

MLS Area: Lincolnshire



ART WILSON
Broker, Realtor
847-363-1599
www.NorthShoreHomesOnline.com
Art.Wilson@cbexchange.com



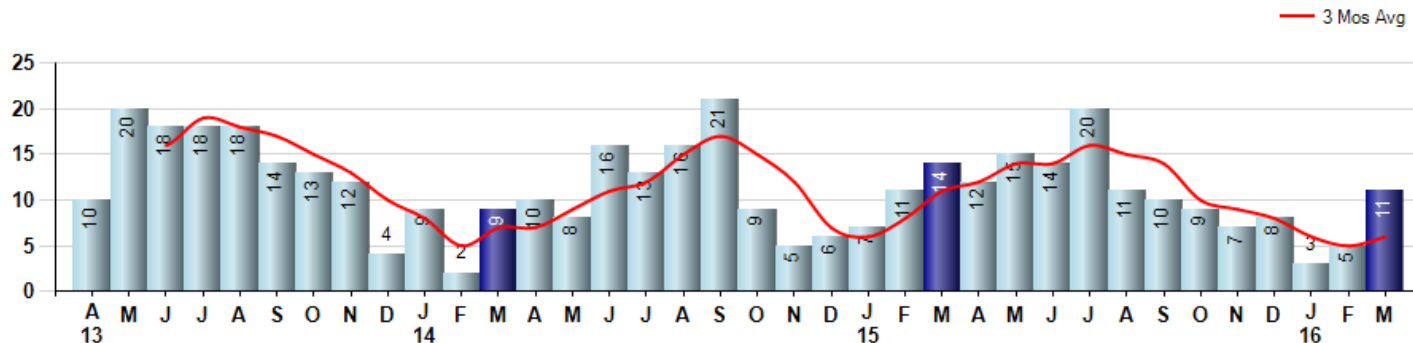
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

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	\$710,553	↑		↑				
March Median Sales Price	\$390,000	↑	↓	↓	↓	\$382,000	↓	↓
March Average Sales Price	\$428,455	↑	↓	↓	↓	\$415,026	↓	↓
Total Properties Currently for Sale (Inventory)	75	↑		↑				
March Number of Properties Sold	11	↑		↓		19	↓	
March Average Days on Market (Solds)	106	↑	↑	↑	↑	95	↑	↑
March Month's Supply of Inventory	6.8	↓	↓	↑	↑	12.8	↑	↑
March Sale Price vs List Price Ratio	95.3%	↔	↔	↑	↔	95.8%	↑	↑

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

Property Sales

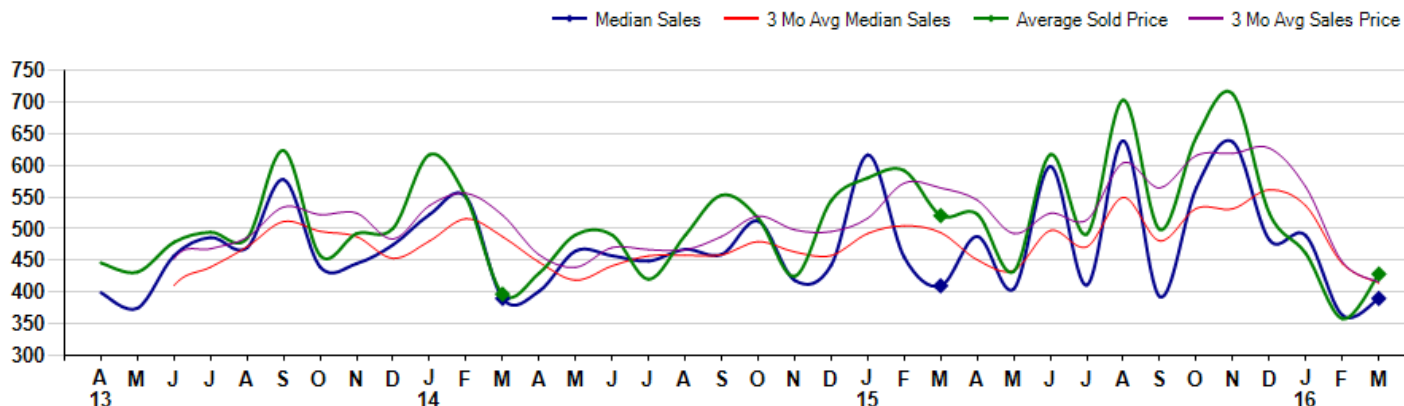
March Property sales were 11, down -21.4% from 14 in March of 2015 and 120.0% higher than the 5 sales last month. March 2016 sales were at a mid level compared to March of 2015 and 2014. March YTD sales of 19 are running -40.6% behind last year's year-to-date sales of 32.



