

## MLS Area: Evanston



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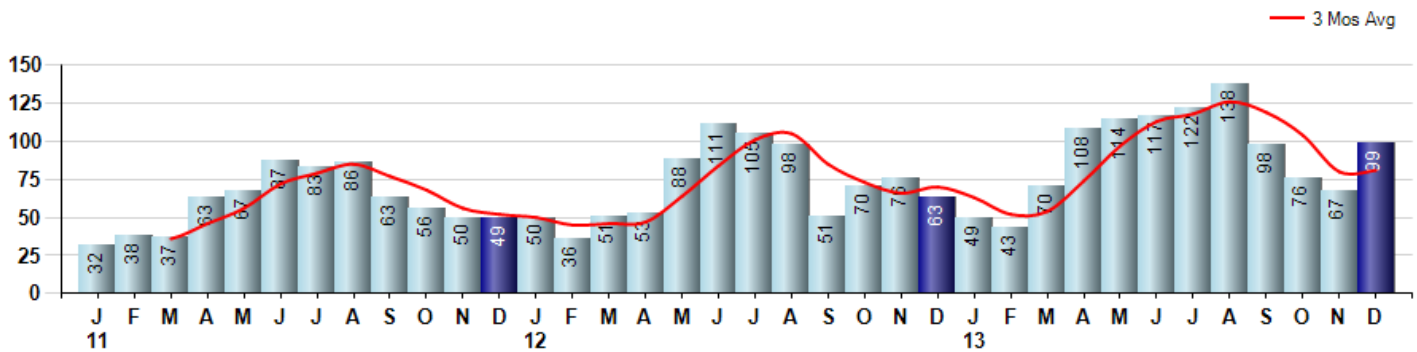
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$249,900	↑		↑				
Average List Price of all Current Listings	\$396,731	↑		↑				
December Median Sales Price	\$339,000	↑	↑	↑	↑	\$297,000	↑	↑
December Average Sales Price	\$446,084	↑	↑	↑	↑	\$371,048	↑	↑
Total Properties Currently for Sale (Inventory)	215	↓		↓				
December Number of Properties Sold	99	↑		↑		1,101	↑	
December Average Days on Market (Solds)	40	↓	↓	↓	↓	60	↓	↓
Asking Price per Square Foot (based on New Listings)	\$237	↑	↑	↑	↑	\$217	↑	↑
December Sold Price per Square Foot	\$233	↑	↑	↑	↑	\$202	↑	↑
December Month's Supply of Inventory	2.2	↓	↓	↓	↓	3.8	↓	↓
December Sale Price vs List Price Ratio	96.6%	↓	↔	↑	↑	96.5%	↑	↑

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

### Property Sales

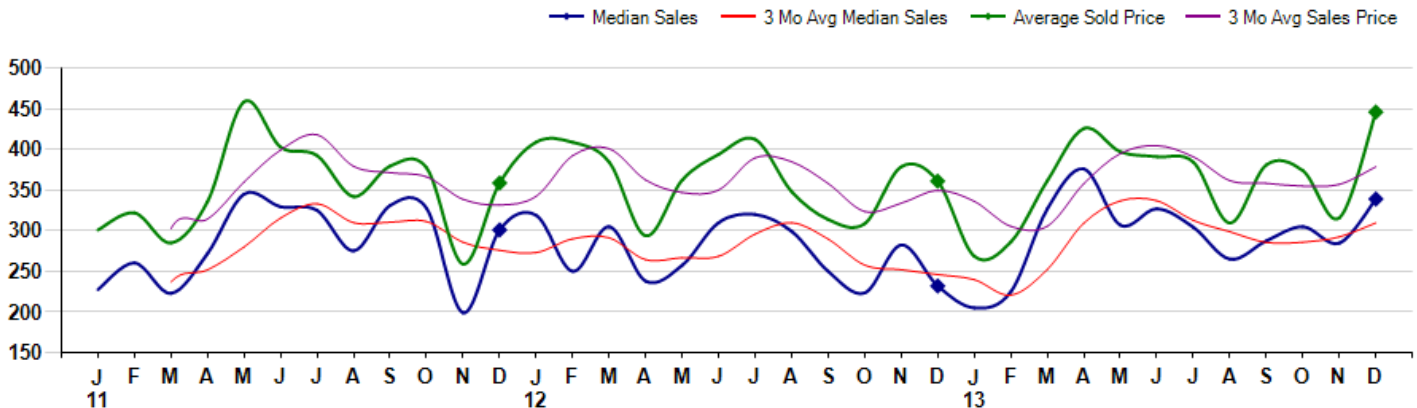
December Property sales were 99, up 57.1% from 63 in December of 2012 and 47.8% higher than the 67 sales last month. December 2013 sales were at their highest level compared to December of 2012 and 2011. December YTD sales of 1,101 are running 29.2% ahead of last year's year-to-date sales of 852.



