

## MLS Area: Lincolnshire



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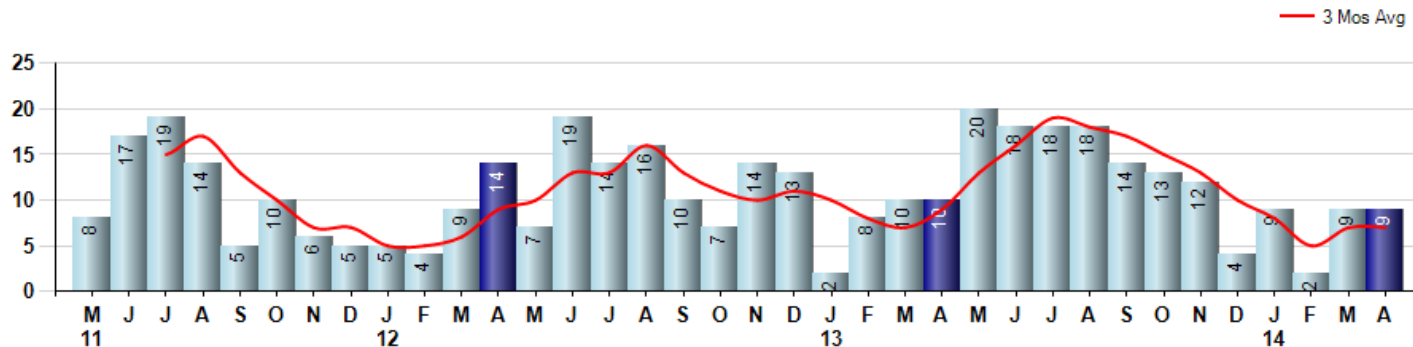
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$622,000	↑		↑				
Average List Price of all Current Listings	\$687,450	↑		↑				
April Median Sales Price	\$393,000	↔	↓	↓	↓	\$465,000	↑	↑
April Average Sales Price	\$419,444	↑	↓	↓	↓	\$482,736	↑	↓
Total Properties Currently for Sale (Inventory)	42	↓		↓				
April Number of Properties Sold	9	↔		↓		29	↓	
April Average Days on Market (Solds)	39	↓	↓	↓	↓	59	↓	↓
April Month's Supply of Inventory	4.7	↓	↓	↑	↓	9.8	↓	↑
April Sale Price vs List Price Ratio	102.6%	↑	↑	↑	↑	97.6%	↑	↑

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

### Property Sales

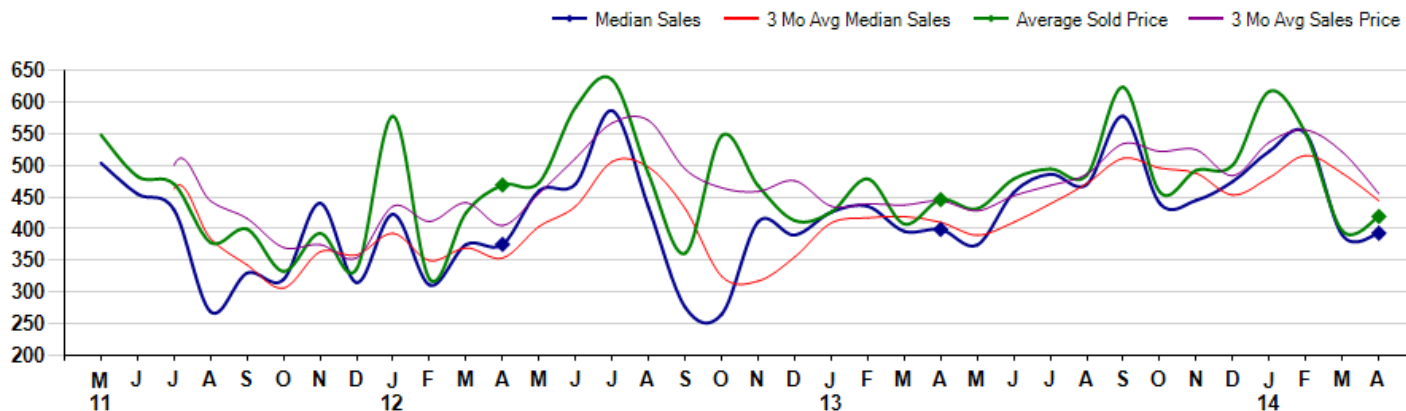
April Property sales were 9, down -10.0% from 10 in April of 2013 and equal to 0.0% 9 sales last month. April 2014 sales were at their lowest level compared to April of 2013 and 2012. April YTD sales of 29 are running -3.3% behind last year's year-to-date sales of 30.



### Prices

The Median Sales Price in April was \$393,000, down -1.5% from \$399,000 in April of 2013 and up 0.8% from \$390,000 last month. The Average Sales Price in April was \$419,444, down -6.0% from \$446,050 in April of 2013 and up 5.7% from \$396,750 last month. April 2014 ASP was at the lowest level compared to April of 2013 and 2012.

