

## MLS Area: Evanston



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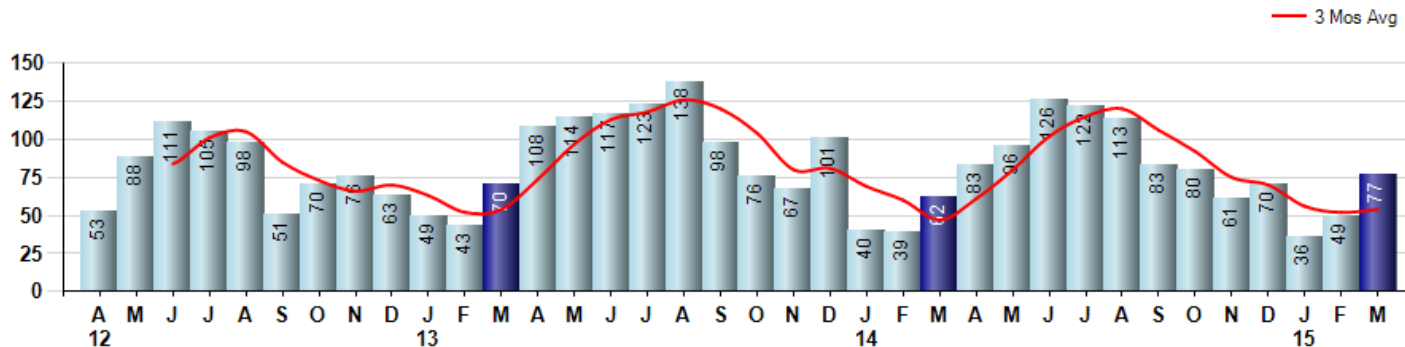
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$307,950	↑		↑				
Average List Price of all Current Listings	\$490,773	↑		↑				
March Median Sales Price	\$242,000	↑	↓	↓	↓	\$255,000	↓	↓
March Average Sales Price	\$310,984	↓	↓	↑	↓	\$330,223	↑	↓
Total Properties Currently for Sale (Inventory)	286	↓		↓				
March Number of Properties Sold	77	↑		↑		162	↑	
March Average Days on Market (Solds)	68	↓	↓	↓	↑	79	↓	↑
March Month's Supply of Inventory	3.7	↓	↓	↓	↓	6.0	↓	↑
March Sale Price vs List Price Ratio	96.3%	↑	↑	↓	↓	95.3%	↓	↓

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

### Property Sales

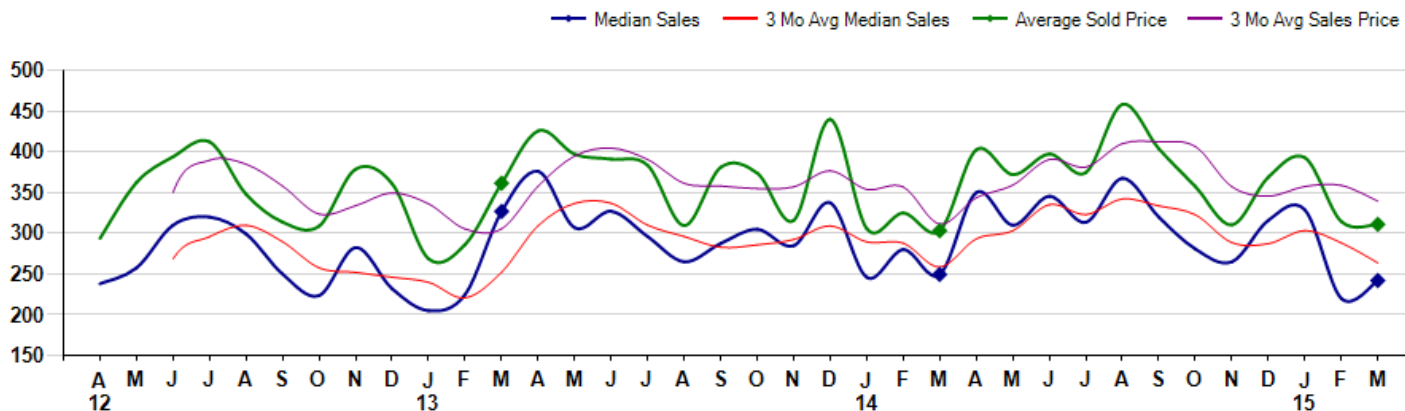
March Property sales were 77, up 24.2% from 62 in March of 2014 and 57.1% higher than the 49 sales last month. March 2015 sales were at their highest level compared to March of 2014 and 2013. March YTD sales of 162 are running 14.9% ahead of last year's year-to-date sales of 141.



### Prices

The Median Sales Price in March was \$242,000, down -3.0% from \$249,500 in March of 2014 and up 10.0% from \$220,000 last month. The Average Sales Price in March was \$310,984, up 2.6% from \$303,187 in March of 2014 and down -1.1% from \$314,374 last month. March 2015 ASP was at a mid range compared to March of 2014 and 2013.

