

MLS Area: Evanston



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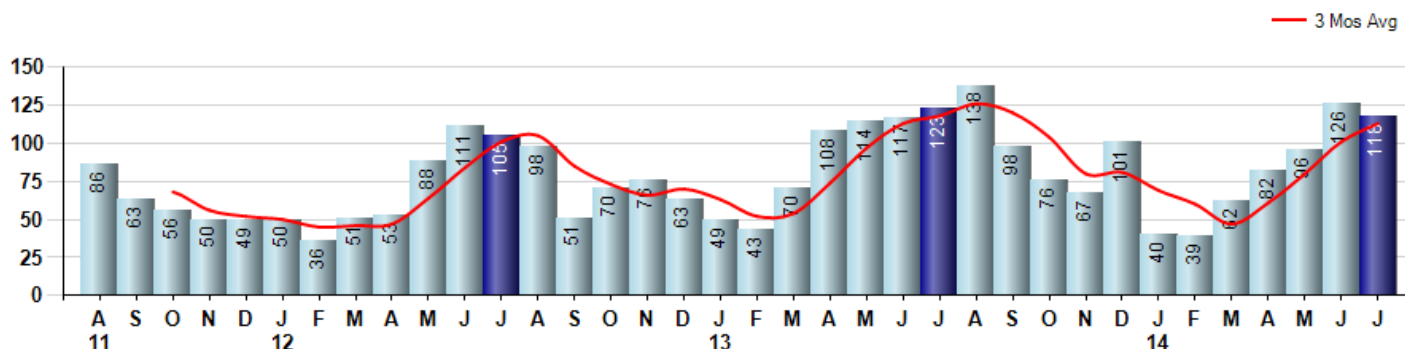
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$289,000	↓		↑				
Average List Price of all Current Listings	\$463,879	↑		↑				
July Median Sales Price	\$325,000	↓	↓	↑	↑	\$317,000	↑	↑
July Average Sales Price	\$380,198	↓	↓	↔	↑	\$368,622	↓	↔
Total Properties Currently for Sale (Inventory)	353	↓		↑				
July Number of Properties Sold	118	↓		↓		563	↓	
July Average Days on Market (Solds)	54	↑	↑	↑	↓	60	↓	↓
July Month's Supply of Inventory	3.0	↑	↓	↑	↓	4.4	↑	↑
July Sale Price vs List Price Ratio	96.9%	↓	↓	↑	↑	97.2%	↑	↑

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

Property Sales

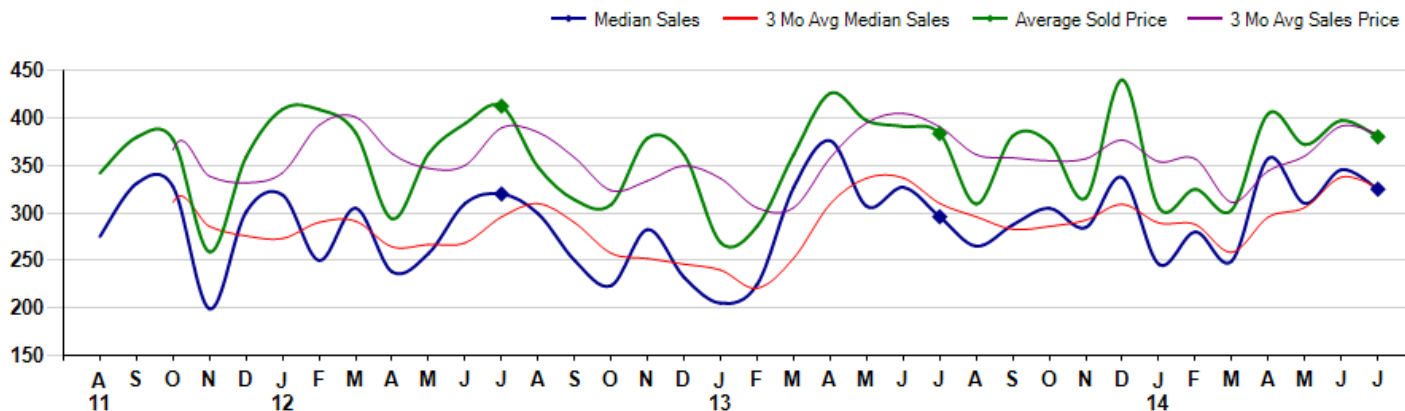
July Property sales were 118, down -4.1% from 123 in July of 2013 and -6.3% lower than the 126 sales last month. July 2014 sales were at a mid level compared to July of 2013 and 2012. July YTD sales of 563 are running -9.8% behind last year's year-to-date sales of 624.



Prices

The Median Sales Price in July was \$325,000, up 9.8% from \$296,000 in July of 2013 and down -5.9% from \$345,500 last month. The Average Sales Price in July was \$380,198, down -0.9% from \$383,518 in July of 2013 and down -4.3% from \$397,379 last month. July 2014 ASP was at the lowest level compared to July of 2013 and 2012.

