

## City: Evanston



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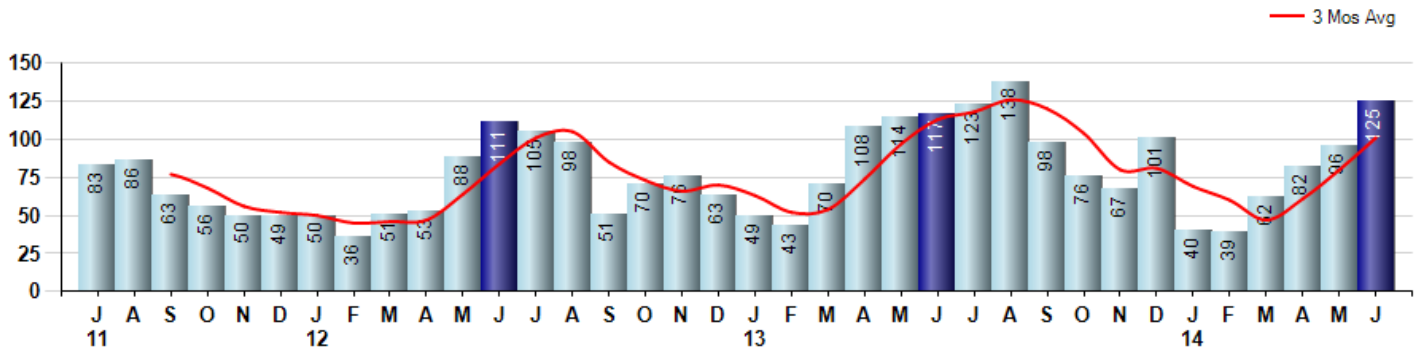
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$304,900	↑		↑				
Average List Price of all Current Listings	\$465,663	↑		↑				
June Median Sales Price	\$348,000	↑	↑	↑	↑	\$316,000	↑	↑
June Average Sales Price	\$398,870	↑	↑	↑	↑	\$365,900	↓	↔
Total Properties Currently for Sale (Inventory)	357	↔		↑				
June Number of Properties Sold	125	↑		↑		444	↓	
June Average Days on Market (Solds)	37	↓	↓	↓	↓	61	↓	↓
June Month's Supply of Inventory	2.9	↓	↓	↔	↓	4.6	↑	↑
June Sale Price vs List Price Ratio	97.4%	↑	↔	↑	↑	97.4%	↑	↑

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

### Property Sales

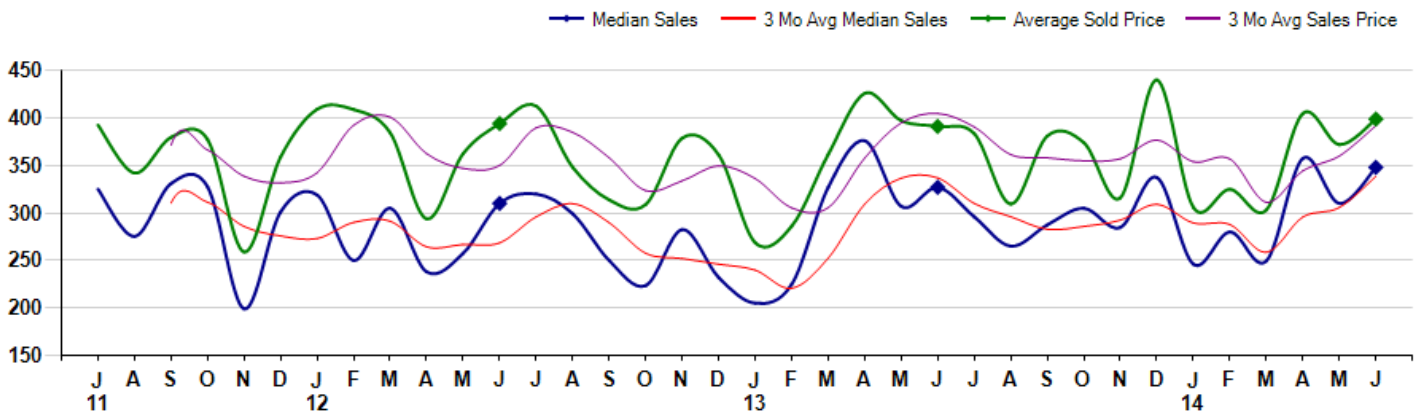
June Property sales were 125, up 6.8% from 117 in June of 2013 and 30.2% higher than the 96 sales last month. June 2014 sales were at their highest level compared to June of 2013 and 2012. June YTD sales of 444 are running -11.4% behind last year's year-to-date sales of 501.



