

## MLS Area: Lincolnshire



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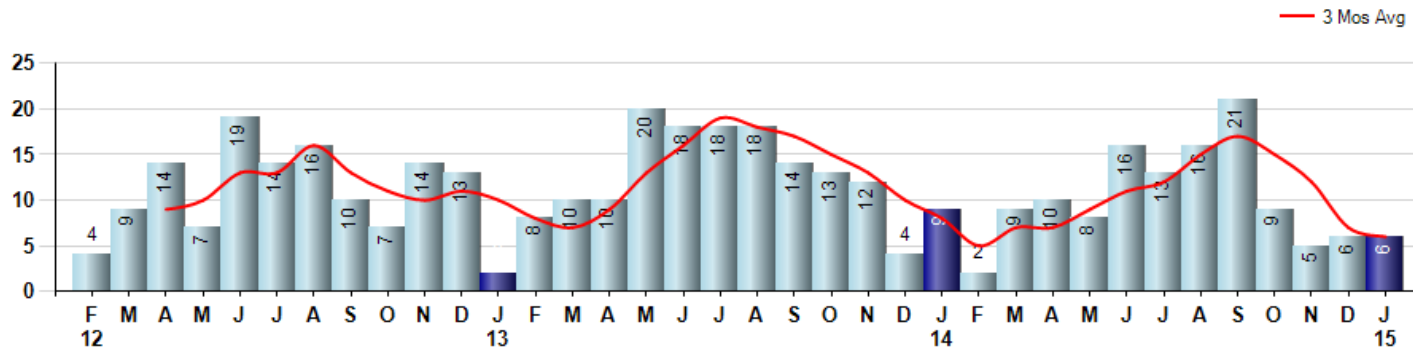
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview                | Month     | Trending Versus*: |     |     |    | YTD       | Trending Versus*: |           |
|---|-----------|-------------------|-----|-----|----|-----------|-------------------|-----------|
|   |           | LM                | L3M | PYM | LY |           | PriorYTD          | PriorYear |
| Median List Price of all Current Listings       | \$532,000 | ↓                 |     | ↑   |    |           |                   |           |
| Average List Price of all Current Listings      | \$633,442 | ↓                 |     | ↑   |    |           |                   |           |
| January Median Sales Price                      | \$553,300 | ↑                 | ↑   | ↑   | ↑  | \$553,300 | ↑                 | ↑         |
| January Average Sales Price                     | \$540,433 | ↔                 | ↑   | ↓   | ↑  | \$540,433 | ↓                 | ↑         |
| Total Properties Currently for Sale (Inventory) | 48        | ↓                 |     | ↑   |    |           |                   |           |
| January Number of Properties Sold               | 6         | ↔                 |     | ↓   |    | 6         | ↔                 |           |
| January Average Days on Market (Solds)          | 65        | ↓                 | ↓   | ↓   | ↔  | 65        | ↓                 | ↔         |
| January Month's Supply of Inventory             | 8.0       | ↓                 | ↓   | ↑   | ↑  | 8.0       | ↑                 | ↑         |
| January Sale Price vs List Price Ratio          | 94.0%     | ↓                 | ↓   | ↓   | ↓  | 94.2%     | ↓                 | ↓         |

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

### Property Sales

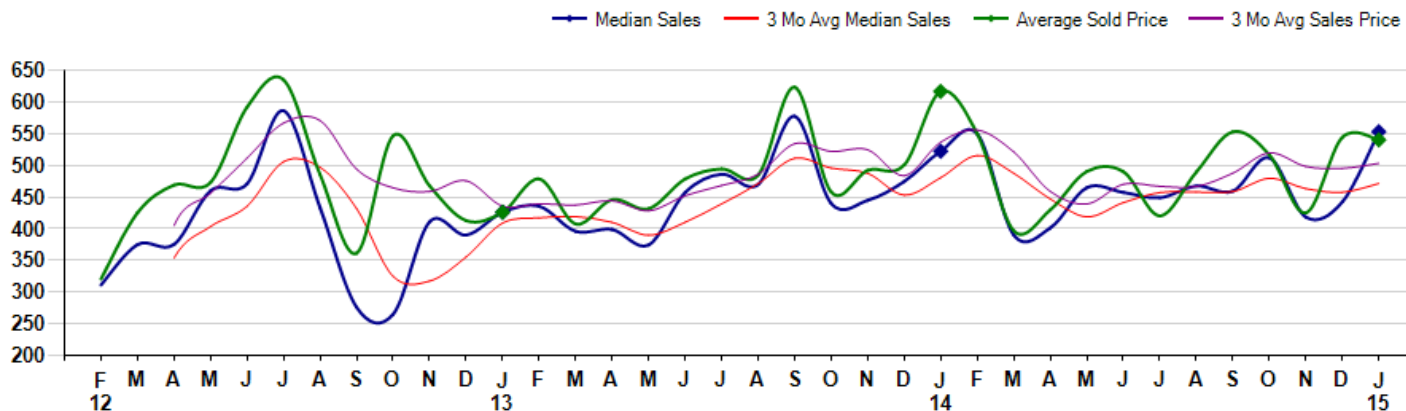
January Property sales were 6, down -33.3% from 9 in January of 2014 and equal to 0.0% 6 sales last month. January 2015 sales were at a mid level compared to January of 2014 and 2013. January YTD sales of 6 are running -33.3% behind last year's year-to-date sales of 9.



