

MLS Area: Evanston



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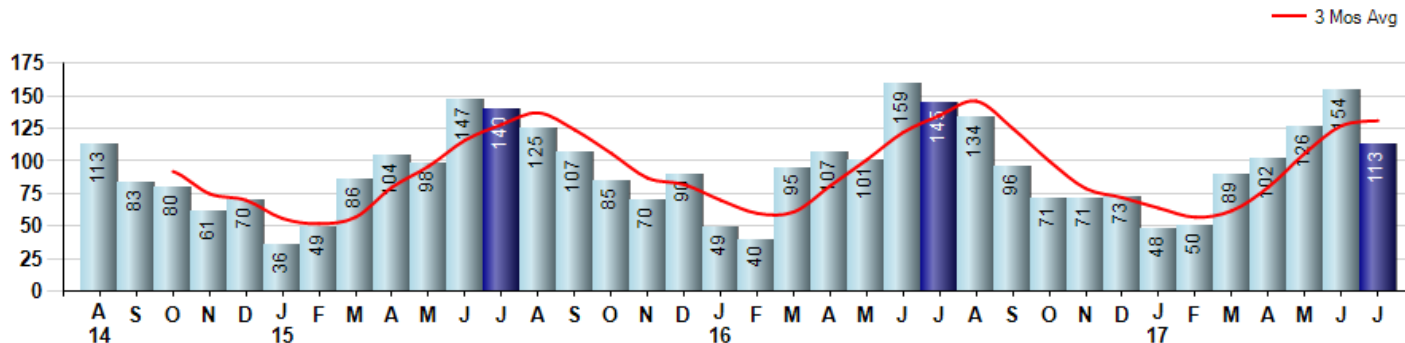
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$399,000	↓		↑				
Average List Price of all Current Listings	\$554,564	↓		↑				
July Median Sales Price	\$340,000	↓	↓	↓	↑	\$335,750	↑	↑
July Average Sales Price	\$488,475	↑	↑	↑	↑	\$431,132	↑	↑
Total Properties Currently for Sale (Inventory)	243	↔		↓				
July Number of Properties Sold	113	↓		↓		682	↓	
July Average Days on Market (Solds)	32	↓	↓	↓	↓	40	↓	↓
July Month's Supply of Inventory	2.2	↑	↑	↑	↓	2.6	↓	↓
July Sale Price vs List Price Ratio	96.2%	↓	↔	↑	↑	96.2%	↑	↑

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

Property Sales

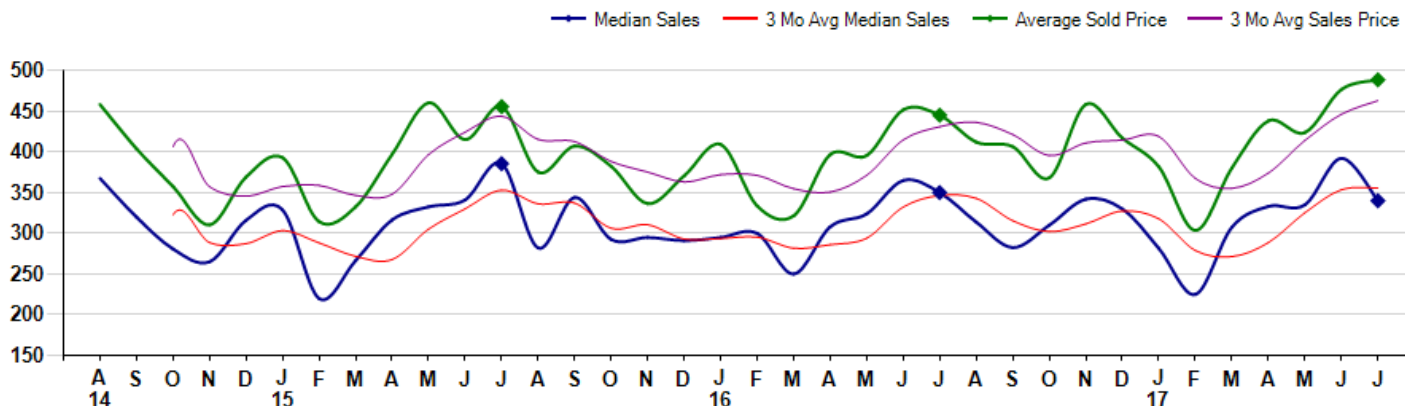
July Property sales were 113, down -22.1% from 145 in July of 2016 and -26.6% lower than the 154 sales last month. July 2017 sales were at their lowest level compared to July of 2016 and 2015. July YTD sales of 682 are running -2.0% behind last year's year-to-date sales of 696.



