

MLS Area: Evanston



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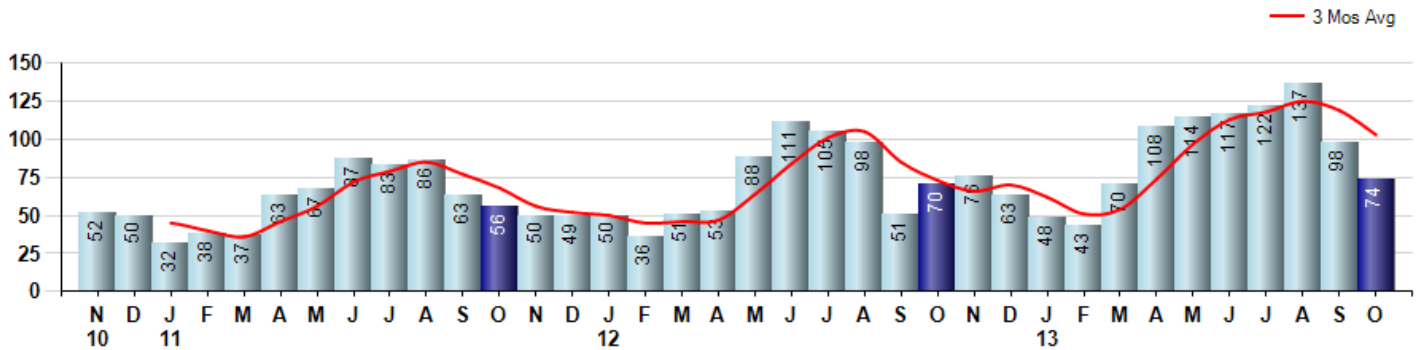
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$250,000	↓		↑				
Average List Price of all Current Listings	\$388,569	↓		↑				
October Median Sales Price	\$305,000	↑	↑	↑	↑	\$295,000	↑	↑
October Average Sales Price	\$369,153	↓	↑	↑	↑	\$367,058	↔	↑
Total Properties Currently for Sale (Inventory)	287	↓		↓				
October Number of Properties Sold	74	↓		↑		931	↑	
October Average Days on Market (Solds)	66	↑	↑	↓	↓	63	↓	↓
October Month's Supply of Inventory	3.9	↑	↑	↓	↓	3.9	↓	↓
October Sale Price vs List Price Ratio	96.3%	↓	↔	↑	↑	96.4%	↑	↑

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

Property Sales

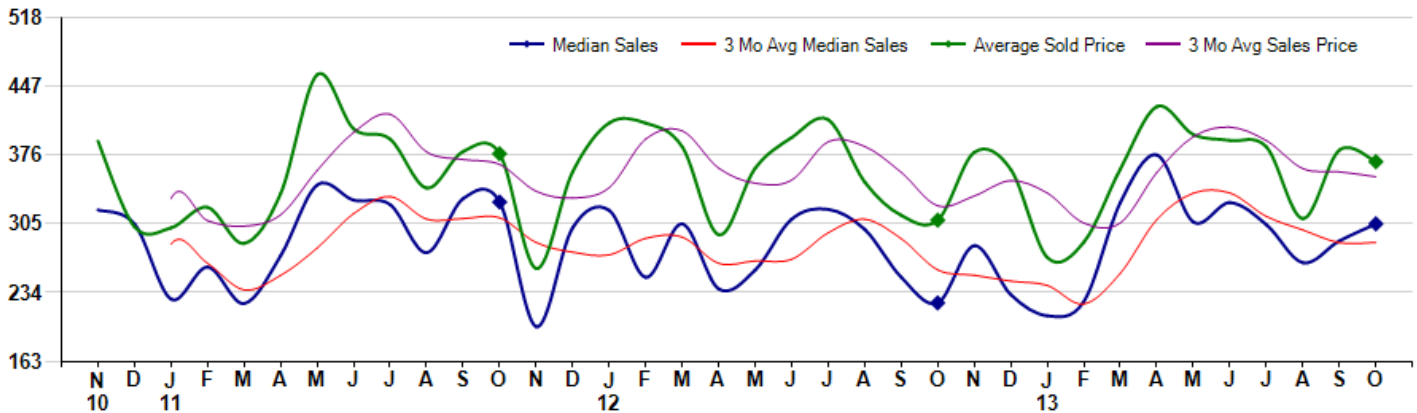
October Property sales were 74, up 5.7% from 70 in October of 2012 and -24.5% lower than the 98 sales last month. October 2013 sales were at their highest level compared to October of 2012 and 2011. October YTD sales of 931 are running 30.6% ahead of last year's year-to-date sales of 713.



