

## MLS Area: Evanston



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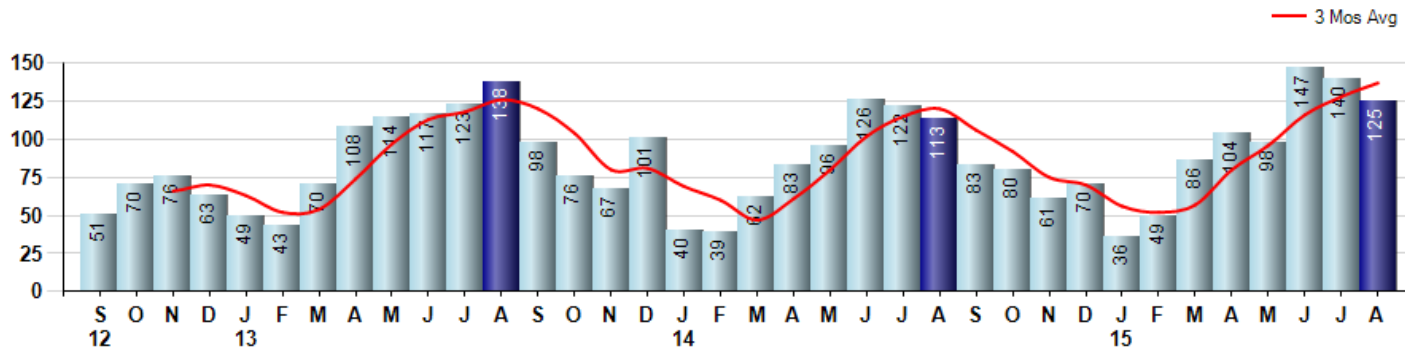
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$299,250	↑		↑				
Average List Price of all Current Listings	\$452,002	↑		↑				
August Median Sales Price	\$282,000	↓	↓	↓	↓	\$323,000	↔	↑
August Average Sales Price	\$375,278	↓	↓	↓	↔	\$402,889	↑	↑
Total Properties Currently for Sale (Inventory)	366	↓		↑				
August Number of Properties Sold	125	↓		↑		785	↑	
August Average Days on Market (Solds)	53	↑	↑	↑	↓	60	↑	↑
August Month's Supply of Inventory	2.9	↑	↑	↓	↓	4.4	↓	↓
August Sale Price vs List Price Ratio	96.4%	↓	↓	↓	↓	96.7%	↓	↔

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

### Property Sales

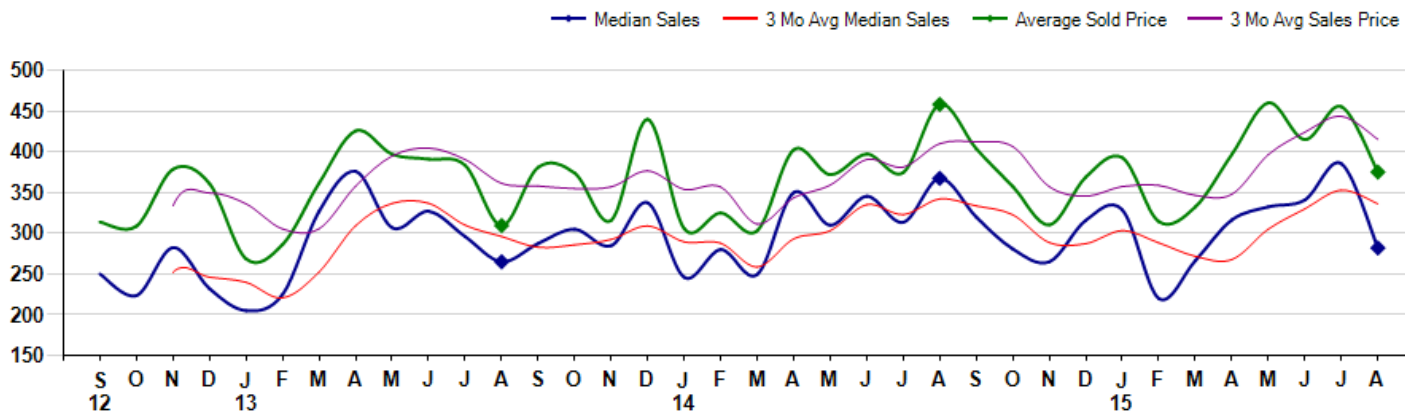
August Property sales were 125, up 10.6% from 113 in August of 2014 and -10.7% lower than the 140 sales last month. August 2015 sales were at a mid level compared to August of 2014 and 2013. August YTD sales of 785 are running 15.3% ahead of last year's year-to-date sales of 681.