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



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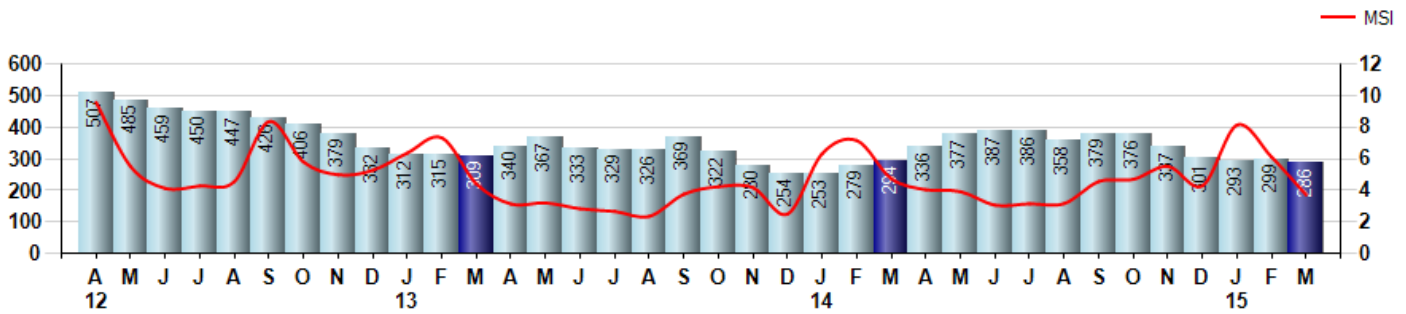
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### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 286, down -4.3% from 299 last month and down -2.7% from 294 in March of last year. March 2015 Inventory was at the lowest level compared to March of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2015 MSI of 3.7 months was at its lowest level compared with March of 2014 and 2013.

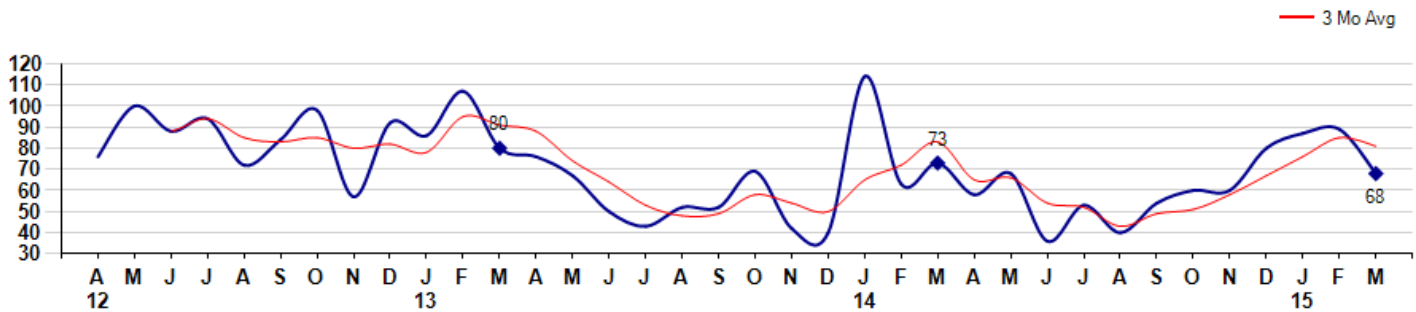
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 March was 68, down -23.6% from 89 days last month and down -6.8% from 73 days in March of last year. The March 2015 DOM was at its lowest level compared with March of 2014 and 2013.

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



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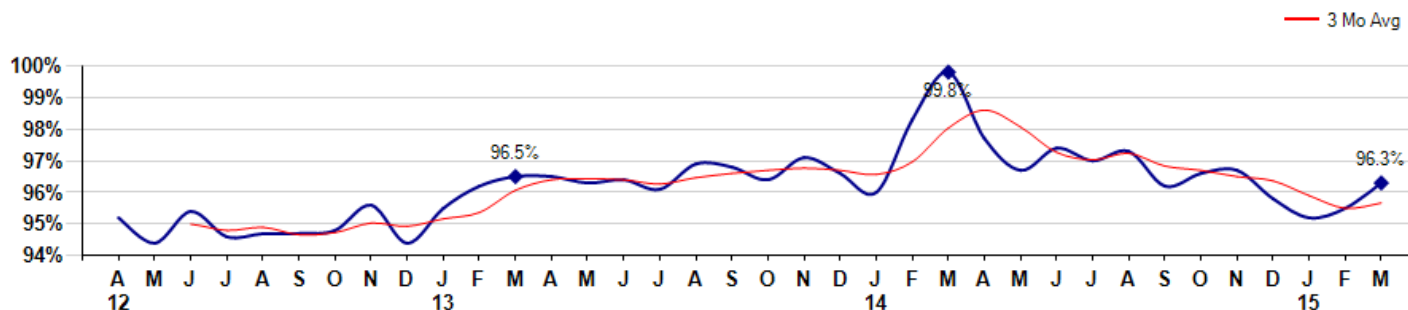


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### Selling Price vs Listing Price

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 March 2015 Selling Price vs List Price of 96.3% was up from 95.5% last month and down from 99.8% in March of last year.