### Prices

The Median Sales Price in December was \$339,000, up 46.1% from \$232,000 in December of 2012 and up 19.1% from \$284,750 last month. The Average Sales Price in December was \$446,084, up 23.5% from \$361,074 in December of 2012 and up 41.2% from \$315,823 last month. December 2013 ASP was at highest level compared to December of 2012 and 2011.

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



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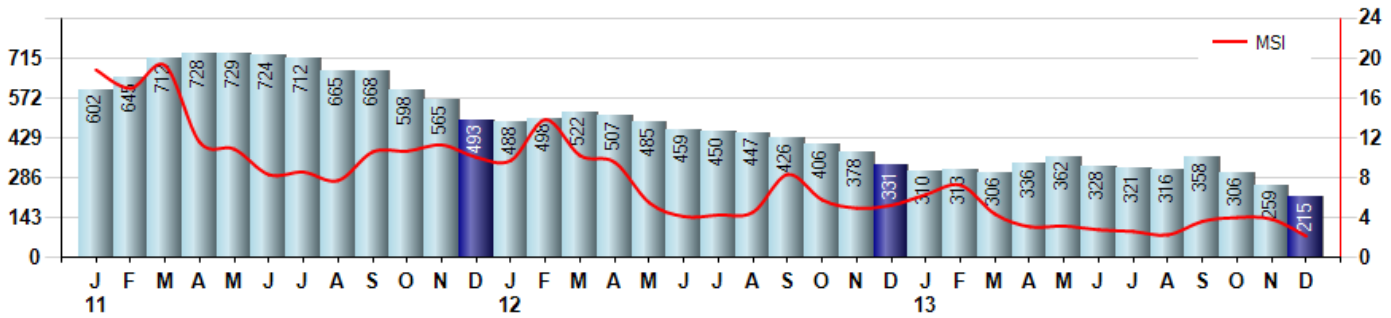
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### Inventory & MSI

The Total Inventory of Properties available for sale as of December was 215, down -17.0% from 259 last month and down -35.0% from 331 in December of last year. December 2013 Inventory was at the lowest level compared to December of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2013 MSI of 2.2 months was at its lowest level compared with December of 2012 and 2011.

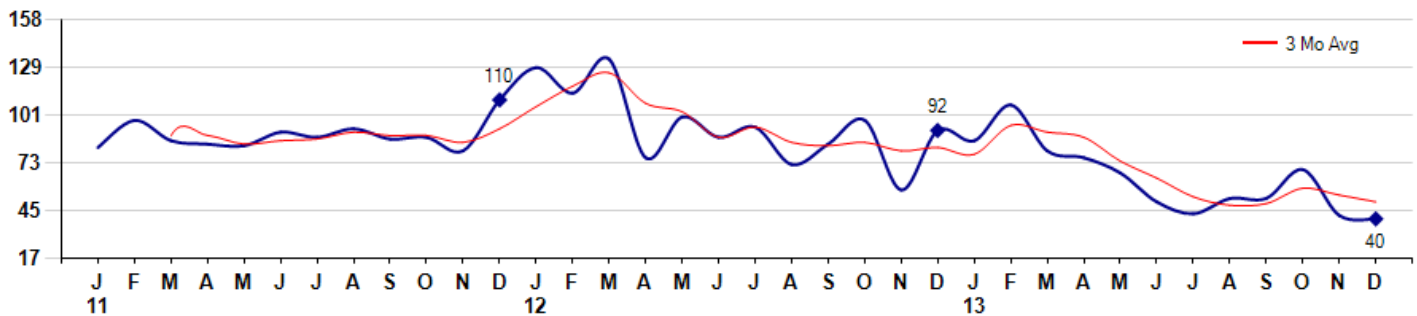
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 December was 40, down -4.8% from 42 days last month and down -56.5% from 92 days in December of last year. The December 2013 DOM was at its lowest level compared with December of 2012 and 2011.