### Prices

The Median Sales Price in August was \$282,000, down -23.3% from \$367,500 in August of 2014 and down -26.8% from \$385,500 last month. The Average Sales Price in August was \$375,278, down -18.1% from \$458,327 in August of 2014 and down -17.6% from \$455,650 last month. August 2015 ASP was at a mid range compared to August of 2014 and 2013.

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



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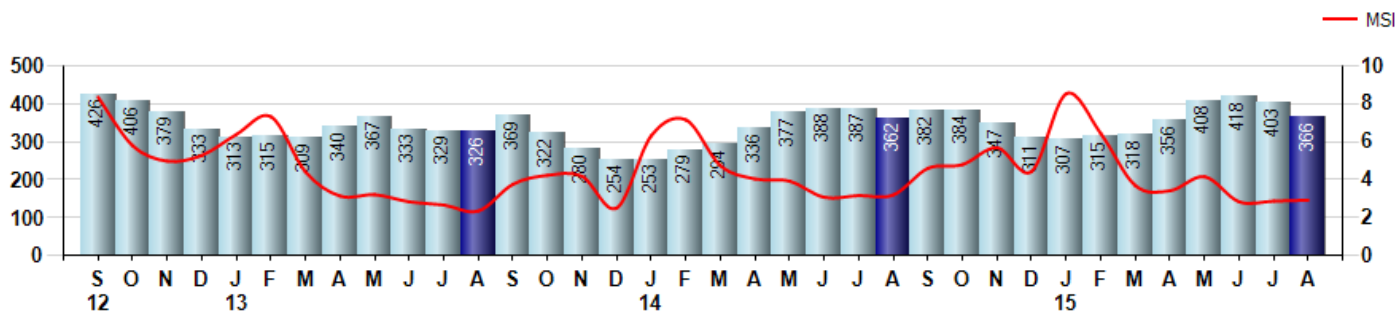
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### Inventory & MSI

The Total Inventory of Properties available for sale as of August was 366, down -9.2% from 403 last month and up 1.1% from 362 in August of last year. August 2015 Inventory was at highest level compared to August of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2015 MSI of 2.9 months was at a mid range compared with August of 2014 and 2013.

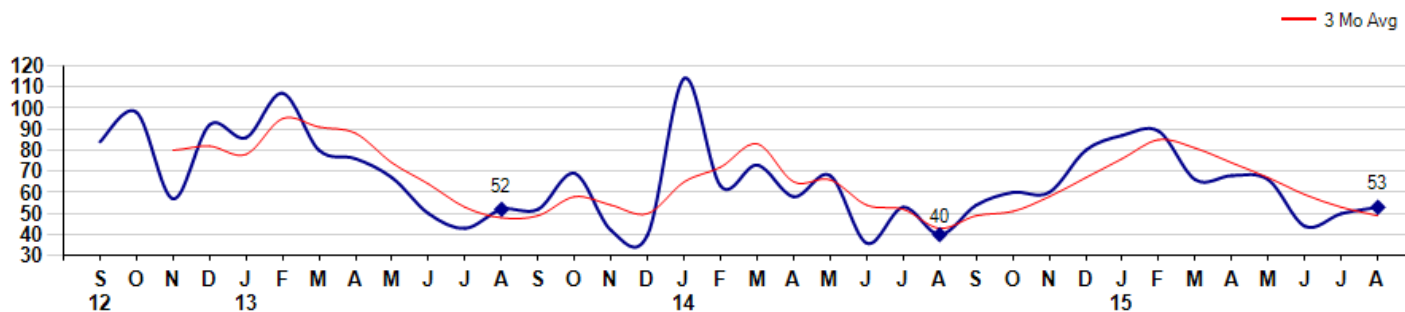
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 53, up 6.0% from 50 days last month and up 32.5% from 40 days in August of last year. The August 2015 DOM was at its highest level compared with August of 2014 and 2013.

