

## MLS Area: Evanston



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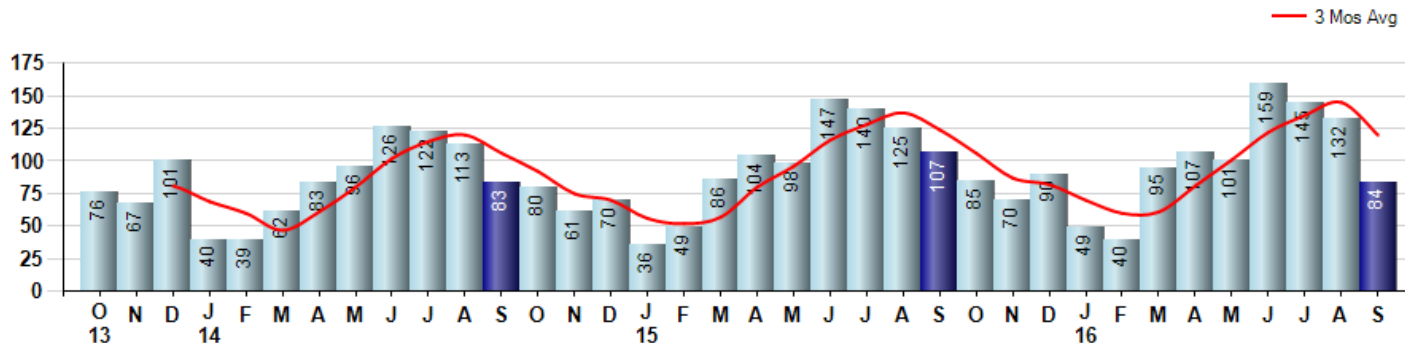
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$349,000	↑		↑				
Average List Price of all Current Listings	\$549,923	↑		↑				
September Median Sales Price	\$270,000	↓	↓	↓	↓	\$315,000	↓	↔
September Average Sales Price	\$392,495	↓	↓	↓	↔	\$406,128	↔	↑
Total Properties Currently for Sale (Inventory)	269	↓		↓				
September Number of Properties Sold	84	↓		↓		912	↑	
September Average Days on Market (Solds)	29	↓	↓	↓	↓	53	↓	↓
September Month's Supply of Inventory	3.2	↑	↑	↓	↓	3.3	↓	↓
September Sale Price vs List Price Ratio	96.8%	↑	↓	↑	↑	96.9%	↑	↑

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

### Property Sales

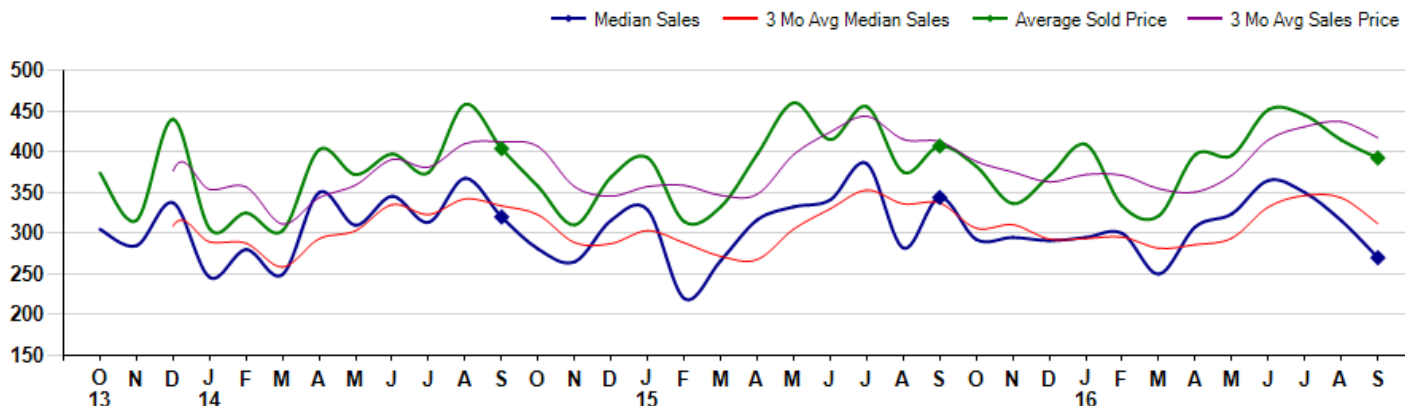
September Property sales were 84, down -21.5% from 107 in September of 2015 and -36.4% lower than the 132 sales last month. September 2016 sales were at a mid level compared to September of 2015 and 2014. September YTD sales of 912 are running 2.2% ahead of last year's year-to-date sales of 892.



