

## MLS Area: Evanston



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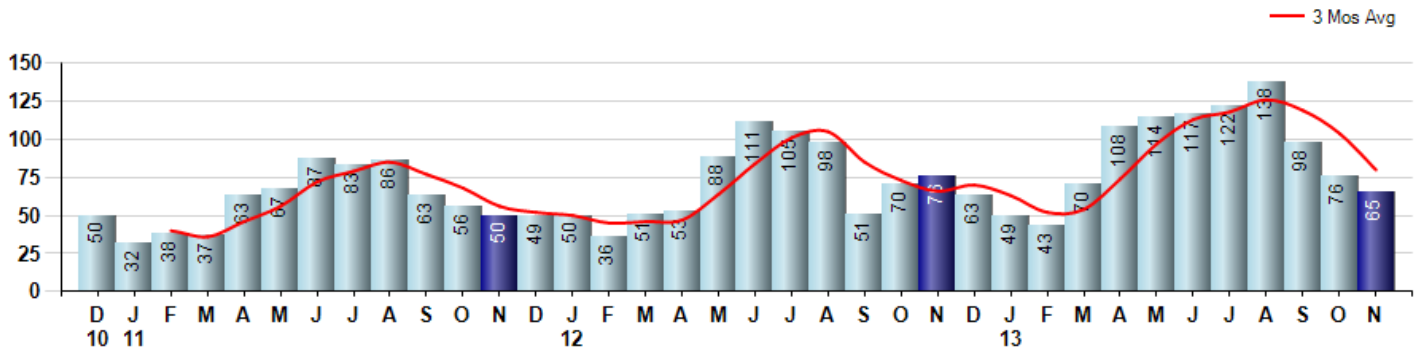
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

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	\$388,964	↔		↑				
November Median Sales Price	\$282,000	↓	↔	↔	↑	\$290,500	↑	↑
November Average Sales Price	\$309,956	↓	↓	↓	↓	\$363,348	↓	↔
Total Properties Currently for Sale (Inventory)	244	↓		↓				
November Number of Properties Sold	65	↓		↓		1,000	↑	
November Average Days on Market (Solds)	43	↓	↓	↓	↓	62	↓	↓
November Month's Supply of Inventory	3.8	↓	↔	↓	↓	3.9	↓	↓
November Sale Price vs List Price Ratio	97.1%	↑	↑	↑	↑	96.4%	↑	↑

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

### Property Sales

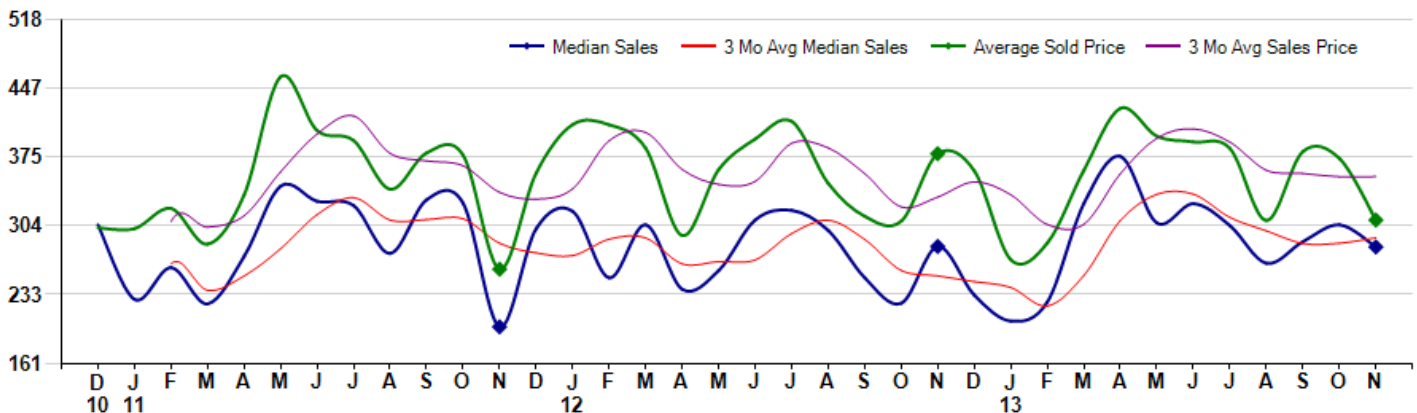
November Property sales were 65, down -14.5% from 76 in November of 2012 and -14.5% lower than the 76 sales last month. November 2013 sales were at a mid level compared to November of 2012 and 2011. November YTD sales of 1,000 are running 26.7% ahead of last year's year-to-date sales of 789.



### Prices

The Median Sales Price in November was \$282,000, down -0.2% from \$282,500 in November of 2012 and down -7.5% from \$305,000 last month. The Average Sales Price in November was \$309,956, down -18.2% from \$378,814 in November of 2012 and down -17.1% from \$374,044 last month. November 2013 ASP was at a mid range compared to November of 2012 and 2011.