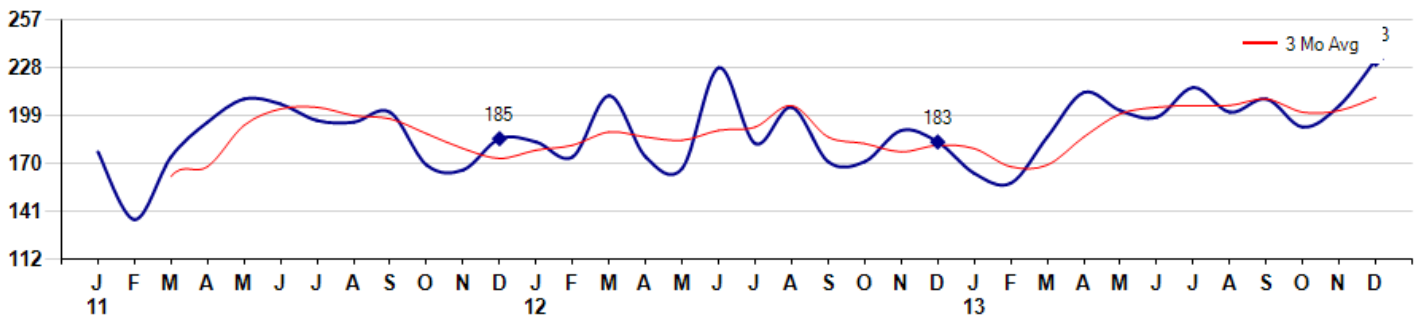
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 December 2013 Selling Price per Square Foot of \$233 was up 13.7% from \$205 last month and up 27.3% from \$183 in December of last year.

Average Selling Price per Square Foot for properties that sold during the month



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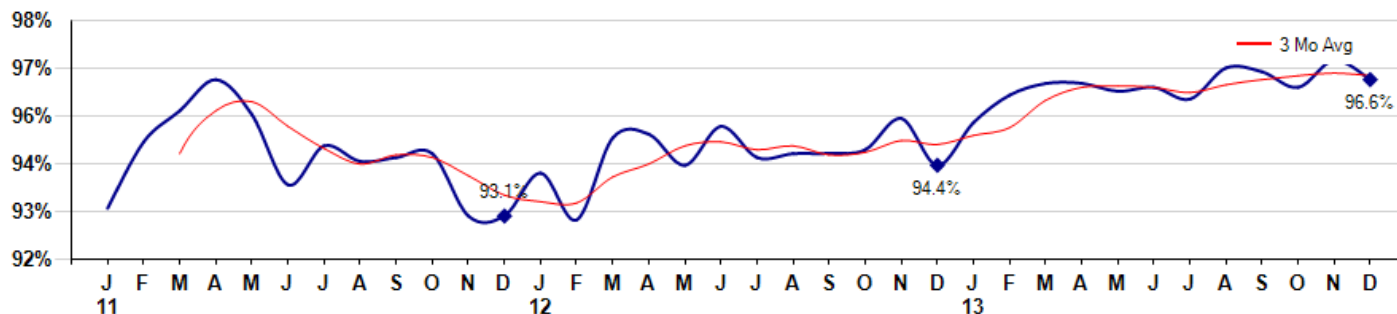


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### Selling Price vs Listing Price

