

MLS Area: Lincolnshire



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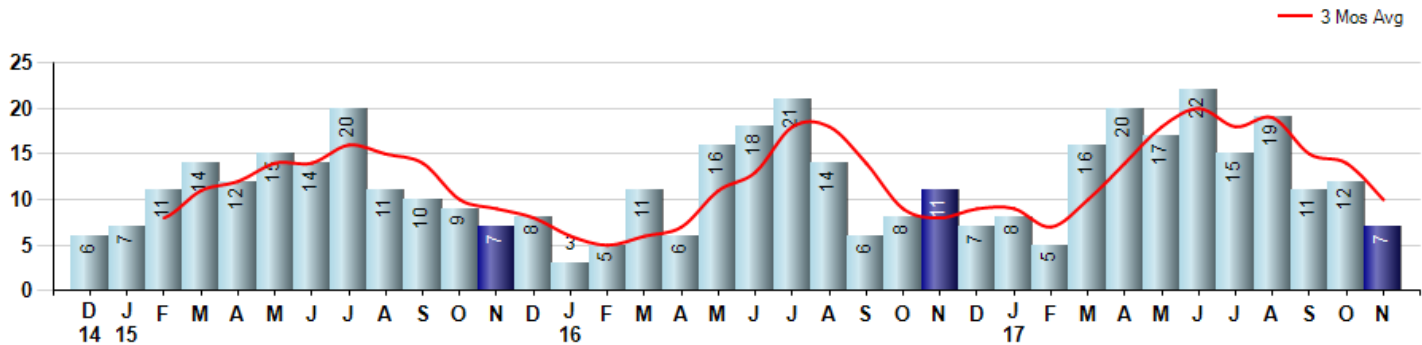
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$504,500	↓		↓				
Average List Price of all Current Listings	\$639,340	↔		↔				
November Median Sales Price	\$530,000	↑	↔	↓	↑	\$473,500	↓	↔
November Average Sales Price	\$713,699	↑	↑	↑	↑	\$496,589	↓	↓
Total Properties Currently for Sale (Inventory)	58	↓		↓				
November Number of Properties Sold	7	↓		↓		152	↑	
November Average Days on Market (Solds)	72	↓	↓	↑	↑	78	↑	↑
November Month's Supply of Inventory	8.3	↑	↑	↑	↓	6.3	↓	↓
November Sale Price vs List Price Ratio	91.7%	↑	↔	↑	↓	92.6%	↓	↔

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

Property Sales

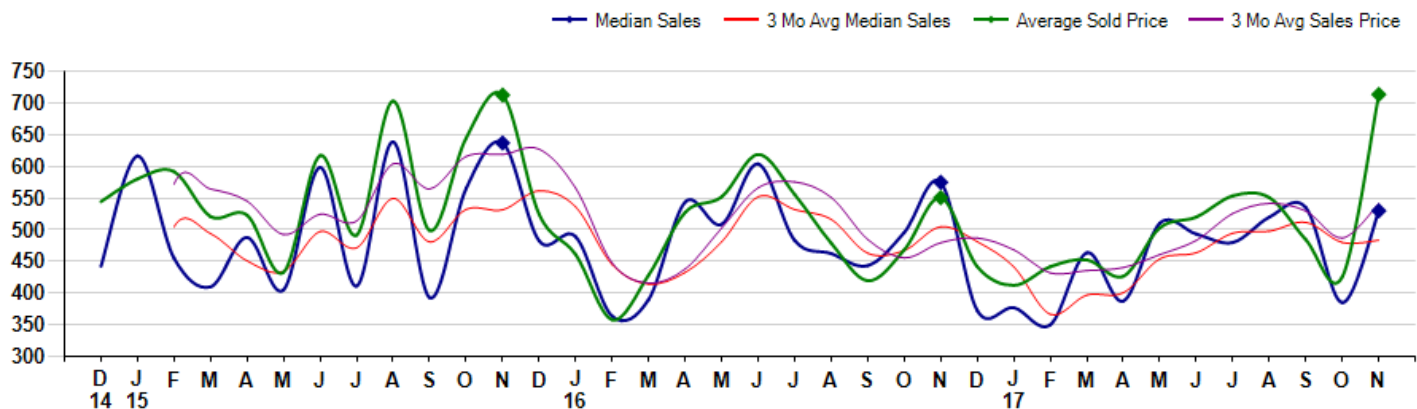
November Property sales were 7, down -36.4% from 11 in November of 2016 and -41.7% lower than the 12 sales last month. November 2017 sales were at their lowest level compared to November of 2016 and 2015. November YTD sales of 152 are running 27.7% ahead of last year's year-to-date sales of 119.



Prices

The Median Sales Price in November was \$530,000, down -7.8% from \$575,000 in November of 2016 and up 37.7% from \$384,947 last month. The Average Sales Price in November was \$713,699, up 29.6% from \$550,673 in November of 2016 and up 67.6% from \$425,960 last month. November 2017 ASP was at highest level compared to November of 2016 and 2015.