Prices

The Median Sales Price in July was \$340,000, down -2.9% from \$350,000 in July of 2016 and down -13.3% from \$392,153 last month. The Average Sales Price in July was \$488,475, up 9.7% from \$445,114 in July of 2016 and up 2.5% from \$476,675 last month. July 2017 ASP was at highest level compared to July of 2016 and 2015.

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



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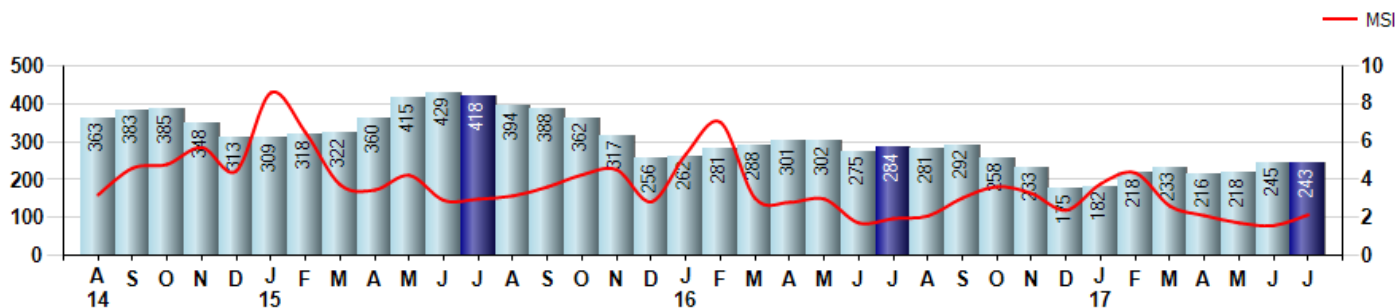
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Inventory & MSI

The Total Inventory of Properties available for sale as of July was 243, down -0.8% from 245 last month and down -14.4% from 284 in July of last year. July 2017 Inventory was at the lowest level compared to July of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2017 MSI of 2.2 months was at a mid range compared with July of 2016 and 2015.

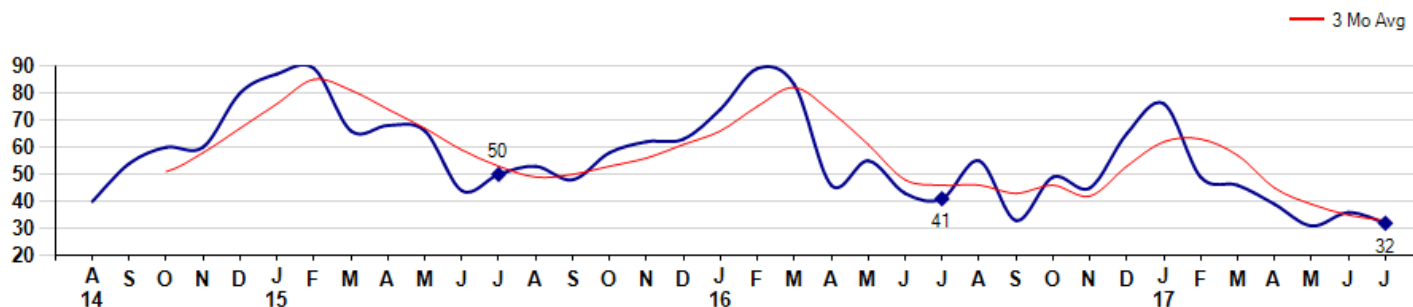
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 July was 32, down -11.1% from 36 days last month and down -22.0% from 41 days in July of last year. The July 2017 DOM was at its lowest level compared with July of 2016 and 2015.

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



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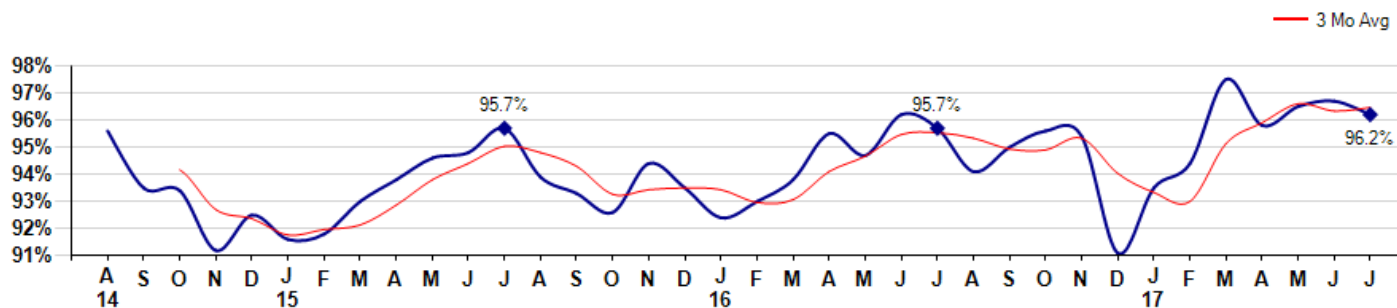


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Selling Price vs Listing Price

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 July 2017 Selling Price vs List Price of 96.2% was down from 96.7% last month and up from 95.7% in July of last year.

