

## MLS Area: Lincolnshire



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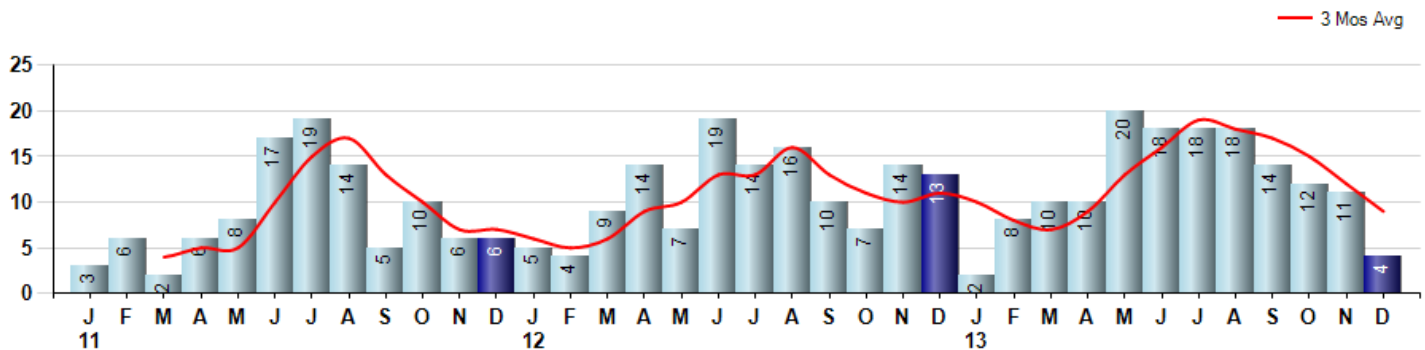
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$519,000	↓		↑				
Average List Price of all Current Listings	\$689,136	↔		↑				
December Median Sales Price	\$474,750	↑	↔	↑	↑	\$450,000	↑	↑
December Average Sales Price	\$500,875	↔	↓	↑	↑	\$482,208	↓	↓
Total Properties Currently for Sale (Inventory)	39	↓		↓				
December Number of Properties Sold	4	↓		↓		145	↑	
December Average Days on Market (Solds)	27	↓	↓	↓	↓	75	↓	↓
Asking Price per Square Foot (based on New Listings)	\$204	↓	↔	↑	↑	\$190	↑	↑
December Sold Price per Square Foot	\$193	↑	↑	↑	↑	\$168	↑	↑
December Month's Supply of Inventory	9.8	↑	↑	↑	↑	6.1	↓	↓
December Sale Price vs List Price Ratio	96.4%	↑	↑	↑	↑	95.0%	↑	↑

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

### Property Sales

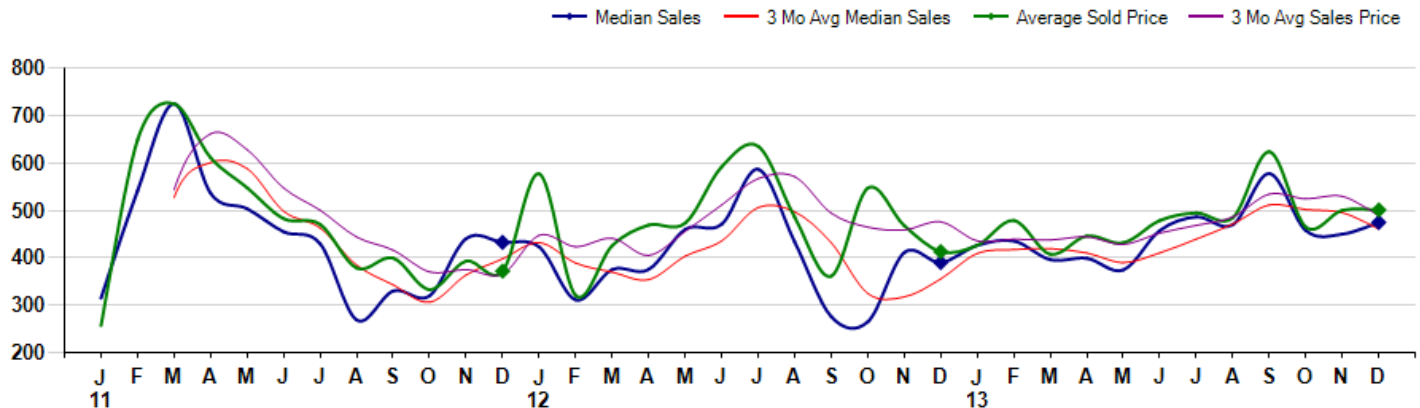
December Property sales were 4, down -69.2% from 13 in December of 2012 and -63.6% lower than the 11 sales last month. December 2013 sales were at their lowest level compared to December of 2012 and 2011. December YTD sales of 145 are running 9.8% ahead of last year's year-to-date sales of 132.



