

MLS Area: Lincolnshire



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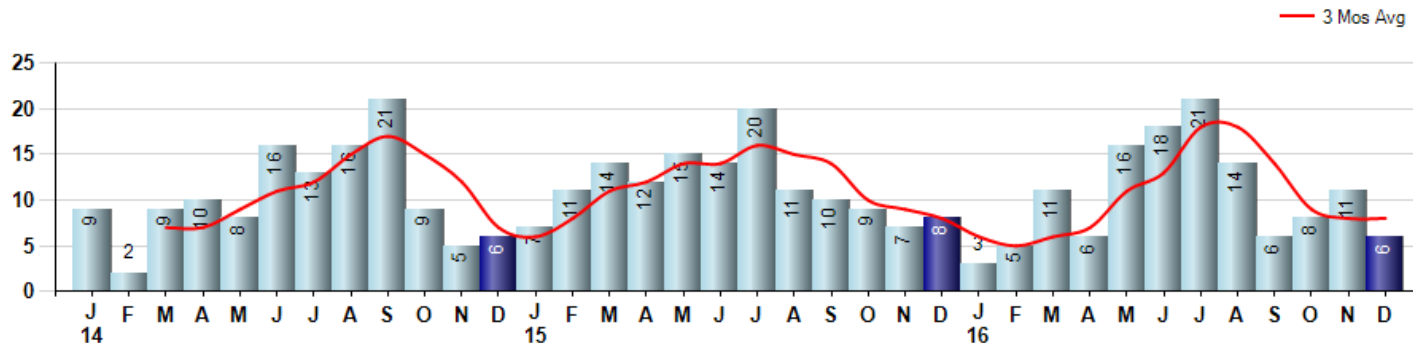
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$524,900	↓		↑				
Average List Price of all Current Listings	\$630,196	↓		↑				
December Median Sales Price	\$366,250	↓	↓	↓	↓	\$478,000	↓	↓
December Average Sales Price	\$334,750	↓	↓	↓	↓	\$509,872	↓	↓
Total Properties Currently for Sale (Inventory)	53	↓		↔				
December Number of Properties Sold	6	↓		↓		125	↓	
December Average Days on Market (Solds)	78	↑	↑	↓	↑	58	↓	↓
December Month's Supply of Inventory	8.8	↑	↑	↑	↑	9.0	↑	↑
December Sale Price vs List Price Ratio	95.1%	↑	↔	↑	↓	95.4%	↔	↔

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

Property Sales

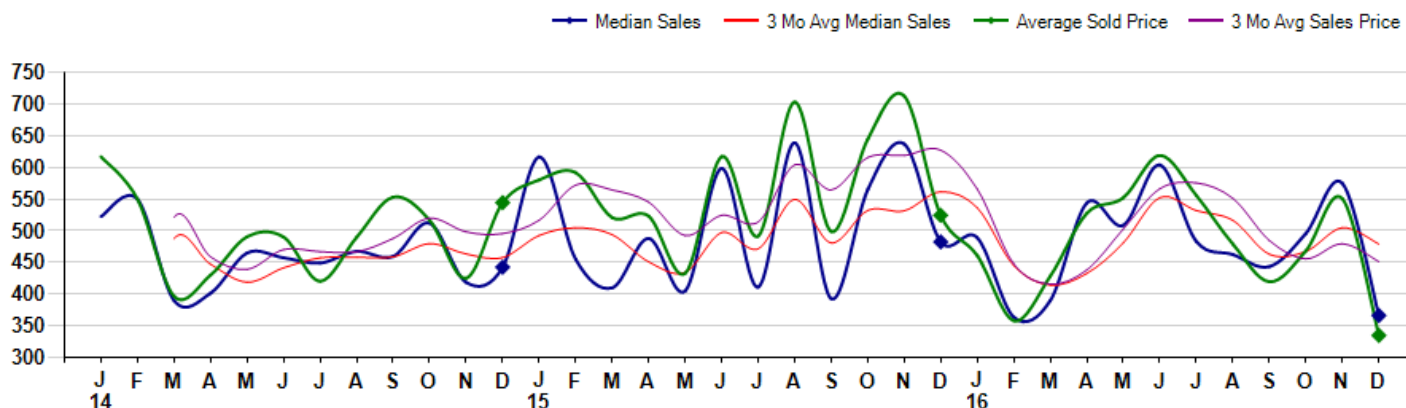
December Property sales were 6, down -25.0% from 8 in December of 2015 and -45.5% lower than the 11 sales last month. December 2016 sales were at their lowest level compared to December of 2015 and 2014. December YTD sales of 125 are running -9.4% behind last year's year-to-date sales of 138.



