

## MLS Area: Evanston



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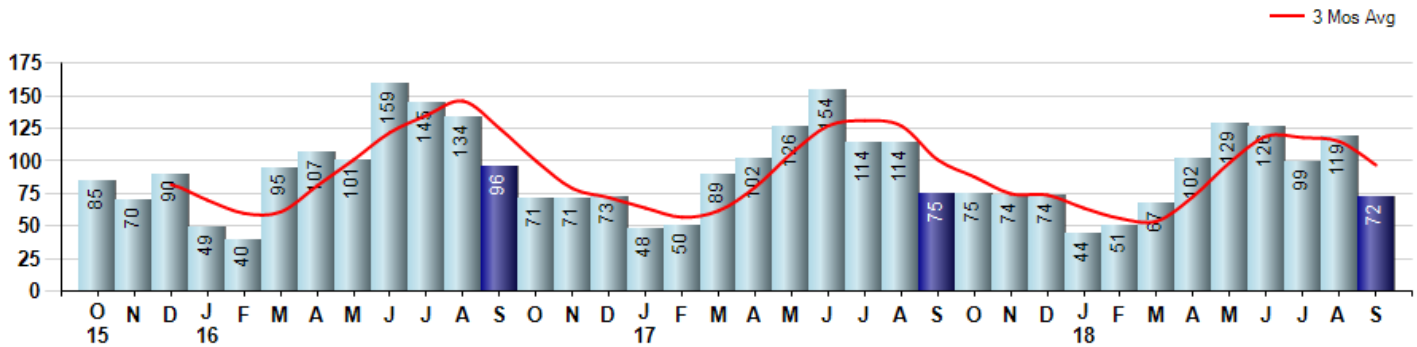
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$385,000	↔		↑				
Average List Price of all Current Listings	\$496,214	↔		↓				
September Median Sales Price	\$265,000	↓	↓	↓	↓	\$347,500	↑	↑
September Average Sales Price	\$362,368	↓	↓	↓	↓	\$439,215	↑	↑
Total Properties Currently for Sale (Inventory)	311	↑		↑				
September Number of Properties Sold	72	↓		↓		809	↓	
September Average Days on Market (Solds)	32	↓	↓	↓	↓	42	↑	↔
September Month's Supply of Inventory	4.3	↑	↑	↑	↑	3.2	↑	↑
September Sale Price vs List Price Ratio	94.0%	↓	↓	↓	↓	95.3%	↓	↔

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

### Property Sales

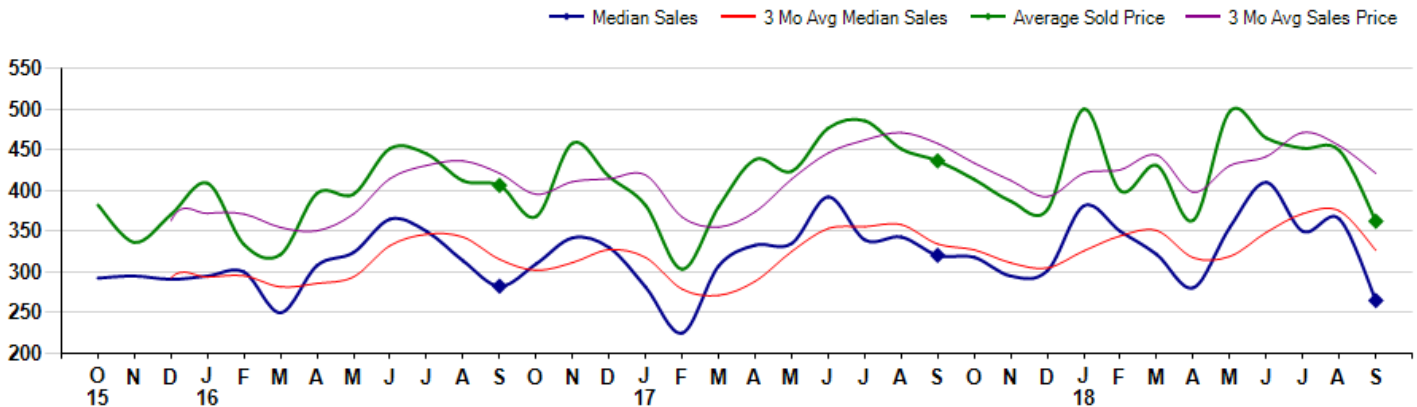
September Property sales were 72, down -4.0% from 75 in September of 2017 and -39.5% lower than the 119 sales last month. September 2018 sales were at their lowest level compared to September of 2017 and 2016. September YTD sales of 809 are running -7.2% behind last year's year-to-date sales of 872.