Prices

The Median Sales Price in October was \$305,000, up 36.5% from \$223,500 in October of 2012 and up 6.1% from \$287,500 last month. The Average Sales Price in October was \$369,153, up 19.5% from \$308,824 in October of 2012 and down -3.1% from \$381,109 last month. October 2013 ASP was at a mid range compared to October of 2012 and 2011.

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



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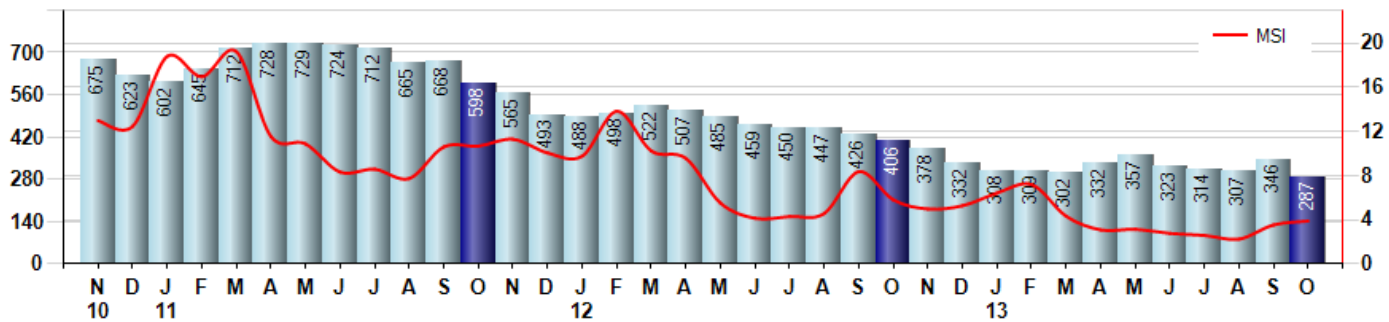
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Inventory & MSI

The Total Inventory of Properties available for sale as of October was 287, down -17.1% from 346 last month and down -29.3% from 406 in October of last year. October 2013 Inventory was at the lowest level compared to October of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2013 MSI of 3.9 months was at its lowest level compared with October of 2012 and 2011.

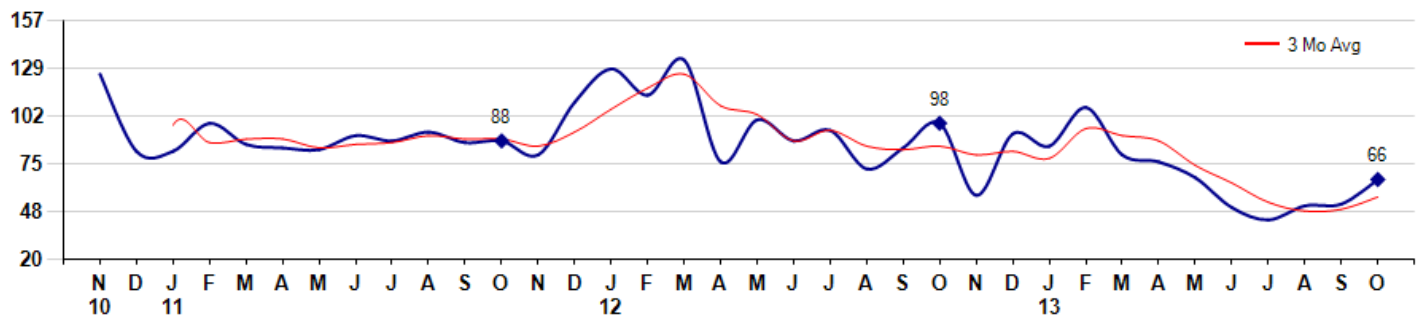
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 October was 66, up 26.9% from 52 days last month and down -32.7% from 98 days in October of last year. The October 2013 DOM was at its lowest level compared with October of 2012 and 2011.

