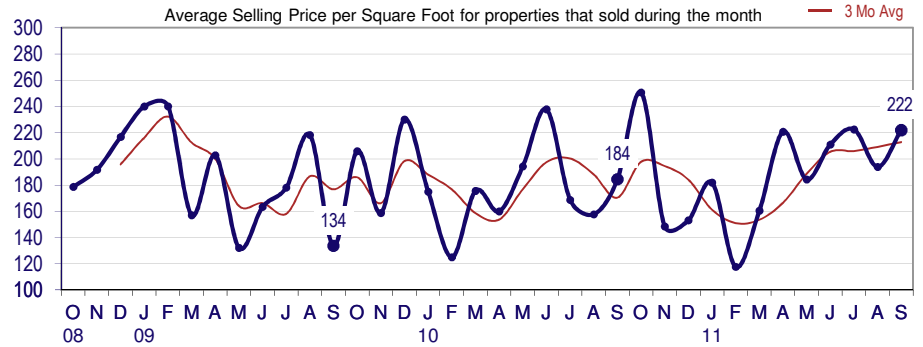
Days On Market for Sold Properties



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 September 2011 Selling Price per Square Foot of \$222 was up 14.5% from \$194 last month and up 20.3% from 184 in September of last year.

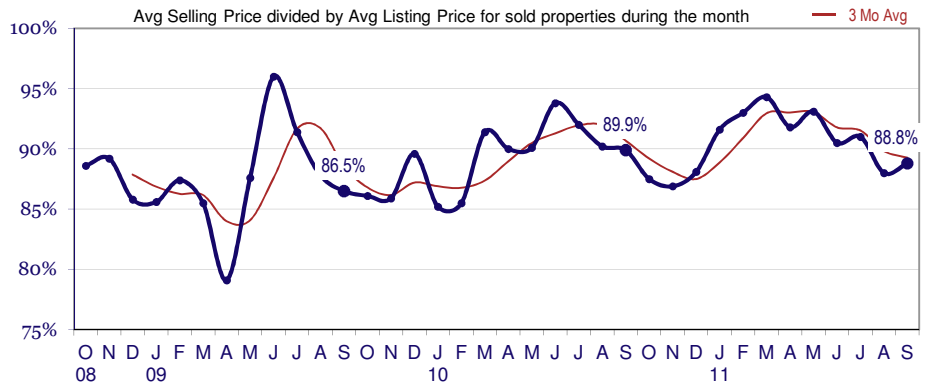
Selling Price per Square Foot



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 2011 Selling Price vs Original List Price of 88.8% was up from 88.0% last month and down from 89.9% in September of last year.

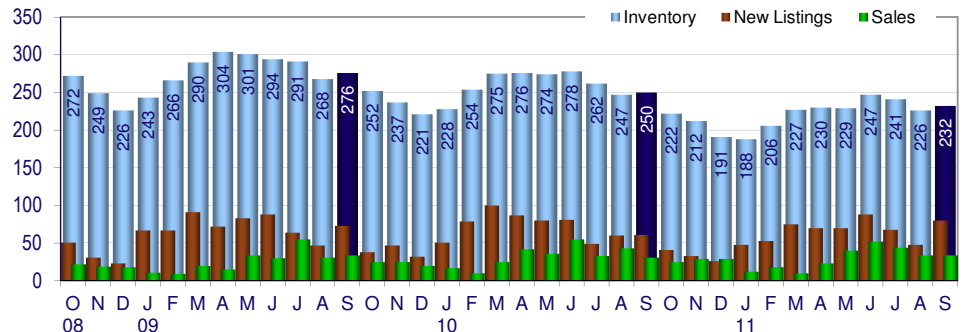
Selling Price versus Listing Price Ratio



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 2011 was 80, up 66.7% from 48 last month and up 31.1% from 61 in September of last year.

Inventory / New Listings / Sales



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