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



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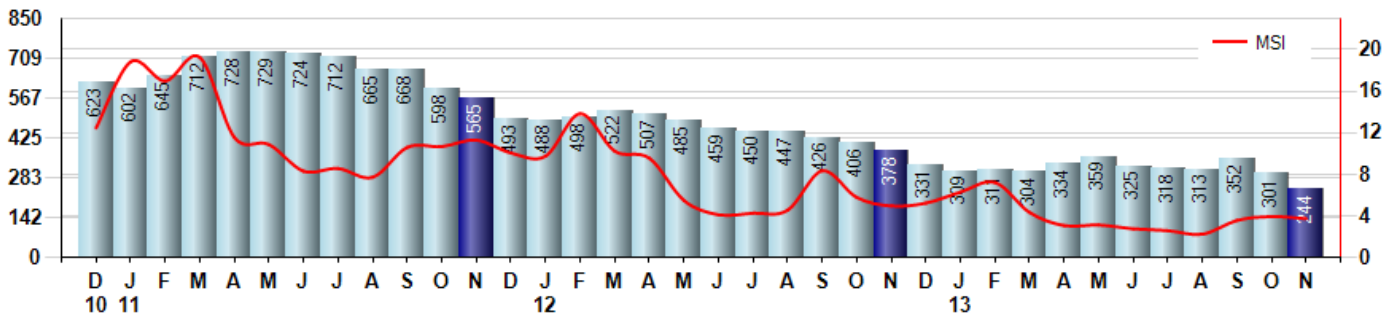
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### Inventory & MSI

The Total Inventory of Properties available for sale as of November was 244, down -18.9% from 301 last month and down -35.4% from 378 in November of last year. November 2013 Inventory was at the lowest level compared to November of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2013 MSI of 3.8 months was at its lowest level compared with November of 2012 and 2011.

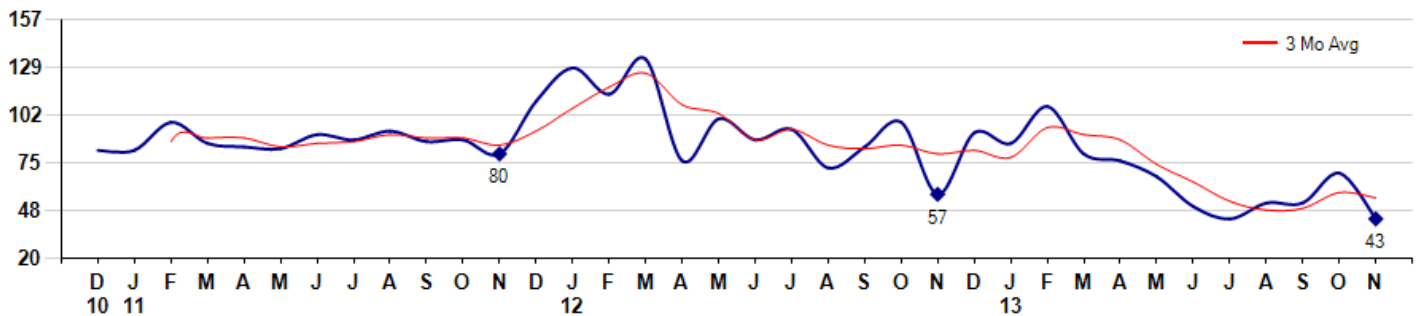
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 November was 43, down -37.7% from 69 days last month and down -24.6% from 57 days in November of last year. The November 2013 DOM was at its lowest level compared with November of 2012 and 2011.

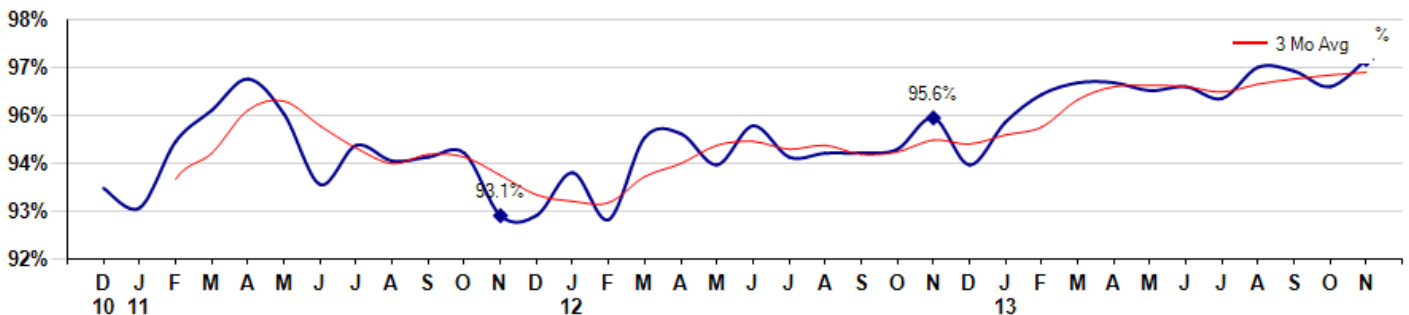
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 November 2013 Selling Price vs List Price of 97.1% was up from 96.4% last month and up from 95.6% in November of last year.