### Prices

The Median Sales Price in September was \$265,000, down -17.3% from \$320,500 in September of 2017 and down -27.4% from \$365,000 last month. The Average Sales Price in September was \$362,368, down -17.0% from \$436,455 in September of 2017 and down -19.3% from \$449,171 last month. September 2018 ASP was at the lowest level compared to September of 2017 and 2016.

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



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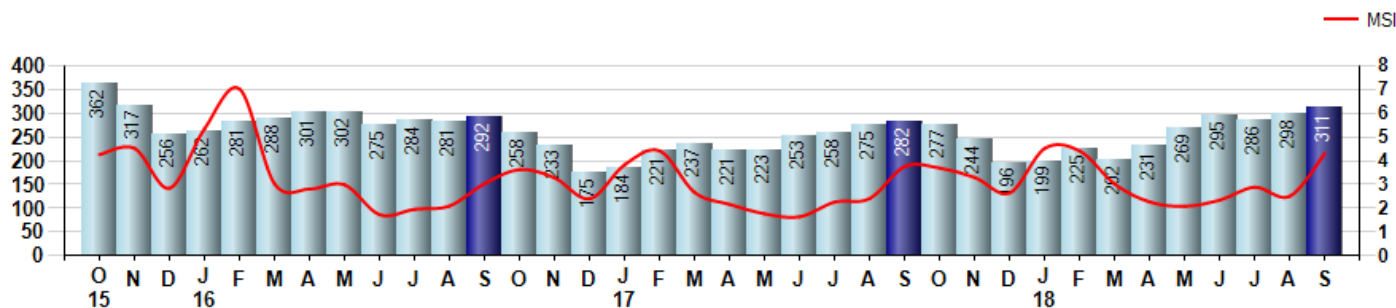
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### Inventory & MSI

The Total Inventory of Properties available for sale as of September was 311, up 4.4% from 298 last month and up 10.3% from 282 in September of last year. September 2018 Inventory was at highest level compared to September of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2018 MSI of 4.3 months was at its highest level compared with September of 2017 and 2016.

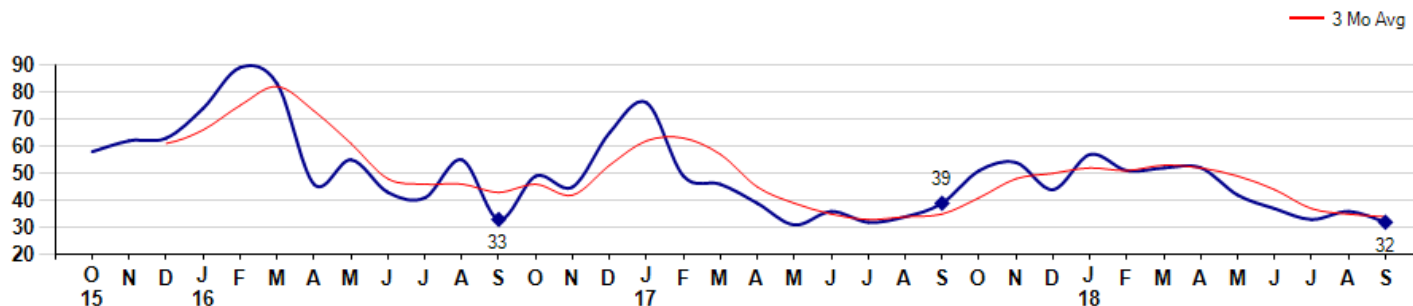
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 September was 32, down -11.1% from 36 days last month and down -17.9% from 39 days in September of last year. The September 2018 DOM was at its lowest level compared with September of 2017 and 2016.

