

## MLS Area: Evanston



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



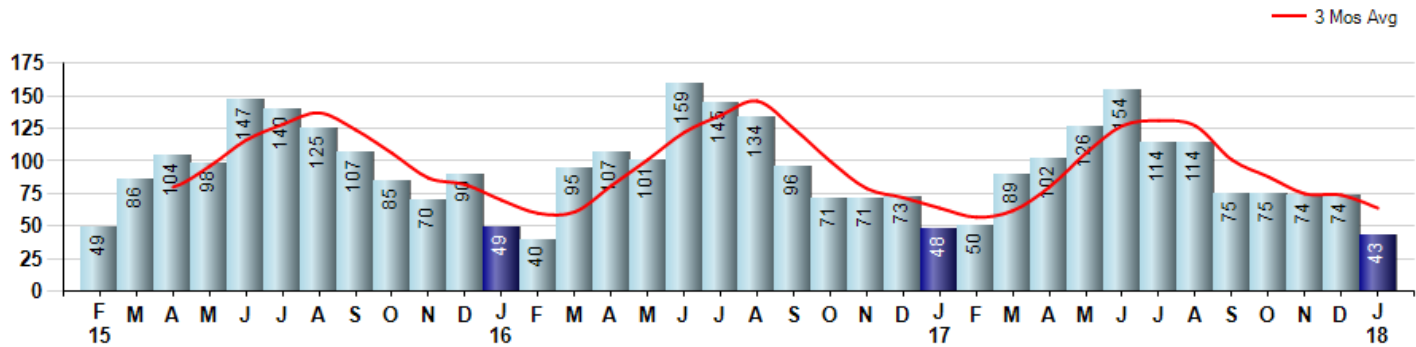
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$399,000	↑		↑				
Average List Price of all Current Listings	\$596,193	↑		↑				
January Median Sales Price	\$382,500	↑	↑	↑	↑	\$382,500	↑	↑
January Average Sales Price	\$507,058	↑	↑	↑	↑	\$507,058	↑	↑
Total Properties Currently for Sale (Inventory)	180	↓		↓				
January Number of Properties Sold	43	↓		↓		43	→	
January Average Days on Market (Solds)	58	↑	↑	↓	↑	58	↓	↑
January Month's Supply of Inventory	4.2	↑	↑	↑	↑	4.2	↑	↑
January Sale Price vs List Price Ratio	92.1%	↓	↓	↓	↓	92.1%	↓	↓

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

### Property Sales

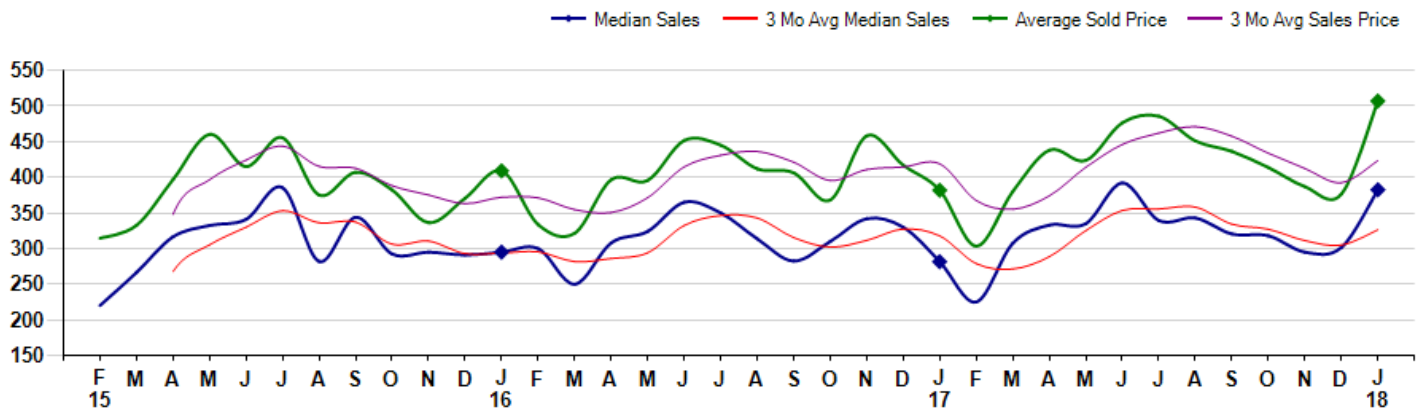
January Property sales were 43, down -10.4% from 48 in January of 2017 and -41.9% lower than the 74 sales last month. January 2018 sales were at their lowest level compared to January of 2017 and 2016. January YTD sales of 43 are running -10.4% behind last year's year-to-date sales of 48.



