

## MLS Area: Evanston



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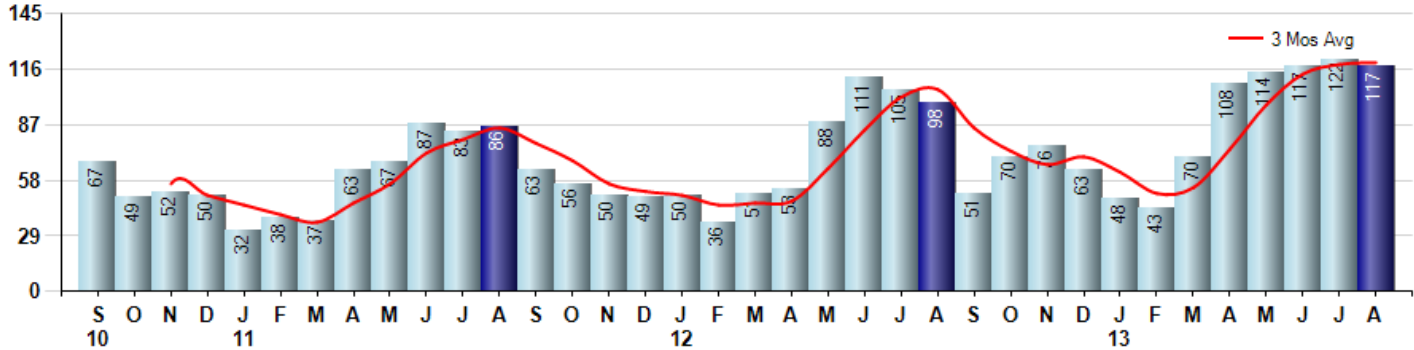
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$279,900	↓		↑				
Average List Price of all Current Listings	\$420,746	↔		↑				
August Median Sales Price	\$266,000	↓	↓	↓	↓	\$297,500	↑	↑
August Average Sales Price	\$317,315	↓	↓	↓	↓	\$367,596	↓	↑
Total Properties Currently for Sale (Inventory)	271	↓		↓				
August Number of Properties Sold	117	↓		↑		739	↑	
August Average Days on Market (Solds)	50	↑	↓	↓	↓	64	↓	↓
August Month's Supply of Inventory	2.3	↓	↓	↓	↓	3.9	↓	↓
August Sale Price vs List Price Ratio	97.0%	↑	↑	↑	↑	96.5%	↑	↑

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

### Property Sales

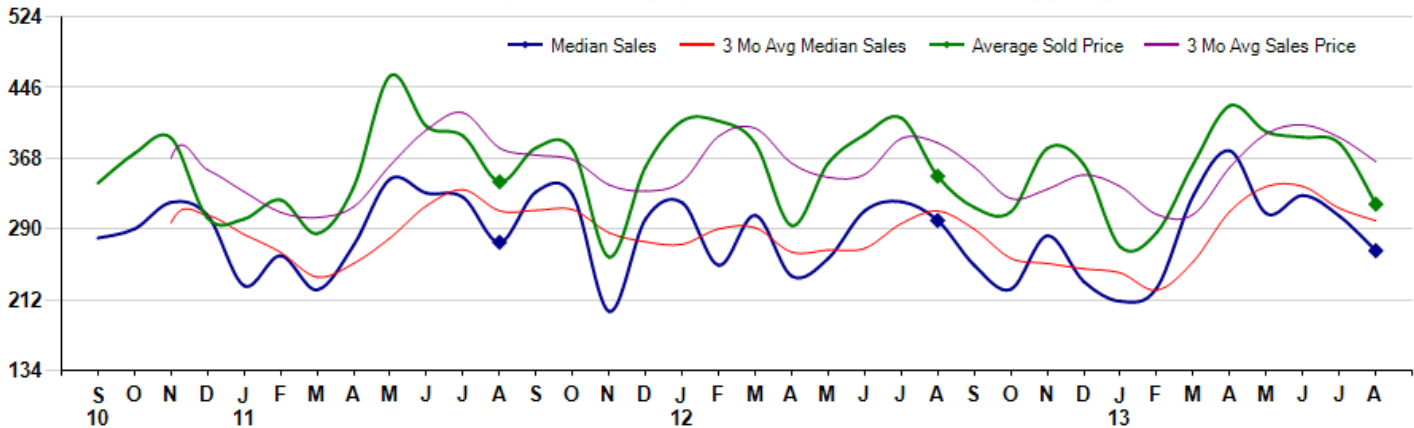
August Property sales were 117, up 19.4% from 98 in August of 2012 and -4.1% lower than the 122 sales last month. August 2013 sales were at their highest level compared to August of 2012 and 2011. August YTD sales of 739 are running 24.8% ahead of last year's year-to-date sales of 592.



### Prices

The Median Sales Price in August was \$266,000, down -11.1% from \$299,250 in August of 2012 and down -12.6% from \$304,250 last month. The Average Sales Price in August was \$317,315, down -8.8% from \$348,112 in August of 2012 and down -17.5% from \$384,448 last month. August 2013 ASP was at the lowest level compared to August of 2012 and 2011.

