

MLS Area: Evanston



ART WILSON

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com



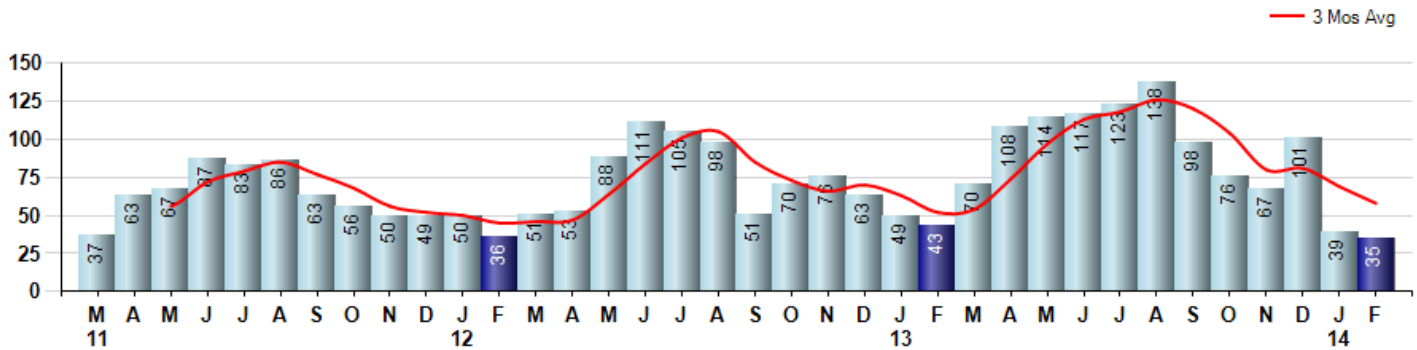
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|---|-----------|-------------------|-----|-----|----|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$299,000 | ↑ | | ↑ | | | | |
| Average List Price of all Current Listings | \$430,002 | ↑ | | ↑ | | | | |
| February Median Sales Price | \$280,000 | ↑ | ↓ | ↑ | ↓ | \$269,500 | ↑ | ↓ |
| February Average Sales Price | \$329,405 | ↑ | ↓ | ↑ | ↓ | \$320,009 | ↑ | ↓ |
| Total Properties Currently for Sale (Inventory) | 227 | ↑ | | ↓ | | | | |
| February Number of Properties Sold | 35 | ↓ | | ↓ | | 74 | ↓ | |
| February Average Days on Market (Solds) | 69 | ↓ | ↑ | ↓ | ↑ | 87 | ↓ | ↑ |
| February Month's Supply of Inventory | 6.5 | ↑ | ↑ | ↓ | ↑ | 6.1 | ↓ | ↑ |
| February Sale Price vs List Price Ratio | 97.8% | ↑ | ↑ | ↑ | ↑ | 96.5% | ↑ | ↔ |

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

Property Sales

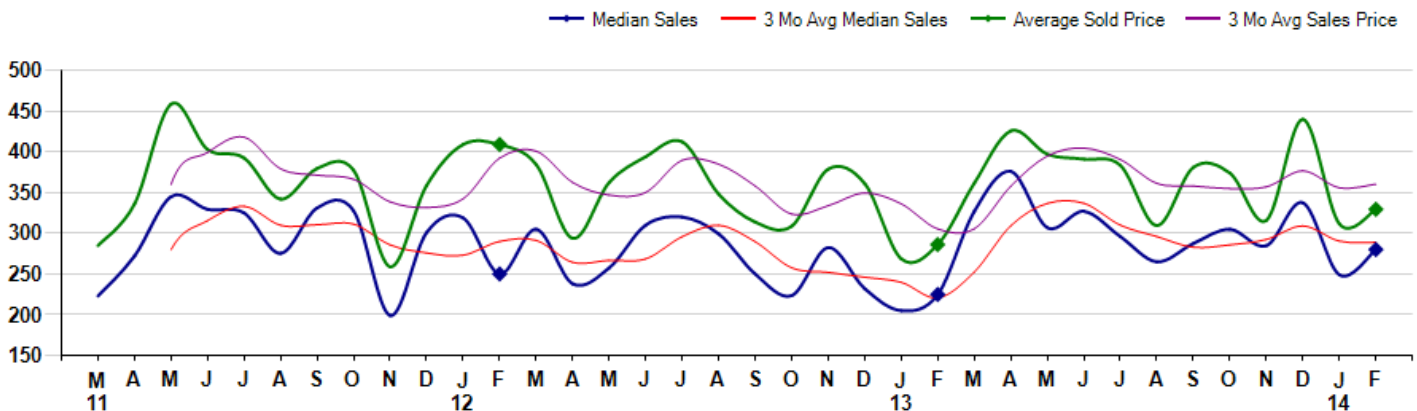
February Property sales were 35, down -18.6% from 43 in February of 2013 and -10.3% lower than the 39 sales last month. February 2014 sales were at their lowest level compared to February of 2013 and 2012. February YTD sales of 74 are running -19.6% behind last year's year-to-date sales of 92.



