

MLS Area: Lincolnshire



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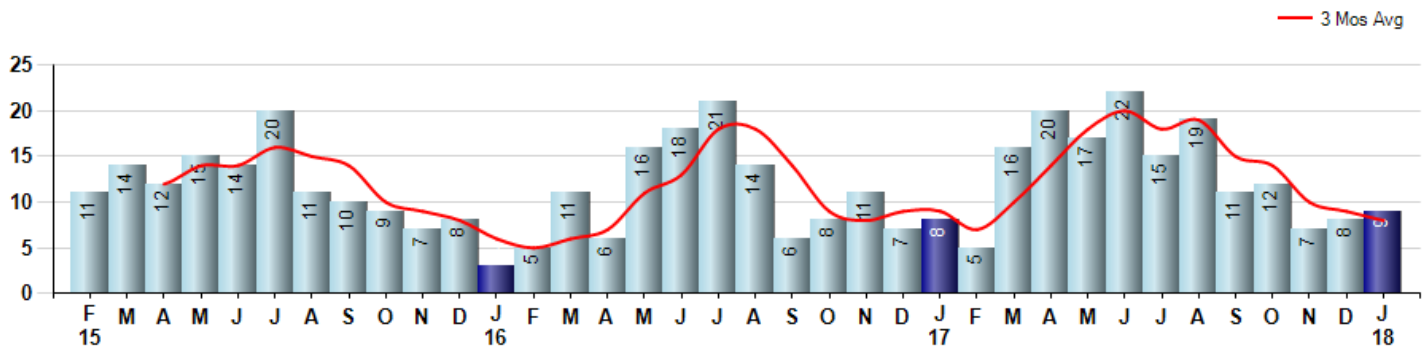
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$525,000	↑		↓				
Average List Price of all Current Listings	\$653,668	↑		↑				
January Median Sales Price	\$430,000	↓	↓	↑	↓	\$430,000	↑	↓
January Average Sales Price	\$418,489	↓	↓	↑	↓	\$418,489	↑	↓
Total Properties Currently for Sale (Inventory)	49	↑		↓				
January Number of Properties Sold	9	↑		↑		9	→	
January Average Days on Market (Solds)	92	↑	→	↑	↑	92	↑	↑
Asking Price per Square Foot (based on New Listings)	\$195	↓	→	↓	↓	\$195	↓	↓
January Sold Price per Square Foot	\$178	↓	↓	↓	↓	\$178	↓	↓
January Month's Supply of Inventory	5.4	↓	↓	↓	↓	5.4	↓	↓
January Sale Price vs List Price Ratio	90.6%	↓	↓	↓	↓	90.6%	↓	↓

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

Property Sales

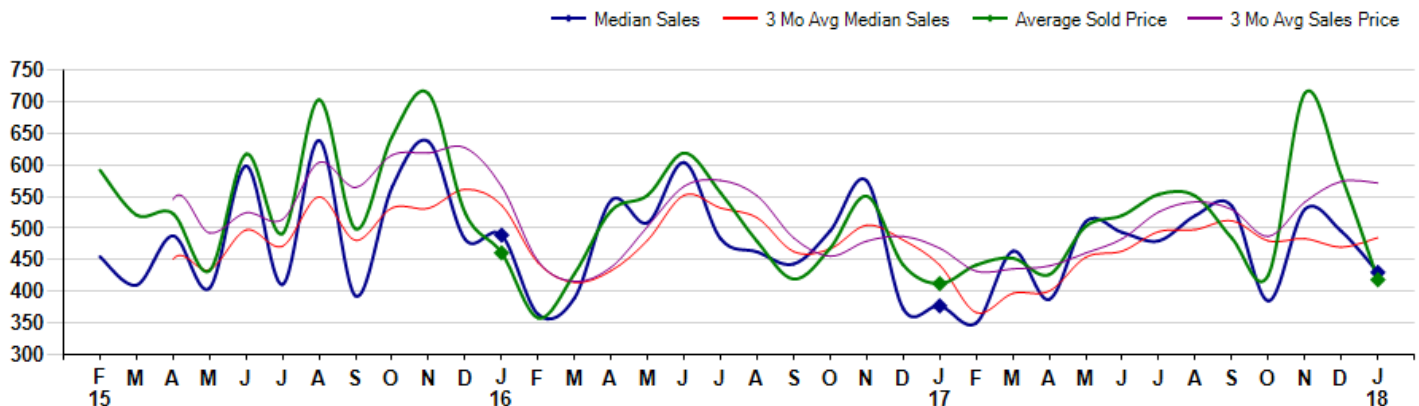
January Property sales were 9, up 12.5% from 8 in January of 2017 and 12.5% higher than the 8 sales last month. January 2018 sales were at their highest level compared to January of 2017 and 2016. January YTD sales of 9 are running 12.5% ahead of last year's year-to-date sales of 8.



