

## MLS Area: Evanston



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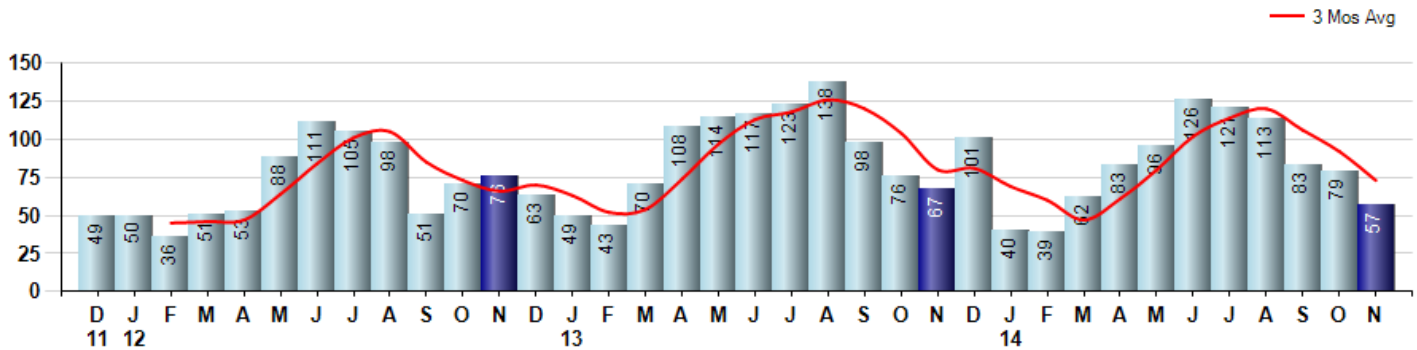
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$309,000	↔		↑				
Average List Price of all Current Listings	\$458,565	↓		↑				
November Median Sales Price	\$272,500	↓	↓	↓	↓	\$315,000	↑	↑
November Average Sales Price	\$321,576	↓	↓	↑	↓	\$378,544	↑	↑
Total Properties Currently for Sale (Inventory)	309	↓		↑				
November Number of Properties Sold	57	↓		↓		899	↓	
November Average Days on Market (Solds)	62	↑	↑	↑	↔	57	↓	↓
November Month's Supply of Inventory	5.4	↑	↑	↑	↑	4.5	↑	↑
November Sale Price vs List Price Ratio	96.0%	↓	↓	↓	↓	96.9%	↑	↑

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

### Property Sales

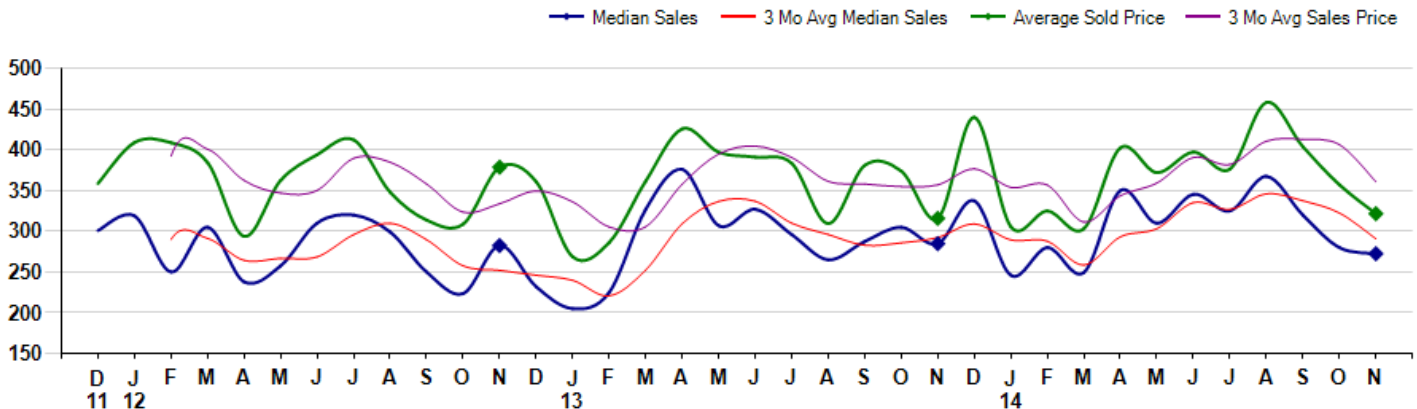
November Property sales were 57, down -14.9% from 67 in November of 2013 and -27.8% lower than the 79 sales last month. November 2014 sales were at their lowest level compared to November of 2013 and 2012. November YTD sales of 899 are running -10.4% behind last year's year-to-date sales of 1,003.



