

## MLS Area: Evanston



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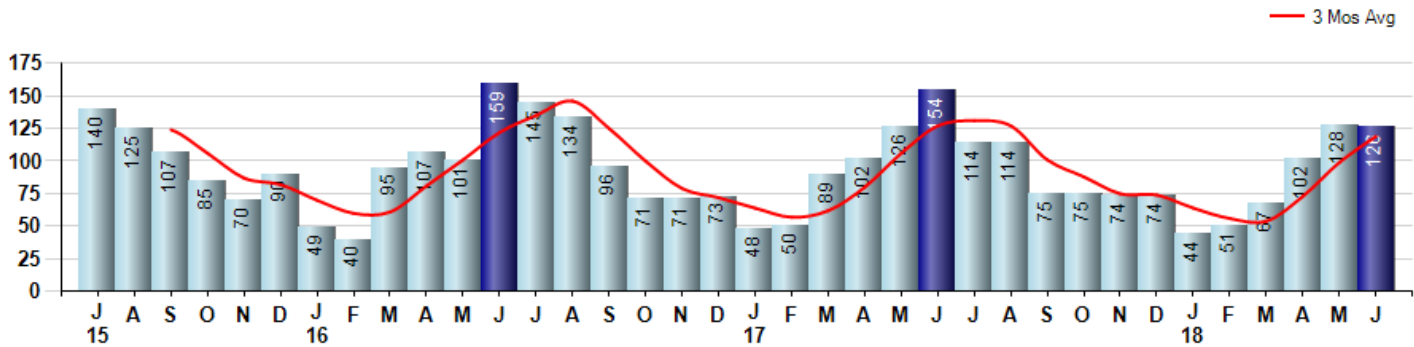
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

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	\$538,409	↓		↓				
June Median Sales Price	\$410,000	↑	↑	↑	↑	\$350,000	↑	↑
June Average Sales Price	\$464,526	↓	↑	↓	↑	\$445,823	↑	↑
Total Properties Currently for Sale (Inventory)	289	↑		↑				
June Number of Properties Sold	126	↓		↓		518	↓	
June Average Days on Market (Solds)	37	↓	↓	↑	↓	46	↑	
June Month's Supply of Inventory	2.3	↑	↑	↑		3.1	↑	↑
June Sale Price vs List Price Ratio	95.5%	↓	↔	↓	↔	95.3%	↓	↔

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

### Property Sales

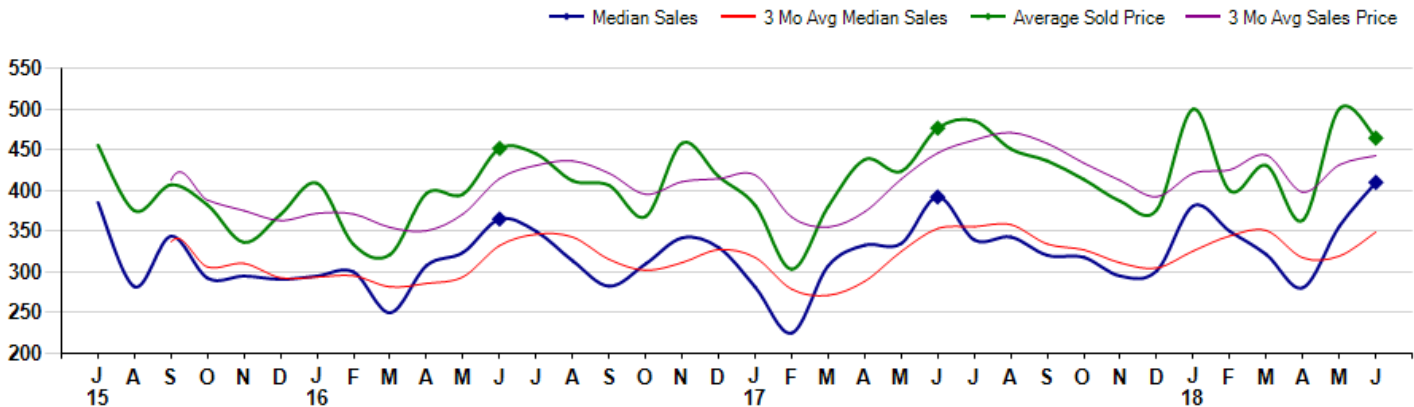
June Property sales were 126, down -18.2% from 154 in June of 2017 and -1.6% lower than the 128 sales last month. June 2018 sales were at their lowest level compared to June of 2017 and 2016. June YTD sales of 518 are running -9.0% behind last year's year-to-date sales of 569.



### Prices

The Median Sales Price in June was \$410,000, up 4.6% from \$392,153 in June of 2017 and up 15.1% from \$356,250 last month. The Average Sales Price in June was \$464,526, down -2.5% from \$476,675 in June of 2017 and down -7.2% from \$500,492 last month. June 2018 ASP was at a mid range compared to June of 2017 and 2016.