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



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Based on information from Midwest Real Estate Data LLC for the period 5/1/2011 through 4/30/2014. 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.



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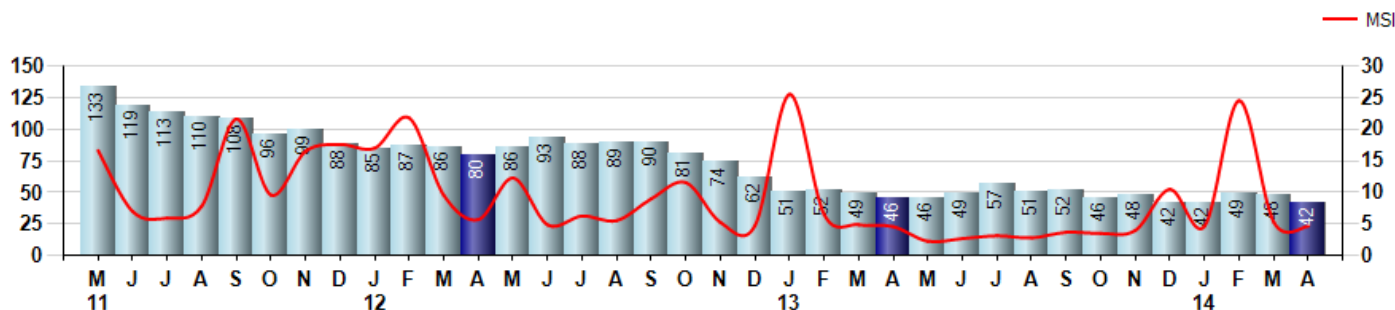
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### Inventory & MSI

The Total Inventory of Properties available for sale as of April was 42, down -12.5% from 48 last month and down -8.7% from 46 in April of last year. April 2014 Inventory was at the lowest level compared to April of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2014 MSI of 4.7 months was at a mid range compared with April of 2013 and 2012.

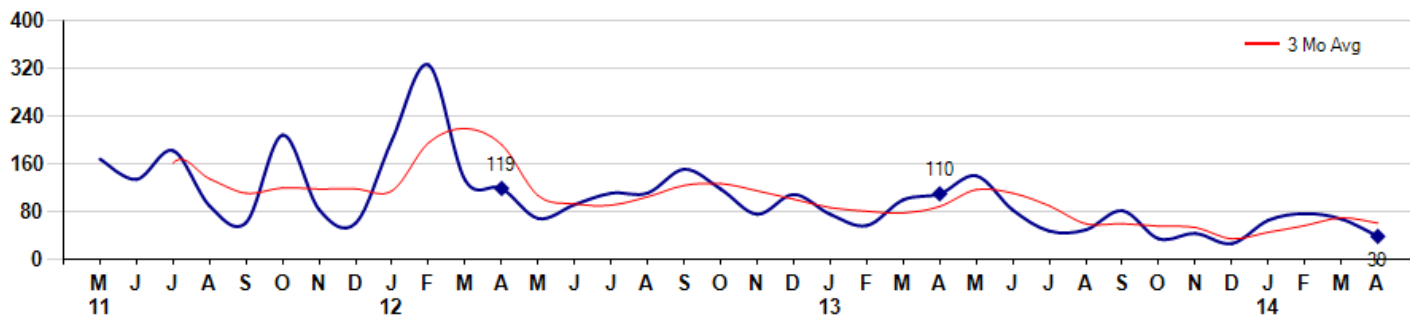
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 April was 39, down -42.6% from 68 days last month and down -64.5% from 110 days in April of last year. The April 2014 DOM was at its lowest level compared with April of 2013 and 2012.

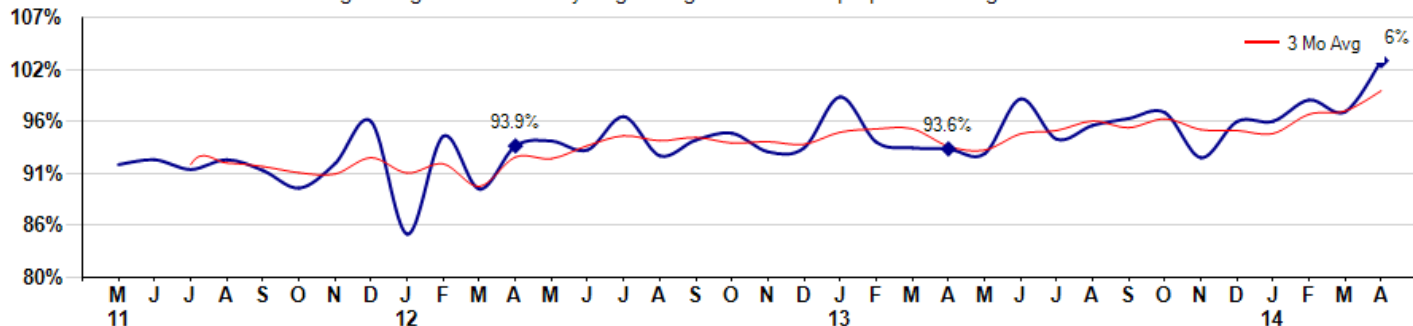
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 April 2014 Selling Price vs List Price of 102.6% was up from 97.4% last month and up from 93.6% in April of last year.