### Prices

The Median Sales Price in November was \$272,500, down -4.3% from \$284,750 in November of 2013 and down -2.7% from \$280,000 last month. The Average Sales Price in November was \$321,576, up 1.8% from \$315,912 in November of 2013 and down -10.0% from \$357,242 last month. November 2014 ASP was at a mid range compared to November of 2013 and 2012.

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



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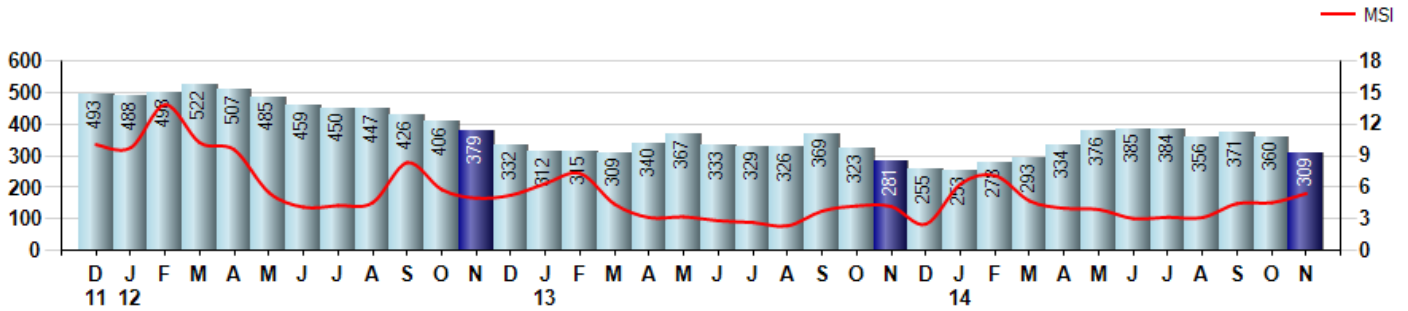
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### Inventory & MSI

The Total Inventory of Properties available for sale as of November was 309, down -14.2% from 360 last month and up 10.0% from 281 in November of last year. November 2014 Inventory was at a mid range compared to November of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2014 MSI of 5.4 months was at its highest level compared with November of 2013 and 2012.

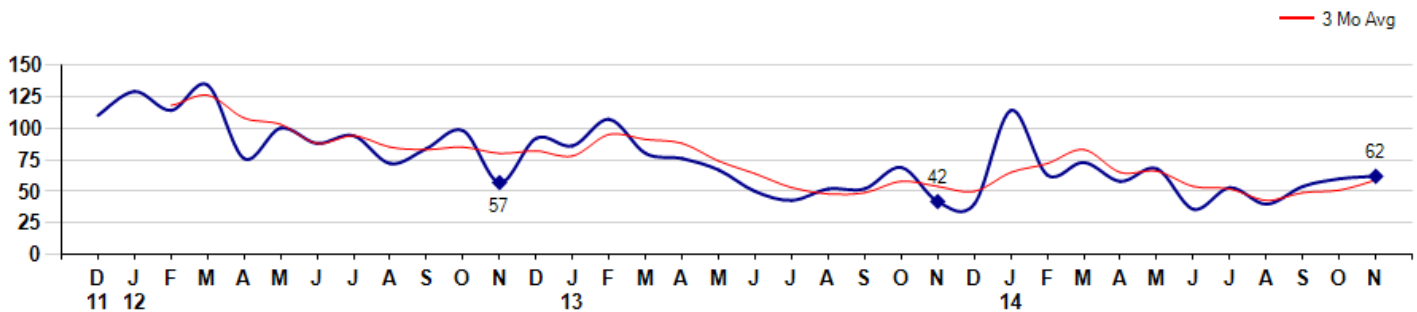
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 November was 62, up 3.3% from 60 days last month and up 47.6% from 42 days in November of last year. The November 2014 DOM was at its highest level compared with November of 2013 and 2012.

