

Local Market Update – December 2011

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC
RESIDENTIAL ACTIVITY ONLY | Data current as of January 17, 2012



Evanston

- 46.4%

Change in
New Listings
All Properties

- 2.0%

Change in
Closed Sales
All Properties

- 24.4%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	December			Trailing 12 Mos.		
	12-2010	12-2011	+ / -	12-2010	12-2011	+ / -
New Listings	26	13	- 50.0%	749	683	- 8.8%
Under Contract (includes Contingent and Pending)	19	25	+ 31.6%	375	389	+ 3.7%
Closed Sales	29	28	- 3.4%	375	347	- 7.5%
Median Sales Price*	\$350,000	\$395,000	+ 12.9%	\$435,000	\$425,000	- 2.3%
Average Sales Price*	\$341,229	\$454,488	+ 33.2%	\$475,244	\$483,005	+ 1.6%
Percent of Original List Price Received*	88.1%	89.3%	+ 1.4%	90.6%	90.8%	+ 0.3%
Average Market Time	142	157	+ 10.4%	137	131	- 4.3%
Inventory of Homes for Sale at Month End	194	160	- 17.5%	--	--	--

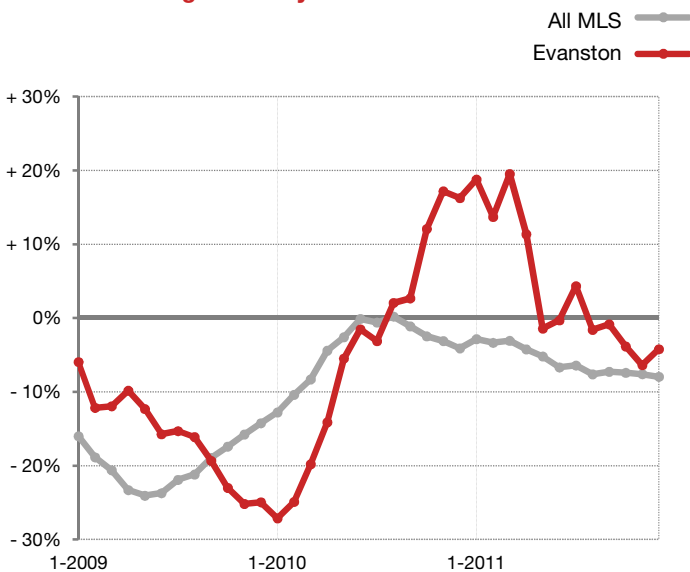
Attached Single-Family

	December			Trailing 12 Mos.		
	12-2010	12-2011	+ / -	12-2010	12-2011	+ / -
New Listings	43	24	- 44.2%	1,187	912	- 23.2%
Under Contract (includes Contingent and Pending)	17	24	+ 41.2%	414	381	- 8.0%
Closed Sales	21	21	0.0%	412	364	- 11.7%
Median Sales Price*	\$240,000	\$210,000	- 12.5%	\$242,250	\$206,250	- 14.9%
Average Sales Price*	\$247,649	\$231,053	- 6.7%	\$280,739	\$244,800	- 12.8%
Percent of Original List Price Received*	89.6%	88.5%	- 1.3%	89.6%	88.6%	- 1.1%
Average Market Time	101	197	+ 95.7%	153	161	+ 5.3%
Inventory of Homes for Sale	425	308	- 27.5%	--	--	--

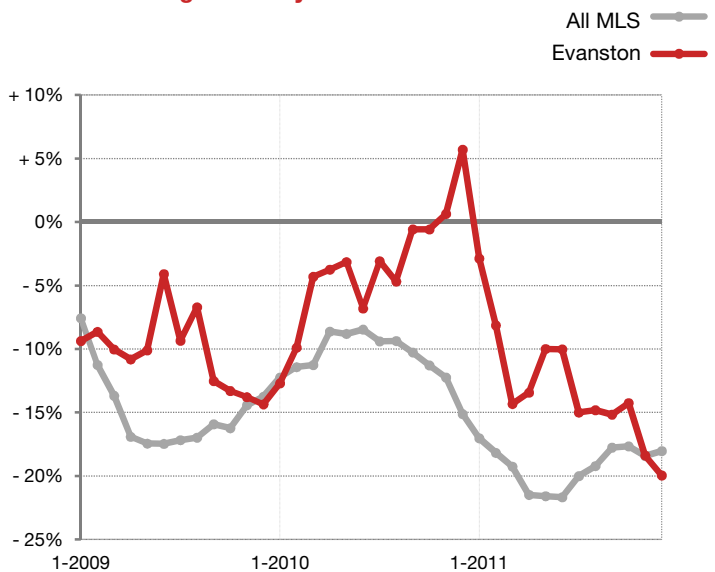
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



**Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data from Midwest Real Estate Data LLC. Powered by 10K Research and Marketing.