

MLS Area: Lincolnshire



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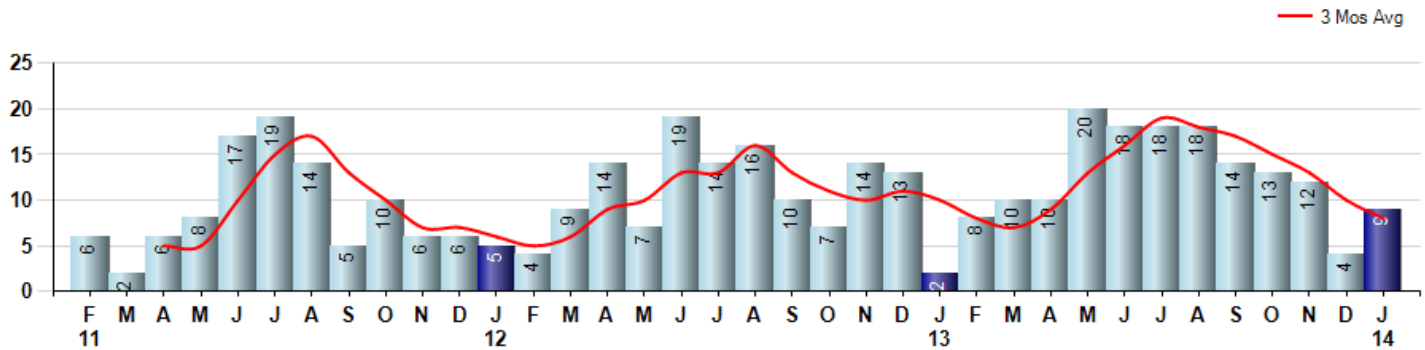
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$494,000	↓		↑				
Average List Price of all Current Listings	\$636,856	↓		↑				
January Median Sales Price	\$522,500	↑	↑	↑	↑	\$522,500	↑	↑
January Average Sales Price	\$617,067	↑	↑	↑	↑	\$617,067	↑	↑
Total Properties Currently for Sale (Inventory)	40	↓		↓				
January Number of Properties Sold	9	↑		↑		9	→	
January Average Days on Market (Solds)	66	↑	↑	↓	↓	66	↓	↓
January Month's Supply of Inventory	4.4	↓	↓	↓	↓	4.4	↓	↓
January Sale Price vs List Price Ratio	96.4%	→	↑	↓	↑	95.8%	↓	↑

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

Property Sales

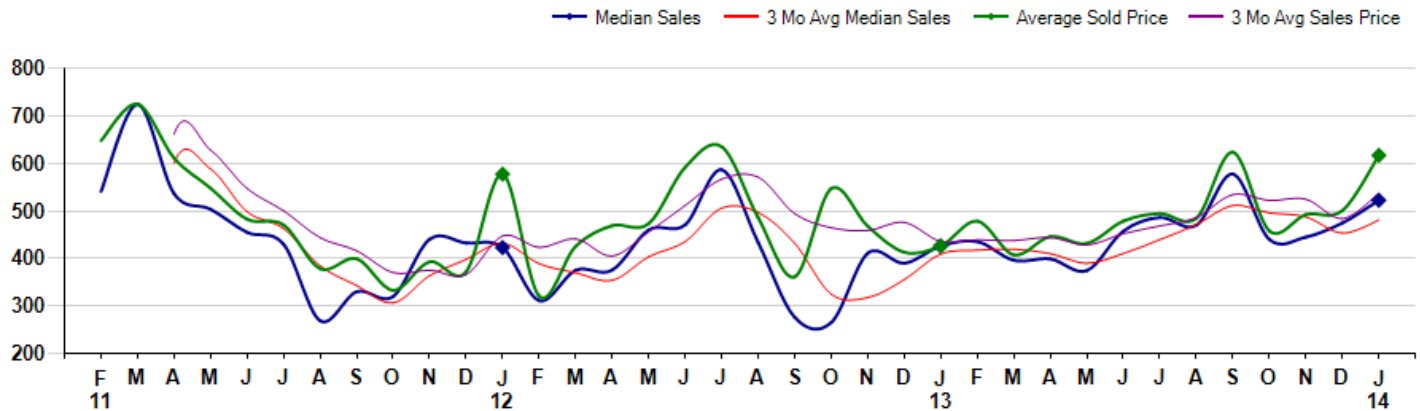
January Property sales were 9, up 350.0% from 2 in January of 2013 and 125.0% higher than the 4 sales last month. January 2014 sales were at their highest level compared to January of 2013 and 2012. January YTD sales of 9 are running 350.0% ahead of last year's year-to-date sales of 2.