Prices

The Median Sales Price in December was \$366,250, down -24.1% from \$482,500 in December of 2015 and down -36.3% from \$575,000 last month. The Average Sales Price in December was \$334,750, down -36.2% from \$524,375 in December of 2015 and down -39.2% from \$550,673 last month. December 2016 ASP was at the lowest level compared to December of 2015 and 2014.

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 1/1/2014 through 12/31/2016. 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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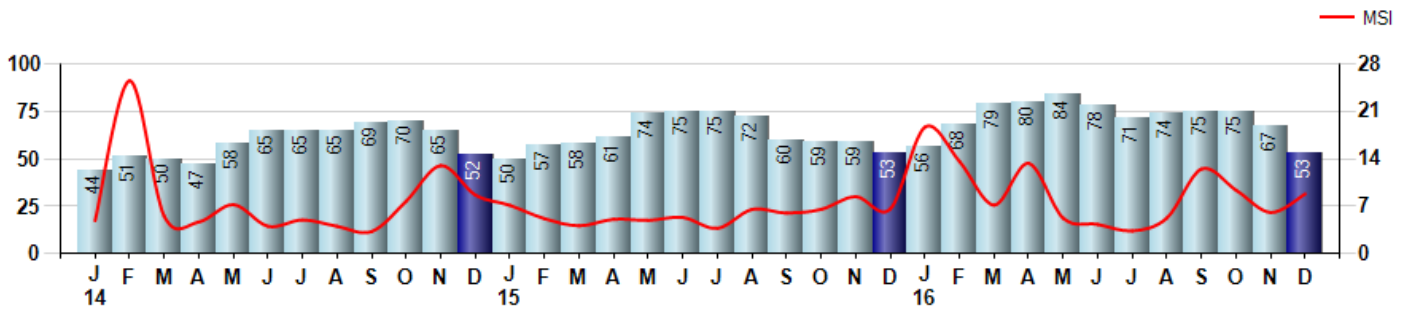
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 53, down -20.9% from 67 last month and equal to 53 in December of last year. December 2016 Inventory was at a mid range compared to December of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2016 MSI of 8.8 months was at its highest level compared with December of 2015 and 2014.

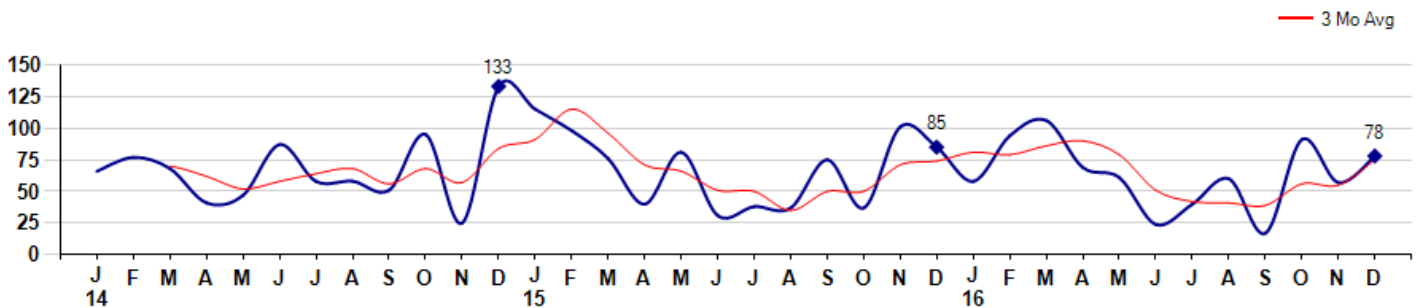
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 78, up 36.8% from 57 days last month and down -8.2% from 85 days in December of last year. The December 2016 DOM was at its lowest level compared with December of 2015 and 2014.