Prices

The Median Sales Price in February was \$280,000, up 24.5% from \$224,900 in February of 2013 and up 12.4% from \$249,000 last month. The Average Sales Price in February was \$329,405, up 15.1% from \$286,142 in February of 2013 and up 5.7% from \$311,577 last month. February 2014 ASP was at a mid range compared to February of 2013 and 2012.

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



MLS Area: Evanston



ART WILSON

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com



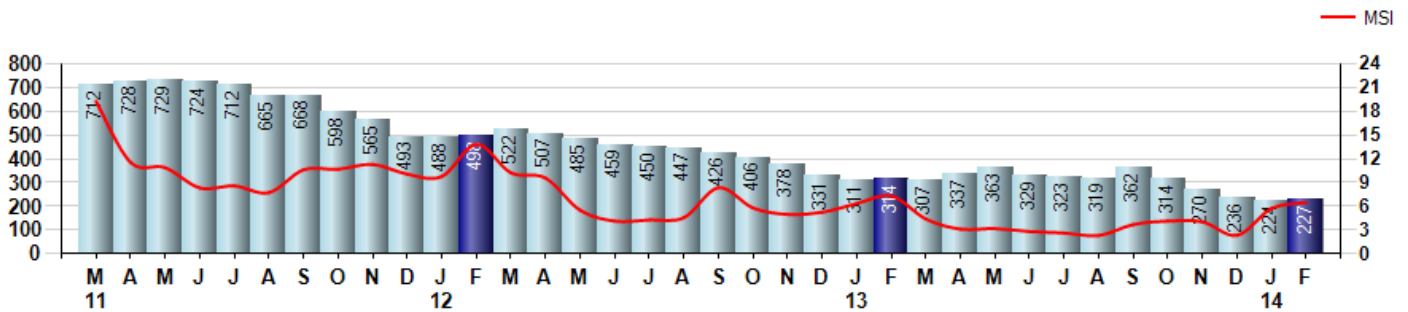
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of February was 227, up 1.3% from 224 last month and down -27.7% from 314 in February of last year. February 2014 Inventory was at the lowest level compared to February of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2014 MSI of 6.5 months was at its lowest level compared with February of 2013 and 2012.

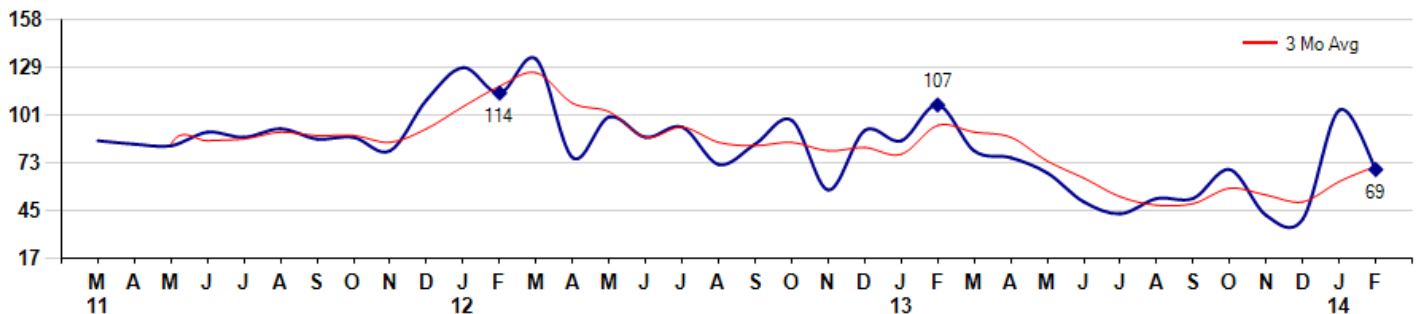
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 February was 69, down -33.7% from 104 days last month and down -35.5% from 107 days in February of last year. The February 2014 DOM was at its lowest level compared with February of 2013 and 2012.