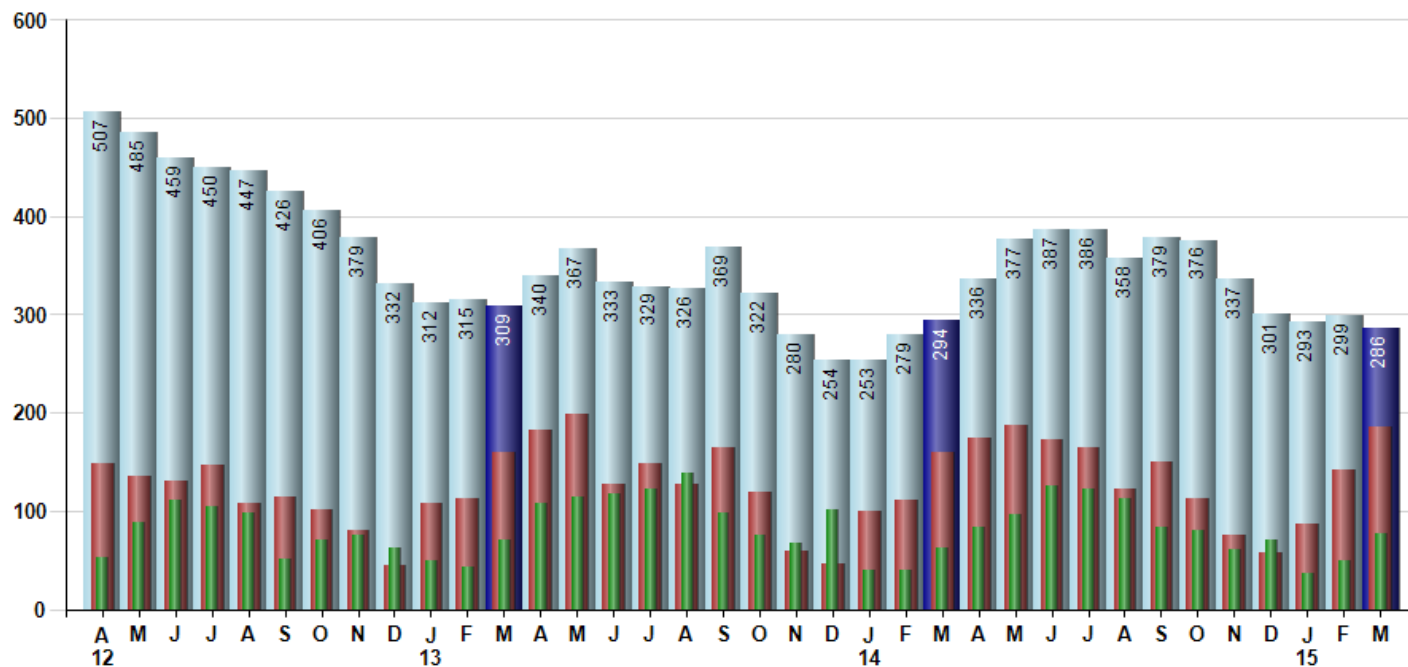
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 March 2015 was 186, up 31.0% from 142 last month and up 16.3% from 160 in March of last year.

Inventory New Listings Sold



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	A 12	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	F	M
Homes Sold	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	61	70	36	49	77
3 Mo. Roll Avg			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	75	70	56	52	54

(000's)	A 12	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	F	M
Median Sale Price	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	265	316	329	220	242
3 Mo. Roll Avg			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	287	303	288	264

	A 12	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	F	M
Inventory	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	387	386	358	379	376	337	301	293	299	286
MSI	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	6	4

	A 12	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	F	M
Days On Market	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	60	80	87	89	68
3 Mo. Roll Avg			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	76	85	81

	A 12	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	F	M
Price per Sq Ft	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	190	204	236	180	187
3 Mo. Roll Avg			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	210	204	210	207	201

	A 12	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	F	M
Sale to List Price	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	0.967	0.958	0.952	0.955	0.963
3 Mo. Roll Avg			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	0.965	0.964	0.959	0.955	0.957

	A 12	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	F	M
New Listings	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	122	150	113	75	58	86	142	186
Inventory	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	387	386	358	379	376	337	301	293	299	286
Sales	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	61	70	36	49	77

(000's)	A 12	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	F	M
Avg Sale Price	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	310	369	393	314	311
3 Mo. Roll Avg			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	357	346	357	359	339

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