### Prices

The Median Sales Price in June was \$348,000, up 6.4% from \$327,000 in June of 2013 and up 12.3% from \$310,000 last month. The Average Sales Price in June was \$398,870, up 2.0% from \$391,094 in June of 2013 and up 7.2% from \$372,001 last month. June 2014 ASP was at highest level compared to June of 2013 and 2012.

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



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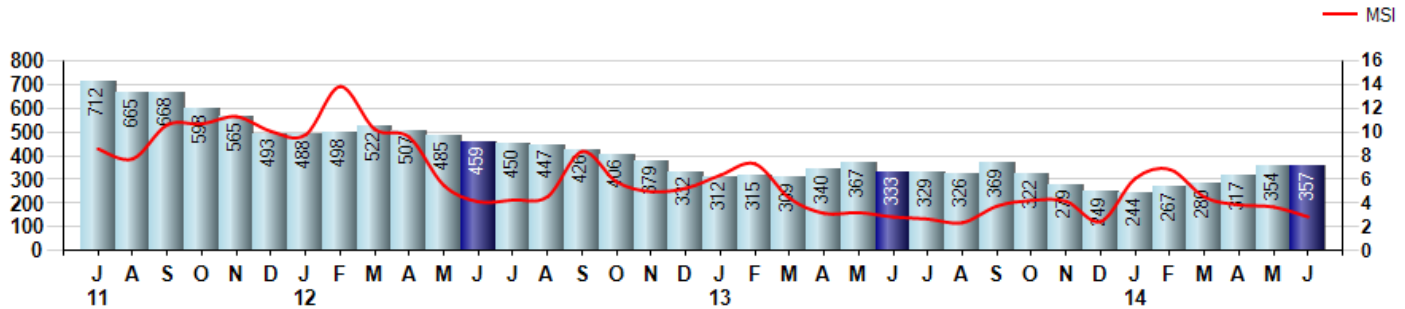
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### Inventory & MSI

The Total Inventory of Properties available for sale as of June was 357, up 0.8% from 354 last month and up 7.2% from 333 in June of last year. June 2014 Inventory was at a mid range compared to June of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2014 MSI of 2.9 months was at a mid range compared with June of 2013 and 2012.

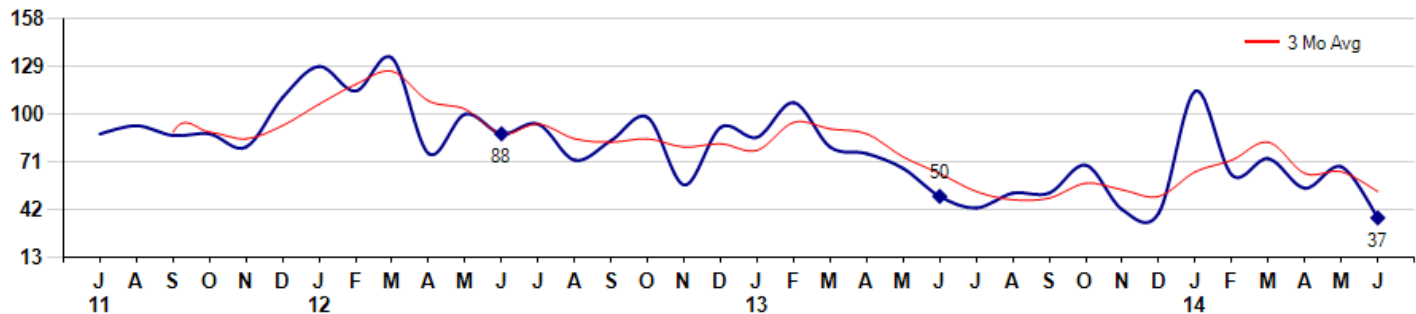
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 June was 37, down -45.6% from 68 days last month and down -26.0% from 50 days in June of last year. The June 2014 DOM was at its lowest level compared with June of 2013 and 2012.