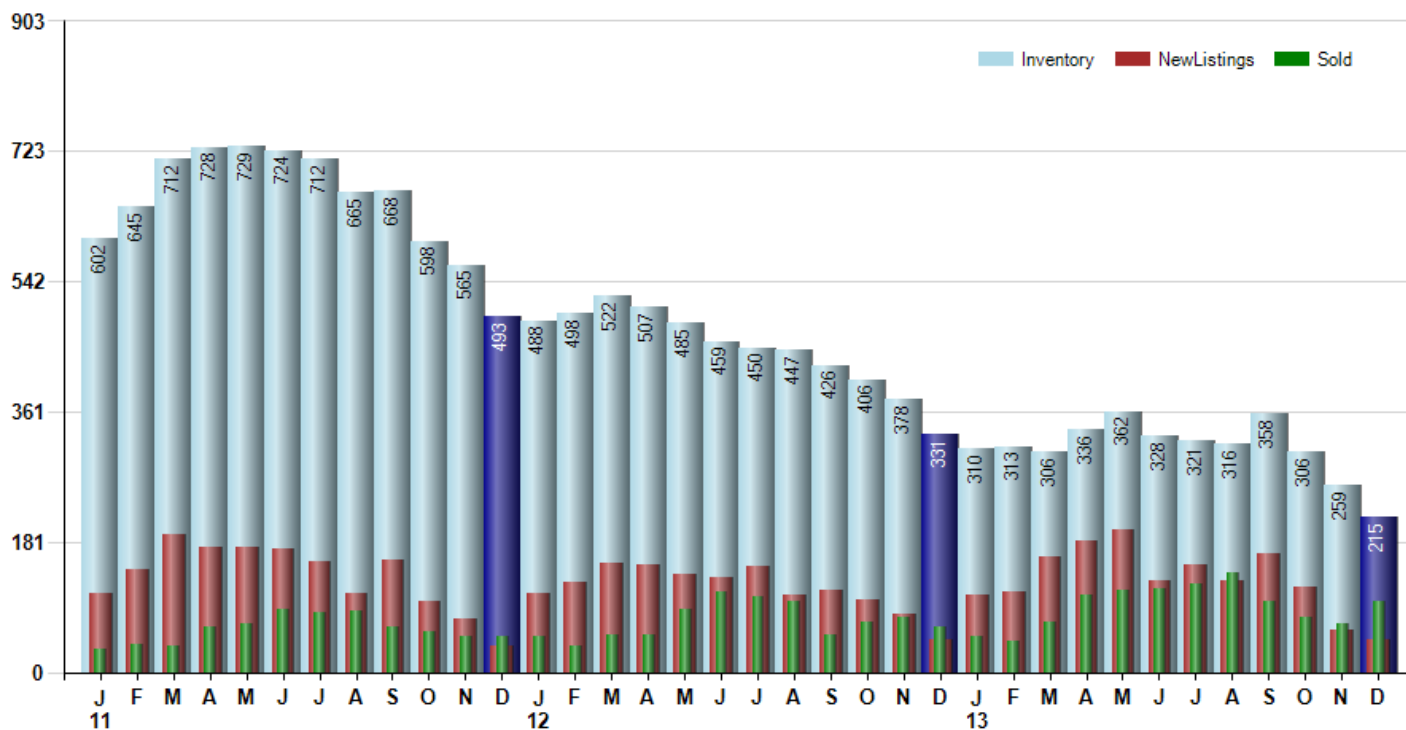
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2013 Selling Price vs List Price of 96.6% was down from 97.1% last month and up from 94.4% in December 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 December 2013 was 46, down -20.7% from 58 last month and up 2.2% from 45 in December of last year.



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	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	N	D
Homes Sold	32	38	37	63	67	87	83	86	63	56	50	49	50	36	51	53	88	111	105	98	51	70	76	63	49	43	70	108	114	117	122	138	98	76	67	99
3 Mo. Roll Avg			36	46	56	72	79	85	77	68	56	52	50	45	46	47	64	84	101	105	85	73	66	70	63	52	54	74	97	113	118	126	119	104	80	81

(000's)	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	N	D
Median Sale Price	228	261	223	272	345	330	325	275	331	328	199	301	319	250	305	238	258	310	320	299	250	224	283	232	205	225	327	376	307	327	304	265	288	305	285	339
3 Mo. Roll Avg			237	252	280	316	333	310	310	311	286	276	273	290	291	264	267	269	296	310	290	258	252	246	240	221	252	309	337	337	313	299	286	286	292	310

	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	N	D
Inventory	602	645	712	728	729	724	712	665	668	598	565	493	488	498	522	507	485	459	450	447	426	406	378	331	310	313	306	336	362	328	321	316	358	306	259	215
MSI	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	4	2

	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	N	D
Days On Market	82	98	86	84	83	91	88	93	87	88	80	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
3 Mo. Roll Avg			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	58	54	50

	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	N	D
Price per Sq Ft	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	201	209	192	205	233
3 Mo. Roll Avg			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	205	209	201	202	210

	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	N	D
Sale to List Price	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	0.955	0.962	0.965	0.965	0.963	0.964	0.961	0.969	0.968	0.964	0.971	0.966
3 Mo. Roll Avg			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	0.952	0.954	0.961	0.964	0.964	0.964	0.963	0.965	0.966	0.967	0.968	0.967

	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	N	D
New Listings	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	148	128	164	119	58	46
Inventory	602	645	712	728	729	724	712	665	668	598	565	493	488	498	522	507	485	459	450	447	426	406	378	331	310	313	306	336	362	328	321	316	358	306	259	215
Sales	32	38	37	63	67	87	83	86	63	56	50	49	50	36	51	53	88	111	105	98	51	70	76	63	49	43	70	108	114	117	122	138	98	76	67	99

(000's)	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	N	D
Avg Sale Price	301	322	285	336	459	403	393	342	380	377	259	359	409	409	385	294	362	394	412	348	314	309	379	361	269	286	362	426	397	391	384	309	381	374	316	446
3 Mo. Roll Avg			303	314	360	399	418	379	371	366	339	332	342	392	401	362	347	350	390	385	358	324	334	350	336	305	305	358	395	405	391	362	358	355	357	379

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