### Prices

The Median Sales Price in January was \$553,300, up 5.9% from \$522,500 in January of 2014 and up 25.0% from \$442,500 last month. The Average Sales Price in January was \$540,433, down -12.4% from \$617,067 in January of 2014 and down -0.7% from \$544,458 last month. January 2015 ASP was at a mid range compared to January of 2014 and 2013.

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



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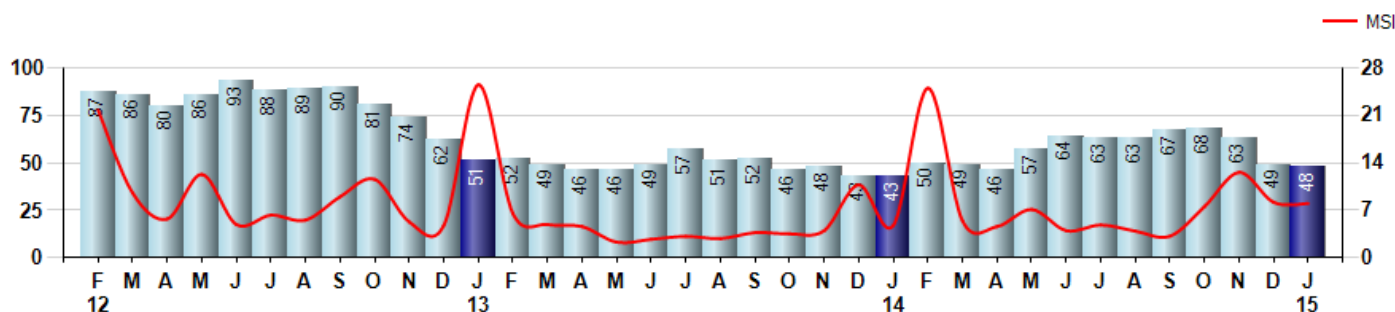
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

### Inventory & MSI

The Total Inventory of Properties available for sale as of January was 48, down -2.0% from 49 last month and up 11.6% from 43 in January of last year. January 2015 Inventory was at a mid range compared to January of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2015 MSI of 8.0 months was at a mid range compared with January of 2014 and 2013.

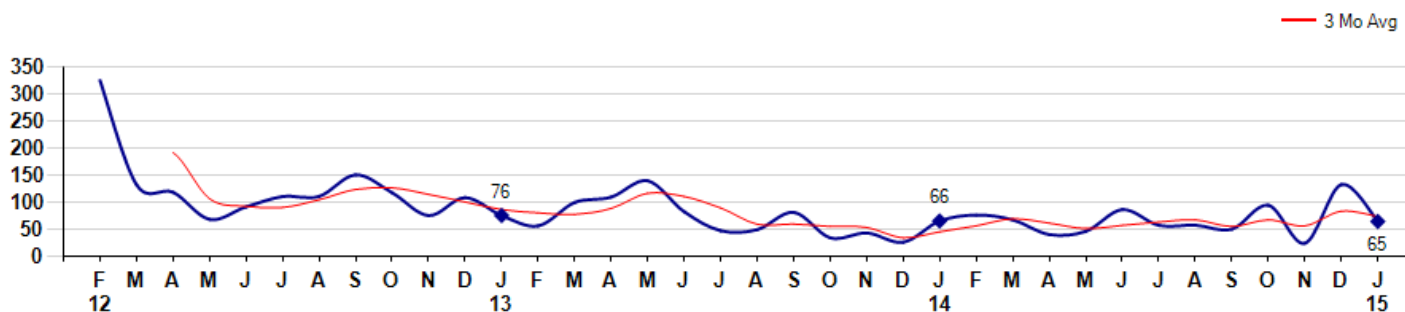
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 January was 65, down -51.1% from 133 days last month and down -1.5% from 66 days in January of last year. The January 2015 DOM was at its lowest level compared with January of 2014 and 2013.

