

MLS Area: Lincolnshire



ART WILSON
Broker, Realtor
847-363-1599
www.NorthShoreHomesOnline.com
Art.Wilson@cbexchange.com



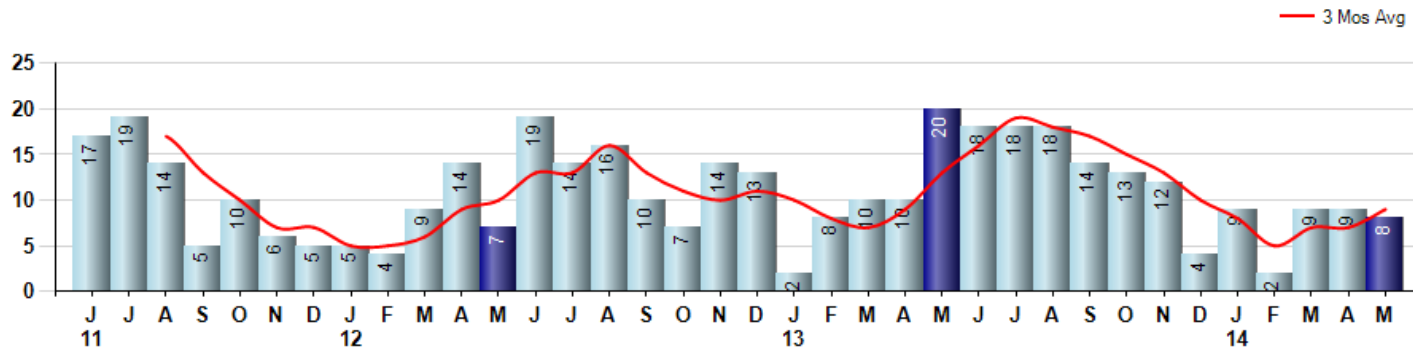
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$629,000	↓		↑				
Average List Price of all Current Listings	\$697,194	↑		↑				
May Median Sales Price	\$465,000	↑	↑	↑	↑	\$465,000	↑	↑
May Average Sales Price	\$490,563	↑	↑	↑	↔	\$484,428	↑	↔
Total Properties Currently for Sale (Inventory)	53	↑		↑				
May Number of Properties Sold	8	↓		↓		37	↓	
May Average Days on Market (Solds)	47	↑	↓	↓	↓	56	↓	↓
May Month's Supply of Inventory	6.6	↑	↑	↑	↑	9.2	↑	↑
May Sale Price vs List Price Ratio	95.7%	↓	↓	↑	↑	97.2%	↑	↑

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

Property Sales

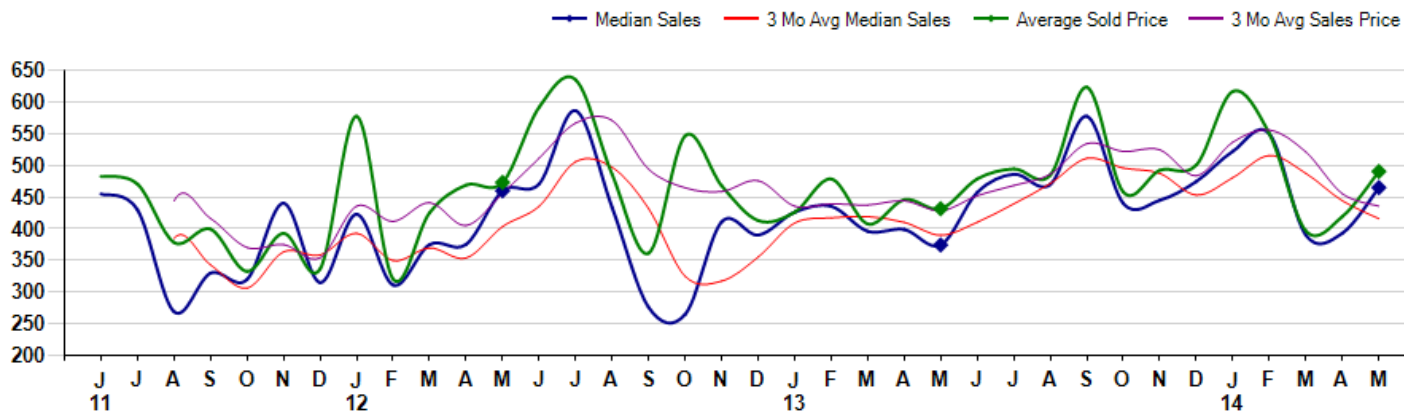
May Property sales were 8, down -60.0% from 20 in May of 2013 and -11.1% lower than the 9 sales last month. May 2014 sales were at a mid level compared to May of 2013 and 2012. May YTD sales of 37 are running -26.0% behind last year's year-to-date sales of 50.



