

## MLS Area: Evanston



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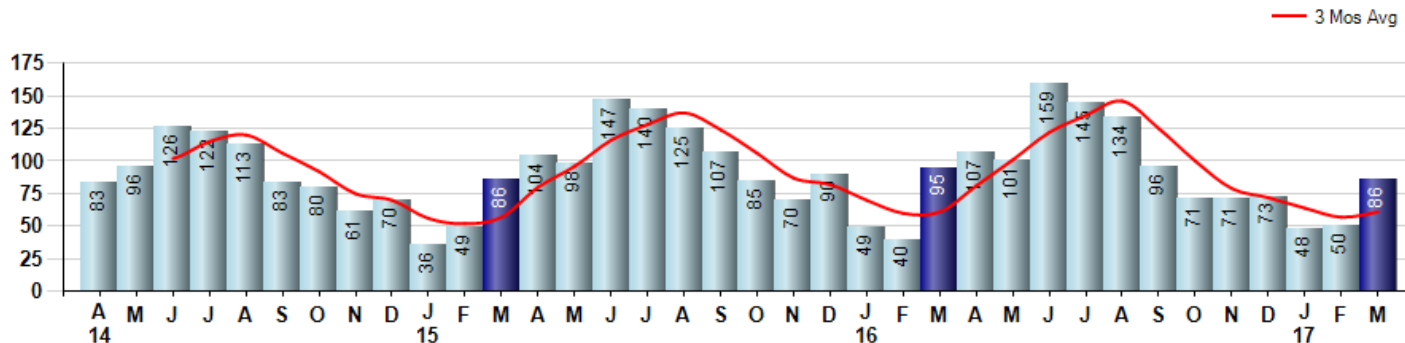
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$459,450	↑		↑				
Average List Price of all Current Listings	\$621,189	↑		↑				
March Median Sales Price	\$320,000	↑	↑	↑	↑	\$283,750	↑	↓
March Average Sales Price	\$385,709	↑	↑	↑	↓	\$362,337	↑	↓
Total Properties Currently for Sale (Inventory)	212	↔		↓				
March Number of Properties Sold	86	↑		↓		184	↔	
March Average Days on Market (Solds)	44	↓	↓	↓	↓	54	↓	↔
March Month's Supply of Inventory	2.5	↓	↓	↓	↓	3.5	↓	↑
March Sale Price vs List Price Ratio	97.4%	↑	↑	↑	↑	95.5%	↑	↑

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

### Property Sales

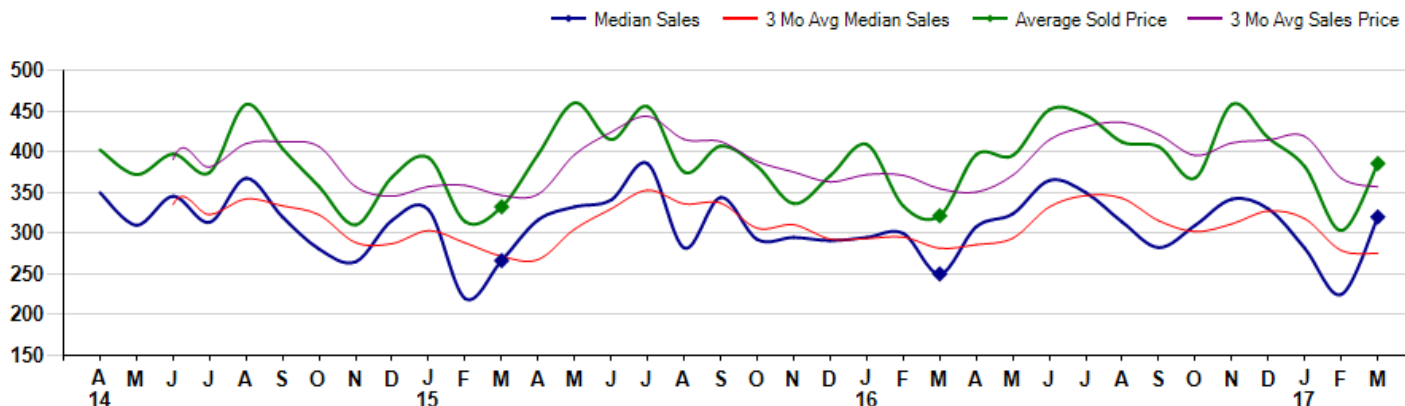
March Property sales were 86, down -9.5% from 95 in March of 2016 and 72.0% higher than the 50 sales last month. March 2017 sales were at their lowest level compared to March of 2016 and 2015. March YTD sales of 184 are running equal to last year's year-to-date sales of 184.