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



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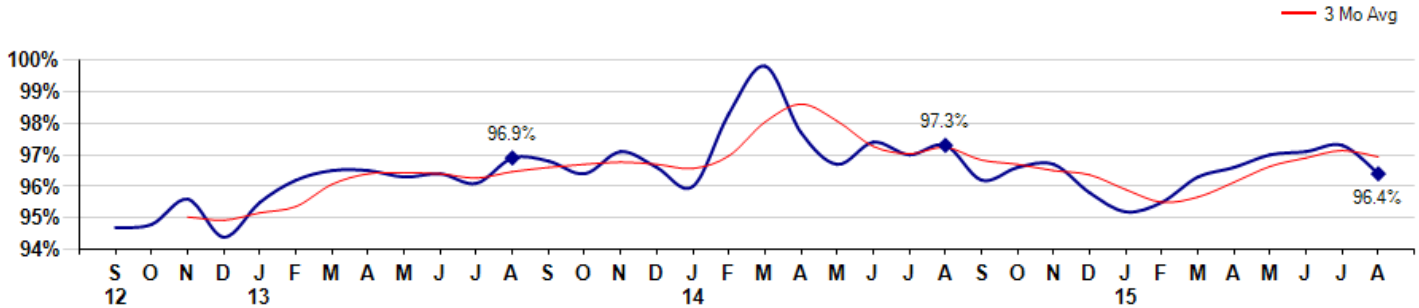


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### Selling Price vs Listing Price

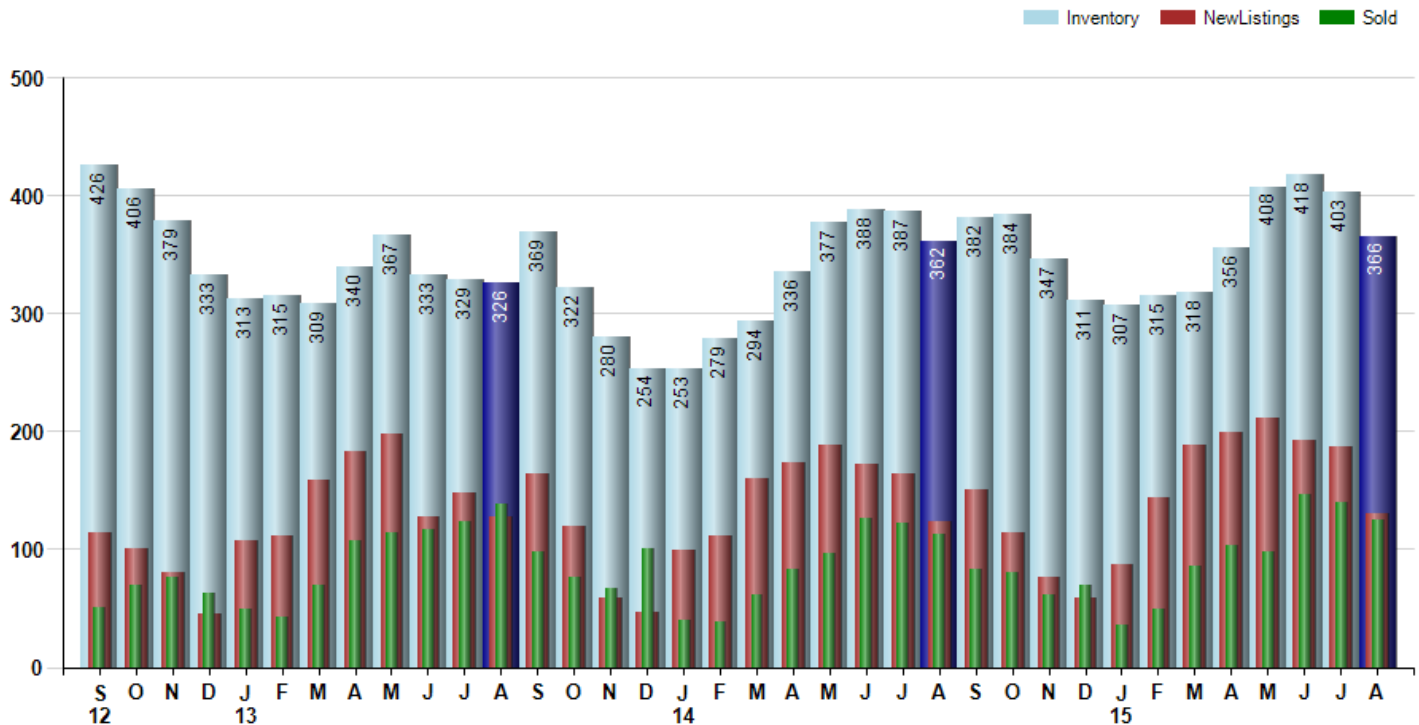
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The August 2015 Selling Price vs List Price of 96.4% was down from 97.3% last month and down from 97.3% 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 2015 was 131, down -29.9% from 187 last month and up 6.5% from 123 in August of last year.