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



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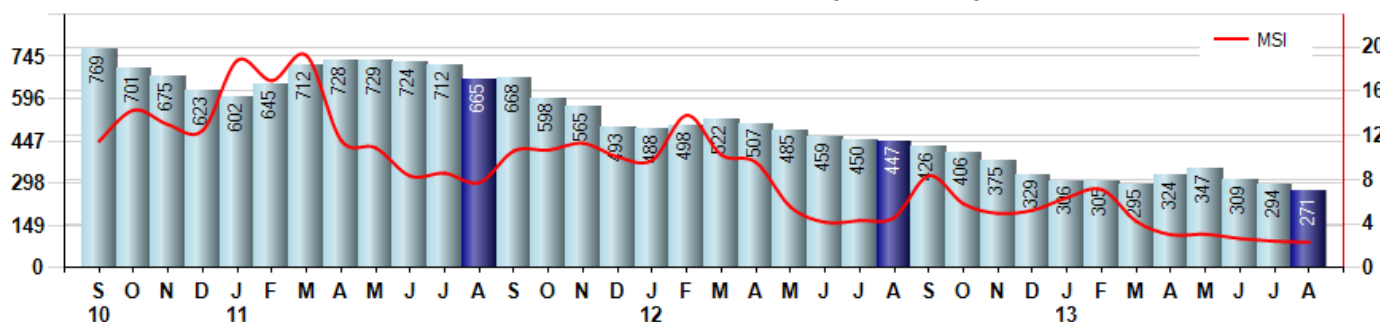
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### Inventory & MSI

The Total Inventory of Properties available for sale as of August was 271, down -7.8% from 294 last month and down -39.4% from 447 in August of last year. August 2013 Inventory was at the lowest level compared to August of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2013 MSI of 2.3 months was at its lowest level compared with August of 2012 and 2011.

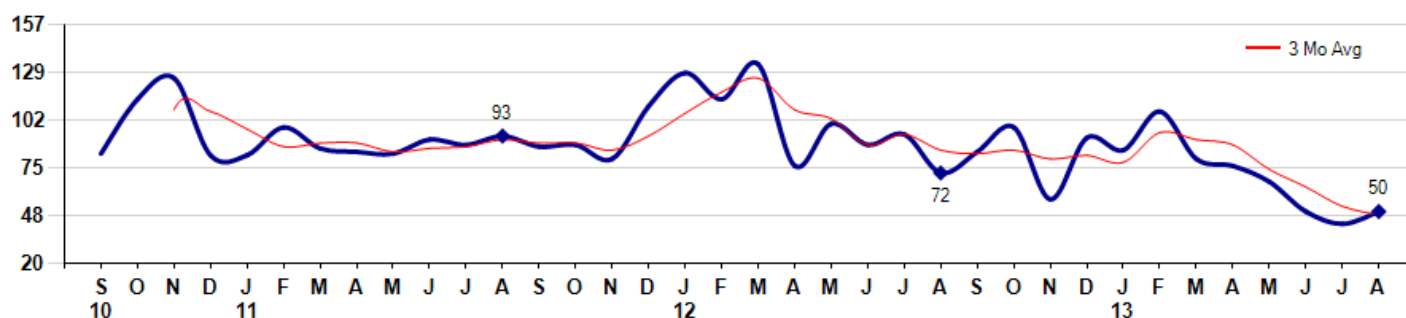
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 August was 50, up 16.3% from 43 days last month and down -30.6% from 72 days in August of last year. The August 2013 DOM was at its lowest level compared with August of 2012 and 2011.

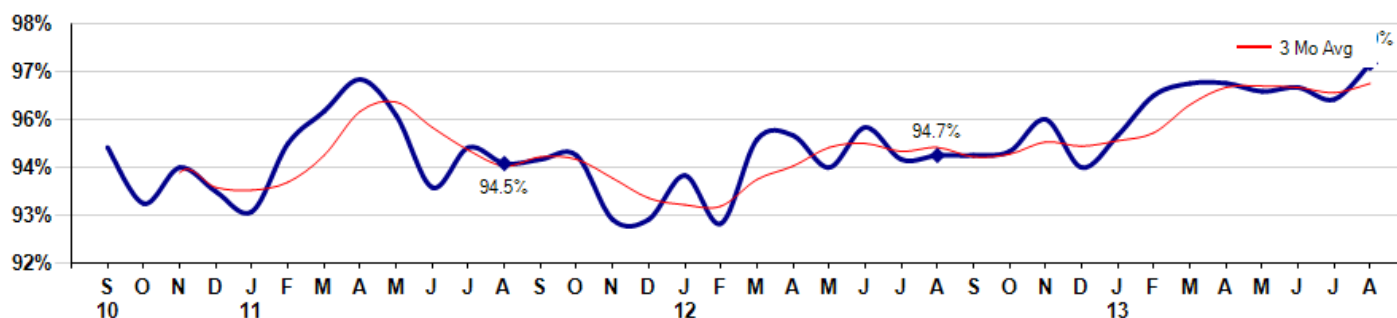
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 August 2013 Selling Price vs List Price of 97.0% was up from 96.1% last month and up from 94.7% in August of last year.