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



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Based on information from Midwest Real Estate Data LLC for the period 2/1/2012 through 1/31/2015. 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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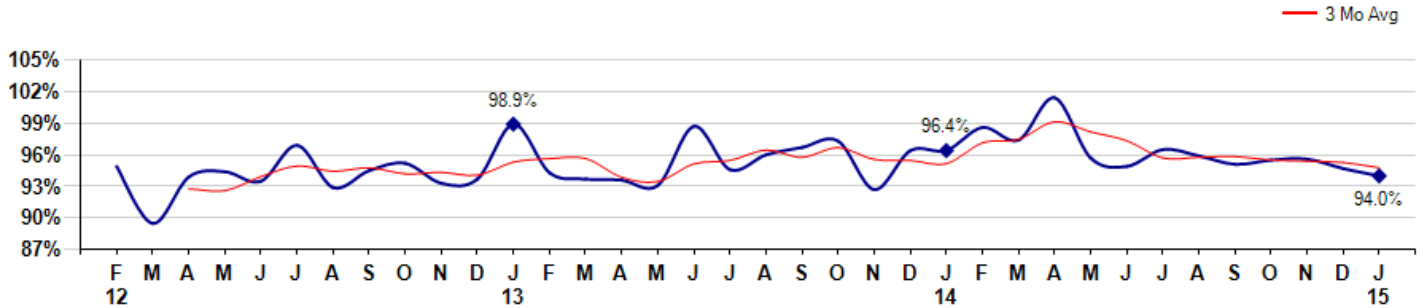


Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

### 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 2015 Selling Price vs List Price of 94.0% was down from 94.7% last month and down from 96.4% in January of last year.

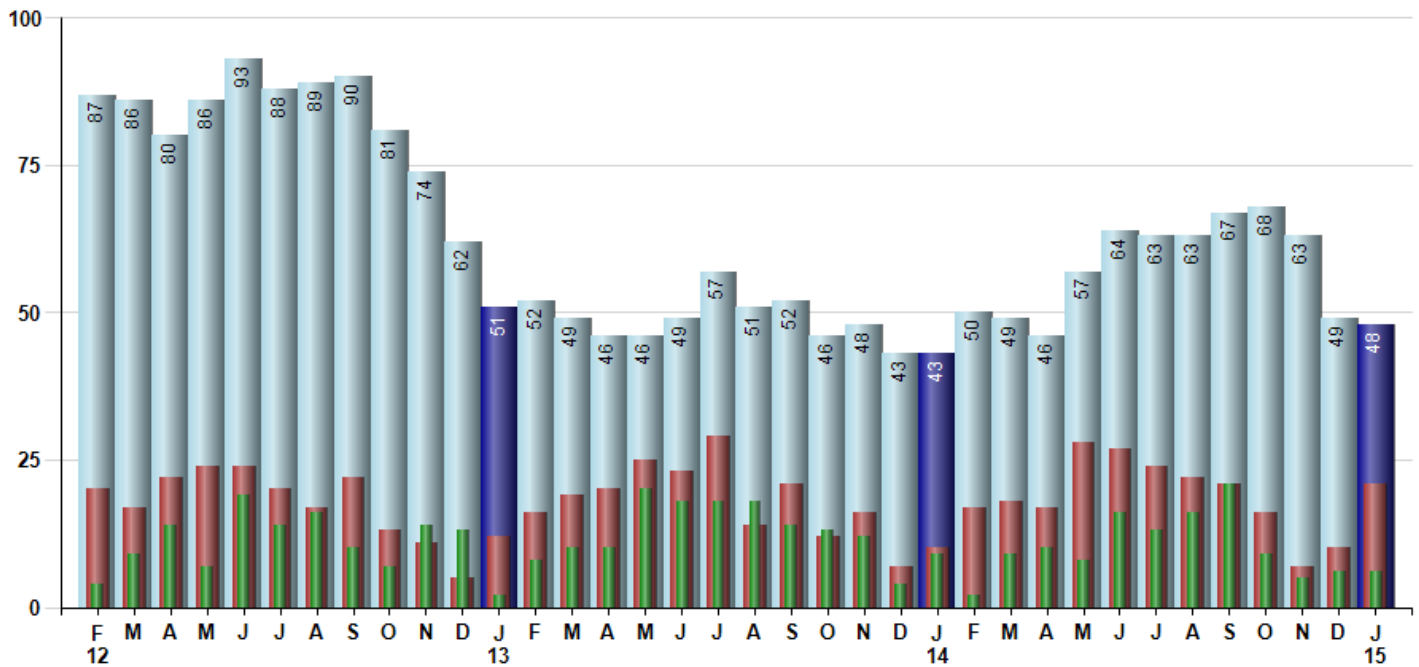
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 January 2015 was 21, up 110.0% from 10 last month and up 110.0% from 10 in January of last year.