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



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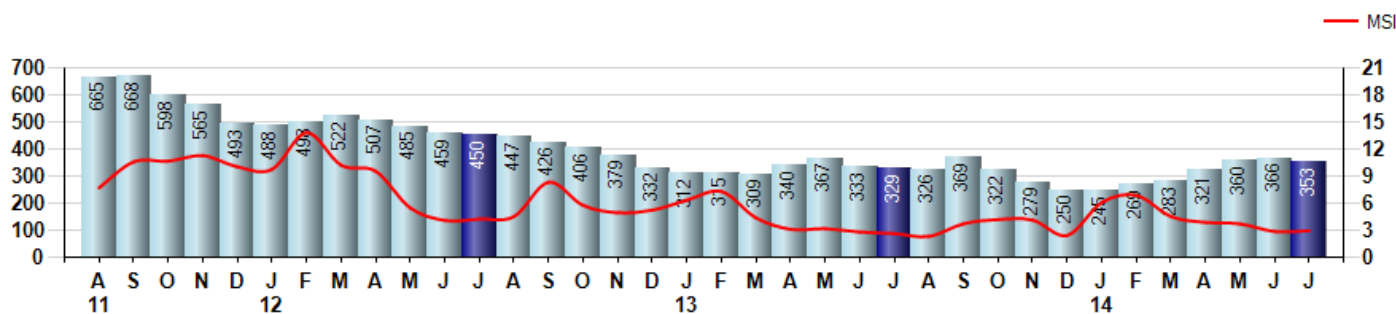
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Inventory & MSI

The Total Inventory of Properties available for sale as of July was 353, down -3.6% from 366 last month and up 7.3% from 329 in July of last year. July 2014 Inventory was at a mid range compared to July of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2014 MSI of 3.0 months was at a mid range compared with July of 2013 and 2012.

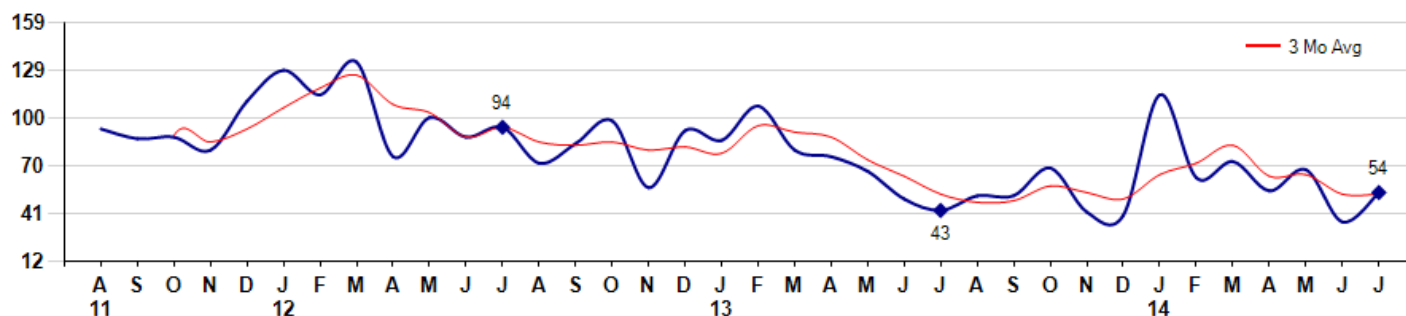
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 July was 54, up 50.0% from 36 days last month and up 25.6% from 43 days in July of last year. The July 2014 DOM was at a mid range compared with July of 2013 and 2012.

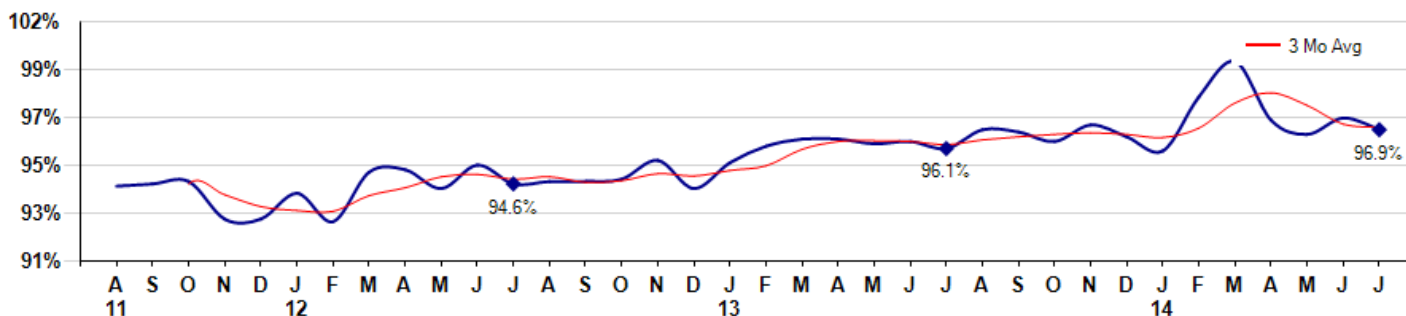
Average Days on Market(Listing to Contract) for properties sold during the month



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 July 2014 Selling Price vs List Price of 96.9% was down from 97.4% last month and up from 96.1% in July of last year.