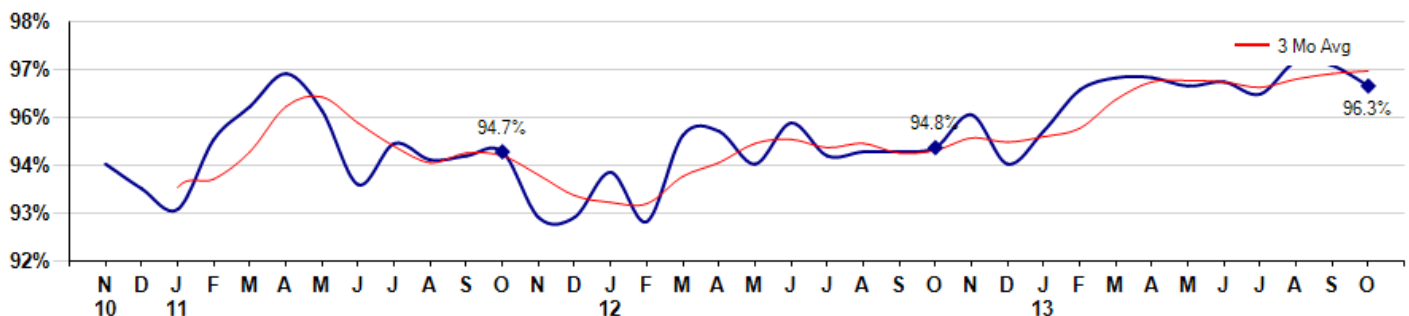
Average Days on Market(Listing to Contract) for properties sold during the month



Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their 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 October 2013 Selling Price vs List Price of 96.3% was down from 96.8% last month and up from 94.8% in October of last year.

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



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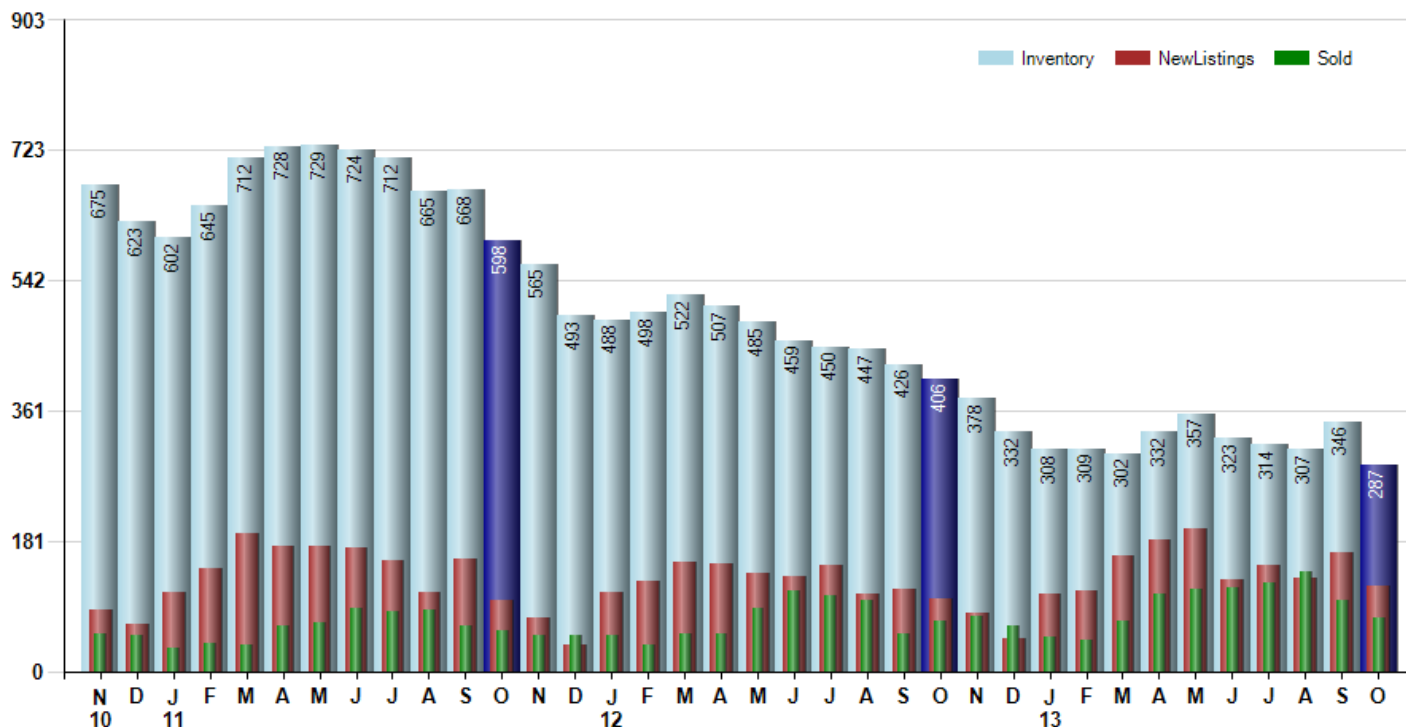
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Inventory / New Listings / Sales

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 October 2013 was 119, down -27.4% from 164 last month and up 17.8% from 101 in October of last year.



