

## MLS Area: Evanston



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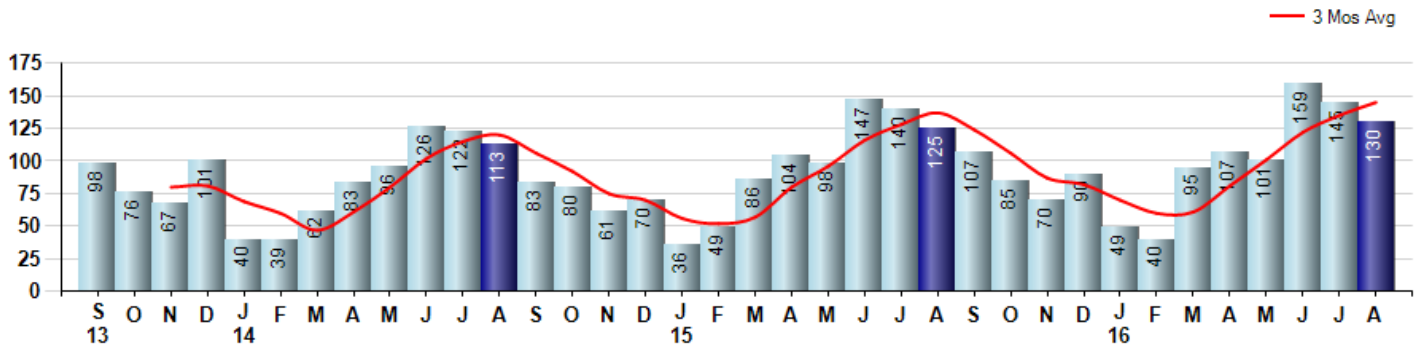
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$322,200	↓		↑				
Average List Price of all Current Listings	\$504,945	↓		↑				
August Median Sales Price	\$316,750	↓	↓	↑	↔	\$317,750	↓	↔
August Average Sales Price	\$418,033	↓	↓	↑	↑	\$408,055	↑	↑
Total Properties Currently for Sale (Inventory)	266	↓		↓				
August Number of Properties Sold	130	↓		↑		826	↑	
August Average Days on Market (Solds)	56	↑	↑	↑	↓	55	↓	↓
August Month's Supply of Inventory	2.0	↑	↑	↓	↓	3.3	↓	↓
August Sale Price vs List Price Ratio	96.3%	↓	↓	↔	↓	97.0%	↑	↑

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

### Property Sales

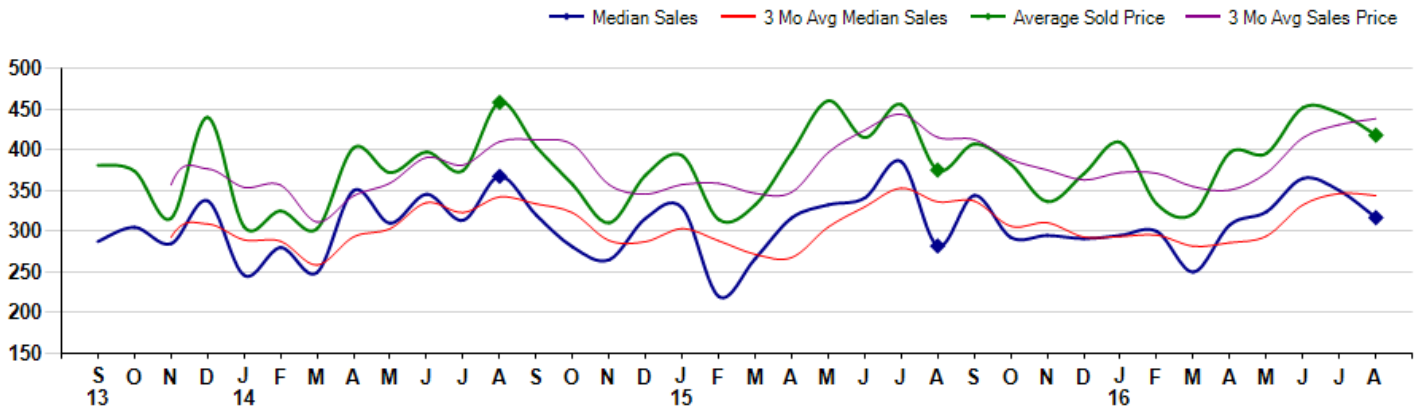
August Property sales were 130, up 4.0% from 125 in August of 2015 and -10.3% lower than the 145 sales last month. August 2016 sales were at their highest level compared to August of 2015 and 2014. August YTD sales of 826 are running 5.2% ahead of last year's year-to-date sales of 785.



### Prices

The Median Sales Price in August was \$316,750, up 12.3% from \$282,000 in August of 2015 and down -9.5% from \$350,000 last month. The Average Sales Price in August was \$418,033, up 11.4% from \$375,278 in August of 2015 and down -6.1% from \$445,114 last month. August 2016 ASP was at a mid range compared to August of 2015 and 2014.