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



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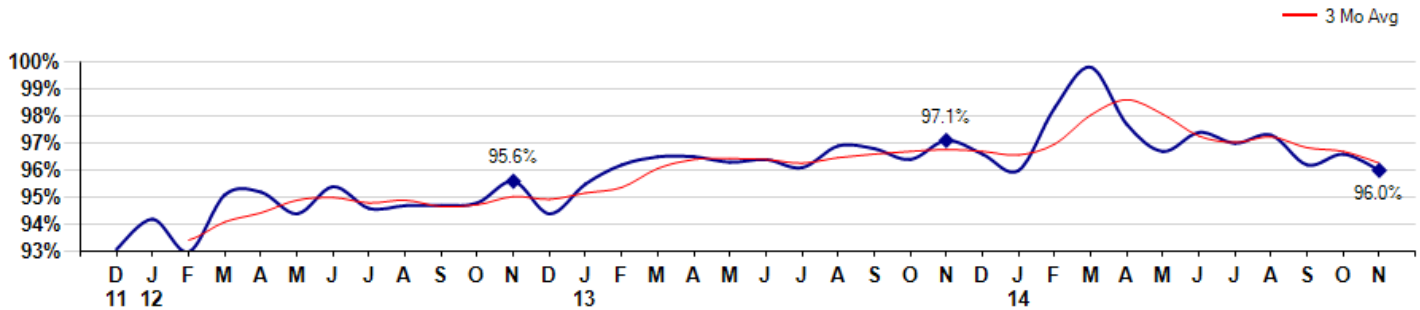


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### Selling Price vs Listing Price

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 November 2014 Selling Price vs List Price of 96.0% was down from 96.6% last month and down from 97.1% in November of last year.

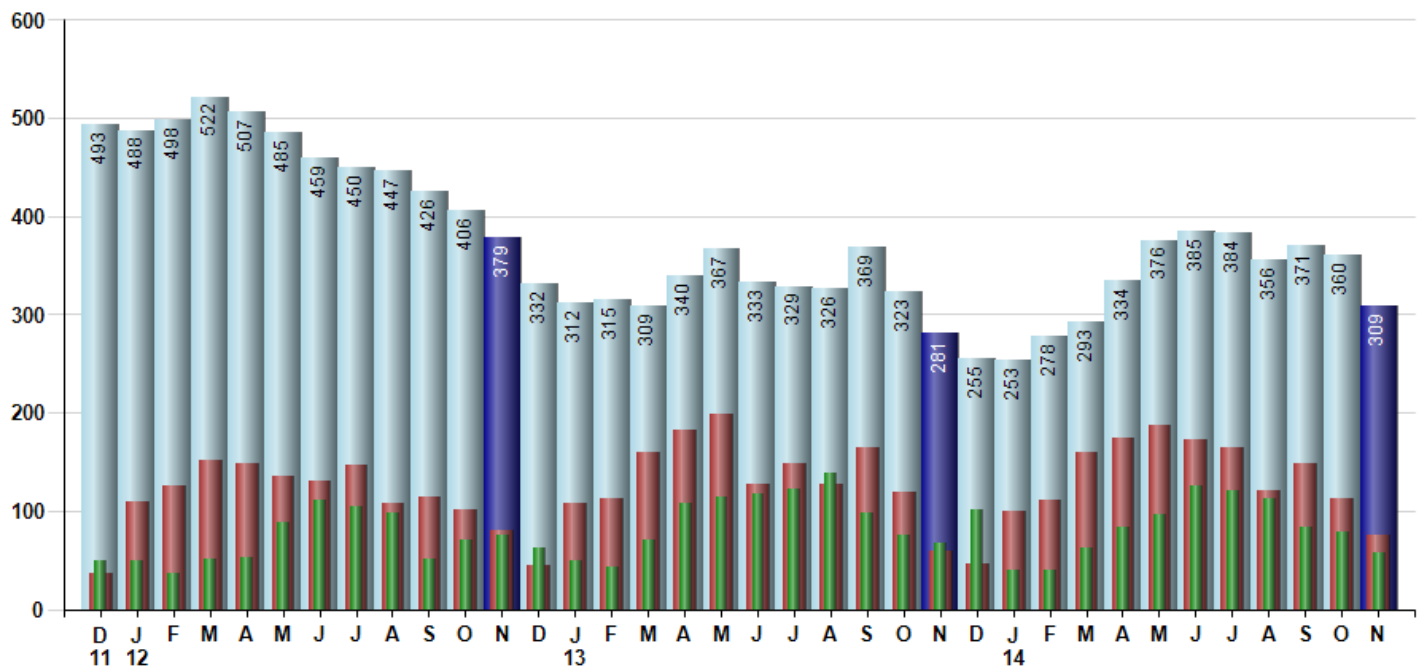
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 November 2014 was 75, down -33.0% from 112 last month and up 27.1% from 59 in November of last year.