Prices

The Median Sales Price in January was \$522,500, up 22.6% from \$426,250 in January of 2013 and up 10.1% from \$474,750 last month. The Average Sales Price in January was \$617,067, up 44.8% from \$426,250 in January of 2013 and up 23.2% from \$500,875 last month. January 2014 ASP was at highest level compared to January of 2013 and 2012.

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



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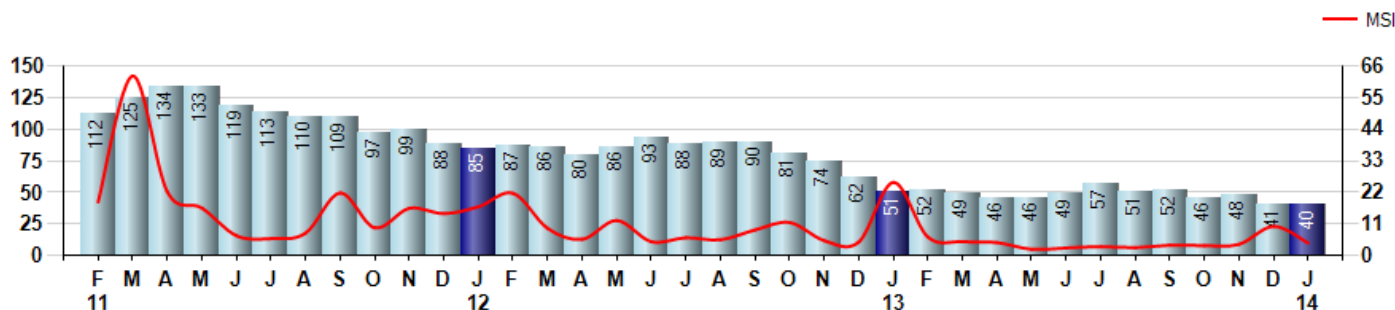
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 40, down -2.4% from 41 last month and down -21.6% from 51 in January of last year. January 2014 Inventory was at the lowest level compared to January of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2014 MSI of 4.4 months was at its lowest level compared with January of 2013 and 2012.

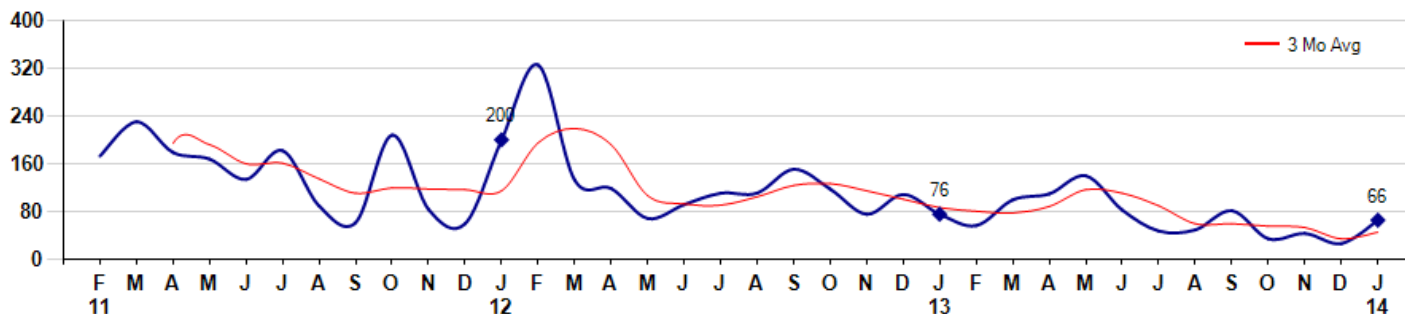
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 66, up 144.4% from 27 days last month and down -13.2% from 76 days in January of last year. The January 2014 DOM was at its lowest level compared with January of 2013 and 2012.