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



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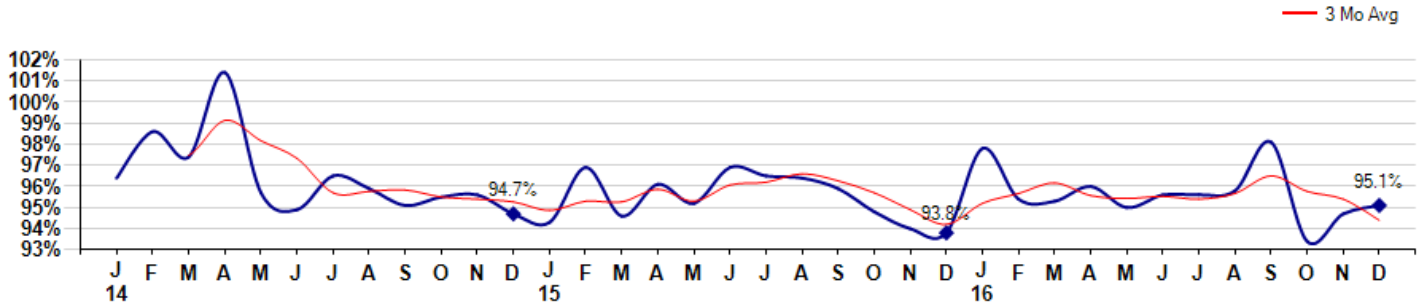


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Selling Price vs Listing Price

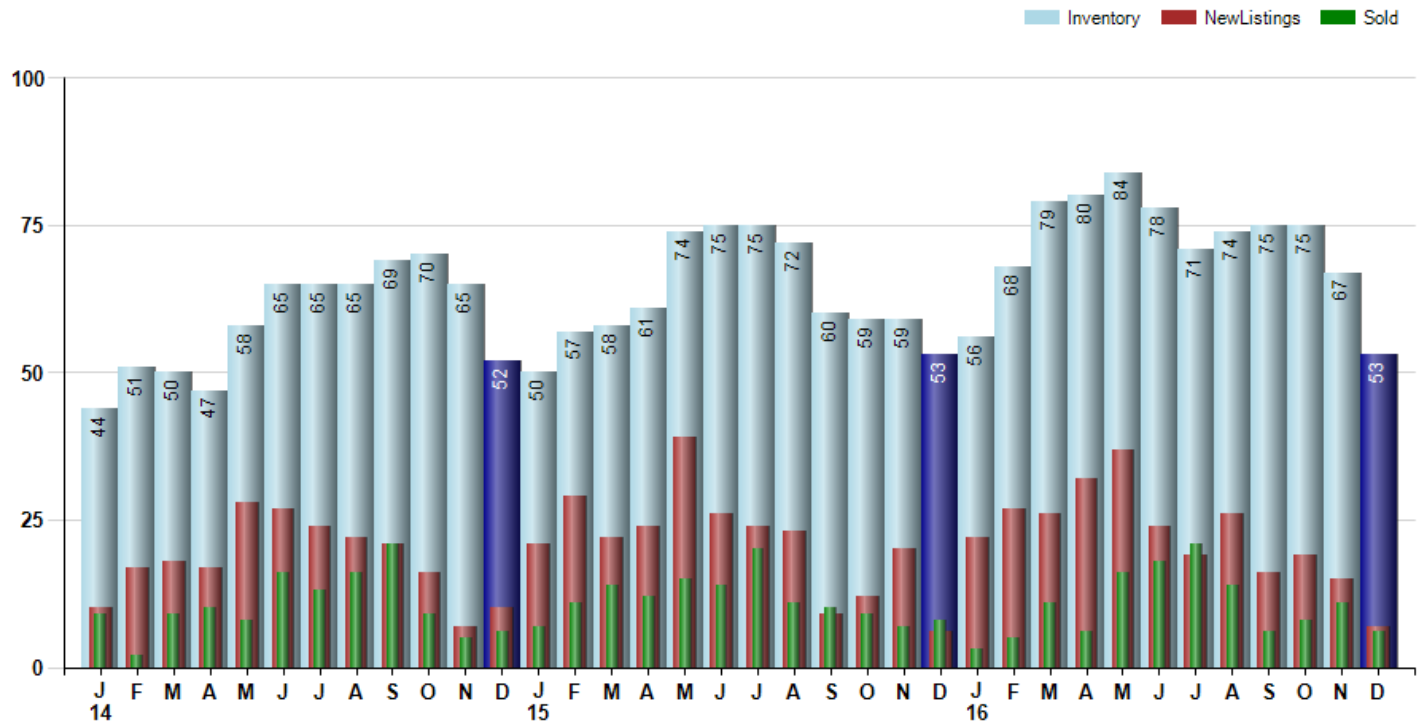
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2016 Selling Price vs List Price of 95.1% was up from 94.7% last month and up from 93.8% 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 2016 was 7, down -53.3% from 15 last month and up 16.7% from 6 in December of last year.



