

## MLS Area: Evanston



**ART WILSON**  
 Broker, Realtor  
 847-363-1599  
 www.NorthShoreHomesOnline.com  
 Art.Wilson@cbexchange.com



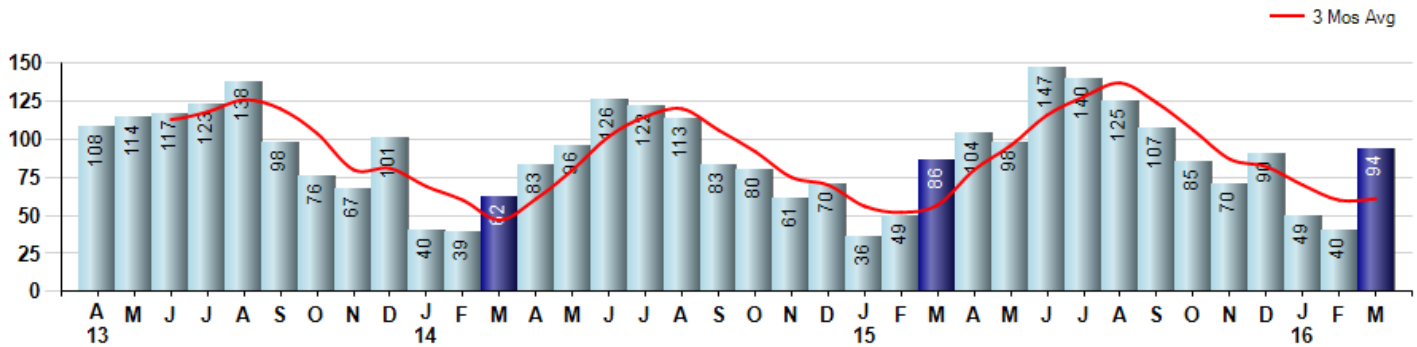
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$325,000	↑		↑				
Average List Price of all Current Listings	\$492,553	↑		↑				
March Median Sales Price	\$250,000	↓	↓	↓	↓	\$269,000	↔	↓
March Average Sales Price	\$321,298	↓	↓	↓	↓	\$347,504	↑	↓
Total Properties Currently for Sale (Inventory)	264	↔		↓				
March Number of Properties Sold	94	↑		↑		183	↑	
March Average Days on Market (Solds)	84	↓	↑	↑	↑	82	↑	↑
March Month's Supply of Inventory	2.8	↓	↓	↓	↓	4.9	↓	↑
March Sale Price vs List Price Ratio	97.5%	↑	↑	↑	↑	96.4%	↑	↔

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

### Property Sales

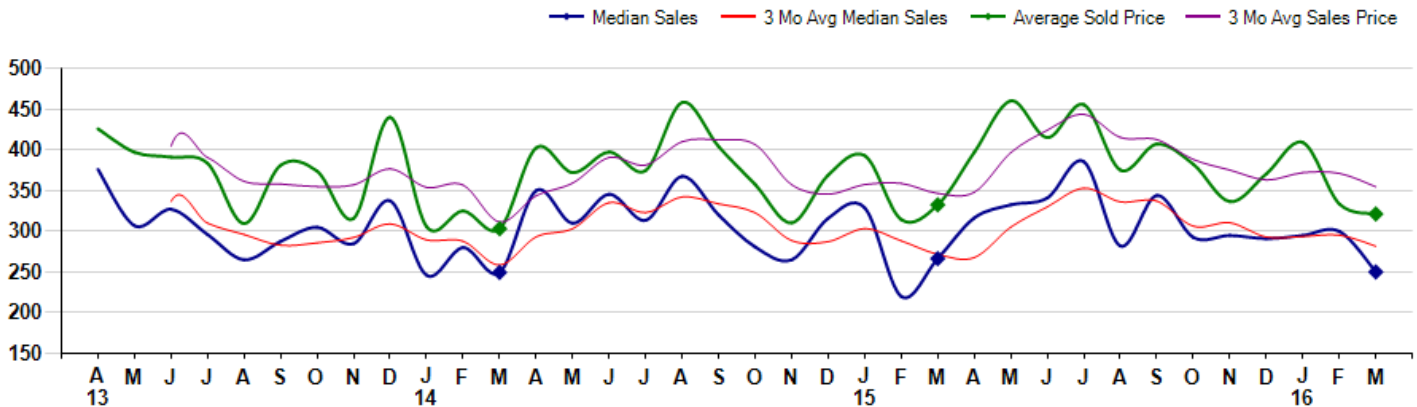
March Property sales were 94, up 9.3% from 86 in March of 2015 and 135.0% higher than the 40 sales last month. March 2016 sales were at their highest level compared to March of 2015 and 2014. March YTD sales of 183 are running 7.0% ahead of last year's year-to-date sales of 171.