### Prices

The Median Sales Price in January was \$382,500, up 35.9% from \$281,500 in January of 2017 and up 26.9% from \$301,500 last month. The Average Sales Price in January was \$507,058, up 32.8% from \$381,769 in January of 2017 and up 34.7% from \$376,550 last month. January 2018 ASP was at highest level compared to January of 2017 and 2016.

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



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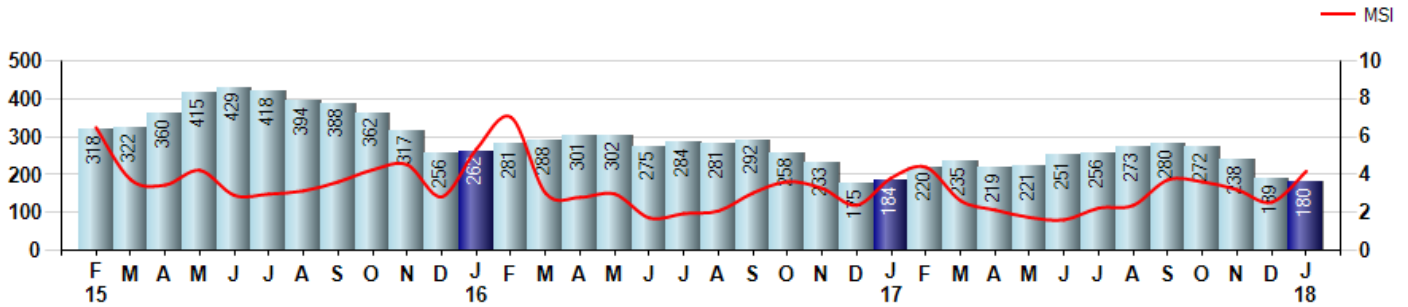
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### Inventory & MSI

The Total Inventory of Properties available for sale as of January was 180, down -4.8% from 189 last month and down -2.2% from 184 in January of last year. January 2018 Inventory was at the lowest level compared to January of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2018 MSI of 4.2 months was at a mid range compared with January of 2017 and 2016.

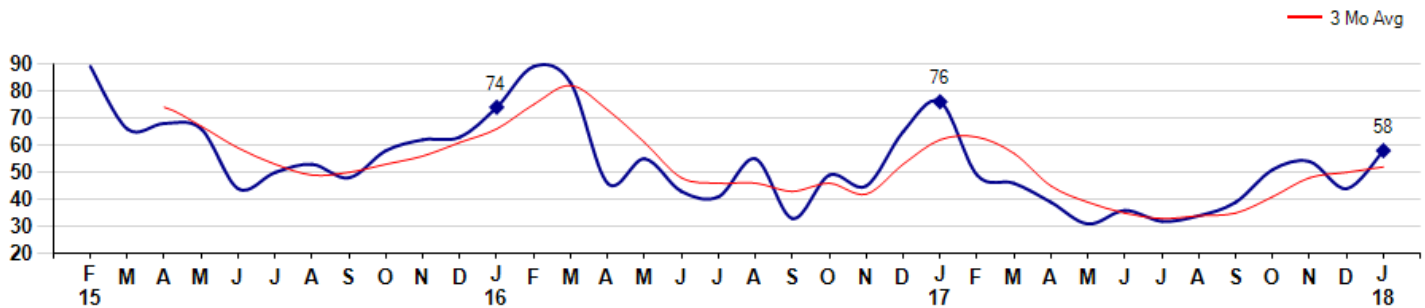
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 January was 58, up 31.8% from 44 days last month and down -23.7% from 76 days in January of last year. The January 2018 DOM was at its lowest level compared with January of 2017 and 2016.