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



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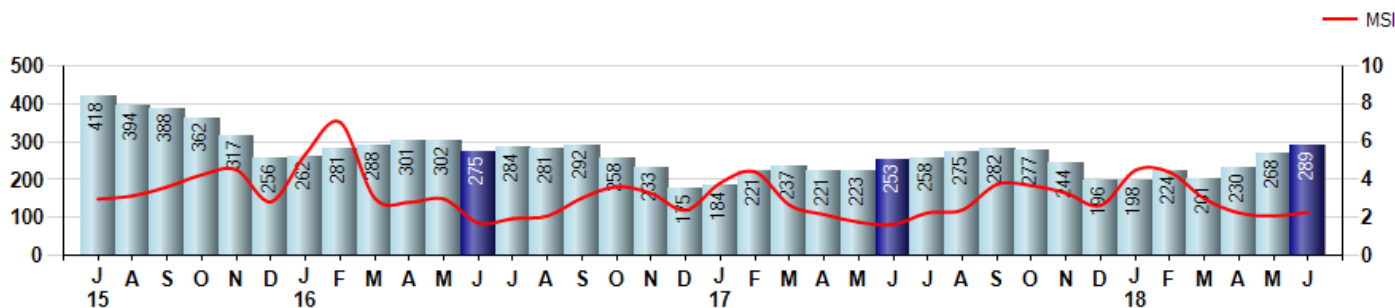
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### Inventory & MSI

The Total Inventory of Properties available for sale as of June was 289, up 7.8% from 268 last month and up 14.2% from 253 in June of last year. June 2018 Inventory was at highest level compared to June of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2018 MSI of 2.3 months was at its highest level compared with June of 2017 and 2016.

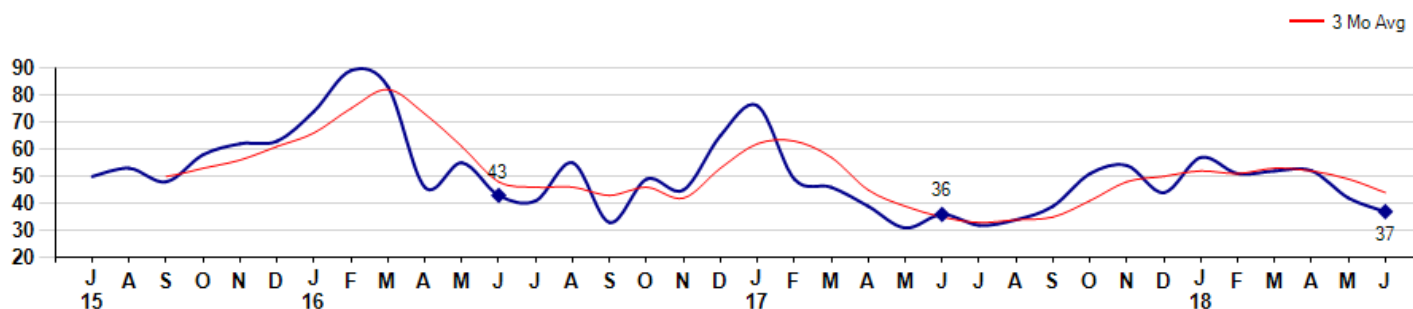
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 June was 37, down -11.9% from 42 days last month and up 2.8% from 36 days in June of last year. The June 2018 DOM was at a mid range compared with June of 2017 and 2016.

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



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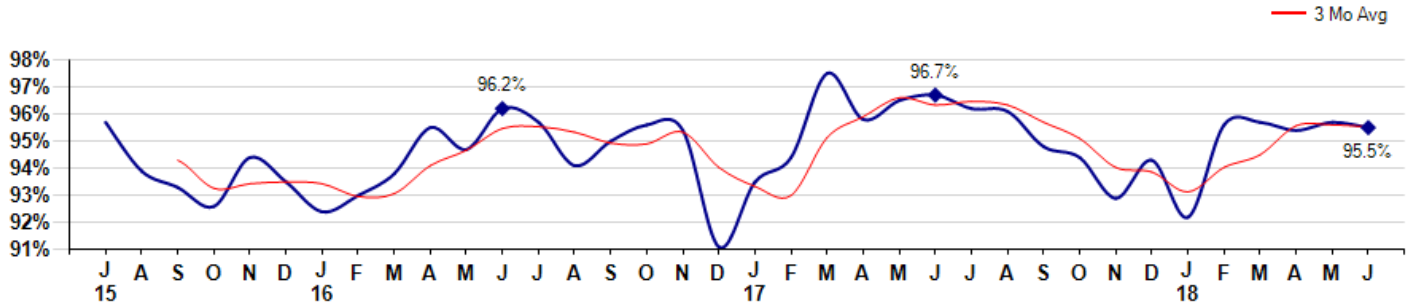


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### Selling Price vs Listing Price

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 June 2018 Selling Price vs List Price of 95.5% was down from 95.7% last month and down from 96.7% in June of last year.

