

## MLS Area: Evanston



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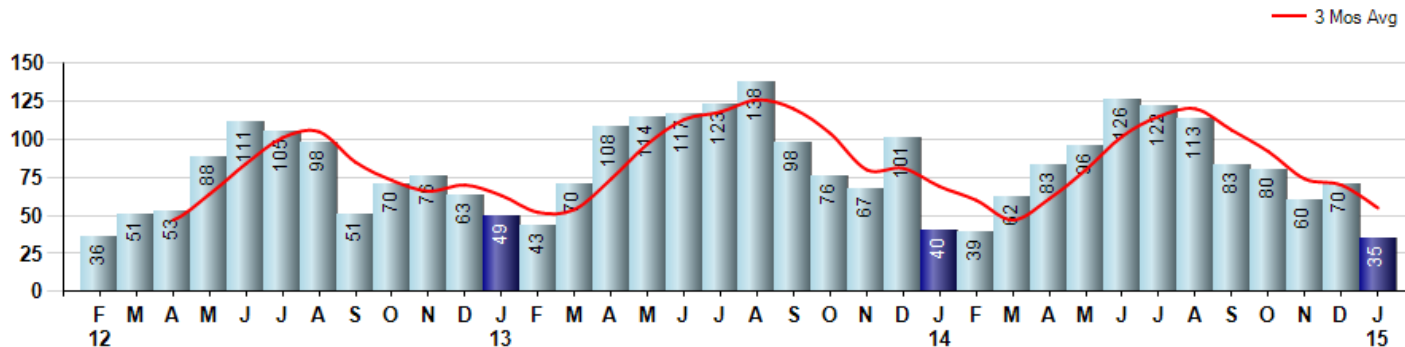
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$279,450	↓		↑				
Average List Price of all Current Listings	\$453,998	↑		↑				
January Median Sales Price	\$335,000	↑	↑	↑	↑	\$335,000	↑	↑
January Average Sales Price	\$402,457	↑	↑	↑	↑	\$402,457	↑	↑
Total Properties Currently for Sale (Inventory)	280	↓		↑				
January Number of Properties Sold	35	↓		↓		35	↔	
January Average Days on Market (Solds)	85	↑	↑	↓	↑	85	↓	↑
January Month's Supply of Inventory	8.0	↑	↑	↑	↑	8.0	↑	↑
January Sale Price vs List Price Ratio	95.6%	↓	↓	↓	↓	96.0%	↔	↓

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

### Property Sales

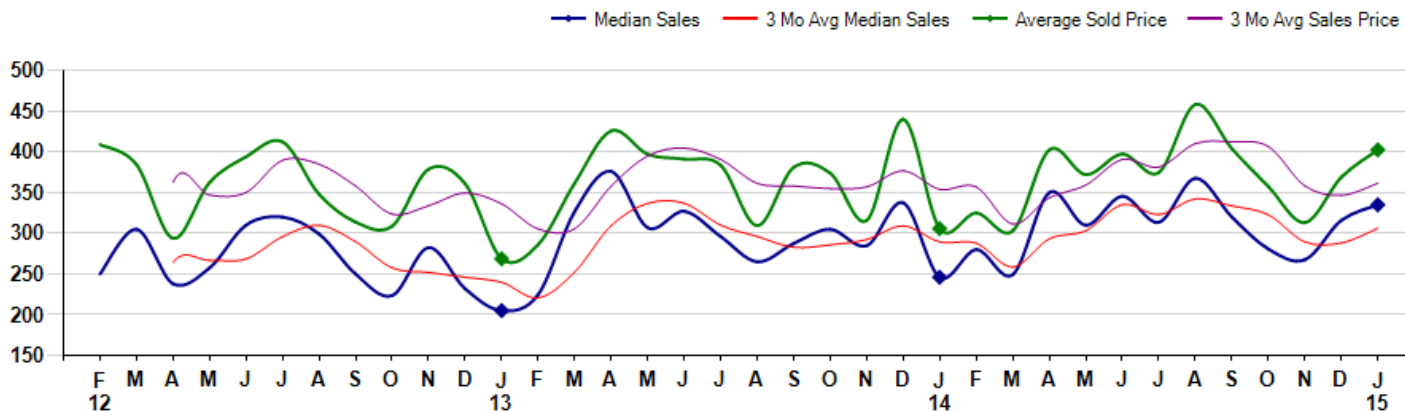
January Property sales were 35, down -12.5% from 40 in January of 2014 and -50.0% lower than the 70 sales last month. January 2015 sales were at their lowest level compared to January of 2014 and 2013. January YTD sales of 35 are running -12.5% behind last year's year-to-date sales of 40.



### Prices

The Median Sales Price in January was \$335,000, up 36.2% from \$246,000 in January of 2014 and up 6.0% from \$316,000 last month. The Average Sales Price in January was \$402,457, up 31.6% from \$305,788 in January of 2014 and up 9.1% from \$369,051 last month. January 2015 ASP was at highest level compared to January of 2014 and 2013.