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



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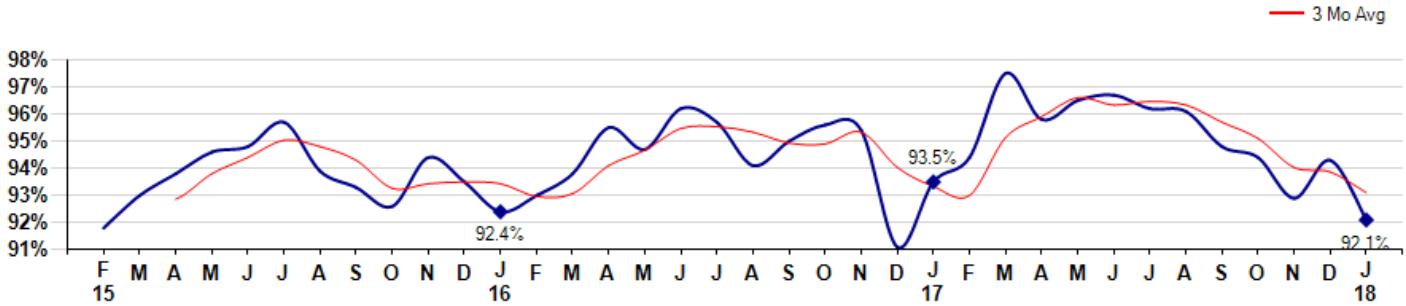


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### Selling Price vs Listing Price

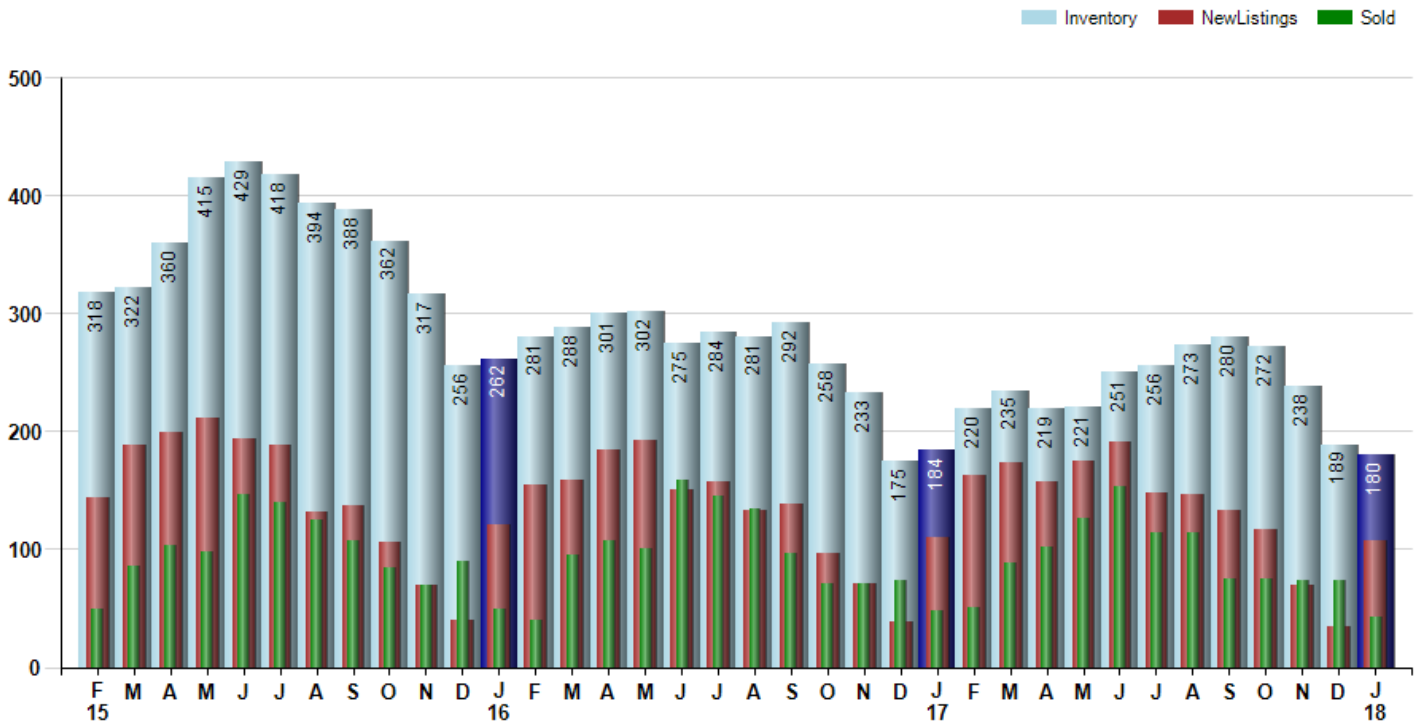
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The January 2018 Selling Price vs List Price of 92.1% was down from 94.3% last month and down from 93.5% in January 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 January 2018 was 107, up 214.7% from 34 last month and down -2.7% from 110 in January of last year.