Prices

The Median Sales Price in March was \$390,000, down -4.9% from \$410,000 in March of 2015 and up 7.3% from \$363,500 last month. The Average Sales Price in March was \$428,455, down -17.7% from \$520,893 in March of 2015 and up 19.7% from \$358,000 last month. March 2016 ASP was at a mid range compared to March of 2015 and 2014.

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



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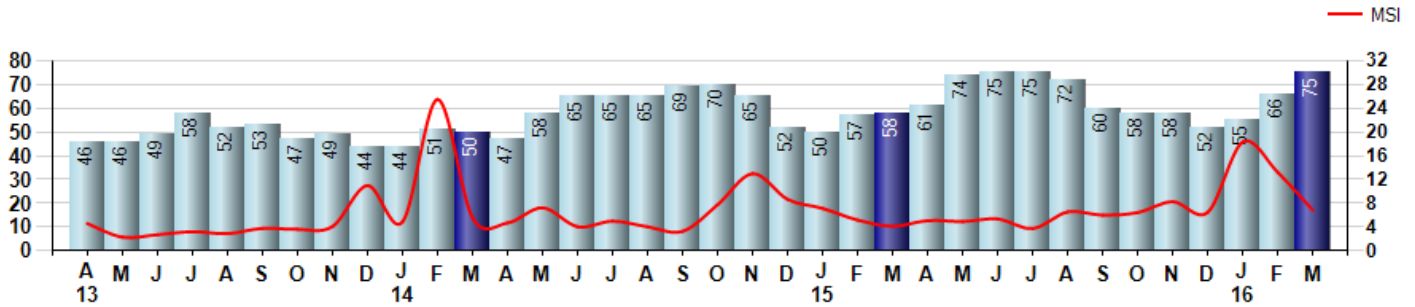
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Inventory & MSI

The Total Inventory of Properties available for sale as of March was 75, up 13.6% from 66 last month and up 29.3% from 58 in March of last year. March 2016 Inventory was at highest level compared to March of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2016 MSI of 6.8 months was at its highest level compared with March of 2015 and 2014.

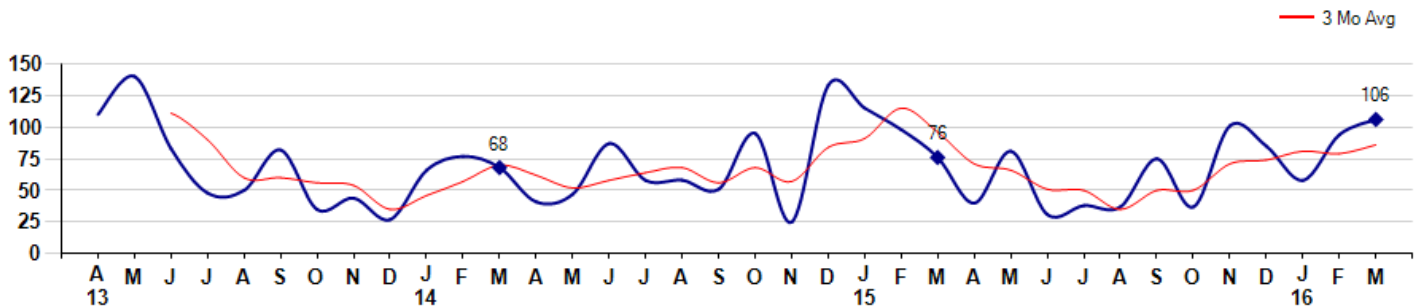
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 March was 106, up 12.8% from 94 days last month and up 39.5% from 76 days in March of last year. The March 2016 DOM was at its highest level compared with March of 2015 and 2014.