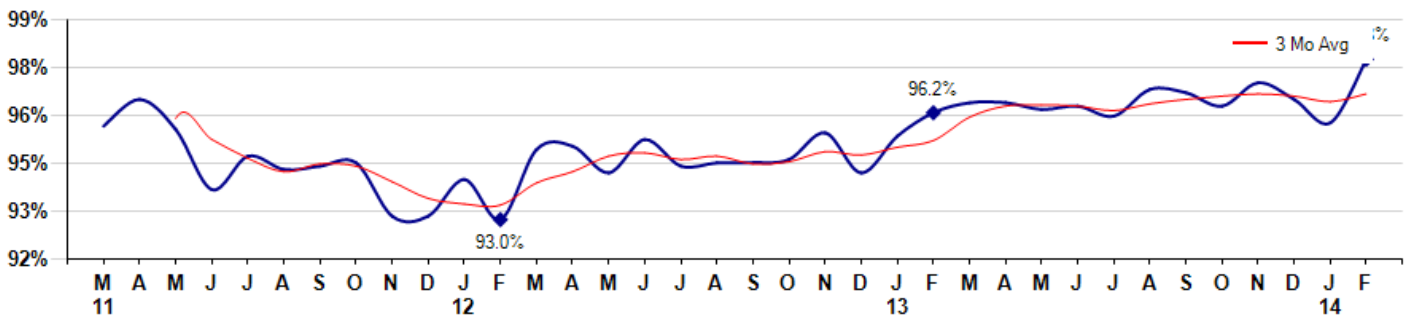
Average Days on Market(Listing to Contract) for properties sold during the month



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 February 2014 Selling Price vs List Price of 97.8% was up from 95.9% last month and up from 96.2% in February of last year.

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



© 2014 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 3/1/2011 through 2/28/2014. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