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	F 15	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	A	M	J	J	A	S	O	N	D	J 18
Homes Sold	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	89	102	126	154	114	114	75	75	74	74	43
3 Mo. Roll Avg			80	96	116	128	137	124	106	87	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

(000's)	F 15	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	A	M	J	J	A	S	O	N	D	J 18
Median Sale Price	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	308	333	335	392	340	343	321	318	295	302	383
3 Mo. Roll Avg			268	305	330	353	336	337	306	311	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

	F 15	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	A	M	J	J	A	S	O	N	D	J 18
Inventory	318	322	360	415	429	418	394	388	362	317	256	262	281	288	301	302	275	284	281	292	258	233	175	184	220	235	219	221	251	256	273	280	272	238	189	180
MSI	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	3	2	2	2	2	4	4	3	3	4	

	F 15	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	A	M	J	J	A	S	O	N	D	J 18
Days On Market	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	46	39	31	36	32	34	39	51	54	44	58
3 Mo. Roll Avg			74	67	59	53	49	50	53	56	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

	F 15	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	A	M	J	J	A	S	O	N	D	J 18
Price per Sq Ft	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	228	235	240	241	241	238	253	230	209	220	226
3 Mo. Roll Avg			202	219	226	229	222	216	206	205	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

	F 15	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	A	M	J	J	A	S	O	N	D	J 18
Sale to List Price	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	0.975	0.958	0.965	0.967	0.962	0.961	0.948	0.944	0.929	0.943	0.921
3 Mo. Roll Avg			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	0.959	0.966	0.963	0.965	0.963	0.957	0.951	0.940	0.939	0.931

	F 15	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	A	M	J	J	A	S	O	N	D	J 18
New Listings	144	189	199	211	194	188	132	137	106	70	40	121	155	159	184	193	150	158	133	138	97	71	39	110	163	174	158	175	191	148	146	133	117	70	34	107
Inventory	318	322	360	415	429	418	394	388	362	317	256	262	281	288	301	302	275	284	281	292	258	233	175	184	220	235	219	221	251	256	273	280	272	238	189	180
Sales	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	89	102	126	154	114	114	75	75	74	74	43

(000's)	F 15	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	A	M	J	J	A	S	O	N	D	J 18
Avg Sale Price	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	380	438	424	477	486	451	436	414	387	377	507
3 Mo. Roll Avg			348	397	424	444	415	413	388	375	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	424

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