### Prices

The Median Sales Price in March was \$320,000, up 28.0% from \$250,000 in March of 2016 and up 42.2% from \$225,000 last month. The Average Sales Price in March was \$385,709, up 20.0% from \$321,484 in March of 2016 and up 27.1% from \$303,483 last month. March 2017 ASP was at highest level compared to March of 2016 and 2015.

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



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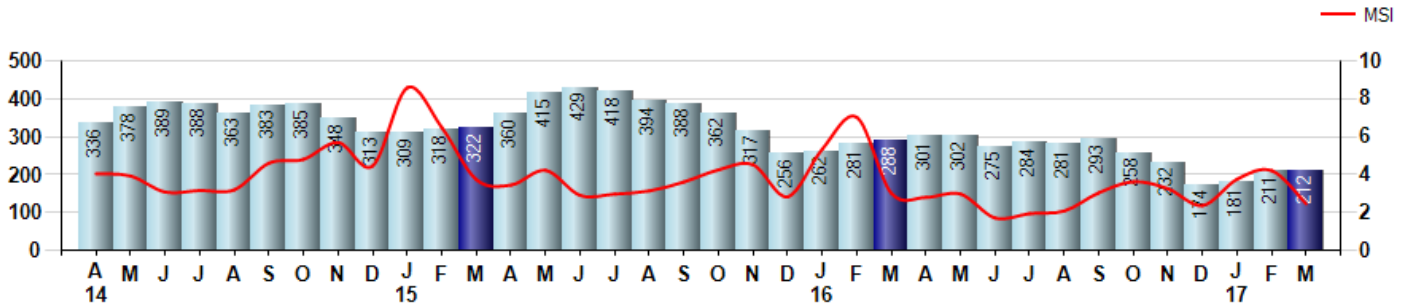
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### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 212, up 0.5% from 211 last month and down -26.4% from 288 in March of last year. March 2017 Inventory was at the lowest level compared to March of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2017 MSI of 2.5 months was at its lowest level compared with March of 2016 and 2015.

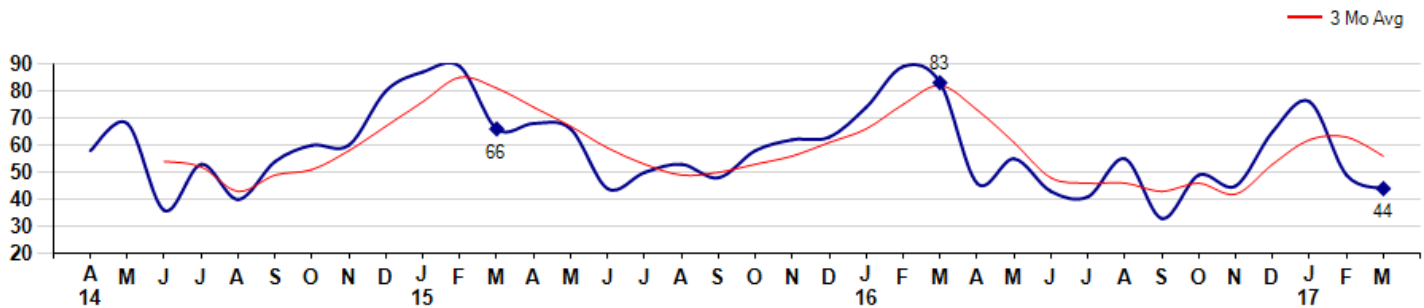
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 44, down -10.2% from 49 days last month and down -47.0% from 83 days in March of last year. The March 2017 DOM was at its lowest level compared with March of 2016 and 2015.