### Prices

The Median Sales Price in March was \$250,000, down -6.2% from \$266,500 in March of 2015 and down -16.7% from \$300,000 last month. The Average Sales Price in March was \$321,298, down -3.4% from \$332,530 in March of 2015 and down -3.7% from \$333,653 last month. March 2016 ASP was at a mid range compared to March of 2015 and 2014.

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



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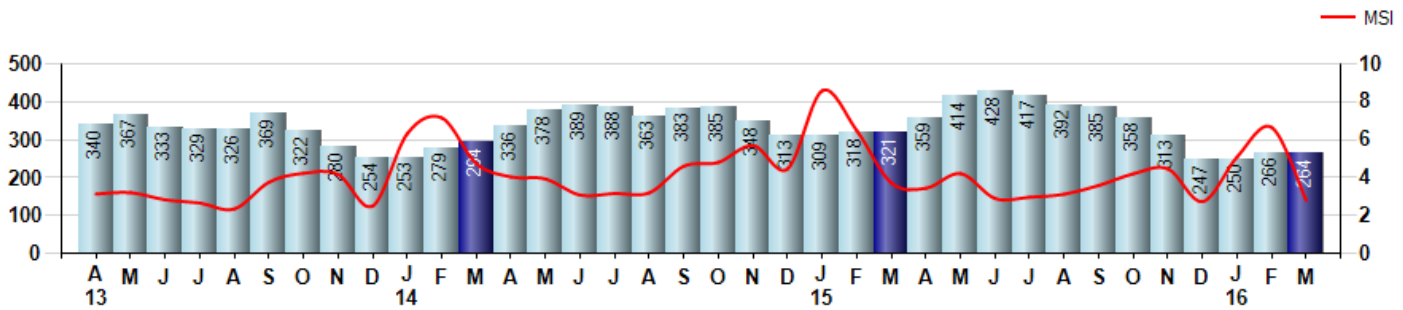
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### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 264, down -0.8% from 266 last month and down -17.8% from 321 in March of last year. March 2016 Inventory was at the lowest level compared to March of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2016 MSI of 2.8 months was at its lowest level compared with March of 2015 and 2014.

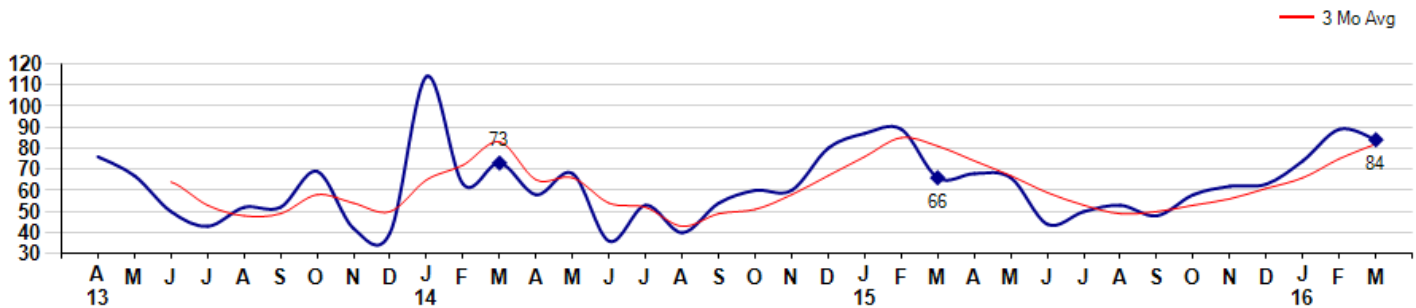
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 84, down -5.6% from 89 days last month and up 27.3% from 66 days in March of last year. The March 2016 DOM was at its highest level compared with March of 2015 and 2014.