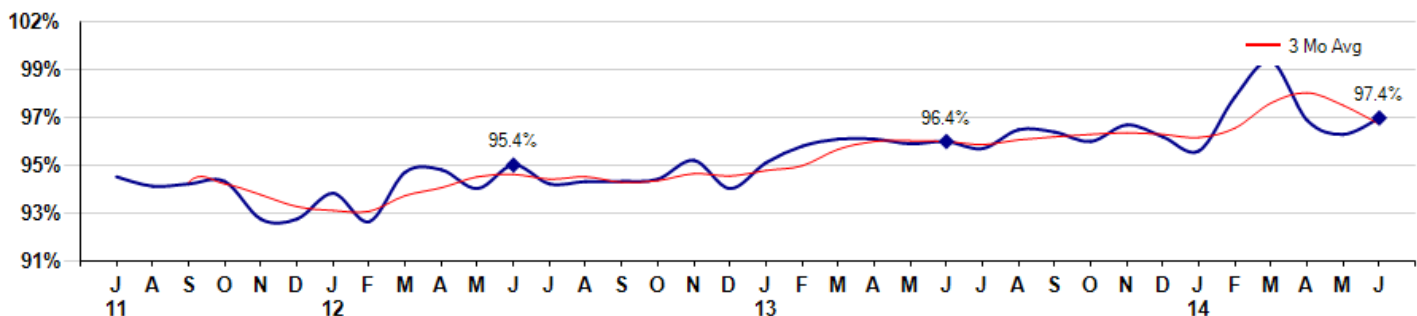
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 June 2014 Selling Price vs List Price of 97.4% was up from 96.7% last month and up from 96.4% in June of last year.