### Prices

The Median Sales Price in December was \$474,750, up 21.7% from \$390,000 in December of 2012 and up 5.5% from \$450,000 last month. The Average Sales Price in December was \$500,875, up 21.3% from \$412,962 in December of 2012 and up 0.1% from \$500,409 last month. December 2013 ASP was at highest level compared to December of 2012 and 2011.

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



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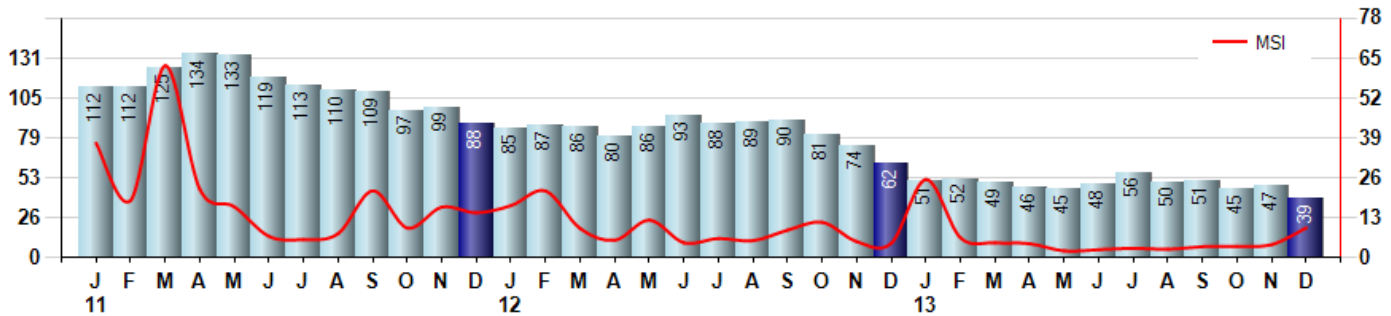
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### Inventory & MSI

The Total Inventory of Properties available for sale as of December was 39, down -17.0% from 47 last month and down -37.1% from 62 in December of last year. December 2013 Inventory was at the lowest level compared to December of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2013 MSI of 9.8 months was at a mid range compared with December of 2012 and 2011.

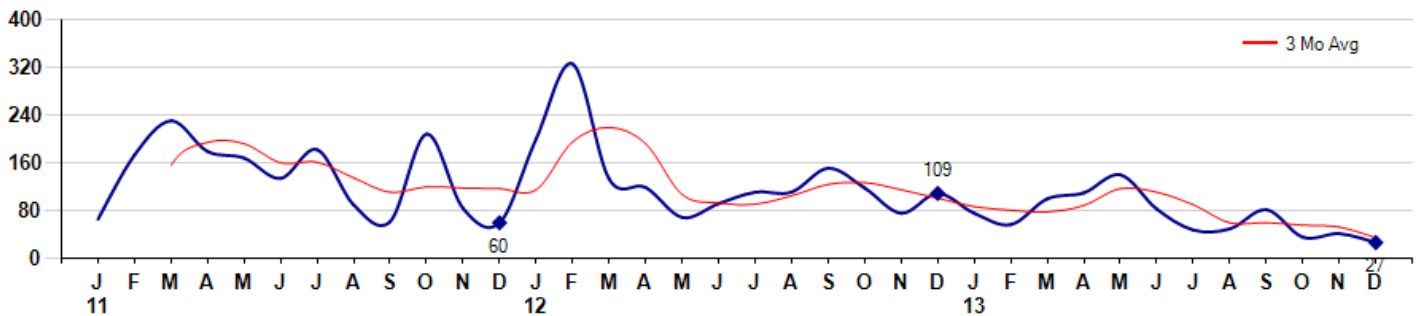
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 December was 27, down -35.7% from 42 days last month and down -75.2% from 109 days in December of last year. The December 2013 DOM was at its lowest level compared with December of 2012 and 2011.

