

## MLS Area: Lincolnshire



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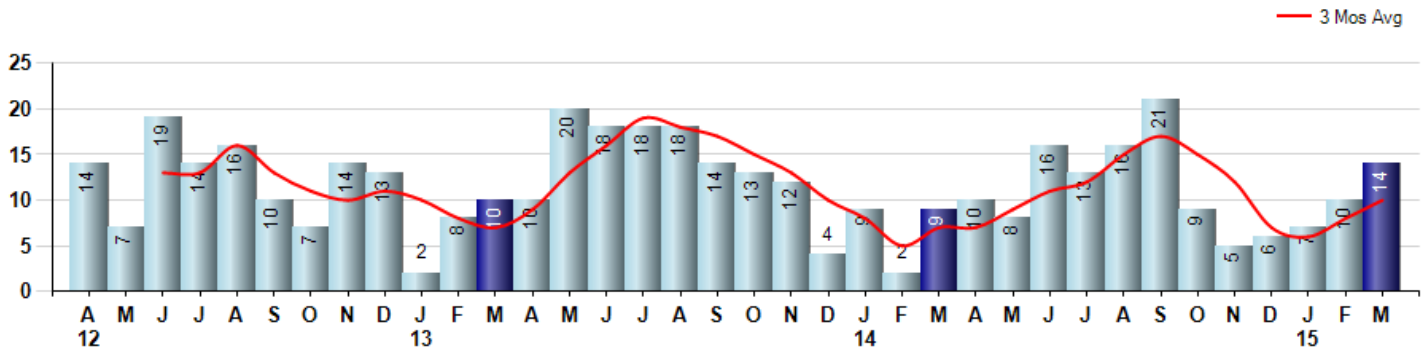
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$609,000	↑		↑				
Average List Price of all Current Listings	\$655,006	↑		↑				
March Median Sales Price	\$410,000	↓	↓	↑	↓	\$455,000	↓	↓
March Average Sales Price	\$520,893	→	↓	↑	↑	\$535,955	↑	↑
Total Properties Currently for Sale (Inventory)	52	↓		↑				
March Number of Properties Sold	14	↑		↑		31	↑	
March Average Days on Market (Solds)	76	↓	↓	↑	↑	95	↑	↑
March Month's Supply of Inventory	3.7	↓	↓	↓	↓	5.5	↓	↓
March Sale Price vs List Price Ratio	94.6%	↓	↓	↓	↓	94.5%	↓	↓

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

### Property Sales

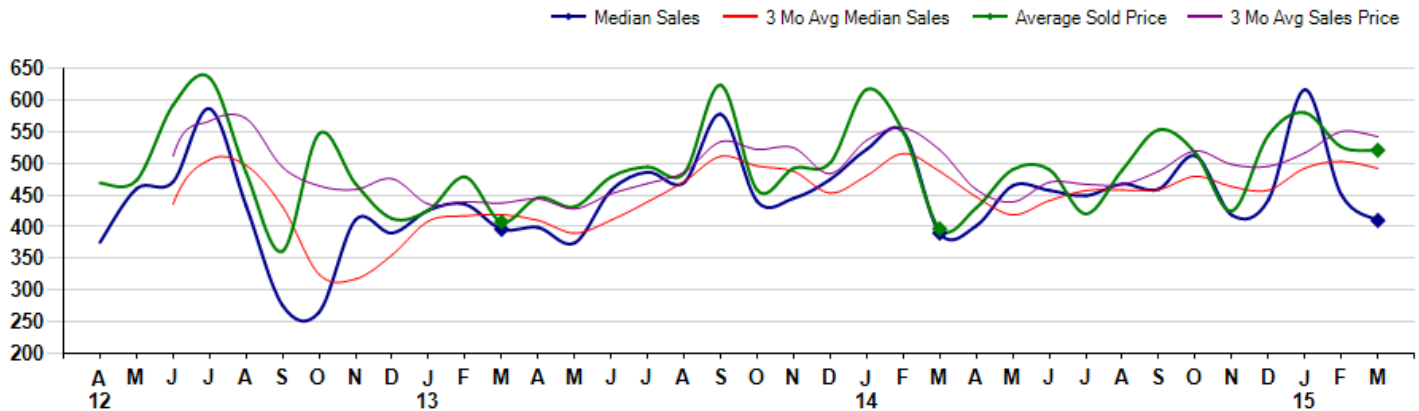
March Property sales were 14, up 55.6% from 9 in March of 2014 and 40.0% higher than the 10 sales last month. March 2015 sales were at their highest level compared to March of 2014 and 2013. March YTD sales of 31 are running 55.0% ahead of last year's year-to-date sales of 20.