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



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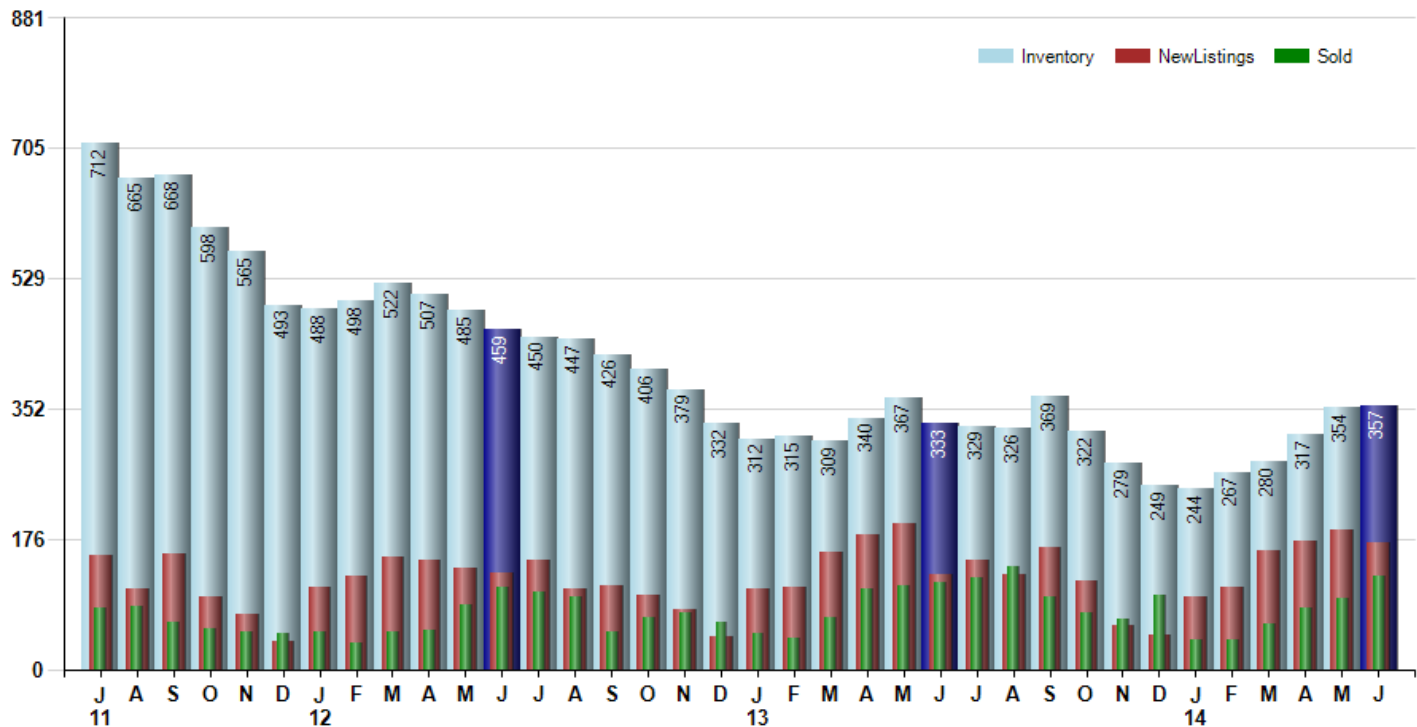
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### Inventory / New Listings / Sales

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 June 2014 was 171, down -9.0% from 188 last month and up 33.6% from 128 in June of last year.



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# MARKET ACTION REPORT

June 2014

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	J 11	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	J 14	F	M	A	M	J
Homes Sold	83	86	63	56	50	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	82	96	125
3 Mo. Roll Avg			77	68	56	52	50	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	101

(000's)	J 11	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	J 14	F	M	A	M	J
Median Sale Price	325	275	331	328	199	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	358	310	348
3 Mo. Roll Avg			310	311	286	276	273	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	296	306	339

	J 11	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	J 14	F	M	A	M	J
Inventory	712	665	668	598	565	493	488	498	522	507	485	459	450	447	426	406	379	332	312	315	309	340	367	333	329	326	369	322	279	249	244	267	280	317	354	357
MSI	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	6	7	5	4	4	3

	J 11	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	J 14	F	M	A	M	J
Days On Market	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	114	63	73	55	68	37
3 Mo. Roll Avg			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	65	72	83	64	65	53

	J 11	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	J 14	F	M	A	M	J
Price per Sq Ft	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	210	192	206	232	203	186	174	232	210	223
3 Mo. Roll Avg			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	203	210	214	207	188	197	205	222

	J 11	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	J 14	F	M	A	M	J
Sale to List Price	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	0.960	0.983	0.998	0.973	0.967	0.974
3 Mo. Roll Avg			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	0.966	0.970	0.980	0.985	0.979	0.971

	J 11	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	J 14	F	M	A	M	J
New Listings	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	59	46	99	111	160	174	188	171
Inventory	712	665	668	598	565	493	488	498	522	507	485	459	450	447	426	406	379	332	312	315	309	340	367	333	329	326	369	322	279	249	244	267	280	317	354	357
Sales	83	86	63	56	50	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	82	96	125

(000's)	J 11	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	J 14	F	M	A	M	J
Avg Sale Price	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	440	306	325	303	405	372	399
3 Mo. Roll Avg			371	366	339	332	342	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	360	392

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