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



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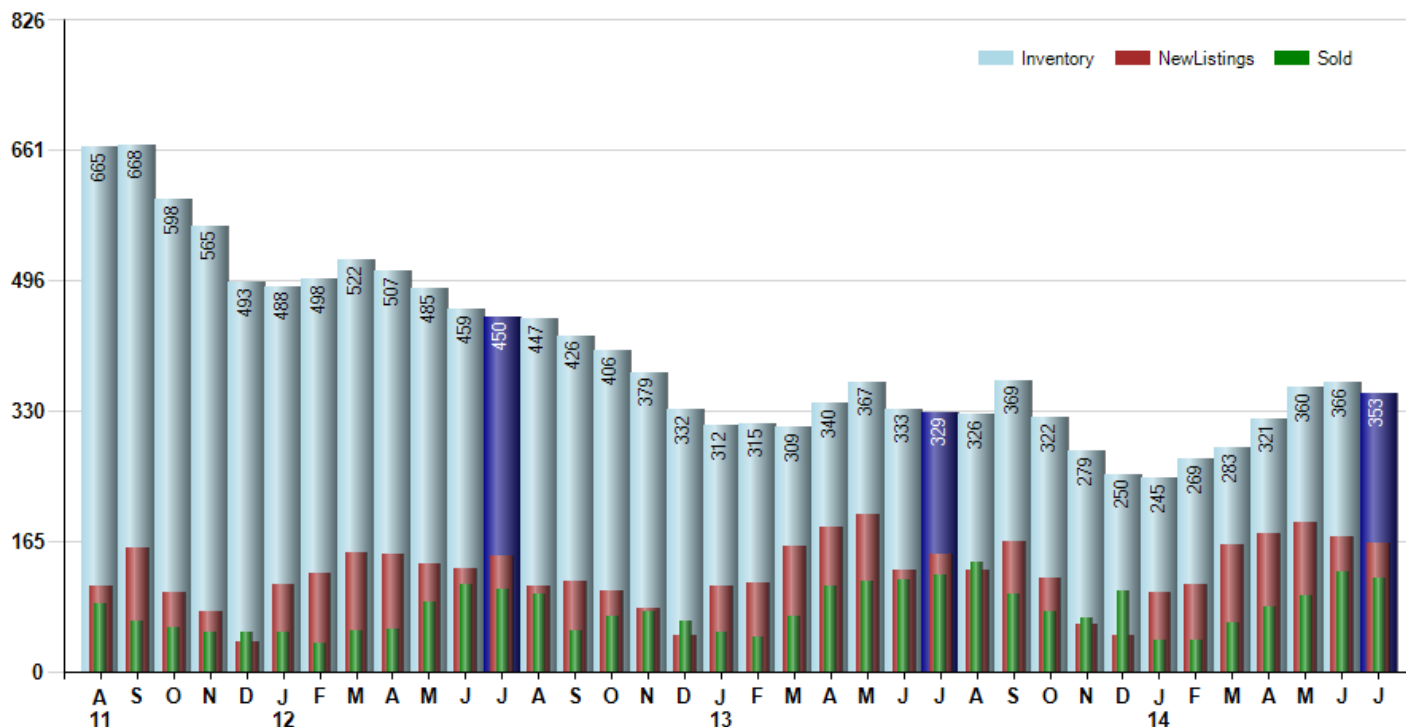
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Inventory / New Listings / Sales

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 July 2014 was 163, down -4.7% from 171 last month and up 10.1% from 148 in July of last year.



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Homes Sold	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	126	118				
3 Mo. Roll Avg			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	113				

	(000's)	A	11	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	J
Median Sale Price	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	346	325					
3 Mo. Roll Avg			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	338	327					

	A	11	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	J
Inventory	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	250	245	269	283	321	360	366	353				
MSI	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	3				

	A	11	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	J
Days On Market	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	36	54				
3 Mo. Roll Avg			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	53				

	A	11	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	J
Price per Sq Ft	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	217				
3 Mo. Roll Avg			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	217				

	A	11	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	J
Sale to List Price	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	0.969				
3 Mo. Roll Avg			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	0.970				

	A	11	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	J
New Listings	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	175	188	171	163				
Inventory	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	250	245	269	283	321	360	366	353				
Sales	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	126	118				

	(000's)	A	11	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	J
Avg Sale Price	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	397	380					
3 Mo. Roll Avg			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	391	383					

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