Prices

The Median Sales Price in May was \$465,000, up 24.2% from \$374,500 in May of 2013 and up 18.3% from \$393,000 last month. The Average Sales Price in May was \$490,563, up 13.6% from \$431,654 in May of 2013 and up 17.0% from \$419,444 last month. May 2014 ASP was at highest level compared to May of 2013 and 2012.

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



© 2014 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 6/1/2011 through 5/31/2014. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



MLS Area: Lincolnshire



ART WILSON

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com



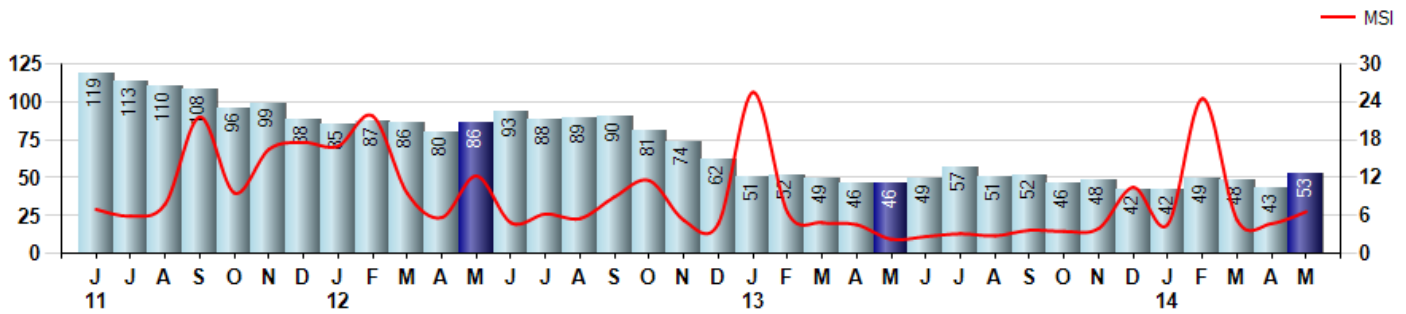
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of May was 53, up 23.3% from 43 last month and up 15.2% from 46 in May of last year. May 2014 Inventory was at a mid range compared to May of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2014 MSI of 6.6 months was at a mid range compared with May of 2013 and 2012.

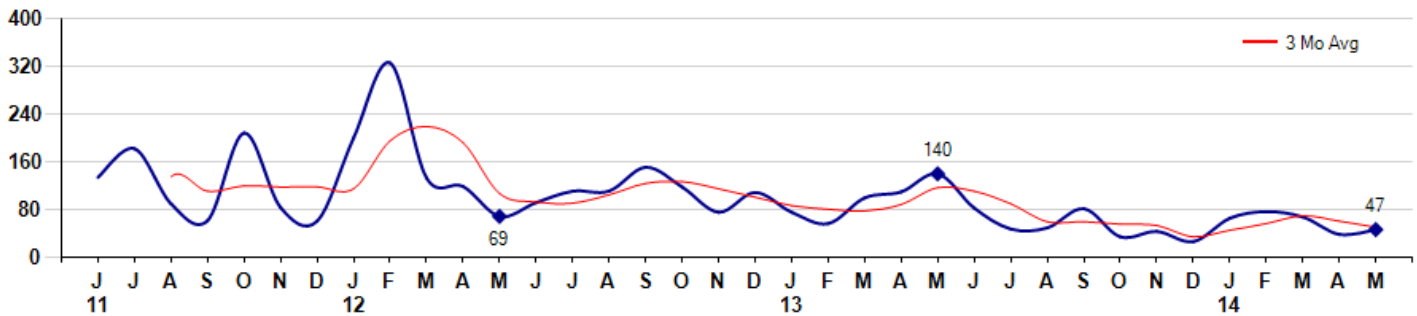
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 May was 47, up 20.5% from 39 days last month and down -66.4% from 140 days in May of last year. The May 2014 DOM was at its lowest level compared with May of 2013 and 2012.