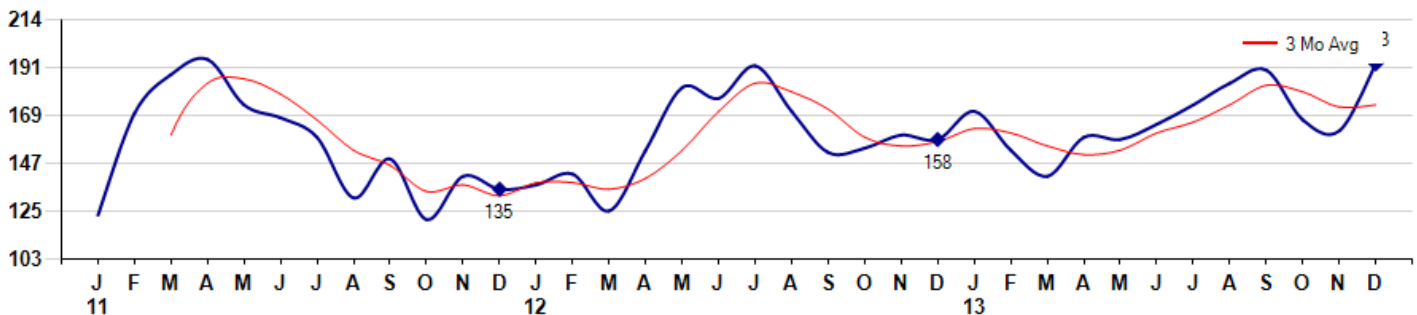
Average Days on Market (Listing to Contract) for properties sold during the month



### Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The December 2013 Selling Price per Square Foot of \$193 was up 19.1% from \$162 last month and up 22.2% from \$158 in December of last year.

Average Selling Price per Square Foot for properties that sold during the month



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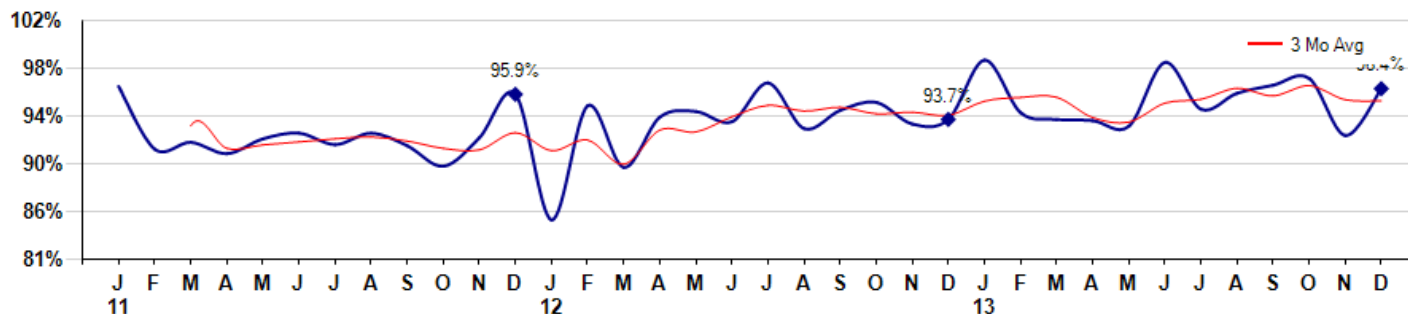


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### Selling Price vs Listing Price