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



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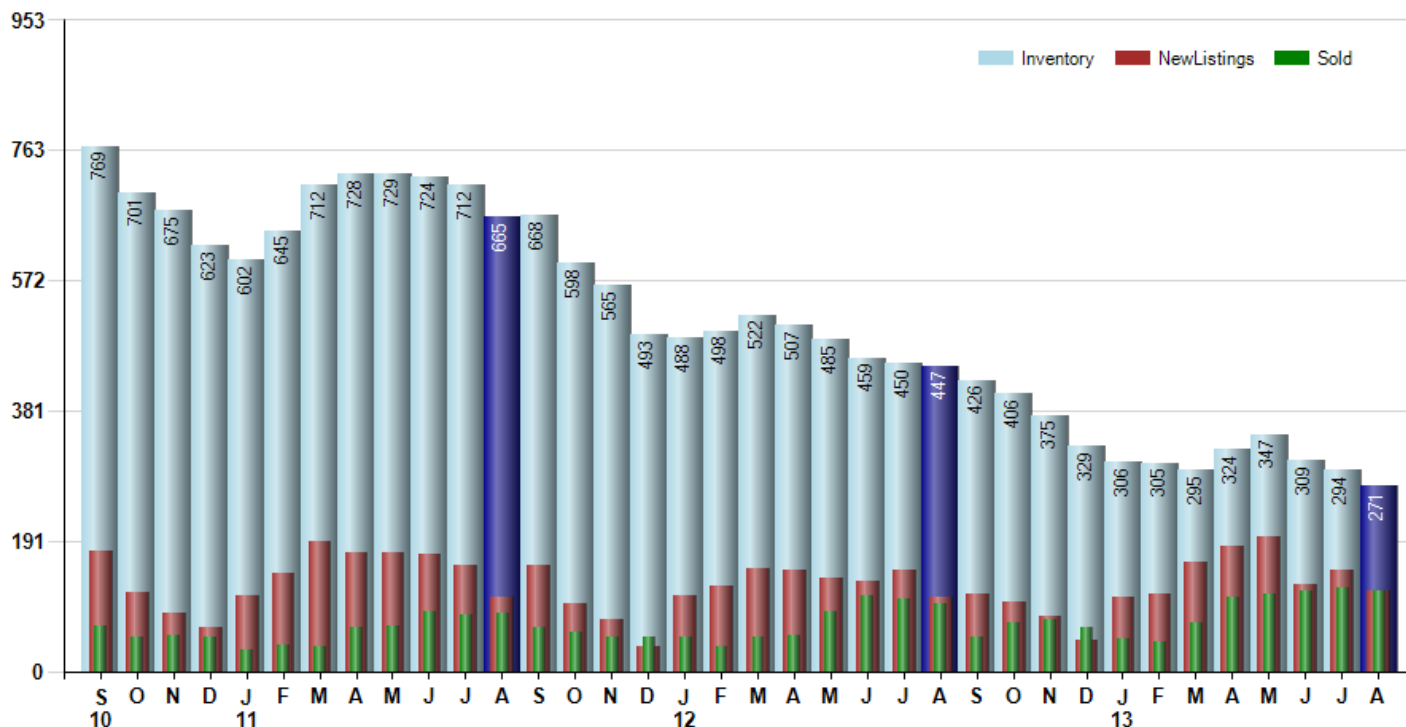
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### Inventory / New Listings / Sales

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 August 2013 was 117, down -20.4% from 147 last month and up 8.3% from 108 in August of last year.



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Homes Sold	67	49	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	117
3 Mo. Roll Avg			56	50	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	119

	(000's) S 10	O	N	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
Median Sale Price	280	290	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	266
3 Mo. Roll Avg			296	305	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

	S 10	O	N	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
Inventory	769	701	675	623	602	645	712	728	729	724	712	665	668	598	565	493	488	498	522	507	485	459	450	447	426	406	375	329	306	305	295	324	347	309	294	271
MSI	11	14	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	2	2

	S 10	O	N	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
Days On Market	83	114	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	50
3 Mo. Roll Avg			108	107	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

	S 10	O	N	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
Price per Sq Ft	211	222	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	204
3 Mo. Roll Avg			204	184	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

	S 10	O	N	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
Sale to List Price	0.949	0.935	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	0.970
3 Mo. Roll Avg			0.943	0.939	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

	S 10	O	N	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
New Listings	176	116	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	108	112	159	183	198	128	147	117
Inventory	769	701	675	623	602	645	712	728	729	724	712	665	668	598	565	493	488	498	522	507	485	459	450	447	426	406	375	329	306	305	295	324	347	309	294	271
Sales	67	49	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	117

	(000's) S 10	O	N	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
Avg Sale Price	341	373	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	317
3 Mo. Roll Avg			368	355	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	364

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