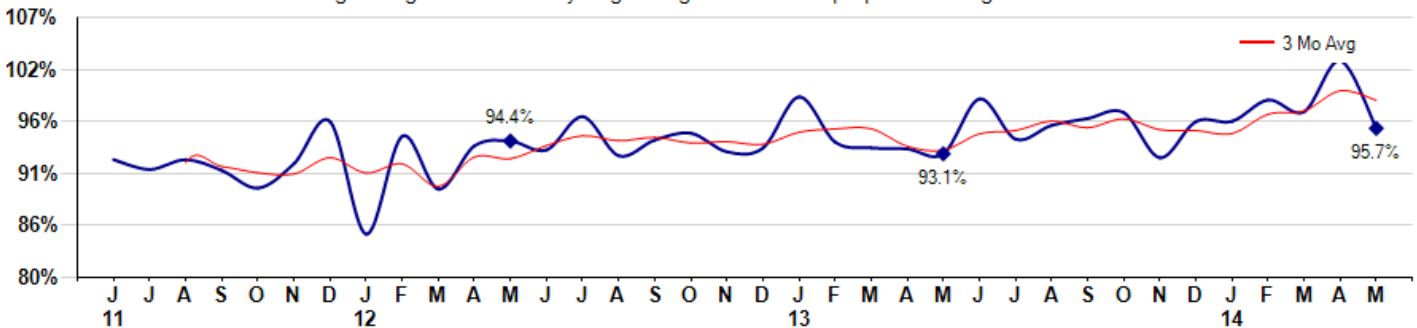
Average Days on Market (Listing to Contract) for properties sold during the month



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 May 2014 Selling Price vs List Price of 95.7% was down from 102.6% last month and up from 93.1% in May of last year.