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



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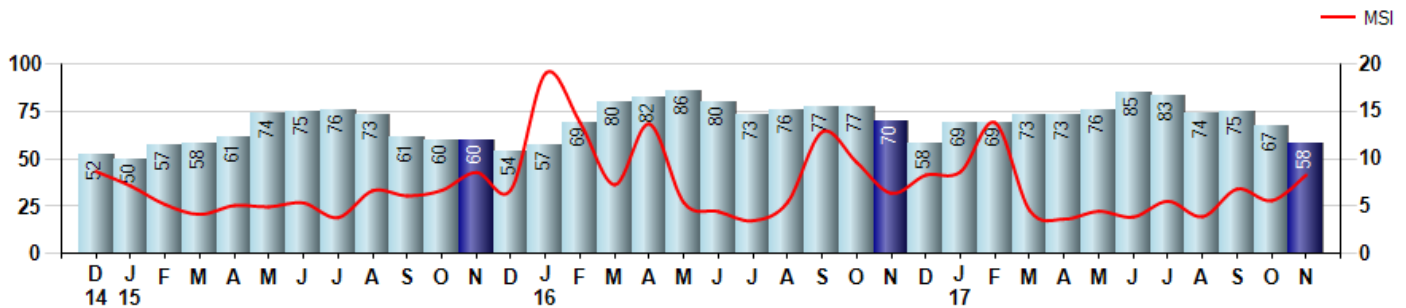
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Inventory & MSI

The Total Inventory of Properties available for sale as of November was 58, down -13.4% from 67 last month and down -17.1% from 70 in November of last year. November 2017 Inventory was at the lowest level compared to November of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2017 MSI of 8.3 months was at a mid range compared with November of 2016 and 2015.

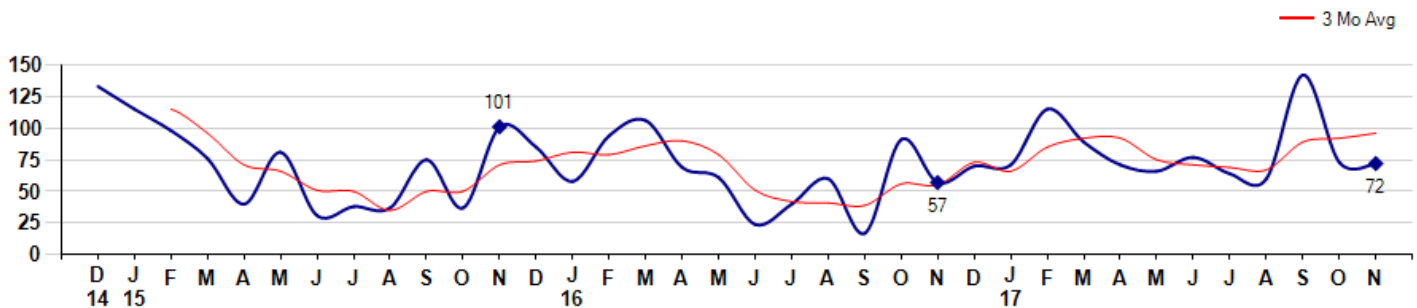
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 November was 72, down -1.4% from 73 days last month and up 26.3% from 57 days in November of last year. The November 2017 DOM was at a mid range compared with November of 2016 and 2015.

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



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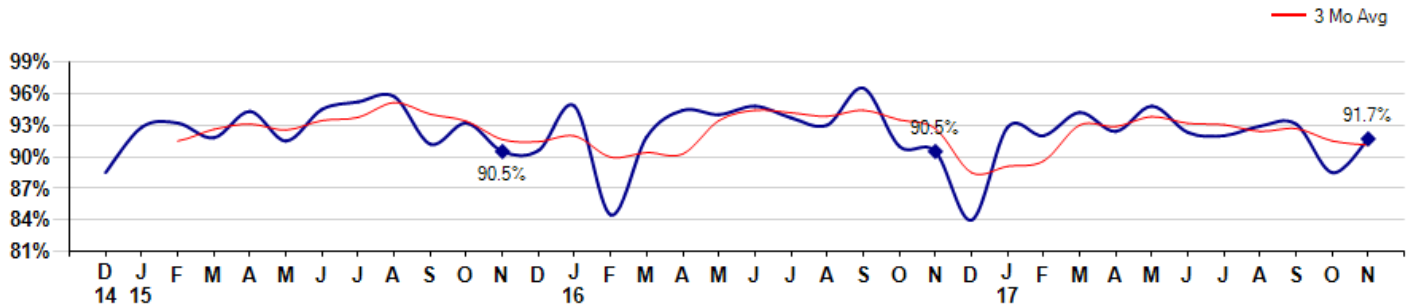


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Selling Price vs Listing Price