Inventory NewListings Sold



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	D 11	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N
Homes Sold	49	50	36	51	53	88	111	105	98	51	70	76	63	49	43	70	108	114	117	123	138	98	76	67	101	40	39	62	83	96	126	121	113	83	79	57
3 Mo. Roll Avg			45	46	47	64	84	101	105	85	73	66	70	63	52	54	74	97	113	118	126	120	104	80	81	69	60	47	61	80	102	114	120	106	92	73

(000's)	D 11	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N
Median Sale Price	301	319	250	305	238	258	310	320	299	250	224	283	232	205	225	327	376	307	327	296	265	288	305	285	338	246	280	250	350	310	346	325	368	320	280	273
3 Mo. Roll Avg			290	291	264	267	269	296	310	290	258	252	246	240	221	252	309	337	337	310	296	283	286	292	309	289	288	259	293	303	335	327	346	338	323	291

	D 11	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N
Inventory	493	488	498	522	507	485	459	450	447	426	406	379	332	312	315	309	340	367	333	329	326	369	323	281	255	253	278	293	334	376	385	384	356	371	360	309
MSI	10	10	14	10	10	6	4	4	5	8	6	5	5	6	7	4	3	3	3	3	2	4	4	4	3	6	7	5	4	4	3	3	3	4	5	5

	D 11	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N
Days On Market	110	129	114	134	76	100	88	94	72	84	98	57	92	86	107	80	76	67	50	43	52	52	69	42	40	114	63	73	58	68	36	53	40	54	60	62
3 Mo. Roll Avg			118	126	108	103	88	94	85	83	85	80	82	78	95	91	88	74	64	53	48	49	58	54	50	65	72	83	65	66	54	52	43	49	51	59

	D 11	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N
Price per Sq Ft	185	183	174	211	174	167	228	182	204	171	171	190	183	164	158	186	213	202	198	216	201	210	192	206	232	203	186	174	231	210	223	215	228	222	218	194
3 Mo. Roll Avg			181	189	186	184	190	192	205	186	182	177	181	179	168	169	186	200	204	205	205	209	201	203	210	214	207	188	197	205	221	216	222	222	223	211

	D 11	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N
Sale to List Price	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	0.955	0.962	0.965	0.965	0.963	0.964	0.961	0.969	0.968	0.964	0.971	0.966	0.960	0.983	0.998	0.977	0.967	0.974	0.970	0.973	0.962	0.966	0.960
3 Mo. Roll Avg			0.934	0.941	0.944	0.949	0.950	0.948	0.949	0.947	0.947	0.950	0.949	0.952	0.954	0.961	0.964	0.964	0.964	0.963	0.965	0.966	0.967	0.968	0.967	0.966	0.970	0.980	0.986	0.981	0.973	0.970	0.972	0.968	0.967	0.963

	D 11	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N
New Listings	37	110	125	151	148	136	131	147	108	114	101	80	45	108	112	159	183	198	128	148	128	164	119	59	46	99	111	160	174	188	172	164	121	149	112	75
Inventory	493	488	498	522	507	485	459	450	447	426	406	379	332	312	315	309	340	367	333	329	326	369	323	281	255	253	278	293	334	376	385	384	356	371	360	309
Sales	49	50	36	51	53	88	111	105	98	51	70	76	63	49	43	70	108	114	117	123	138	98	76	67	101	40	39	62	83	96	126	121	113	83	79	57

(000's)	D 11	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N
Avg Sale Price	359	409	409	385	294	362	394	412	348	314	309	379	361	269	286	362	426	397	391	384	309	381	374	316	440	306	325	303	403	372	397	376	458	404	357	322
3 Mo. Roll Avg			392	401	362	347	350	390	385	358	324	334	350	336	305	305	358	395	405	391	361	358	355	357	377	354	357	311	344	359	391	382	411	413	406	361

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