MLS Area: Evanston



ART WILSON

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

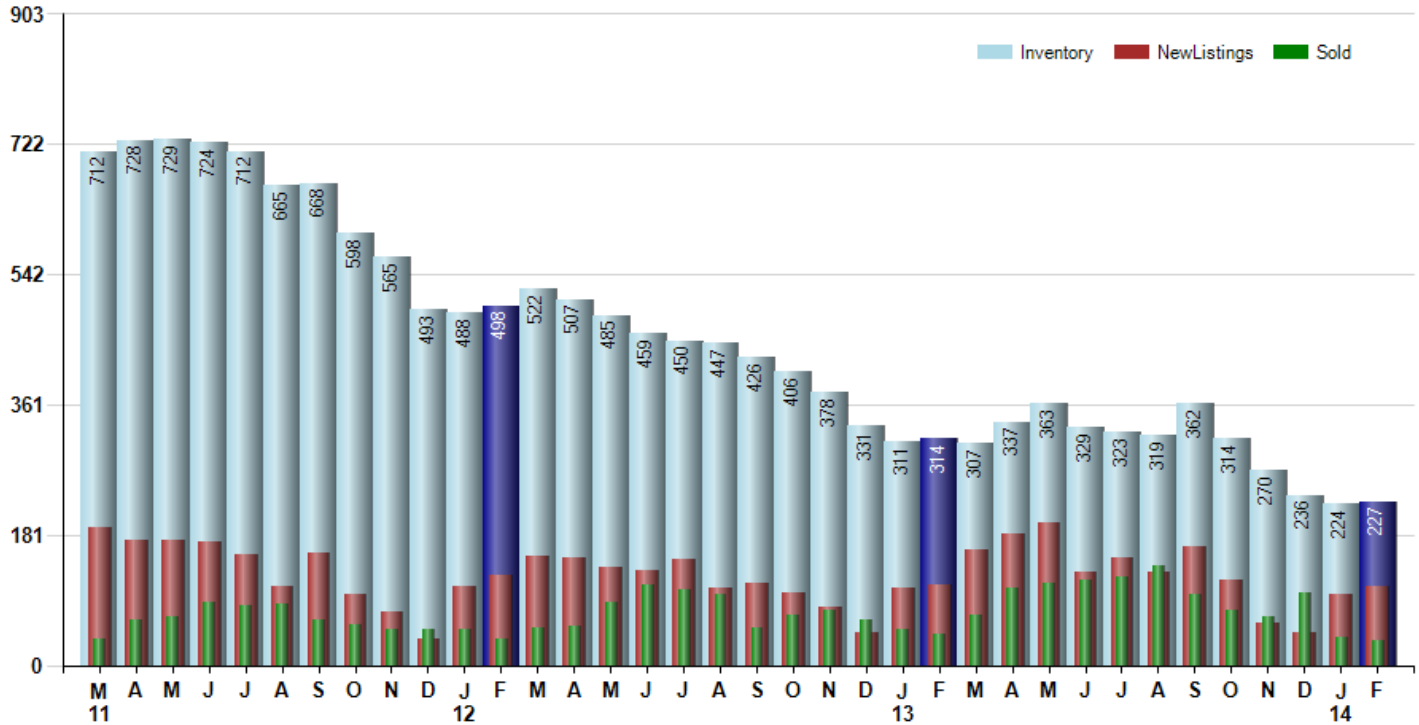
Art.Wilson@cbexchange.com



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

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 February 2014 was 110, up 12.2% from 98 last month and down -1.8% from 112 in February of last year.



© 2014 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 3/1/2011 through 2/28/2014. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



MARKET ACTION REPORT

February 2014

MLS Area: Evanston



ART WILSON

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com



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

| | M 11 | 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 | J 14 | F |
|----------------|------|----|----|----|----|----|----|----|----|----|------|----|----|----|----|-----|-----|-----|----|----|----|----|------|----|----|-----|-----|-----|-----|-----|-----|-----|----|-----|------|----|
| Homes Sold | 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 | 123 | 138 | 98 | 76 | 67 | 101 | 39 | 35 |
| 3 Mo. Roll Avg | | | 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 | 120 | 104 | 80 | 81 | 69 | 58 |

| | (000's) M 11 | 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 | J 14 | F |
|-------------------|--------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|
| Median Sale Price | 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 | 296 | 265 | 288 | 305 | 285 | 338 | 249 | 280 |
| 3 Mo. Roll Avg | | | 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 | 310 | 296 | 283 | 286 | 292 | 309 | 290 | 289 |

| | M 11 | 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 | J 14 | F |
|-----------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|
| Inventory | 712 | 728 | 729 | 724 | 712 | 665 | 668 | 598 | 565 | 493 | 488 | 498 | 522 | 507 | 485 | 459 | 450 | 447 | 426 | 406 | 378 | 331 | 311 | 314 | 307 | 337 | 363 | 329 | 323 | 319 | 362 | 314 | 270 | 236 | 224 | 227 |
| MSI | 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 | 6 | 6 |

| | M 11 | 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 | J 14 | F |
|----------------|------|----|----|----|----|----|----|----|----|-----|------|-----|-----|-----|-----|----|----|----|----|----|----|----|------|-----|----|----|----|----|----|----|----|----|----|----|------|----|
| Days On Market | 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 | 104 | 69 |
| 3 Mo. Roll Avg | | | 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 | 62 | 71 |

| | M 11 | 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 | J 14 | F |
|-----------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|
| Price per Sq Ft | 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 | 210 | 192 | 206 | 232 | 208 | 185 |
| 3 Mo. Roll Avg | | | 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 | 203 | 210 | 215 | 208 |

| | M 11 | 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 | J 14 | F |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.959 | 0.978 |
| 3 Mo. Roll Avg | | | 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 | 0.963 | 0.965 | 0.966 | 0.967 | 0.968 | 0.967 | 0.965 | 0.968 | |

| | M 11 | 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 | J 14 | F |
|--------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|
| New Listings | 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 | 98 | 110 |
| Inventory | 712 | 728 | 729 | 724 | 712 | 665 | 668 | 598 | 565 | 493 | 488 | 498 | 522 | 507 | 485 | 459 | 450 | 447 | 426 | 406 | 378 | 331 | 311 | 314 | 307 | 337 | 363 | 329 | 323 | 319 | 362 | 314 | 270 | 236 | 224 | 227 |
| Sales | 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 | 123 | 138 | 98 | 76 | 67 | 101 | 39 | 35 |

| | (000's) M 11 | 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 | J 14 | F |
|----------------|--------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|
| Avg Sale Price | 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 | 440 | 312 | 329 |
| 3 Mo. Roll Avg | | | 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 | 361 | 358 | 355 | 357 | 377 | 356 | 360 |

© 2014 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 3/1/2011 through 2/28/2014. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.