### Prices

The Median Sales Price in September was \$270,000, down -21.5% from \$344,000 in September of 2015 and down -14.4% from \$315,500 last month. The Average Sales Price in September was \$392,495, down -3.6% from \$407,098 in September of 2015 and down -5.3% from \$414,472 last month. September 2016 ASP was at the lowest level compared to September of 2015 and 2014.

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



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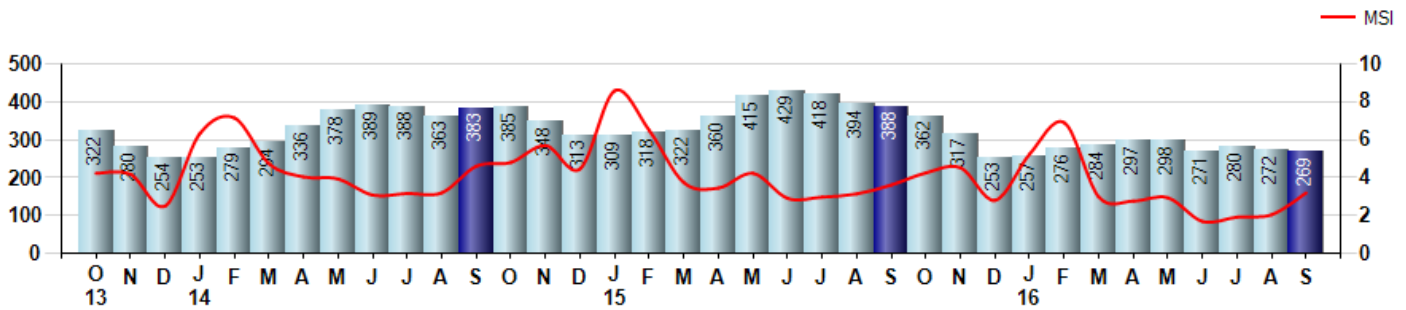
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

### Inventory & MSI

The Total Inventory of Properties available for sale as of September was 269, down -1.1% from 272 last month and down -30.7% from 388 in September of last year. September 2016 Inventory was at the lowest level compared to September of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2016 MSI of 3.2 months was at its lowest level compared with September of 2015 and 2014.

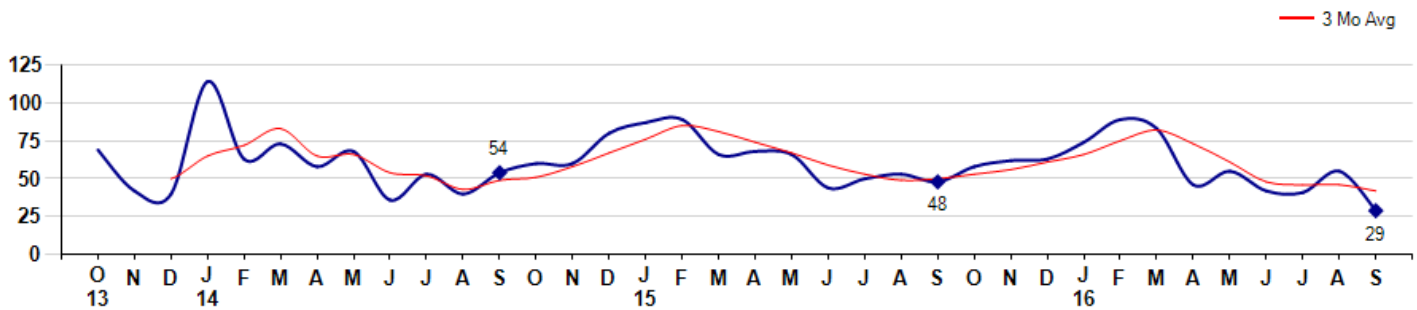
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 September was 29, down -47.3% from 55 days last month and down -39.6% from 48 days in September of last year. The September 2016 DOM was at its lowest level compared with September of 2015 and 2014.

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



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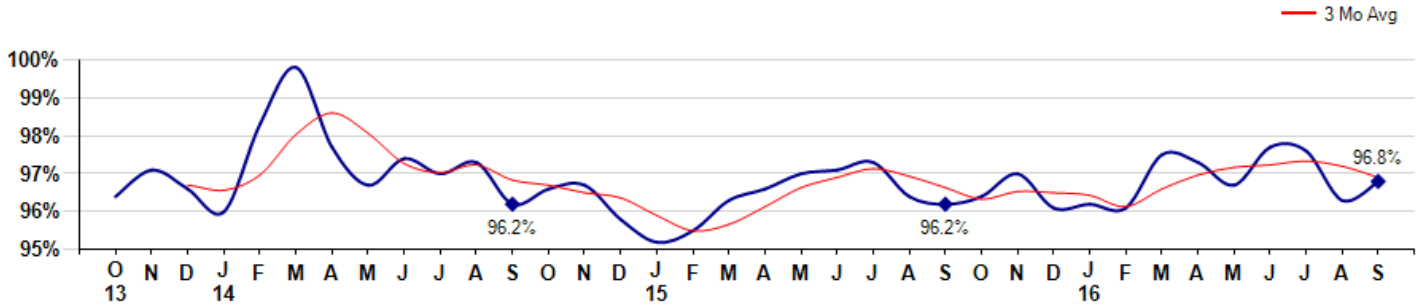