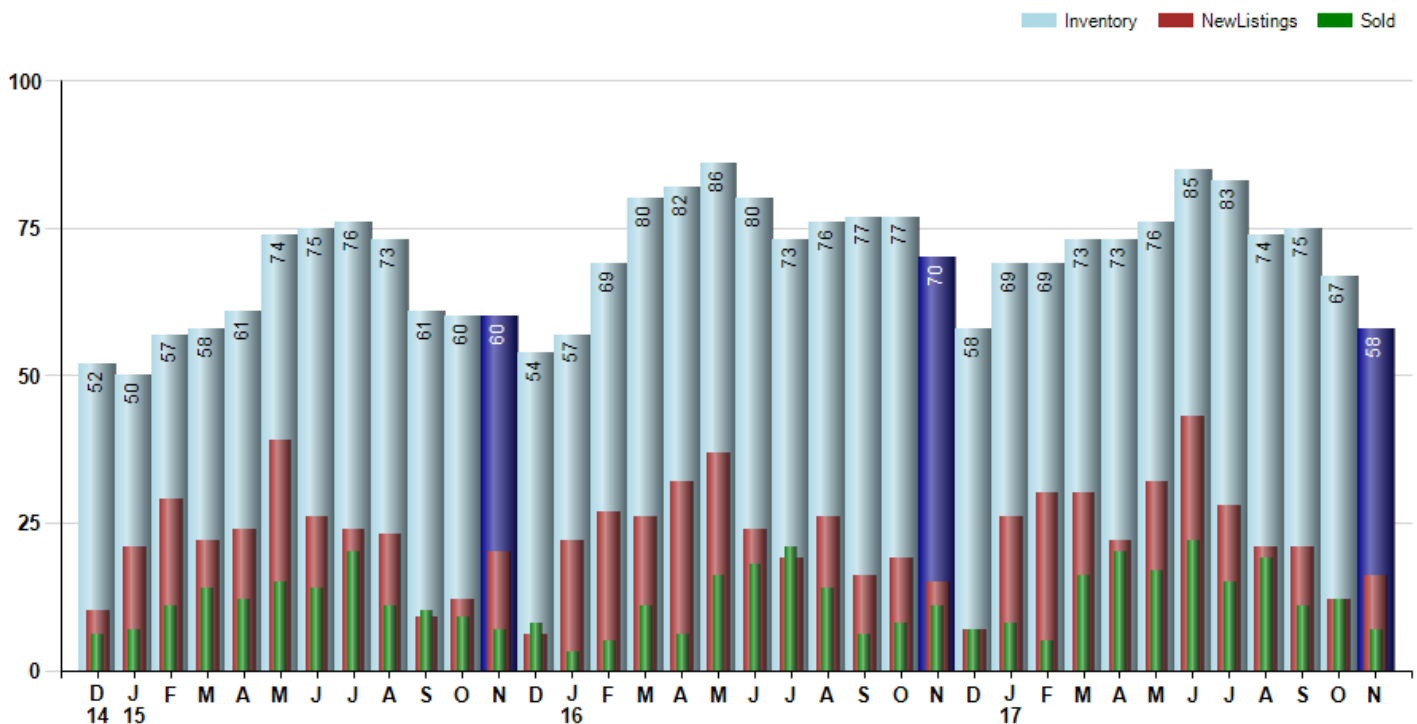
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The November 2017 Selling Price vs List Price of 91.7% was up from 88.5% last month and up from 90.5% in November 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 November 2017 was 16, up 33.3% from 12 last month and up 6.7% from 15 in November of last year.



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MARKET ACTION REPORT

November 2017

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	D 14	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	J 17	F	M	A	M	J	J	A	S	O	N
Homes Sold	6	7	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
3 Mo. Roll Avg			8	11	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

(000's)	D 14	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	J 17	F	M	A	M	J	J	A	S	O	N
Median Sale Price	443	617	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
3 Mo. Roll Avg			505	494	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

	D 14	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	J 17	F	M	A	M	J	J	A	S	O	N
Inventory	52	50	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	83	74	75	67	58
MSI	9	7	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	8

	D 14	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	J 17	F	M	A	M	J	J	A	S	O	N
Days On Market	133	115	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
3 Mo. Roll Avg			115	96	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

	D 14	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	J 17	F	M	A	M	J	J	A	S	O	N
Price per Sq Ft	179	185	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
3 Mo. Roll Avg			188	188	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

	D 14	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	J 17	F	M	A	M	J	J	A	S	O	N
Sale to List Price	0.885	0.928	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
3 Mo. Roll Avg			0.915	0.926	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

	D 14	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	J 17	F	M	A	M	J	J	A	S	O	N
New Listings	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	26	30	30	22	32	43	28	21	21	12	16
Inventory	52	50	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	83	74	75	67	58
Sales	6	7	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

(000's)	D 14	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	J 17	F	M	A	M	J	J	A	S	O	N
Avg Sale Price	544	580	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
3 Mo. Roll Avg			572	564	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

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