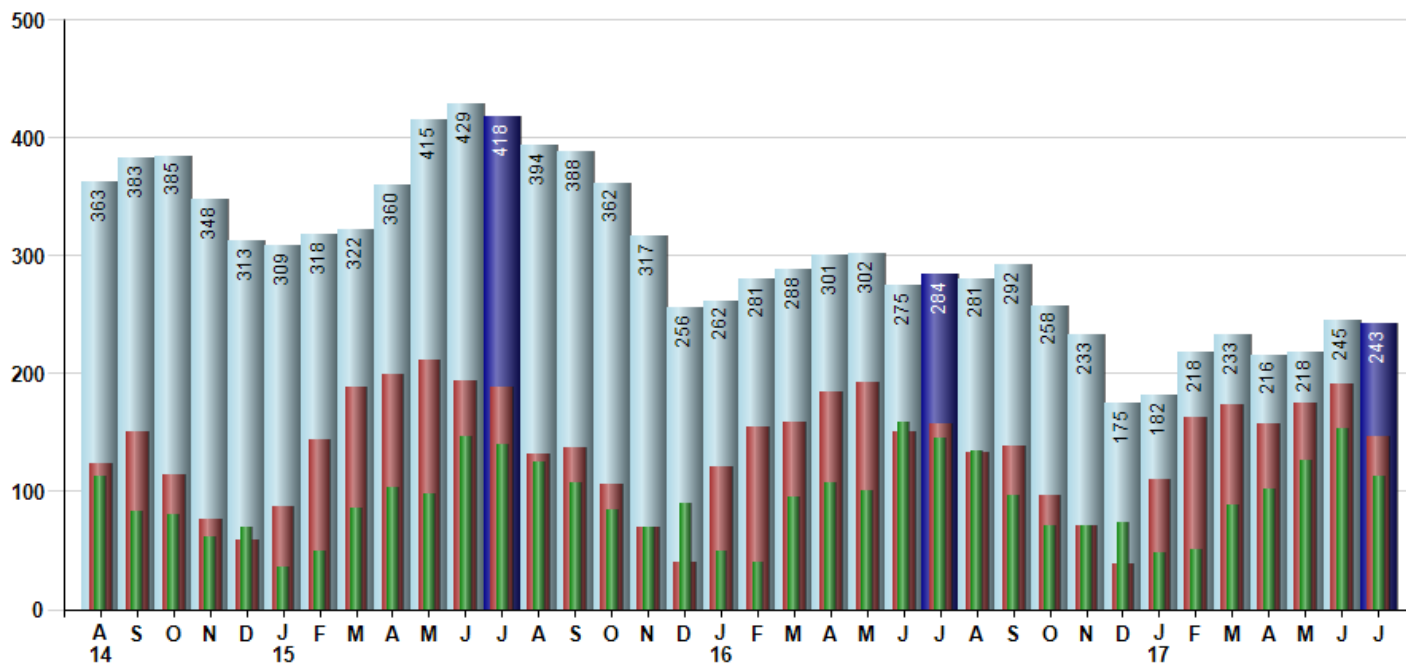
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 July 2017 was 147, down -23.0% from 191 last month and down -7.0% from 158 in July of last year.

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



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Homes Sold	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	89	102	126	154	113
3 Mo. Roll Avg			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	62	80	106	127	131

	(000's) A 14	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	A	M	J	J
Median Sale Price	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	308	333	335	392	340
3 Mo. Roll Avg			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	271	289	325	353	356

	A 14	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	A	M	J	J
Inventory	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	292	258	233	175	182	218	233	216	218	245	243
MSI	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	3	2	2	2	2

	A 14	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	A	M	J	J
Days On Market	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	46	39	31	36	32
3 Mo. Roll Avg			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	57	45	39	35	33

	A 14	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	A	M	J	J
Price per Sq Ft	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	228	235	240	241	242
3 Mo. Roll Avg			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	215	223	234	239	241

	A 14	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	A	M	J	J
Sale to List Price	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	0.975	0.958	0.965	0.967	0.962
3 Mo. Roll Avg			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	0.959	0.966	0.963	0.965

	A 14	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	A	M	J	J
New Listings	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	163	174	158	175	191	147
Inventory	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	292	258	233	175	182	218	233	216	218	245	243
Sales	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	89	102	126	154	113

	(000's) A 14	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	A	M	J	J
Avg Sale Price	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	380	438	424	477	488
3 Mo. Roll Avg			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	355	374	414	446	463

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