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



MLS Area: Lincolnshire



ART WILSON

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

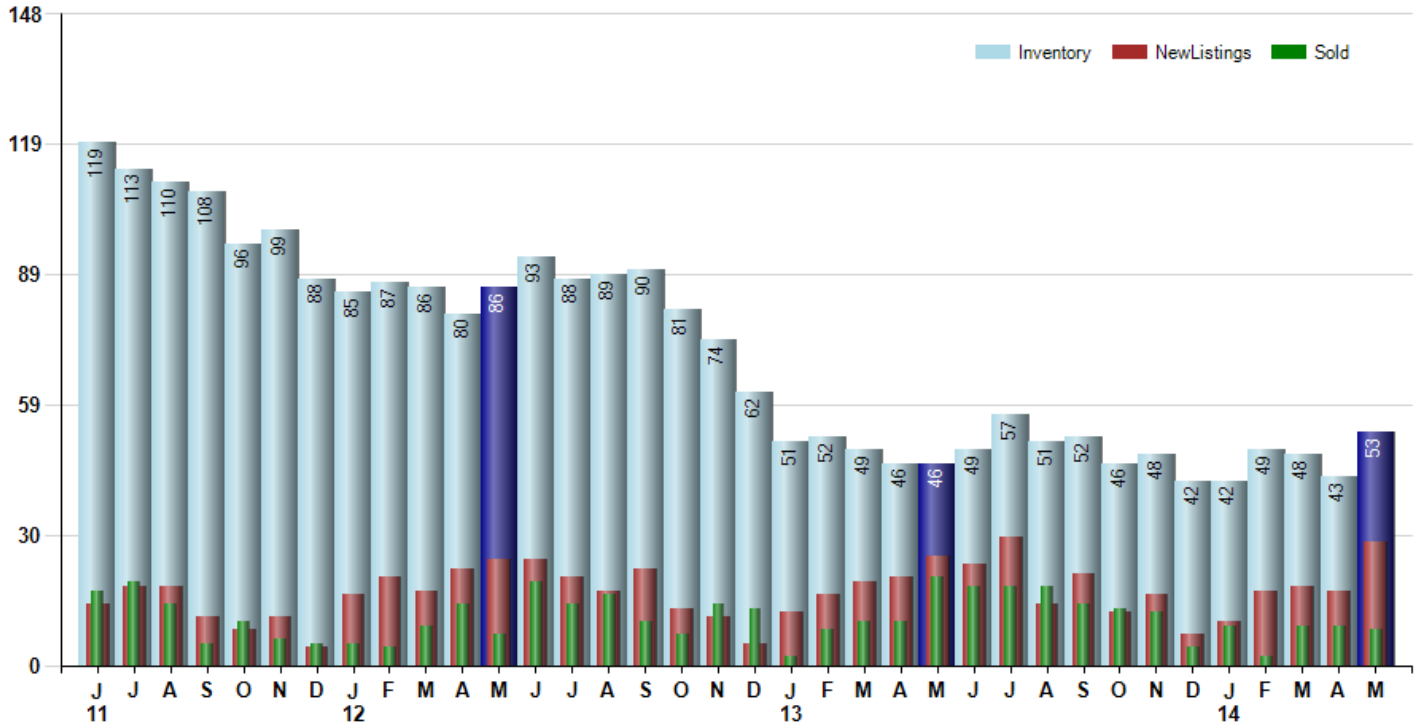
Art.Wilson@cbexchange.com



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

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 May 2014 was 28, up 64.7% from 17 last month and up 12.0% from 25 in May of last year.



© 2014 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 6/1/2011 through 5/31/2014. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



MLS Area: Lincolnshire



ART WILSON
 Broker, Realtor
 847-363-1599
 www.NorthShoreHomesOnline.com
 Art.Wilson@cbexchange.com



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

	J 11	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	F	M	A	M
Homes Sold	17	19	14	5	10	6	5	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	2	9	9	8
3 Mo. Roll Avg			17	13	10	7	7	5	5	6	9	10	13	13	16	13	11	10	11	10	8	7	9	13	16	19	18	17	15	13	10	8	5	7	7	9

	(000's) J 11	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	F	M	A	M
Median Sale Price	455	430	269	330	320	441	315	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	550	390	393	465
3 Mo. Roll Avg			385	343	306	364	359	393	350	370	354	403	435	506	497	432	325	317	355	409	417	419	410	390	410	439	471	511	496	488	453	481	516	488	444	416

	J 11	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	F	M	A	M
Inventory	119	113	110	108	96	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	42	42	49	48	43	53
MSI	7	6	8	22	10	17	18	17	22	10	6	12	5	6	6	9	12	5	5	26	7	5	5	2	3	3	3	4	4	4	11	5	25	5	5	7

	J 11	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	F	M	A	M
Days On Market	134	182	90	62	208	84	61	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	77	68	39	47
3 Mo. Roll Avg			135	111	120	118	118	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	57	70	61	51

	J 11	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	F	M	A	M
Price per Sq Ft	168	159	131	149	121	141	123	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	174	167	168	180
3 Mo. Roll Avg			153	146	134	137	128	134	134	135	140	153	171	184	180	172	159	155	157	163	161	155	151	153	161	166	174	183	181	176	177	179	181	172	170	172

	J 11	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	F	M	A	M
Sale to List Price	0.925	0.915	0.925	0.914	0.896	0.921	0.964	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	0.986	0.974	1.026	0.957
3 Mo. Roll Avg			0.922	0.918	0.912	0.910	0.927	0.911	0.921	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	0.971	0.975	0.995	0.986

	J 11	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	F	M	A	M
New Listings	14	18	18	11	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	17	18	17	28
Inventory	119	113	110	108	96	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	42	42	49	48	43	53
Sales	17	19	14	5	10	6	5	5	4	9	14	7	19	14	16	10	7	14	13	2	8	10	10	20	18	18	14	13	12	4	9	2	9	9	8	

	(000's) J 11	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	F	M	A	M
Avg Sale Price	483	471	378	400	333	393	336	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	550	397	419	491
3 Mo. Roll Avg			444	416	370	375	354	436	412	441	405	456	512	567	571	494	465	459	476	436	439	438	444	428	452	468	486	534	522	525	484	537	556	521	455	436

© 2014 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 6/1/2011 through 5/31/2014. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.