### Prices

The Median Sales Price in March was \$410,000, up 5.1% from \$390,000 in March of 2014 and down -9.0% from \$450,500 last month. The Average Sales Price in March was \$520,893, up 31.3% from \$396,750 in March of 2014 and down -1.0% from \$526,050 last month. March 2015 ASP was at highest level compared to March of 2014 and 2013.

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



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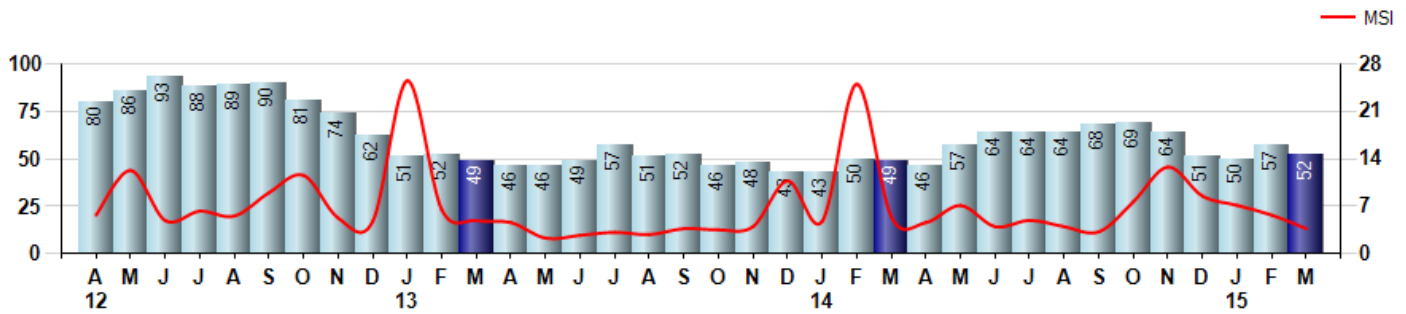
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### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 52, down -8.8% from 57 last month and up 6.1% from 49 in March of last year. March 2015 Inventory was at highest level compared to March of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2015 MSI of 3.7 months was at its lowest level compared with March of 2014 and 2013.

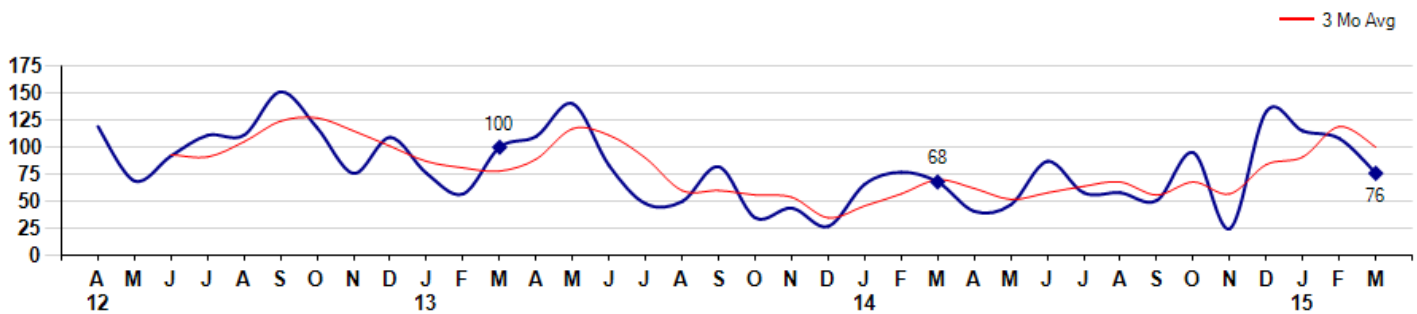
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 March was 76, down -29.6% from 108 days last month and up 11.8% from 68 days in March of last year. The March 2015 DOM was at a mid range compared with March of 2014 and 2013.