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



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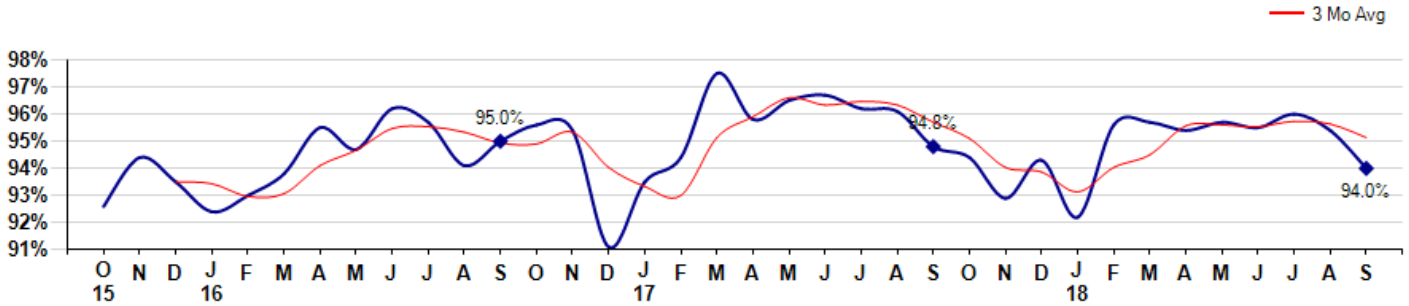


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### Selling Price vs Listing Price

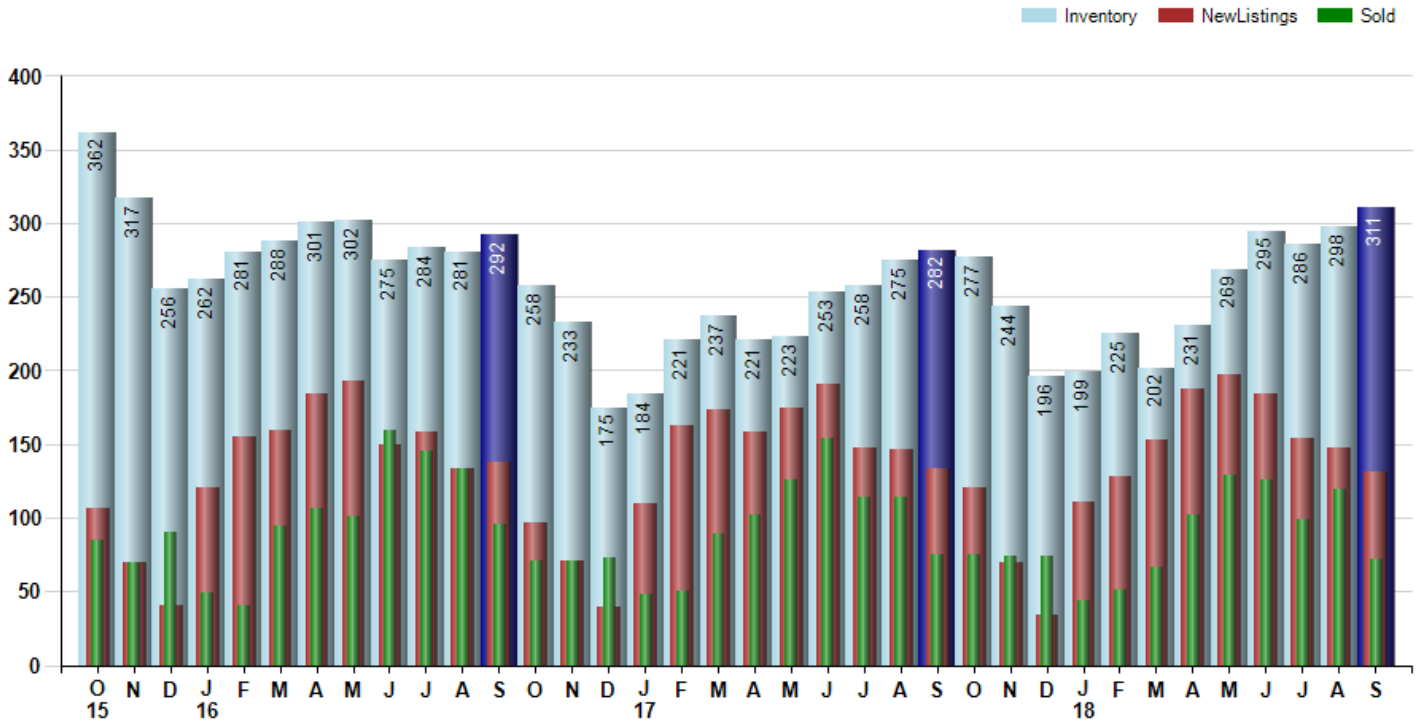
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The September 2018 Selling Price vs List Price of 94.0% was down from 95.4% last month and down from 94.8% in September 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 September 2018 was 131, down -11.5% from 148 last month and down -1.5% from 133 in September of last year.