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



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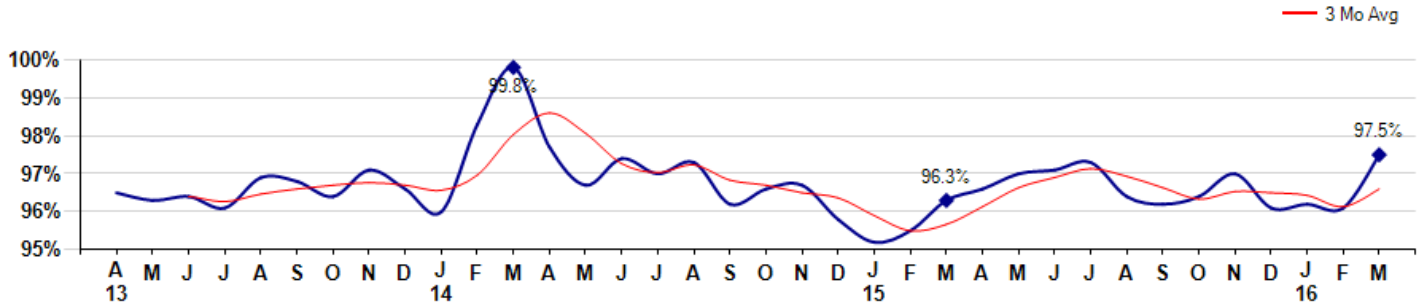


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### Selling Price vs Listing Price

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 2016 Selling Price vs List Price of 97.5% was up from 96.1% last month and up from 96.3% in March of last year.

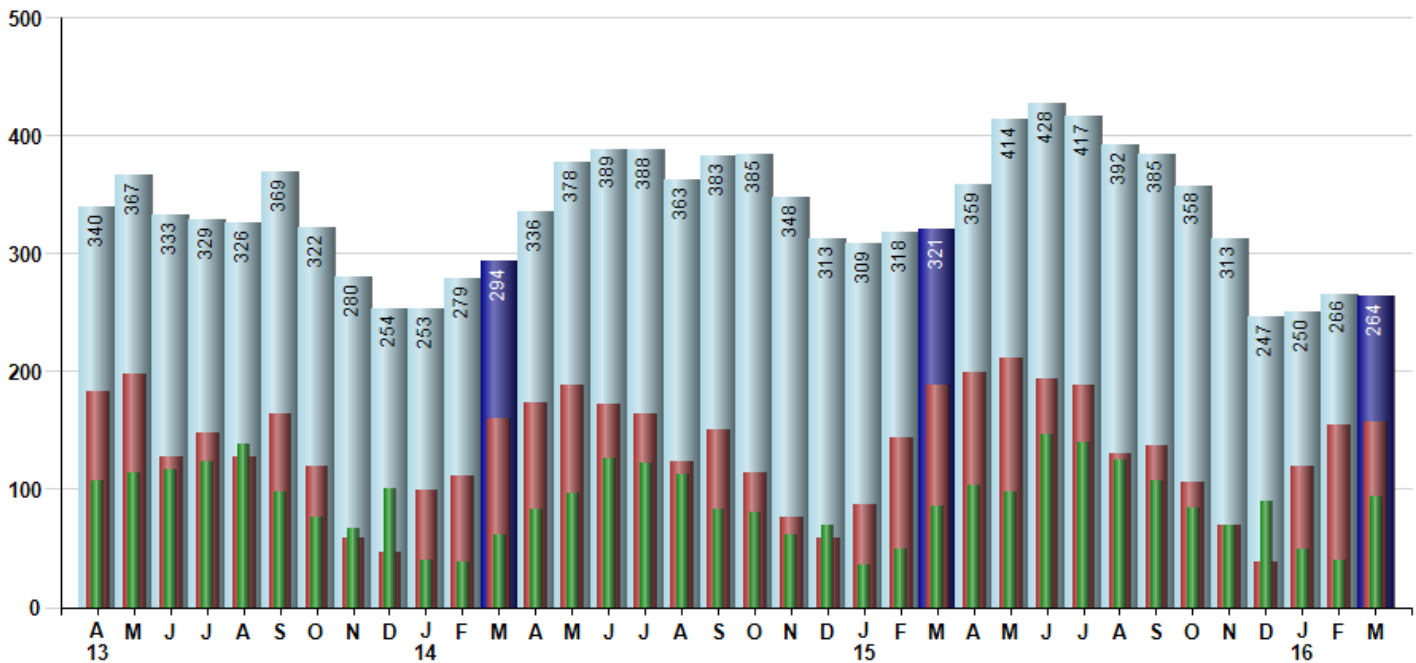
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 2016 was 157, up 1.3% from 155 last month and down -16.9% from 189 in March of last year.