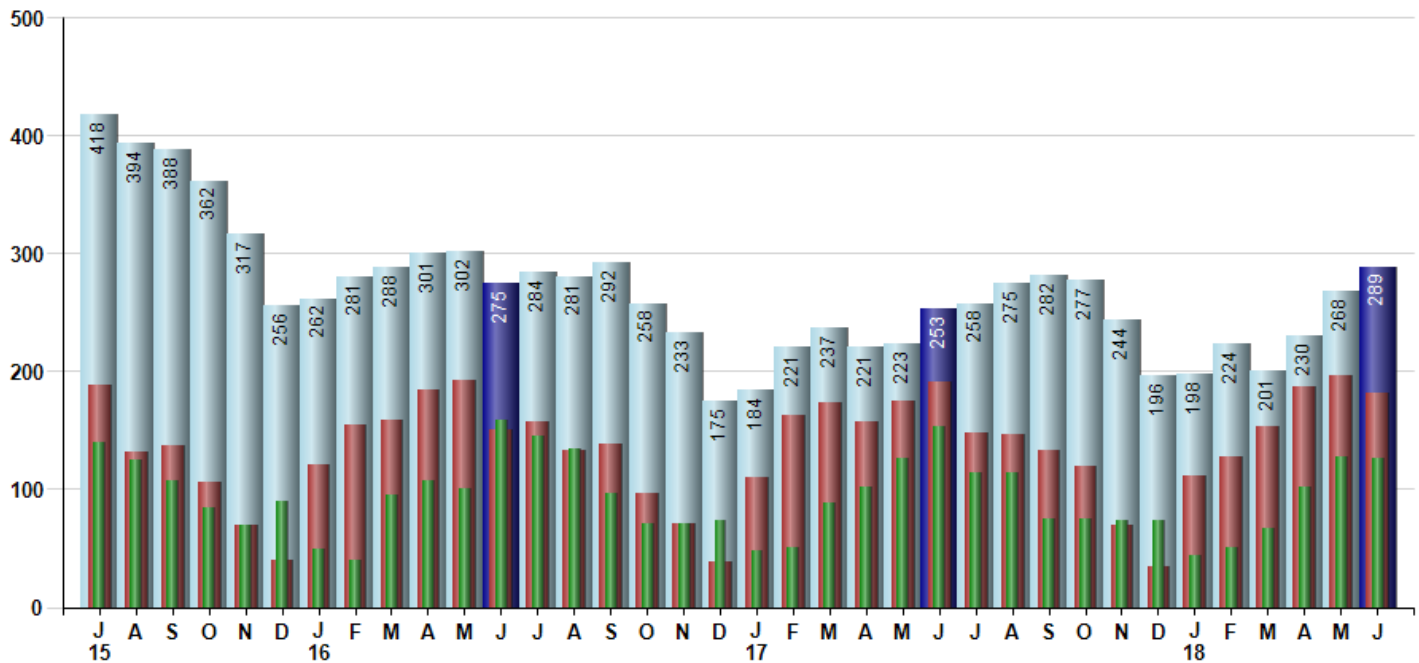
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 June 2018 was 182, down -7.6% from 197 last month and down -4.7% from 191 in June of last year.

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



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# MARKET ACTION REPORT

June 2018

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	J 15	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	F	M	A	M	J
Homes Sold	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	44	51	67	102	128	126
3 Mo. Roll Avg			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	56	54	73	99	119

(000's)	J 15	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	F	M	A	M	J
Median Sale Price	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	381	350	322	281	356	410
3 Mo. Roll Avg			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	344	351	317	320	349

	J 15	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	F	M	A	M	J
Inventory	418	394	388	362	317	256	262	281	288	301	302	275	284	281	292	258	233	175	184	221	237	221	223	253	258	275	282	277	244	196	198	224	201	230	268	289
MSI	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	2	4	4	3	3	5	4	3	2	2	2

	J 15	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	F	M	A	M	J
Days On Market	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	57	51	52	52	42	37
3 Mo. Roll Avg			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	51	53	52	49	44

	J 15	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	F	M	A	M	J
Price per Sq Ft	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	249	226	214	256	235
3 Mo. Roll Avg			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	232	234	230	232	235

	J 15	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	F	M	A	M	J
Sale to List Price	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	0.922	0.956	0.957	0.954	0.957	0.955
3 Mo. Roll Avg			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	0.940	0.945	0.956	0.956	0.955

	J 15	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	F	M	A	M	J
New Listings	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	120	70	34	111	128	153	187	197	182
Inventory	418	394	388	362	317	256	262	281	288	301	302	275	284	281	292	258	233	175	184	221	237	221	223	253	258	275	282	277	244	196	198	224	201	230	268	289
Sales	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	44	51	67	102	128	126

(000's)	J 15	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	F	M	A	M	J
Avg Sale Price	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	500	400	431	364	500	465
3 Mo. Roll Avg			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	421	426	444	398	432	443

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