Prices

The Median Sales Price in January was \$430,000, up 14.1% from \$377,000 in January of 2017 and down -13.1% from \$495,000 last month. The Average Sales Price in January was \$418,489, up 1.5% from \$412,344 in January of 2017 and down -28.1% from \$582,292 last month. January 2018 ASP was at a mid range compared to January of 2017 and 2016.

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



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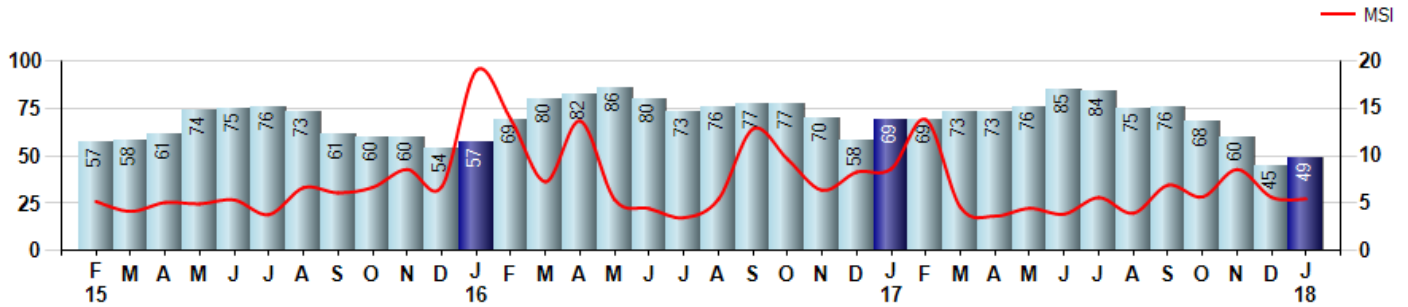
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 49, up 8.9% from 45 last month and down -29.0% from 69 in January of last year. January 2018 Inventory was at the lowest level compared to January of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2018 MSI of 5.4 months was at its lowest level compared with January of 2017 and 2016.

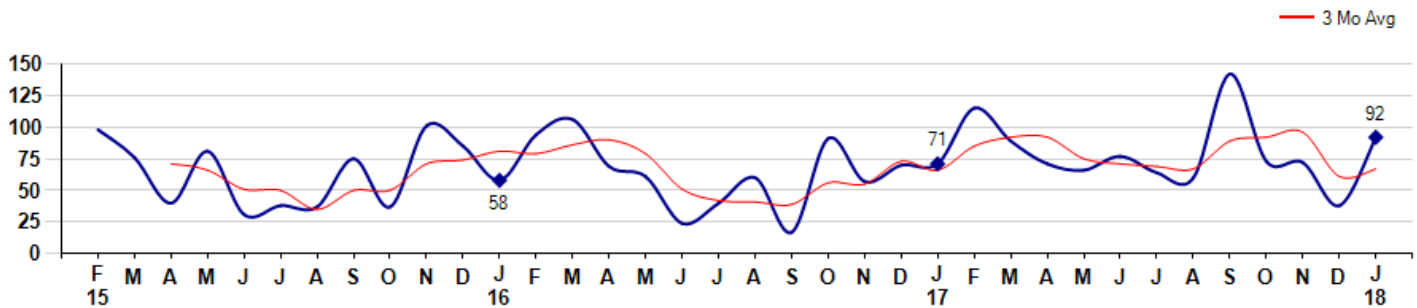
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 92, up 142.1% from 38 days last month and up 29.6% from 71 days in January of last year. The January 2018 DOM was at its highest level compared with January of 2017 and 2016.

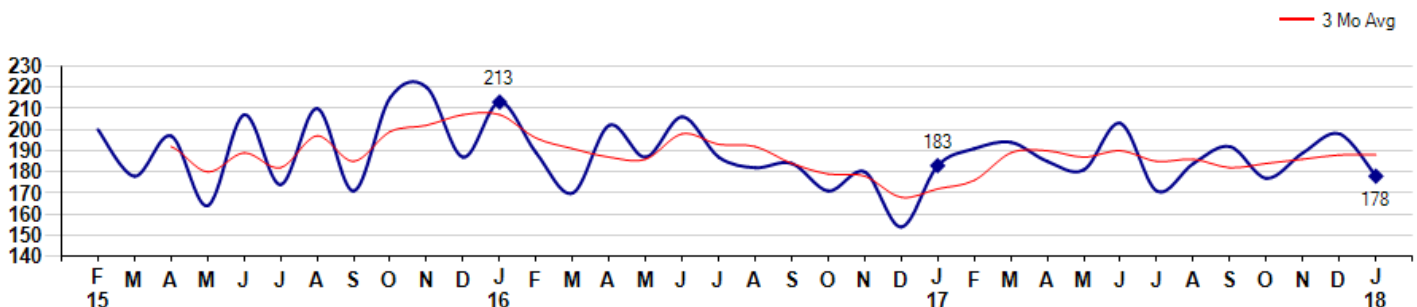
Average Days on Market(Listing to Contract) for properties sold during the month



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The January 2018 Selling Price per Square Foot of \$178 was down -10.1% from \$198 last month and down -2.7% from \$183 in January of last year.