Inventory (light blue), New Listings (red), Sold (green)



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# MARKET ACTION REPORT

March 2016

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	A 13	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	A	M	J	J	A	S	O	N	D	J 16	F	M
Homes Sold	108	114	117	123	138	98	76	67	101	40	39	62	83	96	126	122	113	83	80	61	70	36	49	86	104	98	147	140	125	107	85	70	90	49	40	94
3 Mo. Roll Avg			113	118	126	120	104	80	81	69	60	47	61	80	102	115	120	106	92	75	70	56	52	57	80	96	116	128	137	124	106	87	82	70	60	61

	(000's) A 13	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	A	M	J	J	A	S	O	N	D	J 16	F	M
Median Sale Price	376	307	327	296	265	288	305	285	338	246	280	250	350	310	346	314	368	320	281	265	316	329	220	267	317	333	341	386	282	344	293	295	291	295	300	250
3 Mo. Roll Avg			337	310	296	283	286	292	309	289	288	259	293	303	335	323	342	334	323	289	287	303	288	272	268	305	330	353	336	337	306	311	293	294	295	282

	A 13	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	A	M	J	J	A	S	O	N	D	J 16	F	M
Inventory	340	367	333	329	326	369	322	280	254	253	279	294	336	378	389	388	363	383	385	348	313	309	318	321	359	414	428	417	392	385	358	313	247	250	266	264
MSI	3	3	3	3	2	4	4	4	3	6	7	5	4	4	3	3	3	5	5	6	4	9	6	4	3	4	3	3	3	4	4	4	3	5	7	3

	A 13	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	A	M	J	J	A	S	O	N	D	J 16	F	M
Days On Market	76	67	50	43	52	52	69	42	40	114	63	73	58	68	36	53	40	54	60	60	80	87	89	66	68	66	44	50	53	48	58	62	63	74	89	84
3 Mo. Roll Avg			64	53	48	49	58	54	50	65	72	83	65	66	54	52	43	49	51	58	67	76	85	81	74	67	59	53	49	50	53	56	61	66	75	82

	A 13	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	A	M	J	J	A	S	O	N	D	J 16	F	M
Price per Sq Ft	213	202	198	216	201	210	192	206	232	203	186	174	231	210	223	214	228	222	218	190	204	236	180	201	226	229	224	234	207	208	204	203	206	235	192	204
3 Mo. Roll Avg			204	205	205	209	201	203	210	214	207	188	197	205	221	216	222	221	223	210	204	210	207	206	202	219	226	229	222	216	206	205	204	215	211	210

	A 13	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	A	M	J	J	A	S	O	N	D	J 16	F	M
Sale to List Price	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	0.966	0.970	0.971	0.973	0.964	0.962	0.964	0.970	0.961	0.962	0.961	0.975
3 Mo. Roll Avg			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	0.961	0.966	0.969	0.971	0.969	0.966	0.963	0.965	0.965	0.964	0.961	0.966

	A 13	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	A	M	J	J	A	S	O	N	D	J 16	F	M
New Listings	183	198	128	148	128	164	119	59	46	99	111	160	174	188	172	164	123	150	114	76	59	87	144	189	199	211	194	188	131	137	106	70	39	119	155	157
Inventory	340	367	333	329	326	369	322	280	254	253	279	294	336	378	389	388	363	383	385	348	313	309	318	321	359	414	428	417	392	385	358	313	247	250	266	264
Sales	108	114	117	123	138	98	76	67	101	40	39	62	83	96	126	122	113	83	80	61	70	36	49	86	104	98	147	140	125	107	85	70	90	49	40	94

	(000's) A 13	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	A	M	J	J	A	S	O	N	D	J 16	F	M
Avg Sale Price	426	397	391	384	309	381	374	316	440	306	325	303	403	372	397	375	458	404	358	310	369	393	314	333	397	460	415	456	375	407	382	336	371	409	334	321
3 Mo. Roll Avg			405	391	361	358	355	357	377	354	357	311	344	359	391	381	410	412	407	357	346	357	359	347	348	397	424	444	415	413	388	375	363	372	371	355

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