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



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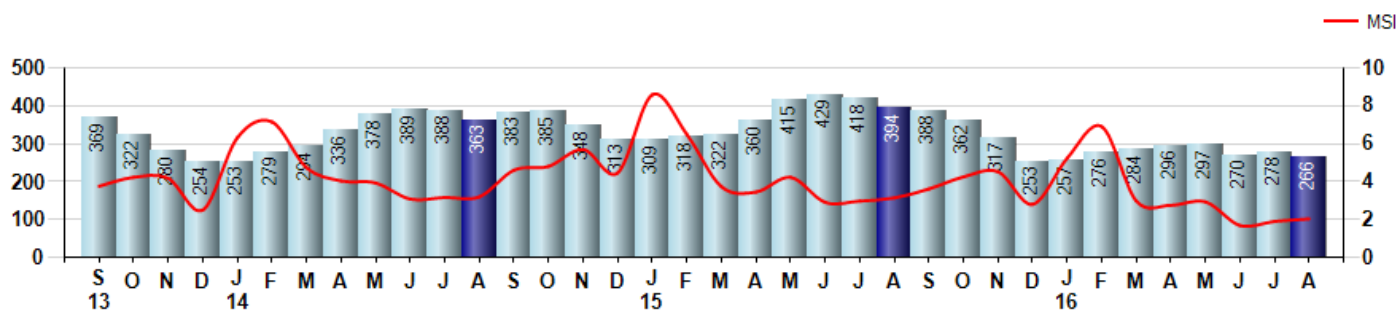
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### Inventory & MSI

The Total Inventory of Properties available for sale as of August was 266, down -4.3% from 278 last month and down -32.5% from 394 in August of last year. August 2016 Inventory was at the lowest level compared to August of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2016 MSI of 2.0 months was at its lowest level compared with August of 2015 and 2014.

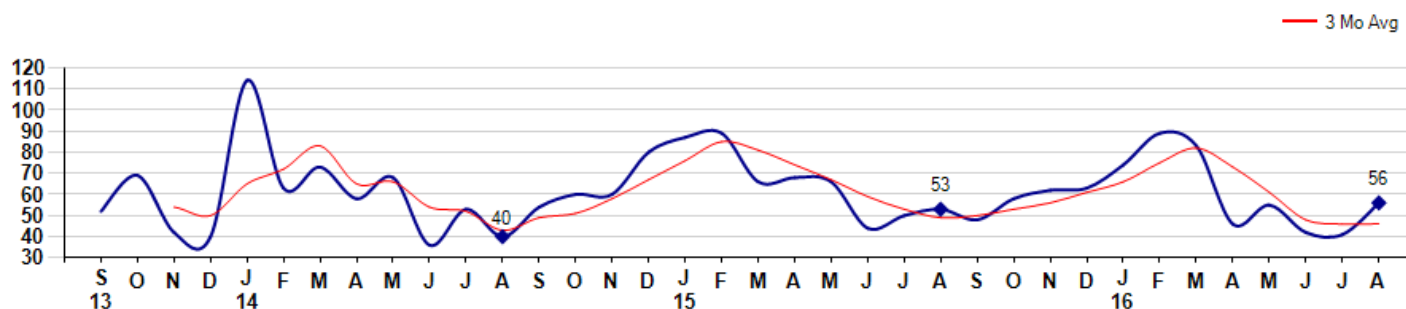
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 August was 56, up 36.6% from 41 days last month and up 5.7% from 53 days in August of last year. The August 2016 DOM was at its highest level compared with August of 2015 and 2014.

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



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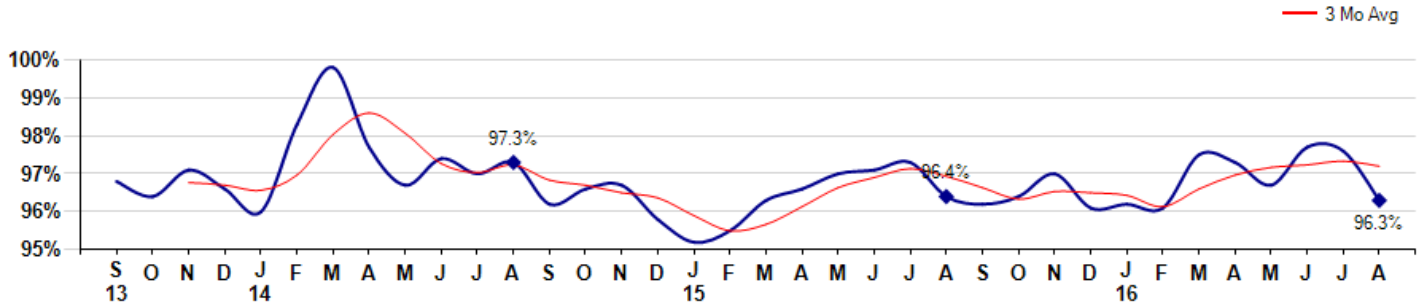


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### Selling Price vs Listing Price

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 August 2016 Selling Price vs List Price of 96.3% was down from 97.6% last month and down from 96.4% in August of last year.