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# MARKET ACTION REPORT

August 2015

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	S 12	O	N	D	J 13	F	M	A	M	J	J	A	S	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
Homes Sold	51	70	76	63	49	43	70	108	114	117	123	138	98	76	67	101	40	39	62	83	96	126	122	113	83	80	61	70	36	49	86	104	98	147	140	125
3 Mo. Roll Avg			66	70	63	52	54	74	97	113	118	126	120	104	80	81	69	60	47	61	80	102	115	120	106	92	75	70	56	52	57	80	96	116	128	137

(000's)	S 12	O	N	D	J 13	F	M	A	M	J	J	A	S	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
Median Sale Price	250	224	283	232	205	225	327	376	307	327	296	265	288	305	285	338	246	280	250	350	310	346	314	368	320	281	265	316	329	220	267	317	333	341	386	282
3 Mo. Roll Avg			252	246	240	221	252	309	337	337	310	296	283	286	292	309	289	288	259	293	303	335	323	342	334	323	289	287	303	288	272	268	305	330	353	336

	S 12	O	N	D	J 13	F	M	A	M	J	J	A	S	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
Inventory	426	406	379	333	313	315	309	340	367	333	329	326	369	322	280	254	253	279	294	336	377	388	387	362	382	384	347	311	307	315	318	356	408	418	403	366
MSI	8	6	5	5	6	7	4	3	3	3	3	2	4	4	4	3	6	7	5	4	4	3	3	3	5	5	6	4	9	6	4	3	4	3	3	3

	S 12	O	N	D	J 13	F	M	A	M	J	J	A	S	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
Days On Market	84	98	57	92	86	107	80	76	67	50	43	52	52	69	42	40	114	63	73	58	68	36	53	40	54	60	60	80	87	89	66	68	66	44	50	53
3 Mo. Roll Avg			80	82	78	95	91	88	74	64	53	48	49	58	54	50	65	72	83	65	66	54	52	43	49	51	58	67	76	85	81	74	67	59	53	49

	S 12	O	N	D	J 13	F	M	A	M	J	J	A	S	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
Price per Sq Ft	171	171	190	183	164	158	186	213	202	198	216	201	210	192	206	232	203	186	174	231	210	223	214	228	222	218	190	204	236	180	201	226	229	224	234	207
3 Mo. Roll Avg			177	181	179	168	169	186	200	204	205	205	209	201	203	210	214	207	188	197	205	221	216	222	221	223	210	204	210	207	206	202	219	226	229	222

	S 12	O	N	D	J 13	F	M	A	M	J	J	A	S	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
Sale to List Price	0.947	0.948	0.956	0.944	0.955	0.962	0.965	0.965	0.963	0.964	0.961	0.969	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
3 Mo. Roll Avg			0.950	0.949	0.952	0.954	0.961	0.964	0.964	0.964	0.963	0.965	0.966	0.967	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

	S 12	O	N	D	J 13	F	M	A	M	J	J	A	S	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
New Listings	114	101	80	45	108	112	159	183	198	128	148	128	164	119	59	46	99	111	160	174	188	172	164	123	150	114	76	59	87	144	189	199	211	193	187	131
Inventory	426	406	379	333	313	315	309	340	367	333	329	326	369	322	280	254	253	279	294	336	377	388	387	362	382	384	347	311	307	315	318	356	408	418	403	366
Sales	51	70	76	63	49	43	70	108	114	117	123	138	98	76	67	101	40	39	62	83	96	126	122	113	83	80	61	70	36	49	86	104	98	147	140	125

(000's)	S 12	O	N	D	J 13	F	M	A	M	J	J	A	S	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
Avg Sale Price	314	309	379	361	269	286	362	426	397	391	384	309	381	374	316	440	306	325	303	403	372	397	375	458	404	358	310	369	393	314	333	397	460	415	456	375
3 Mo. Roll Avg			334	350	336	305	305	358	395	405	391	361	358	355	357	377	354	357	311	344	359	391	381	410	412	407	357	346	357	359	347	348	397	424	444	415

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