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### Selling Price vs Listing Price

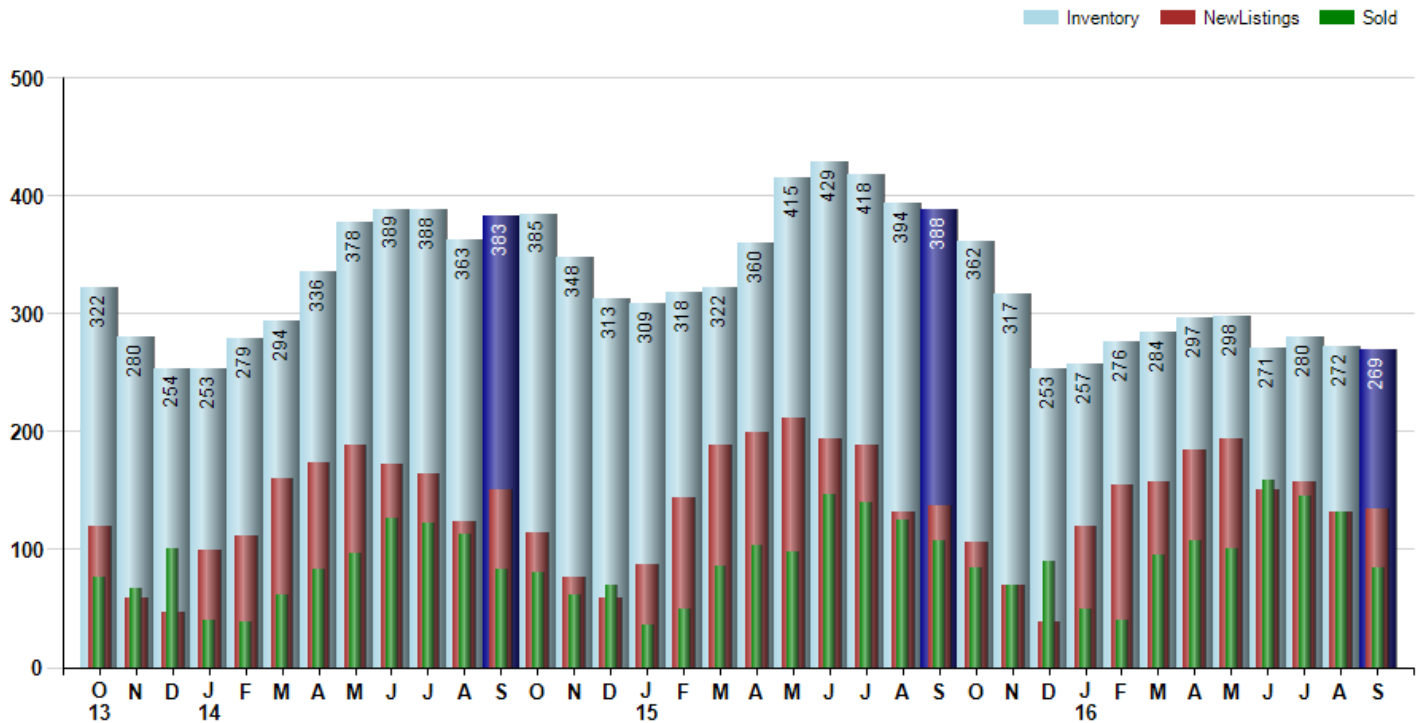
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The September 2016 Selling Price vs List Price of 96.8% was up from 96.3% last month and up from 96.2% 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 2016 was 135, up 2.3% from 132 last month and down -1.5% from 137 in September of last year.



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# MARKET ACTION REPORT

September 2016

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	O 13	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	S
Homes Sold	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	132	84
3 Mo. Roll Avg			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	120

	(000's) O 13	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	S
Median Sale Price	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	316	270
3 Mo. Roll Avg			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	312

	O 13	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	S
Inventory	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	297	298	271	280	272	269
MSI	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	3

	O 13	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	S
Days On Market	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	55	29
3 Mo. Roll Avg			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	42

	O 13	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	S
Price per Sq Ft	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	226	233
3 Mo. Roll Avg			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	230

	O 13	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	S
Sale to List Price	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	0.968
3 Mo. Roll Avg			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	0.969

	O 13	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	S
New Listings	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	135
Inventory	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	297	298	271	280	272	269
Sales	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	132	84

	(000's) O 13	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	S
Avg Sale Price	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	414	392
3 Mo. Roll Avg			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	437	417

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