Average Selling Price per Square Foot for properties that sold during the month



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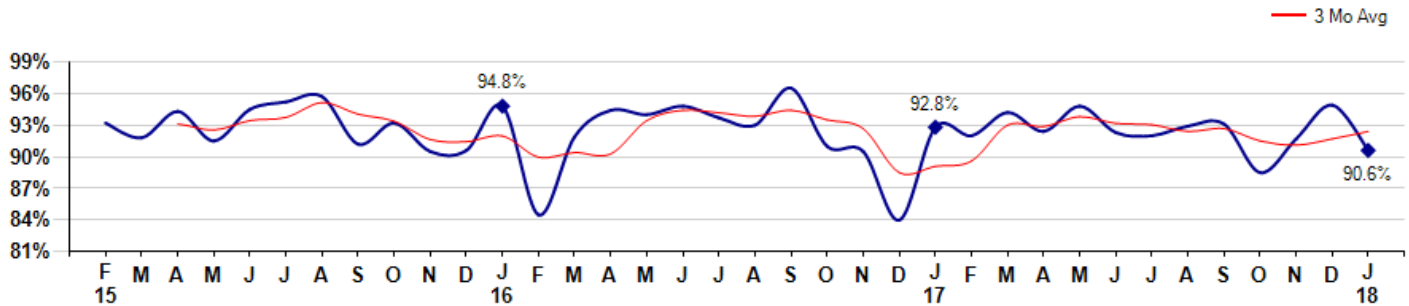


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Selling Price vs Listing Price

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 January 2018 Selling Price vs List Price of 90.6% was down from 94.9% last month and down from 92.8% in January of last year.

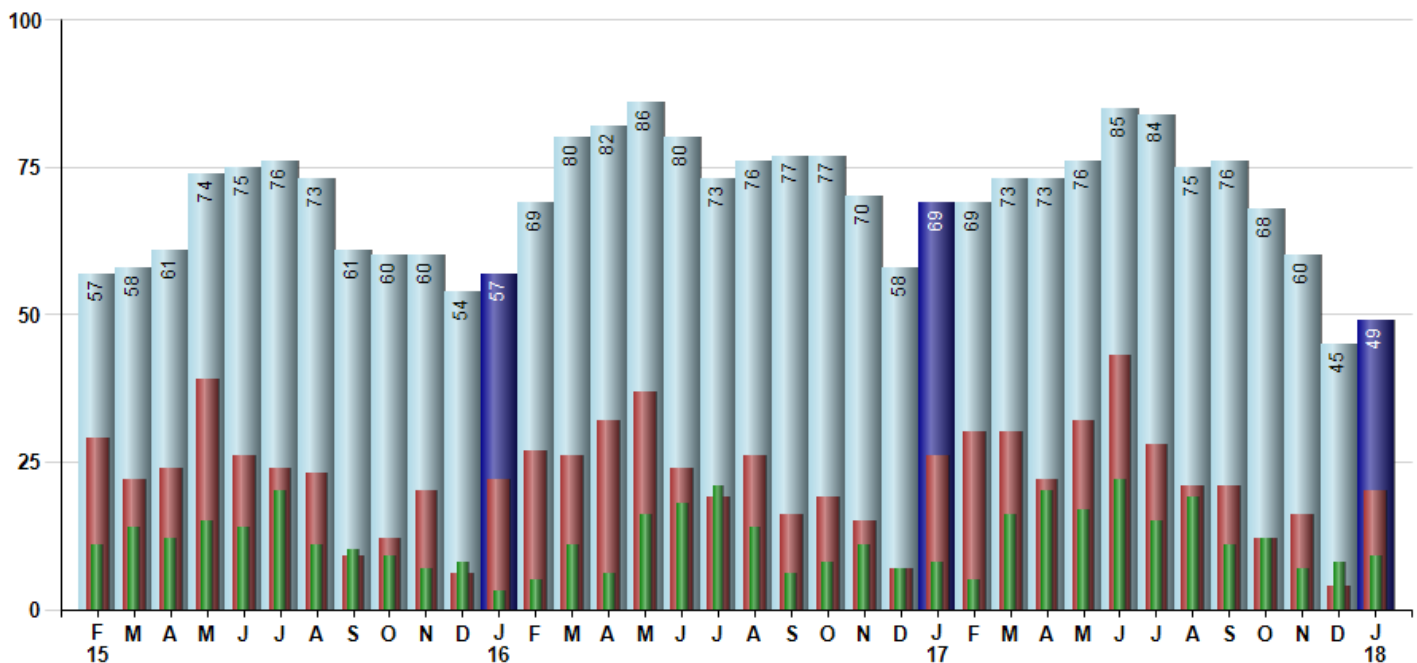
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2018 was 20, up 400.0% from 4 last month and down -23.1% from 26 in January of last year.