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



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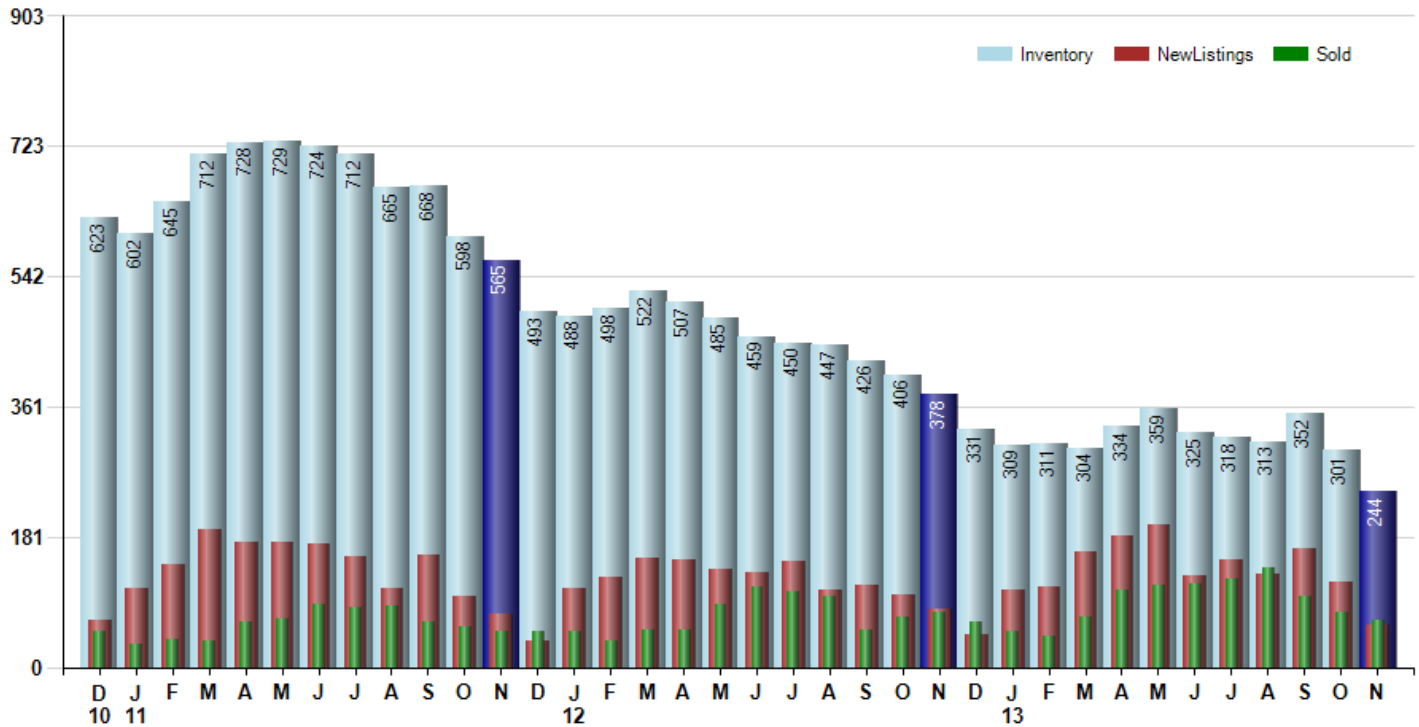
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### Inventory / New Listings / Sales

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 November 2013 was 58, down -51.3% from 119 last month and down -27.5% from 80 in November of last year.



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# MARKET ACTION REPORT

November 2013

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	D 10	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
Homes Sold	50	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	65
3 Mo. Roll Avg			40	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

(000's)	D 10	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
Median Sale Price	305	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	282
3 Mo. Roll Avg			264	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

	D 10	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
Inventory	623	602	645	712	728	729	724	712	665	668	598	565	493	488	498	522	507	485	459	450	447	426	406	378	331	309	311	304	334	359	325	318	313	352	301	244
MSI	12	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

	D 10	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
Days On Market	82	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	43
3 Mo. Roll Avg			87	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	55

	D 10	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
Price per Sq Ft	150	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
3 Mo. Roll Avg			154	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

	D 10	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
Sale to List Price	0.938	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
3 Mo. Roll Avg			0.940	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

	D 10	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
New Listings	65	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	129	164	119	58
Inventory	623	602	645	712	728	729	724	712	665	668	598	565	493	488	498	522	507	485	459	450	447	426	406	378	331	309	311	304	334	359	325	318	313	352	301	244
Sales	50	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	65

(000's)	D 10	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
Avg Sale Price	302	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	310
3 Mo. Roll Avg			308	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	355

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