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	N 10	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O
Homes Sold	52	50	32	38	37	63	67	87	83	86	63	56	50	49	50	36	51	53	88	111	105	98	51	70	76	63	48	43	70	108	114	117	122	137	98	74
3 Mo. Roll Avg			45	40	36	46	56	72	79	85	77	68	56	52	50	45	46	47	64	84	101	105	85	73	66	70	62	51	54	74	97	113	118	125	119	103

	(000's) N 10	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O
Median Sale Price	319	305	228	261	223	272	345	330	325	275	331	328	199	301	319	250	305	238	258	310	320	299	250	224	283	232	210	225	327	376	307	327	304	265	288	305
3 Mo. Roll Avg			284	264	237	252	280	316	333	310	310	311	286	276	273	290	291	264	267	269	296	310	290	258	252	246	242	222	254	309	337	337	313	299	286	286

	N 10	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O
Inventory	675	623	602	645	712	728	729	724	712	665	668	598	565	493	488	498	522	507	485	459	450	447	426	406	378	332	308	309	302	332	357	323	314	307	346	287
MSI	13	12	19	17	19	12	11	8	9	8	11	11	11	10	10	14	10	10	6	4	4	5	8	6	5	5	6	7	4	3	3	3	3	2	4	4

	N 10	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O
Days On Market	126	82	82	98	86	84	83	91	88	93	87	88	80	110	129	114	134	76	100	88	94	72	84	98	57	92	85	107	80	76	67	50	43	51	52	66
3 Mo. Roll Avg			97	87	89	89	84	86	87	91	89	89	85	93	106	118	126	108	103	88	94	85	83	85	80	82	78	95	91	88	74	64	53	48	49	56

	N 10	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O
Price per Sq Ft	180	150	177	136	174	195	209	206	196	195	201	169	166	185	183	174	211	174	167	228	182	204	171	171	190	183	164	158	186	213	202	198	216	203	209	191
3 Mo. Roll Avg			169	154	162	168	193	203	204	199	197	188	179	173	178	181	189	186	184	190	192	205	186	182	177	181	179	168	169	186	200	204	205	206	209	201

	N 10	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O
Sale to List Price	0.944	0.938	0.933	0.950	0.958	0.966	0.957	0.939	0.949	0.945	0.946	0.947	0.931	0.931	0.942	0.930	0.951	0.952	0.944	0.954	0.946	0.947	0.947	0.948	0.956	0.944	0.952	0.962	0.965	0.965	0.963	0.964	0.961	0.969	0.968	0.963
3 Mo. Roll Avg			0.938	0.940	0.947	0.958	0.960	0.954	0.948	0.944	0.947	0.946	0.941	0.936	0.935	0.934	0.941	0.944	0.949	0.950	0.948	0.949	0.947	0.947	0.950	0.949	0.951	0.953	0.960	0.964	0.964	0.964	0.963	0.965	0.966	0.967

	N 10	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O
New Listings	85	65	110	143	191	174	173	171	154	109	156	99	75	37	110	125	151	148	136	131	147	108	114	101	80	45	107	112	159	183	198	128	147	129	164	119
Inventory	675	623	602	645	712	728	729	724	712	665	668	598	565	493	488	498	522	507	485	459	450	447	426	406	378	332	308	309	302	332	357	323	314	307	346	287
Sales	52	50	32	38	37	63	67	87	83	86	63	56	50	49	50	36	51	53	88	111	105	98	51	70	76	63	48	43	70	108	114	117	122	137	98	74

	(000's) N 10	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O
Avg Sale Price	390	302	301	322	285	336	459	403	393	342	380	377	259	359	409	409	385	294	362	394	412	348	314	309	379	361	270	286	362	426	397	391	384	310	381	369
3 Mo. Roll Avg			331	308	303	314	360	399	418	379	371	366	339	332	342	392	401	362	347	350	390	385	358	324	334	350	337	306	306	358	395	405	391	362	359	354

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