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# MARKET ACTION REPORT

September 2018

## MLS Area: Evanston



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RESIDENTIAL BROKERAGE

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	O 15	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S
Homes Sold	85	70	90	49	40	95	107	101	159	145	134	96	71	71	73	48	50	89	102	126	154	114	114	75	75	74	74	44	51	67	102	129	126	99	119	72
3 Mo. Roll Avg			82	70	60	61	81	101	122	135	146	125	100	79	72	64	57	62	80	106	127	131	127	101	88	75	74	64	56	54	73	99	119	118	115	97

	(000's) O 15	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S
Median Sale Price	293	295	291	295	300	250	308	324	365	350	314	283	310	342	330	282	225	308	333	335	392	340	343	321	318	295	302	381	350	322	281	355	410	350	365	265
3 Mo. Roll Avg			293	294	295	282	286	294	332	346	343	315	302	312	327	318	279	271	289	325	353	356	358	334	327	311	305	326	344	351	317	319	349	372	375	327

	O 15	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S
Inventory	362	317	256	262	281	288	301	302	275	284	281	292	258	233	175	184	221	237	221	223	253	258	275	282	277	244	196	199	225	202	231	269	295	286	298	311
MSI	4	5	3	5	7	3	3	3	2	2	2	3	4	3	2	4	4	3	2	2	2	2	2	4	4	3	3	5	4	3	2	2	2	3	3	4

	O 15	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S
Days On Market	58	62	63	74	89	83	46	55	43	41	55	33	49	45	65	76	49	46	39	31	36	32	34	39	51	54	44	57	51	52	52	42	37	33	36	32
3 Mo. Roll Avg			61	66	75	82	73	61	48	46	46	43	46	42	53	62	63	57	45	39	35	33	34	35	41	48	50	52	51	53	52	49	44	37	35	34

	O 15	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S
Price per Sq Ft	204	203	206	235	192	204	221	227	238	231	226	232	228	239	212	211	207	228	235	240	241	241	238	253	230	209	220	226	249	226	214	254	235	239	247	246
3 Mo. Roll Avg			204	215	211	210	206	217	229	232	232	230	229	233	226	221	210	215	223	234	239	241	240	244	240	231	220	218	232	234	230	231	234	243	240	244

	O 15	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S
Sale to List Price	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	0.975	0.958	0.965	0.967	0.962	0.961	0.948	0.944	0.929	0.943	0.922	0.956	0.957	0.954	0.957	0.955	0.960	0.954	0.940
3 Mo. Roll Avg			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	0.959	0.966	0.963	0.965	0.963	0.957	0.951	0.940	0.939	0.931	0.940	0.945	0.956	0.956	0.955	0.957	0.956	0.951

	O 15	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S
New Listings	106	70	40	121	155	159	184	193	150	158	133	138	97	71	39	110	163	174	158	175	191	148	146	133	120	70	34	111	128	153	187	197	184	154	148	131
Inventory	362	317	256	262	281	288	301	302	275	284	281	292	258	233	175	184	221	237	221	223	253	258	275	282	277	244	196	199	225	202	231	269	295	286	298	311
Sales	85	70	90	49	40	95	107	101	159	145	134	96	71	71	73	48	50	89	102	126	154	114	114	75	75	74	74	44	51	67	102	129	126	99	119	72

	(000's) O 15	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S
Avg Sale Price	382	336	371	409	334	321	397	396	452	445	412	406	368	458	417	382	303	380	438	424	477	486	451	436	414	387	377	500	400	431	364	497	465	452	449	362
3 Mo. Roll Avg			363	372	371	355	351	371	415	431	436	421	396	411	415	419	367	355	374	414	446	462	471	458	434	412	392	421	426	444	398	431	442	471	455	421

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