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



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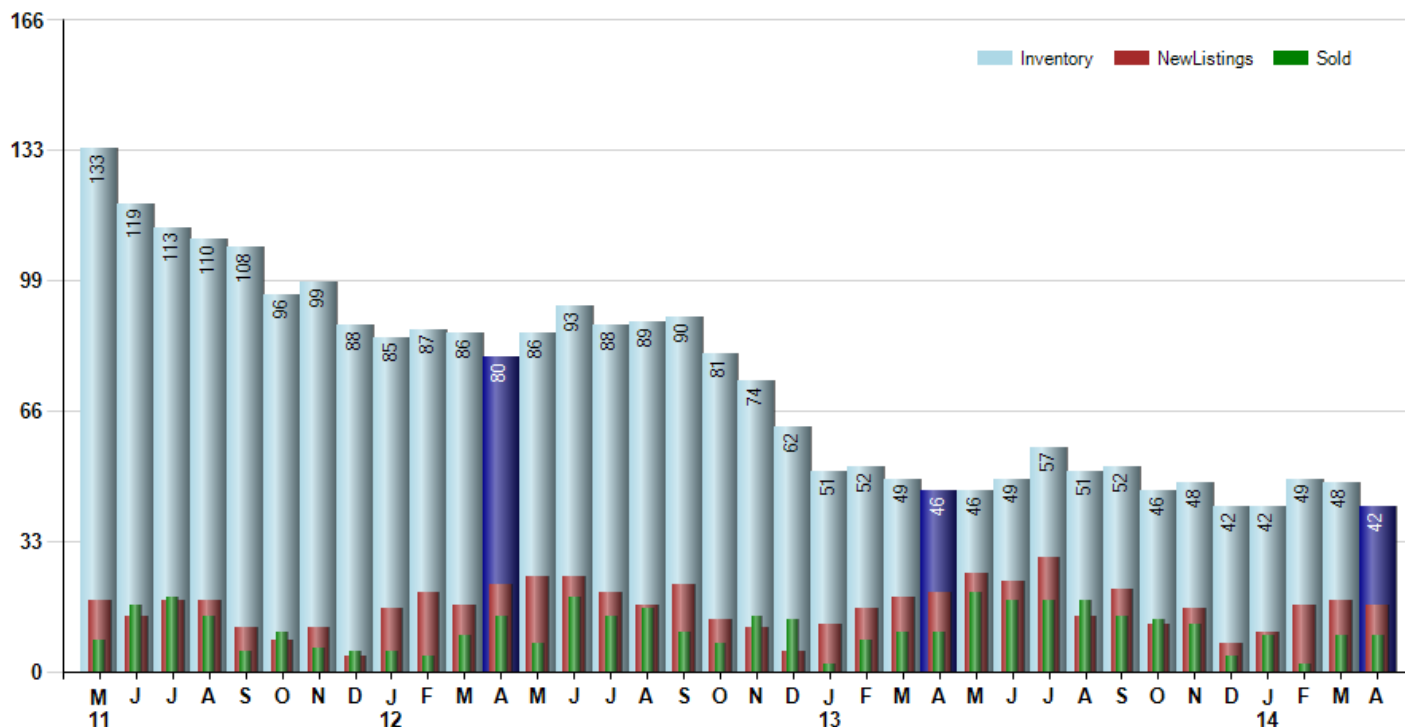
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### Inventory / New Listings / Sales

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 April 2014 was 17, down -5.6% from 18 last month and down -15.0% from 20 in April of last year.



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	M 11	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	F	M	A
Homes Sold	8	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
3 Mo. Roll Avg			15	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

	(000's) M 11	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	F	M	A
Median Sale Price	504	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
3 Mo. Roll Avg			463	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

	M 11	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	F	M	A
Inventory	133	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	42
MSI	17	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

	M 11	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	F	M	A
Days On Market	168	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
3 Mo. Roll Avg			161	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

	M 11	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	F	M	A
Price per Sq Ft	174	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
3 Mo. Roll Avg			167	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

	M 11	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	F	M	A
Sale to List Price	0.920	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
3 Mo. Roll Avg			0.920	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

	M 11	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	F	M	A
New Listings	18	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
Inventory	133	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	42
Sales	8	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

	(000's) M 11	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	F	M	A
Avg Sale Price	548	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
3 Mo. Roll Avg			501	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

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