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



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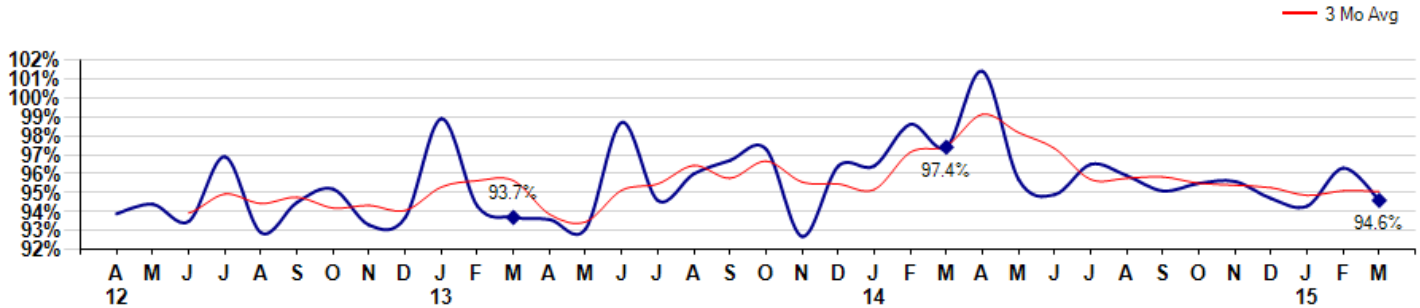


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### Selling Price vs Listing Price

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 March 2015 Selling Price vs List Price of 94.6% was down from 96.3% last month and down from 97.4% in March of last year.

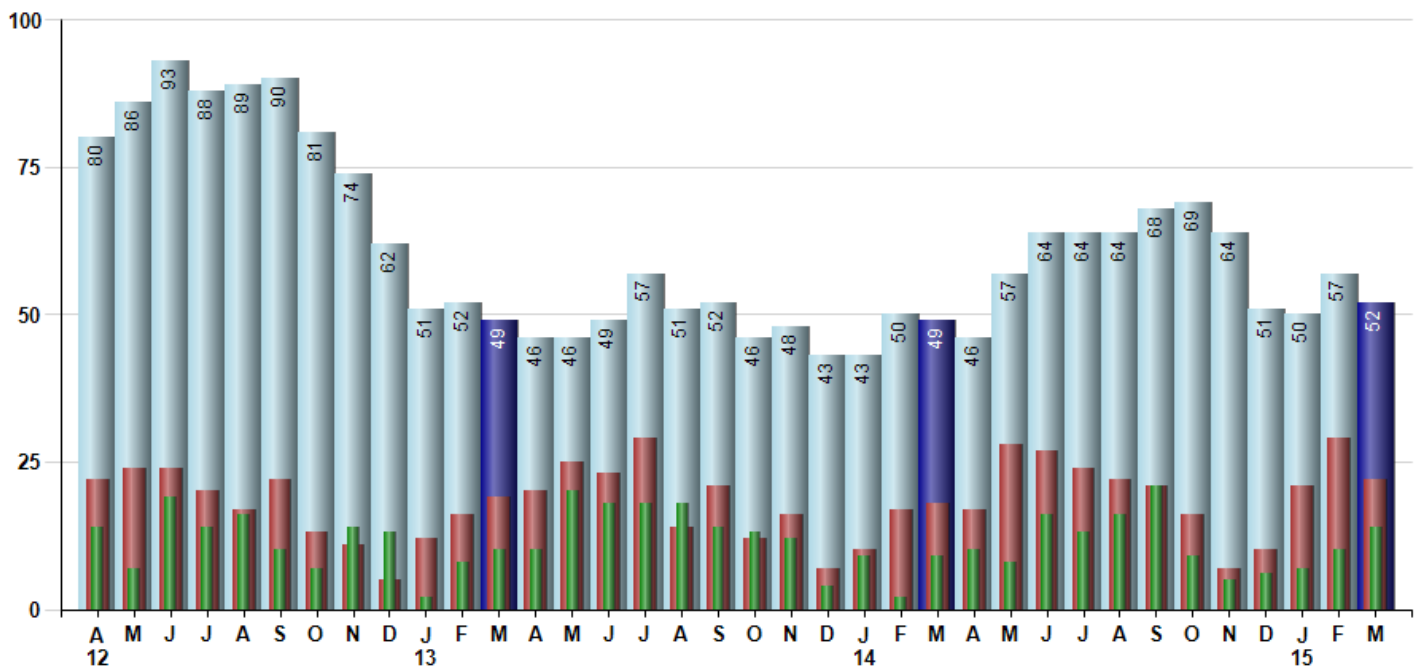
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 March 2015 was 22, down -24.1% from 29 last month and up 22.2% from 18 in March of last year.