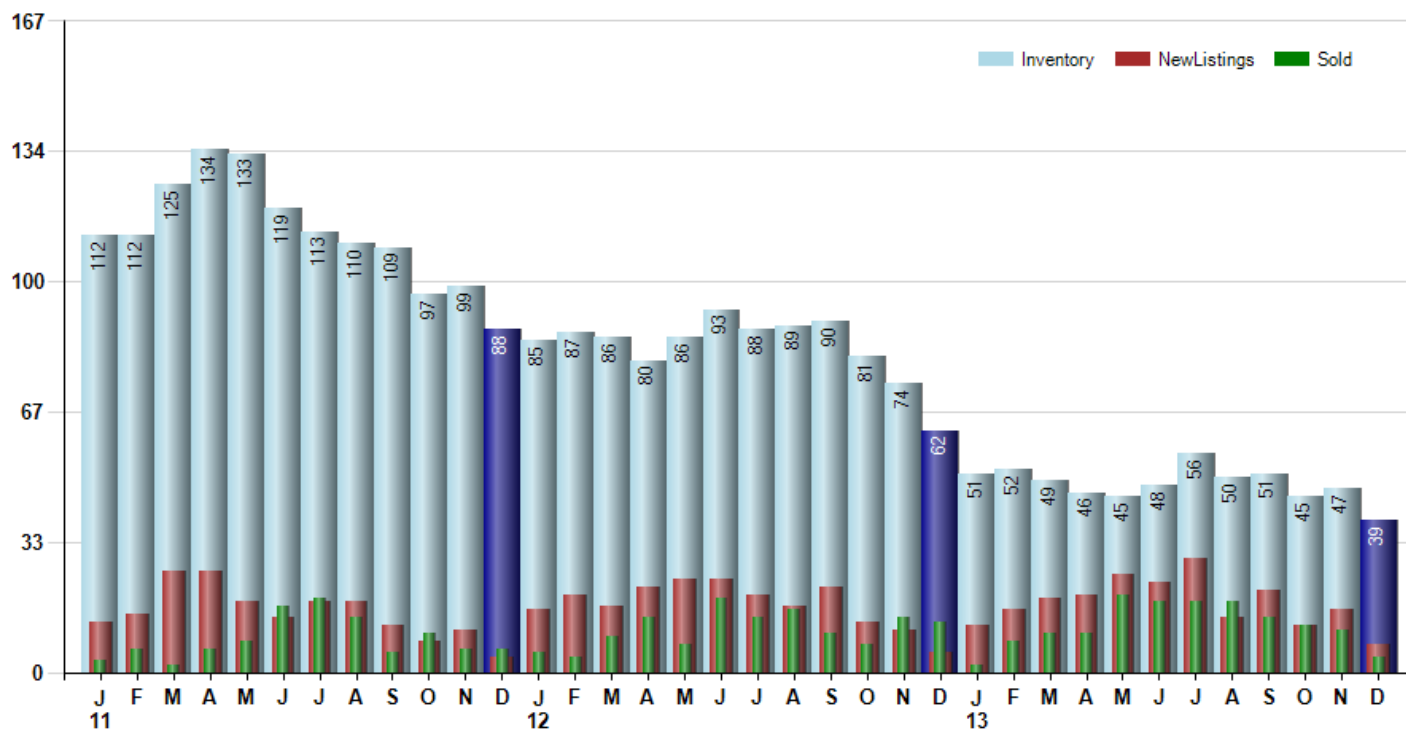
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2013 Selling Price vs List Price of 96.4% was up from 92.3% last month and up from 93.7% in December 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 December 2013 was 7, down -56.3% from 16 last month and up 40.0% from 5 in December of last year.



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# MARKET ACTION REPORT

December 2013

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	J 11	F	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
Homes Sold	3	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	12	11	4
3 Mo. Roll Avg			4	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	12	9

(000's)	J 11	F	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
Median Sale Price	315	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	458	450	475
3 Mo. Roll Avg			527	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	502	495	461

	J 11	F	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
Inventory	112	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	45	48	56	50	51	45	47	39
MSI	37	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

	J 11	F	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
Days On Market	66	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	36	42	27
3 Mo. Roll Avg			156	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	53	35

	J 11	F	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
Price per Sq Ft	123	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	167	162	193
3 Mo. Roll Avg			160	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	180	173	174

	J 11	F	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
Sale to List Price	0.966	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	0.923	0.964
3 Mo. Roll Avg			0.931	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	0.954	0.953

	J 11	F	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
New Listings	13	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
Inventory	112	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	45	48	56	50	51	45	47	39
Sales	3	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	12	11	4

(000's)	J 11	F	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
Avg Sale Price	257	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	465	500	501
3 Mo. Roll Avg			543	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	525	530	489

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