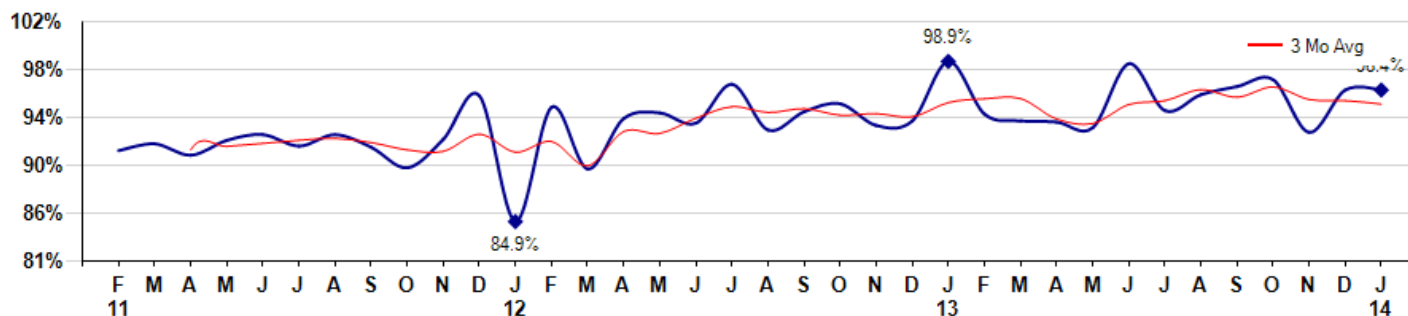
Average Days on Market(Listing to Contract) for properties sold during the month



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 2014 Selling Price vs List Price of 96.4% was equal to 96.4% last month and down from 98.9% in January of last year.

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



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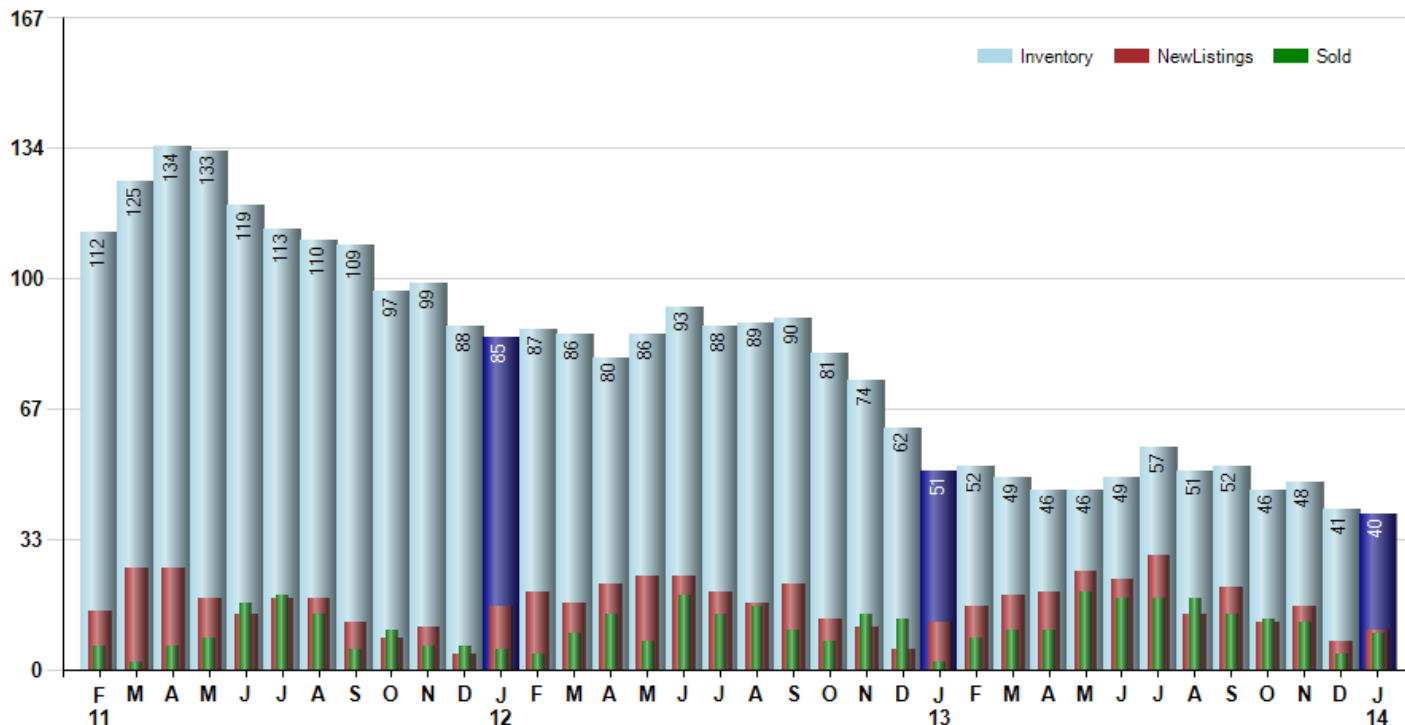
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Inventory / New Listings / Sales

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 2014 was 10, up 42.9% from 7 last month and down -16.7% from 12 in January of last year.