Inventory New Listings Sold



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# MARKET ACTION REPORT

March 2015

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	A 12	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	J	J	A	S	O	N	D	J 15	F	M
Homes Sold	14	7	19	14	16	10	7	14	13	2	8	10	10	20	18	18	18	14	13	12	4	9	2	9	10	8	16	13	16	21	9	5	6	7	10	14
3 Mo. Roll Avg			13	13	16	13	11	10	11	10	8	7	9	13	16	19	18	17	15	13	10	8	5	7	7	9	11	12	15	17	15	12	7	6	8	10

	(000's) A 12	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	J	J	A	S	O	N	D	J 15	F	M
Median Sale Price	375	460	471	587	434	276	265	411	390	426	436	396	399	375	458	486	470	578	440	445	475	523	550	390	402	465	458	449	468	460	512	419	443	617	451	410
3 Mo. Roll Avg			435	506	497	432	325	317	355	409	417	419	410	390	410	439	471	511	496	488	453	481	516	488	447	419	441	457	458	459	480	463	458	493	503	492

	A 12	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	J	J	A	S	O	N	D	J 15	F	M
Inventory	80	86	93	88	89	90	81	74	62	51	52	49	46	46	49	57	51	52	46	48	43	43	50	49	46	57	64	64	64	68	69	64	51	50	57	52
MSI	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	4	5	4	3	8	13	9	7	6	4

	A 12	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	J	J	A	S	O	N	D	J 15	F	M
Days On Market	119	69	92	111	111	151	118	76	109	76	57	100	110	140	83	48	50	82	35	44	27	66	77	68	41	47	87	58	58	51	95	25	133	115	108	76
3 Mo. Roll Avg			93	91	105	124	127	115	101	87	81	78	89	117	111	90	60	60	56	54	35	46	57	70	62	52	58	64	68	56	68	57	84	91	119	100

	A 12	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	J	J	A	S	O	N	D	J 15	F	M
Price per Sq Ft	153	182	177	192	171	152	154	160	158	171	153	141	159	158	165	174	184	190	170	167	193	176	174	167	174	180	174	162	187	198	186	164	179	185	197	178
3 Mo. Roll Avg			171	184	180	172	159	155	157	163	161	155	151	153	161	166	174	183	181	176	177	179	181	172	172	174	176	172	174	182	190	183	176	176	187	187

	A 12	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	J	J	A	S	O	N	D	J 15	F	M
Sale to List Price	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	1.014	0.957	0.949	0.965	0.959	0.951	0.955	0.956	0.947	0.943	0.963	0.946
3 Mo. Roll Avg			0.939	0.949	0.944	0.948	0.942	0.943	0.941	0.953	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	0.991	0.982	0.973	0.957	0.958	0.958	0.955	0.954	0.953	0.949	0.951	0.951	

	A 12	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	J	J	A	S	O	N	D	J 15	F	M
New Listings	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	27	24	22	21	16	7	10	21	29	22
Inventory	80	86	93	88	89	90	81	74	62	51	52	49	46	46	49	57	51	52	46	48	43	43	50	49	46	57	64	64	64	68	69	64	51	50	57	52
Sales	14	7	19	14	16	10	7	14	13	2	8	10	10	20	18	18	18	14	13	12	4	9	2	9	10	8	16	13	16	21	9	5	6	7	10	14

	(000's) A 12	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	J	J	A	S	O	N	D	J 15	F	M
Avg Sale Price	469	473	592	635	486	361	547	468	413	426	479	408	446	432	479	495	485	624	458	492	501	617	550	397	430	491	490	420	490	553	517	425	544	580	526	521
3 Mo. Roll Avg			512	567	571	494	465	459	476	436	439	438	444	428	452	468	486	534	522	525	484	537	556	521	459	439	470	467	467	488	520	498	495	517	550	542

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