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



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	F 15	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18
Homes Sold	11	14	12	15	14	20	11	10	9	7	8	3	5	11	6	16	18	21	14	6	8	11	7	8	5	16	20	17	22	15	19	11	12	7	8	9
3 Mo. Roll Avg			12	14	14	16	15	14	10	9	8	6	5	6	7	11	13	18	18	14	9	8	9	9	7	10	14	18	20	18	19	15	14	10	9	8

	(000's) F 15	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18
Median Sale Price	455	410	488	405	599	411	639	393	565	637	483	489	364	390	544	509	604	483	463	443	496	575	373	377	350	464	388	511	493	480	520	535	385	530	495	430
3 Mo. Roll Avg			451	434	497	472	549	481	532	532	562	536	445	414	433	481	552	532	517	463	467	505	481	442	367	397	400	454	464	495	498	512	480	483	470	485

	F 15	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18
Inventory	57	58	61	74	75	76	73	61	60	60	54	57	69	80	82	86	80	73	76	77	77	70	58	69	69	73	73	76	85	84	75	76	68	60	45	49
MSI	5	4	5	5	5	4	7	6	7	9	7	19	14	7	14	5	4	3	5	13	10	6	8	9	14	5	4	4	4	6	4	7	6	9	6	5

	F 15	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18
Days On Market	98	76	40	81	31	38	37	75	37	101	85	58	94	106	69	61	24	40	60	17	91	57	70	71	115	89	71	66	77	64	60	142	73	72	38	92
3 Mo. Roll Avg			71	66	51	50	35	50	50	71	74	81	79	86	90	79	51	42	41	39	56	55	73	66	85	92	92	75	71	69	67	89	92	96	61	67

	F 15	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18
Price per Sq Ft	200	178	197	164	207	174	210	171	215	220	187	213	189	170	202	187	206	187	182	184	171	180	154	183	191	194	185	181	203	171	184	192	177	189	198	178
3 Mo. Roll Avg			192	180	189	182	197	185	199	202	207	207	196	191	187	186	198	193	192	184	179	178	168	172	176	189	190	187	190	185	186	182	184	186	188	188

	F 15	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18
Sale to List Price	0.932	0.918	0.943	0.915	0.945	0.952	0.957	0.912	0.932	0.905	0.906	0.948	0.845	0.919	0.944	0.940	0.948	0.937	0.930	0.965	0.910	0.905	0.840	0.928	0.920	0.942	0.924	0.948	0.923	0.920	0.929	0.931	0.885	0.917	0.949	0.906
3 Mo. Roll Avg			0.931	0.925	0.934	0.937	0.951	0.940	0.934	0.916	0.914	0.920	0.900	0.904	0.903	0.934	0.944	0.942	0.938	0.944	0.935	0.927	0.885	0.891	0.896	0.930	0.929	0.938	0.932	0.930	0.924	0.927	0.915	0.911	0.917	0.924

	F 15	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18
New Listings	29	22	24	39	26	24	23	9	12	20	6	22	27	26	32	37	24	19	26	16	19	15	7	26	30	30	22	32	43	28	21	21	12	16	4	20
Inventory	57	58	61	74	75	76	73	61	60	60	54	57	69	80	82	86	80	73	76	77	77	70	58	69	69	73	73	76	85	84	75	76	68	60	45	49
Sales	11	14	12	15	14	20	11	10	9	7	8	3	5	11	6	16	18	21	14	6	8	11	7	8	5	16	20	17	22	15	19	11	12	7	8	9

	(000's) F 15	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18
Avg Sale Price	592	521	523	433	617	492	703	499	645	713	524	461	358	428	528	552	619	556	479	419	468	551	442	412	442	453	427	503	520	554	551	484	426	714	582	418
3 Mo. Roll Avg			545	492	524	514	604	565	616	619	627	566	448	416	438	503	566	576	551	485	456	480	487	468	432	436	440	461	483	526	542	530	487	541	574	571

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