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	F 11	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14
Homes Sold	6	2	6	8	17	19	14	5	10	6	6	5	4	9	14	7	19	14	16	10	7	14	13	2	8	10	10	20	18	18	18	14	13	12	4	9
3 Mo. Roll Avg			5	5	10	15	17	13	10	7	7	6	5	6	9	10	13	13	16	13	11	10	11	10	8	7	9	13	16	19	18	17	15	13	10	8

	(000's) F 11	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14
Median Sale Price	541	725	537	504	455	430	269	330	320	441	433	423	311	375	375	460	471	587	434	276	265	411	390	426	436	396	399	375	458	486	470	578	440	445	475	523
3 Mo. Roll Avg			601	588	498	463	385	343	306	364	398	432	389	370	354	403	435	506	497	432	325	317	355	409	417	419	410	390	410	439	471	511	496	488	453	481

	F 11	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14
Inventory	112	125	134	133	119	113	110	109	97	99	88	85	87	86	80	86	93	88	89	90	81	74	62	51	52	49	46	46	49	57	51	52	46	48	41	40
MSI	19	63	22	17	7	6	8	22	10	17	15	17	22	10	6	12	5	6	6	9	12	5	5	26	7	5	5	2	3	3	3	4	4	4	10	4

	F 11	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14
Days On Market	173	230	179	168	134	182	90	62	208	84	60	200	325	133	119	69	92	111	111	151	118	76	109	76	57	100	110	140	83	48	50	82	35	44	27	66
3 Mo. Roll Avg			194	192	160	161	135	111	120	118	117	115	195	219	192	107	93	91	105	124	127	115	101	87	81	78	89	117	111	90	60	60	56	54	35	46

	F 11	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14
Price per Sq Ft	170	188	195	174	168	159	131	149	121	141	135	137	142	125	153	182	177	192	171	152	154	160	158	171	153	141	159	158	165	174	184	190	170	167	193	176
3 Mo. Roll Avg			184	186	179	167	153	146	134	137	132	138	138	135	140	153	171	184	180	172	159	155	157	163	161	155	151	153	161	166	174	183	181	176	177	179

	F 11	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14
Sale to List Price	0.911	0.917	0.907	0.920	0.925	0.915	0.925	0.914	0.896	0.921	0.959	0.849	0.949	0.895	0.939	0.944	0.935	0.969	0.929	0.945	0.952	0.933	0.937	0.989	0.943	0.937	0.936	0.931	0.987	0.946	0.960	0.967	0.973	0.927	0.964	0.964
3 Mo. Roll Avg			0.912	0.915	0.917	0.920	0.922	0.918	0.912	0.910	0.925	0.910	0.919	0.898	0.928	0.926	0.939	0.949	0.944	0.948	0.942	0.943	0.941	0.953	0.956	0.956	0.939	0.935	0.951	0.955	0.964	0.958	0.967	0.956	0.955	0.952

	F 11	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14
New Listings	15	26	26	18	14	18	18	12	8	11	4	16	20	17	22	24	24	20	17	22	13	11	5	12	16	19	20	25	23	29	14	21	12	16	7	10
Inventory	112	125	134	133	119	113	110	109	97	99	88	85	87	86	80	86	93	88	89	90	81	74	62	51	52	49	46	46	49	57	51	52	46	48	41	40
Sales	6	2	6	8	17	19	14	5	10	6	6	5	4	9	14	7	19	14	16	10	7	14	13	2	8	10	10	20	18	18	18	14	13	12	4	9

	(000's) F 11	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14
Avg Sale Price	648	725	611	548	483	471	378	400	333	393	372	578	321	425	469	473	592	635	486	361	547	468	413	426	479	408	446	432	479	495	485	624	458	492	501	617
3 Mo. Roll Avg			662	628	547	501	444	416	370	375	366	447	423	441	405	456	512	567	571	494	465	459	476	436	439	438	444	428	452	468	486	534	522	525	484	537

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