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



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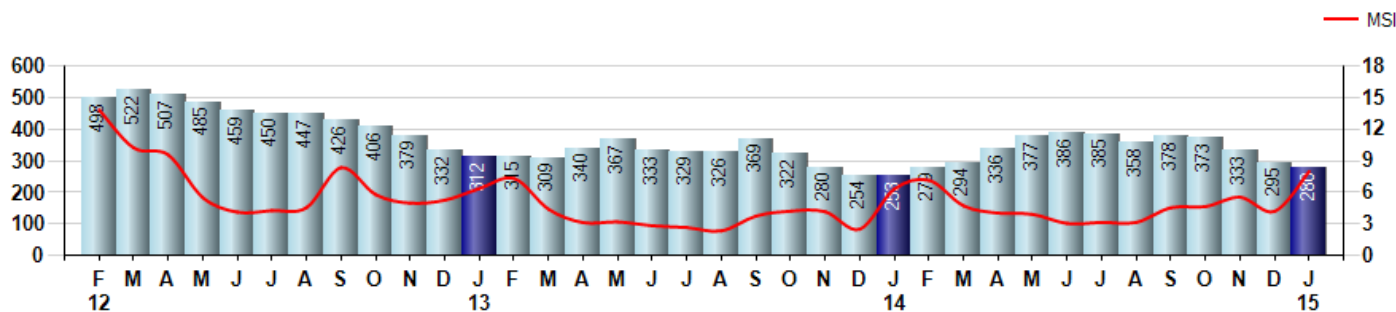
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### Inventory & MSI

The Total Inventory of Properties available for sale as of January was 280, down -5.1% from 295 last month and up 10.7% from 253 in January of last year. January 2015 Inventory was at a mid range compared to January of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2015 MSI of 8.0 months was at its highest level compared with January of 2014 and 2013.

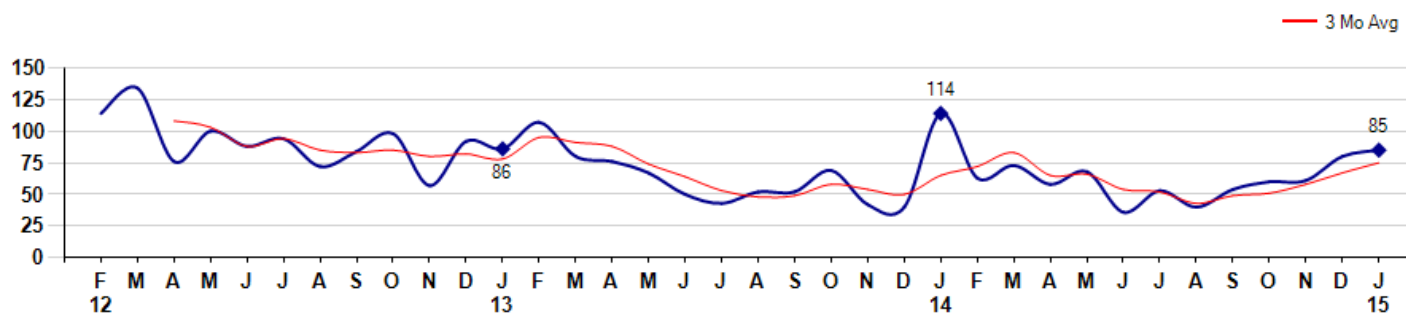
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 January was 85, up 6.3% from 80 days last month and down -25.4% from 114 days in January of last year. The January 2015 DOM was at its lowest level compared with January of 2014 and 2013.

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



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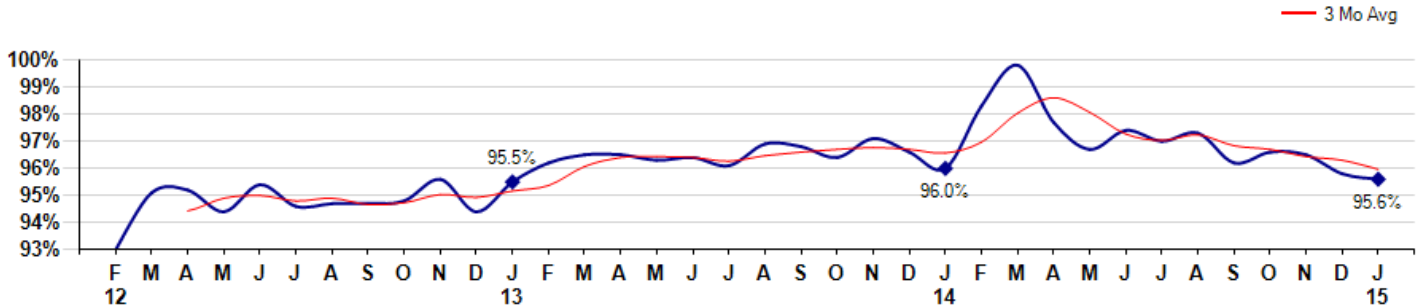


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### Selling Price vs Listing Price