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



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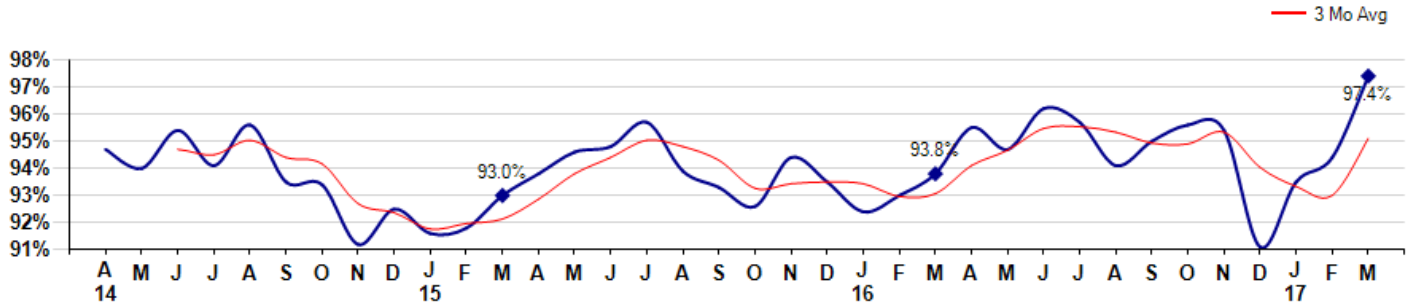


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### Selling Price vs Listing Price

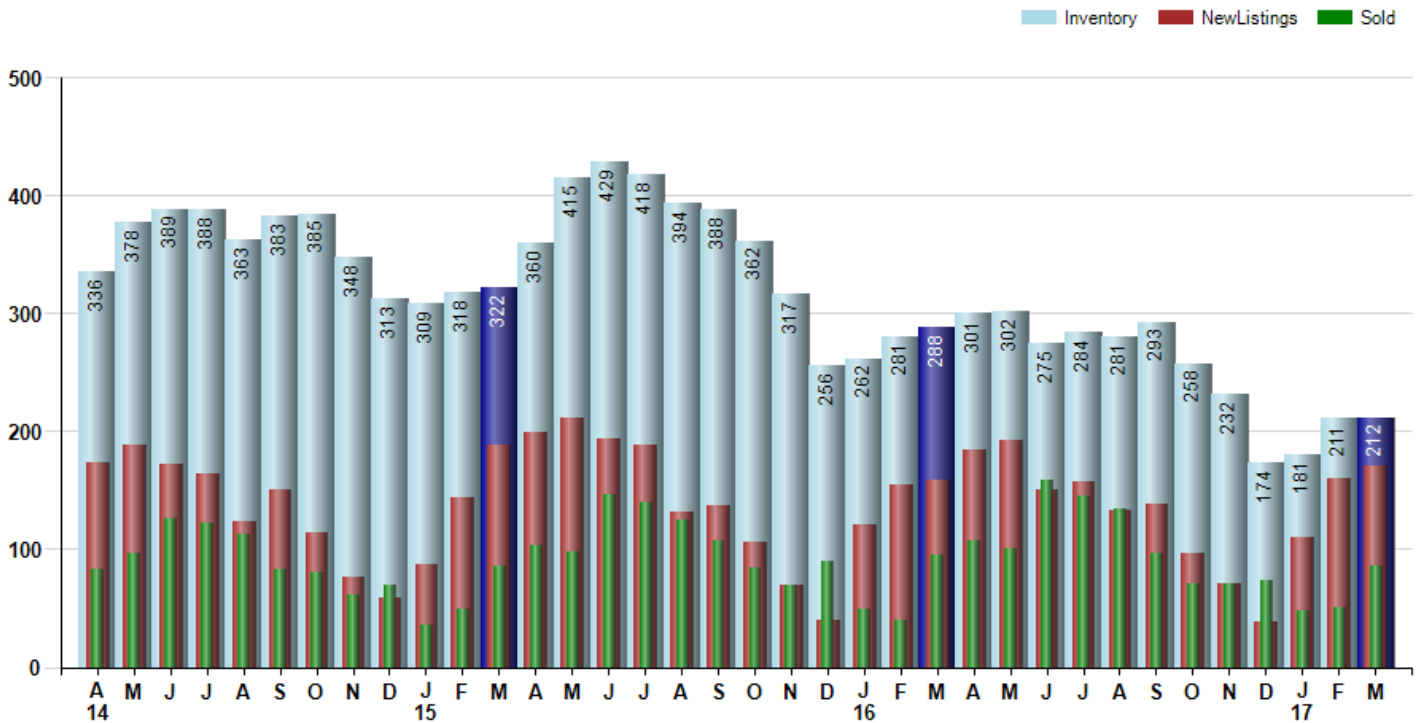
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2017 Selling Price vs List Price of 97.4% was up from 94.4% last month and up from 93.8% 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 2017 was 171, up 6.9% from 160 last month and up 7.5% from 159 in March of last year.