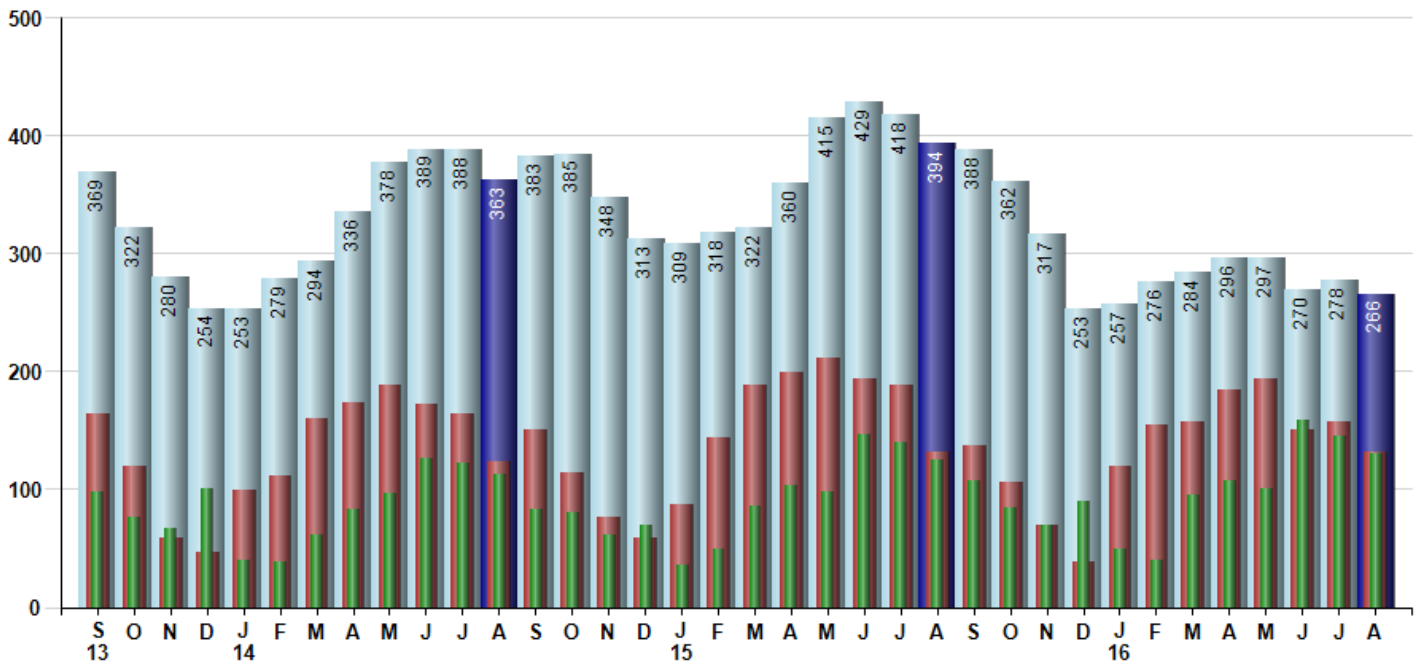
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 August 2016 was 132, down -16.5% from 158 last month and equal to 132 in August of last year.

Inventory (Light Blue) New Listings (Red) Sold (Green)



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# MARKET ACTION REPORT

August 2016

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	S 13	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	A	M	J	J	A
Homes Sold	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	95	107	101	159	145	130
3 Mo. Roll Avg			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	81	101	122	135	145

(000's)	S 13	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	A	M	J	J	A
Median Sale Price	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	308	324	365	350	317
3 Mo. Roll Avg			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	286	294	332	346	344

	S 13	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	A	M	J	J	A
Inventory	369	322	280	254	253	279	294	336	378	389	388	363	383	385	348	313	309	318	322	360	415	429	418	394	388	362	317	253	257	276	284	296	297	270	278	266
MSI	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	5	3	5	7	3	3	3	2	2	2

	S 13	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	A	M	J	J	A
Days On Market	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	83	46	55	42	41	56
3 Mo. Roll Avg			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	73	61	48	46	46

	S 13	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	A	M	J	J	A
Price per Sq Ft	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	221	227	238	231	227
3 Mo. Roll Avg			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	206	217	229	232	232

	S 13	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	A	M	J	J	A
Sale to List Price	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	0.973	0.967	0.977	0.976	0.963
3 Mo. Roll Avg			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	0.970	0.972	0.972	0.973	0.972

	S 13	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	A	M	J	J	A
New Listings	164	119	59	46	99	111	160	174	188	172	164	123	150	114	76	59	87	144	189	199	211	194	188	132	137	106	70	39	120	155	158	184	194	151	158	132
Inventory	369	322	280	254	253	279	294	336	378	389	388	363	383	385	348	313	309	318	322	360	415	429	418	394	388	362	317	253	257	276	284	296	297	270	278	266
Sales	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	95	107	101	159	145	130

(000's)	S 13	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	A	M	J	J	A
Avg Sale Price	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	397	396	452	445	418
3 Mo. Roll Avg			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	351	371	415	431	438

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