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

(000's)	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	523	550	390	402	465	458	449	468	460	512	419	443	617	455	410	488	405	599	411	639	393	565	637	483	489	364	390	544	509	604	483	463	443	496	575	366
3 Mo. Roll Avg			488	447	419	441	457	458	459	480	463	458	493	505	494	451	434	497	472	549	481	532	532	562	536	445	414	433	481	552	532	517	463	467	505	479

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Inventory	44	51	50	47	58	65	65	65	69	70	65	52	50	57	58	61	74	75	75	72	60	59	59	53	56	68	79	80	84	78	71	74	75	75	67	53
MSI	5	26	6	5	7	4	5	4	3	8	13	9	7	5	4	5	5	5	4	7	6	7	8	7	19	14	7	13	5	4	3	5	13	9	6	9

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Days On Market	66	77	68	41	47	87	58	58	51	95	25	133	115	98	76	40	81	31	38	37	75	37	101	85	58	94	106	69	61	24	40	60	17	91	57	78
3 Mo. Roll Avg			70	62	52	58	64	68	56	68	57	84	91	115	96	71	66	51	50	35	50	50	71	74	81	79	86	90	79	51	42	41	39	56	55	75

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	176	174	167	174	180	174	162	187	198	186	164	179	185	200	178	197	164	207	174	210	171	215	220	187	213	189	170	202	187	206	187	182	184	171	180	148
3 Mo. Roll Avg			172	172	174	176	172	174	182	190	183	176	176	188	188	192	180	189	182	197	185	199	202	207	207	196	191	187	186	198	193	192	184	179	178	166

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	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	0.969	0.946	0.961	0.952	0.969	0.965	0.964	0.959	0.948	0.940	0.938	0.978	0.954	0.953	0.960	0.950	0.956	0.956	0.958	0.981	0.934	0.947	0.951
3 Mo. Roll Avg			0.975	0.991	0.982	0.973	0.957	0.958	0.958	0.955	0.954	0.953	0.949	0.953	0.953	0.953	0.961	0.962	0.966	0.963	0.957	0.949	0.942	0.952	0.957	0.962	0.956	0.954	0.955	0.954	0.957	0.965	0.958	0.954	0.944	

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
New Listings	10	17	18	17	28	27	24	22	21	16	7	10	21	29	22	24	39	26	24	23	9	12	20	6	22	27	26	32	37	24	19	26	16	19	15	7
Inventory	44	51	50	47	58	65	65	65	69	70	65	52	50	57	58	61	74	75	75	72	60	59	59	53	56	68	79	80	84	78	71	74	75	75	67	53
Sales	9	2	9	10	8	16	13	16	21	9	5	6	7	11	14	12	15	14	20	11	10	9	7	8	3	5	11	6	16	18	21	14	6	8	11	6

(000's)	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	617	550	397	430	491	490	420	490	553	517	425	544	580	592	521	523	433	617	492	703	499	645	713	524	461	358	428	528	552	619	556	479	419	468	551	335
3 Mo. Roll Avg			521	459	439	470	467	467	488	520	498	495	517	572	564	545	492	524	514	604	565	616	619	627	566	448	416	438	503	566	576	551	485	456	480	451

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