Inventory (light blue), New Listings (red), Sold (green)



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|                | F 12 | 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 | J  | J  | A  | S  | O  | N  | D | J 15 |
|----------------|------|---|----|----|----|----|----|----|----|----|----|------|---|----|----|----|----|----|----|----|----|----|----|------|---|---|----|---|----|----|----|----|----|----|---|------|
| Homes Sold     | 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 | 10 | 8 | 16 | 13 | 16 | 21 | 9  | 5  | 6 | 6    |
| 3 Mo. Roll Avg |      |   | 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 | 11 | 12 | 15 | 17 | 15 | 12 | 7 | 6    |

| (000's)           | F 12 | 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   | J   | J   | A   | S   | O   | N   | D   | J 15 |
|-------------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|
| Median Sale Price | 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 | 402 | 465 | 458 | 449 | 468 | 460 | 512 | 419 | 443 | 553  |
| 3 Mo. Roll Avg    |      |     | 354 | 403 | 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 | 471  |

|           | F 12 | 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  | J  | J  | A  | S  | O  | N  | D  | J 15 |
|-----------|------|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|
| Inventory | 87   | 86 | 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 | 63 | 63 | 67 | 68 | 63 | 49 | 48   |
| MSI       | 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  | 4  | 5  | 4  | 3  | 8  | 13 | 8  | 8    |

|                | F 12 | 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  | J  | J  | A  | S  | O  | N  | D   | J 15 |
|----------------|------|-----|-----|-----|----|-----|-----|-----|-----|-----|-----|------|----|-----|-----|-----|-----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|-----|------|
| Days On Market | 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 | 41 | 47 | 87 | 58 | 58 | 51 | 95 | 25 | 133 | 65   |
| 3 Mo. Roll Avg |      |     | 192 | 107 | 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  | 74   |

|                 | F 12 | 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   | J   | J   | A   | S   | O   | N   | D   | J 15 |
|-----------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|
| Price per Sq Ft | 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 | 174 | 180 | 174 | 162 | 187 | 198 | 186 | 164 | 179 | 174  |
| 3 Mo. Roll Avg  |      |     | 140 | 153 | 171 | 184 | 180 | 172 | 159 | 155 | 157 | 163  | 161 | 155 | 151 | 153 | 161 | 166 | 174 | 183 | 181 | 176 | 177 | 179  | 181 | 172 | 174 | 176 | 172 | 174 | 182 | 190 | 183 | 176 | 172 |      |

|                    | F 12  | 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     | J     | J     | A     | S     | O     | N     | D     | J 15  |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 1.014 | 0.957 | 0.949 | 0.965 | 0.959 | 0.951 | 0.955 | 0.956 | 0.947 | 0.940 |
| 3 Mo. Roll Avg     |       |       | 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 | 0.991 | 0.982 | 0.973 | 0.957 | 0.958 | 0.958 | 0.955 | 0.954 | 0.953 | 0.948 |

|              | F 12 | 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  | J  | J  | A  | S  | O  | N  | D  | J 15 |
|--------------|------|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|
| New Listings | 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 | 27 | 24 | 22 | 21 | 16 | 7  | 10 | 21   |
| Inventory    | 87   | 86 | 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 | 63 | 63 | 67 | 68 | 63 | 49 | 48   |
| Sales        | 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  | 10 | 8  | 16 | 13 | 16 | 21 | 9  | 5  | 6  | 6    |

| (000's)        | F 12 | 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   | J   | J   | A   | S   | O   | N   | D   | J 15 |
|----------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|
| Avg Sale Price | 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 | 430 | 491 | 490 | 420 | 490 | 553 | 517 | 425 | 544 | 540  |
| 3 Mo. Roll Avg |      |     | 405 | 456 | 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 | 503  |

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