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



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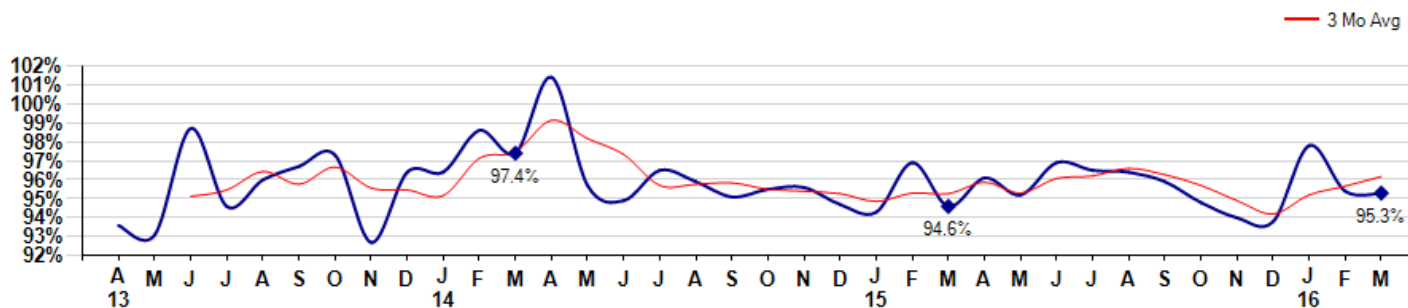


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Selling Price vs Listing Price

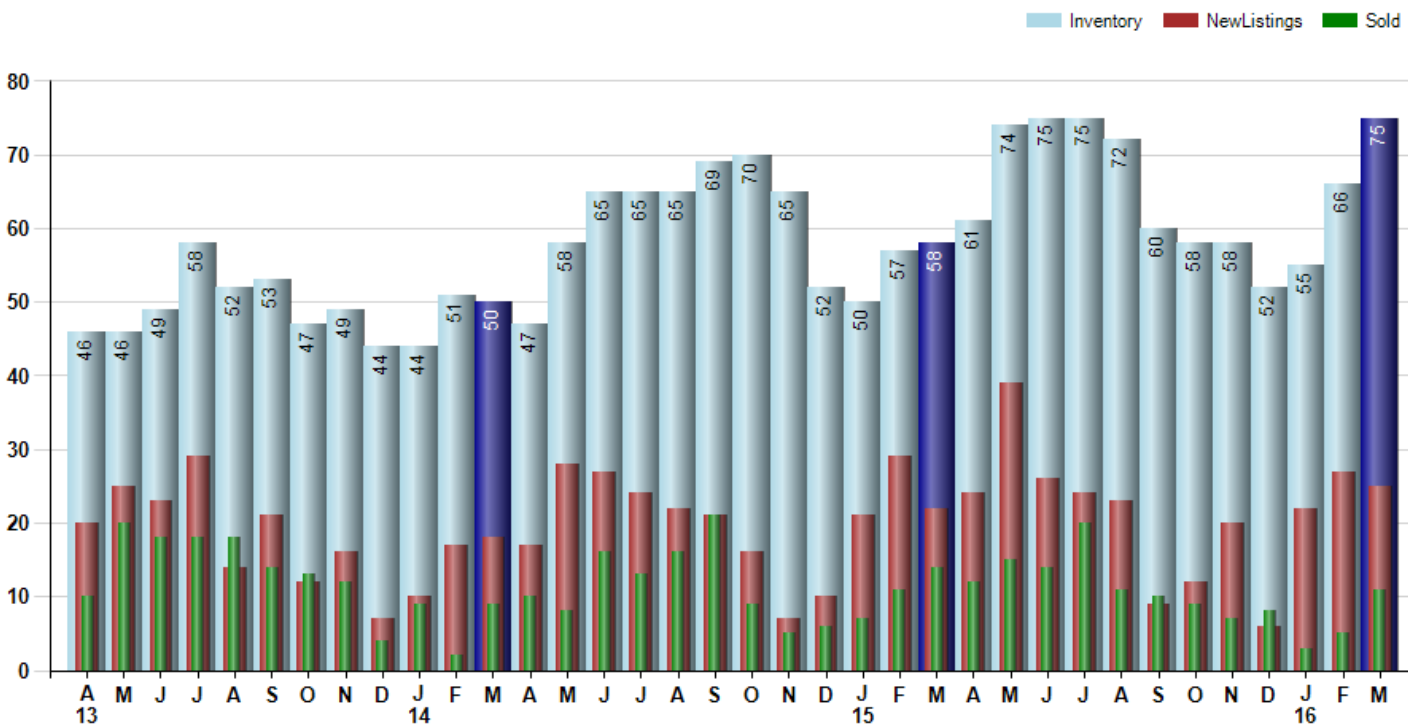
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2016 Selling Price vs List Price of 95.3% was down from 95.4% last month and up from 94.6% 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 2016 was 25, down -7.4% from 27 last month and up 13.6% from 22 in March of last year.