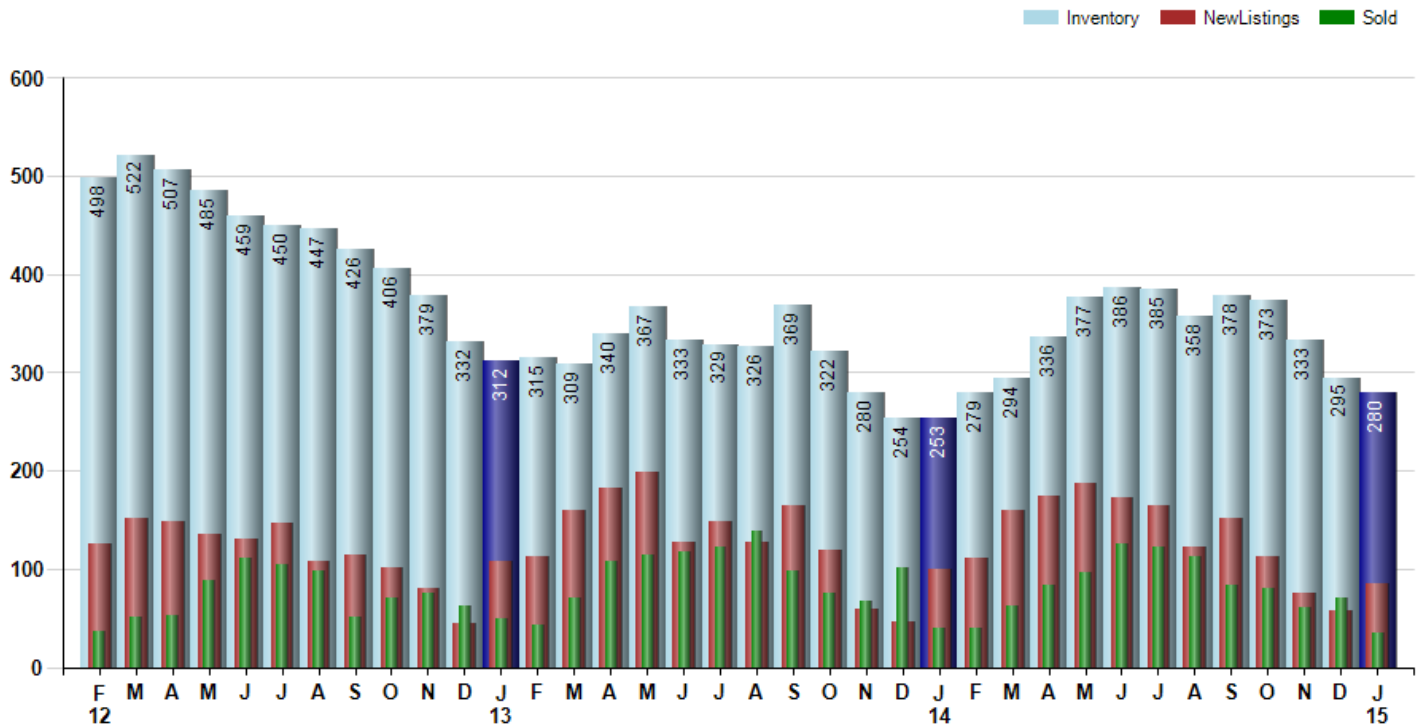
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The January 2015 Selling Price vs List Price of 95.6% was down from 95.8% last month and down from 96.0% in January 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 January 2015 was 85, up 46.6% from 58 last month and down -14.1% from 99 in January of last year.



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	F 12	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	D	J 15
Homes Sold	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	122	113	83	80	60	70	35
3 Mo. Roll Avg			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	115	120	106	92	74	70	55

	(000's) F 12	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	D	J 15
Median Sale Price	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	314	368	320	281	268	316	335
3 Mo. Roll Avg			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	323	342	334	323	289	288	306

	F 12	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	D	J 15
Inventory	498	522	507	485	459	450	447	426	406	379	332	312	315	309	340	367	333	329	326	369	322	280	254	253	279	294	336	377	386	385	358	378	373	333	295	280
MSI	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	5	5	6	4	8

	F 12	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	D	J 15
Days On Market	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	61	80	85
3 Mo. Roll Avg			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	58	67	75

	F 12	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	D	J 15
Price per Sq Ft	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	214	228	222	218	192	204	236
3 Mo. Roll Avg			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	221	223	211	205	211

	F 12	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	D	J 15
Sale to List Price	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	0.965	0.958	0.956
3 Mo. Roll Avg			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	0.964	0.963	0.960

	F 12	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	D	J 15
New Listings	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	123	151	113	75	58	85
Inventory	498	522	507	485	459	450	447	426	406	379	332	312	315	309	340	367	333	329	326	369	322	280	254	253	279	294	336	377	386	385	358	378	373	333	295	280
Sales	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	122	113	83	80	60	70	35

	(000's) F 12	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	D	J 15
Avg Sale Price	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	375	458	404	358	313	369	402
3 Mo. Roll Avg			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	381	410	412	407	358	347	362

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