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Homes Sold	83	96	126	122	113	83	80	61	70	36	49	86	104	98	147	140	125	107	85	70	90	49	40	95	107	101	159	145	134	96	71	71	73	48	50	86
3 Mo. Roll Avg			102	115	120	106	92	75	70	56	52	57	80	96	116	128	137	124	106	87	82	70	60	61	81	101	122	135	146	125	100	79	72	64	57	61

	(000's) A 14	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M
Median Sale Price	350	310	346	314	368	320	281	265	316	329	220	267	317	333	341	386	282	344	293	295	291	295	300	250	308	324	365	350	314	283	310	342	330	282	225	320
3 Mo. Roll Avg			335	323	342	334	323	289	287	303	288	272	268	305	330	353	336	337	306	311	293	294	295	282	286	294	332	346	343	315	302	312	327	318	279	276

	A 14	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M
Inventory	336	378	389	388	363	383	385	348	313	309	318	322	360	415	429	418	394	388	362	317	256	262	281	288	301	302	275	284	281	293	258	232	174	181	211	212
MSI	4	4	3	3	3	5	5	6	4	9	6	4	3	4	3	3	3	4	4	5	3	5	7	3	3	3	2	2	2	3	4	3	2	4	4	2

	A 14	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M
Days On Market	58	68	36	53	40	54	60	60	80	87	89	66	68	66	44	50	53	48	58	62	63	74	89	83	46	55	43	41	55	33	49	45	65	76	49	44
3 Mo. Roll Avg			54	52	43	49	51	58	67	76	85	81	74	67	59	53	49	50	53	56	61	66	75	82	73	61	48	46	46	43	46	42	53	62	63	56

	A 14	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M
Price per Sq Ft	231	210	223	214	228	222	218	190	204	236	180	201	226	229	224	234	207	208	204	203	206	235	192	204	221	227	238	231	226	232	228	239	212	211	207	230
3 Mo. Roll Avg			221	216	222	221	223	210	204	210	207	206	202	219	226	229	222	216	206	205	204	215	211	210	206	217	229	232	232	230	229	233	226	221	210	216

	A 14	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M
Sale to List Price	0.947	0.940	0.954	0.941	0.956	0.935	0.934	0.912	0.925	0.916	0.918	0.930	0.938	0.946	0.948	0.957	0.939	0.933	0.926	0.944	0.935	0.924	0.930	0.938	0.955	0.947	0.962	0.957	0.941	0.950	0.956	0.954	0.911	0.935	0.944	0.974
3 Mo. Roll Avg			0.947	0.945	0.950	0.944	0.942	0.927	0.924	0.918	0.920	0.921	0.929	0.938	0.944	0.950	0.948	0.943	0.933	0.934	0.935	0.934	0.930	0.931	0.941	0.947	0.955	0.955	0.953	0.949	0.949	0.953	0.940	0.933	0.930	0.951

	A 14	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M
New Listings	174	188	172	164	123	150	114	76	59	87	144	189	199	211	194	188	132	137	106	70	40	121	155	159	184	193	150	158	133	138	97	71	39	110	160	171
Inventory	336	378	389	388	363	383	385	348	313	309	318	322	360	415	429	418	394	388	362	317	256	262	281	288	301	302	275	284	281	293	258	232	174	181	211	212
Sales	83	96	126	122	113	83	80	61	70	36	49	86	104	98	147	140	125	107	85	70	90	49	40	95	107	101	159	145	134	96	71	71	73	48	50	86

	(000's) A 14	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M
Avg Sale Price	403	372	397	375	458	404	358	310	369	393	314	333	397	460	415	456	375	407	382	336	371	409	334	321	397	396	452	445	412	406	368	458	417	382	303	386
3 Mo. Roll Avg			391	381	410	412	407	357	346	357	359	347	348	397	424	444	415	413	388	375	363	372	371	355	351	371	415	431	436	421	396	411	415	419	367	357

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