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MARKET ACTION REPORT

March 2016

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

(000's)	A 13	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	A	M	J	J	A	S	O	N	D	J 16	F	M
Median Sale Price	399	375	458	486	470	578	440	445	475	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
3 Mo. Roll Avg			410	439	471	511	496	488	453	481	516	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

	A 13	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	A	M	J	J	A	S	O	N	D	J 16	F	M
Inventory	46	46	49	58	52	53	47	49	44	44	51	50	47	58	65	65	65	69	70	65	52	50	57	58	61	74	75	75	72	60	58	58	52	55	66	75
MSI	5	2	3	3	3	4	4	4	11	5	26	6	5	7	4	5	4	3	8	13	9	7	5	4	5	5	5	4	7	6	6	8	7	18	13	7

	A 13	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	A	M	J	J	A	S	O	N	D	J 16	F	M
Days On Market	110	140	83	48	50	82	35	44	27	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
3 Mo. Roll Avg			111	90	60	60	56	54	35	46	57	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

	A 13	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	A	M	J	J	A	S	O	N	D	J 16	F	M
Price per Sq Ft	159	158	165	174	184	190	170	167	193	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
3 Mo. Roll Avg			161	166	174	183	181	176	177	179	181	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

	A 13	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	A	M	J	J	A	S	O	N	D	J 16	F	M
Sale to List Price	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	0.969	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
3 Mo. Roll Avg			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	0.953	0.953	0.959	0.953	0.961	0.962	0.966	0.963	0.957	0.949	0.942	0.952	0.957	0.962

	A 13	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	A	M	J	J	A	S	O	N	D	J 16	F	M
New Listings	20	25	23	29	14	21	12	16	7	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	25
Inventory	46	46	49	58	52	53	47	49	44	44	51	50	47	58	65	65	65	69	70	65	52	50	57	58	61	74	75	75	72	60	58	58	52	55	66	75
Sales	10	20	18	18	18	14	13	12	4	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

(000's)	A 13	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	A	M	J	J	A	S	O	N	D	J 16	F	M
Avg Sale Price	446	432	479	495	485	624	458	492	501	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
3 Mo. Roll Avg			452	468	486	534	522	525	484	537	556	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

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