MARKET ACTION REPORT

MLS Area: Lincolnshire



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February

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

		7	rending		Trending Versus*:				
Market Profile & Trends Overview	Month	LM	L ₃ M	PYM	LY	YTD	PriorYTD	PriorYear	
Median List Price of all Current Listings	\$556,450	1		1					
Average List Price of all Current Listings	\$685,029	*		1					
February Median Sales Price	\$363,500	+	+	+	+	\$372,750	4	+	
February Average Sales Price	\$358,000	+	+	1	+	\$396,563	1	1	
Total Properties Currently for Sale (Inventory)	64	1		1					
February Number of Properties Sold	5	1	-	+	-	8	4	-	
February Average Days on Market (Solds)	94	1	*	1	1	81	1	1	
February Month's Supply of Inventory	12.8	+	*	1	1	15.2	•	1	
February Sale Price vs List Price Ratio	95.4%	1	1	1	-	96.4%	-	1	

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

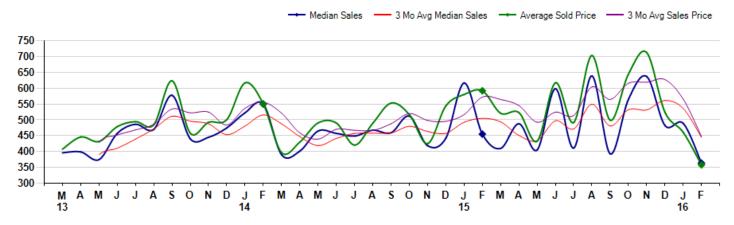
Property Sales

February Property sales were 5, down -54.5% from 11 in February of 2015 and 66.7% higher than the 3 sales last month. February 2016 sales were at a mid level compared to February of 2015 and 2014. February YTD sales of 8 are running -55.6% behind last year's year-to-date sales of 18.



The Median Sales Price in February was \$363,500, down -20.1% from \$455,000 in February of 2015 and down -25.7% from \$489,000 last month. The Average Sales Price in February was \$358,000, down -39.5% from \$591,864 in February of 2015 and down -22.3% from \$460,833 last month. February 2016 ASP was at the lowest level compared to February 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 3/1/2013 through 2/29/2016. 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. maintained by the MLS's may not reflect all real estate activity in the market.



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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 64, up 20.8% from 53 last month and up 12.3% from 57 in February of last year. February 2016 Inventory was at highest level compared to February of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2016 MSI of 12.8 months was at a mid range compared with February of 2015 and 2014.

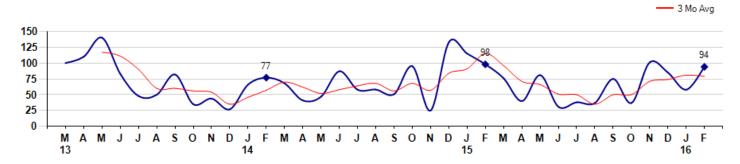
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 February was 94, up 62.1% from 58 days last month and down -4.1% from 98 days in February of last year. The February 2016 DOM was at a mid range compared with February of 2015 and 2014.

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



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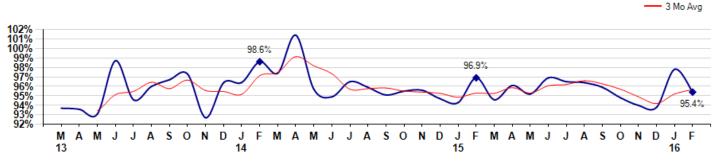
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Selling Price vs Listing Price

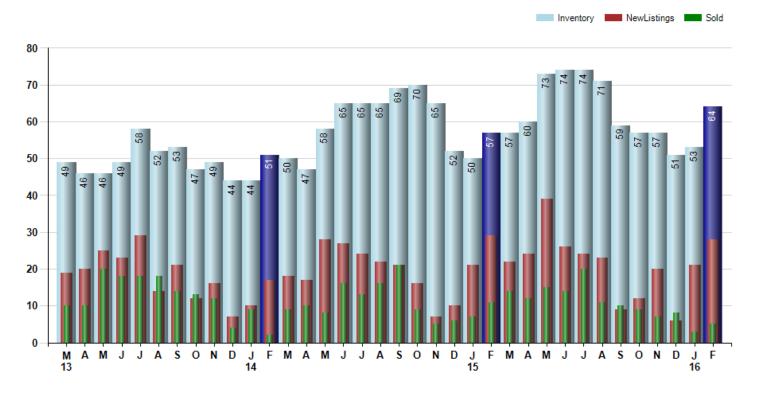
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The February 2016 Selling Price vs List Price of 95.4% was down from 97.8% last month and down from 96.9% in February 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 February 2016 was 28, up 33.3% from 21 last month and down -3.4% from 29 in February of last year.



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Homes Sold 3 Mo. Roll Avg	M 13 A M 10 10 20		J A 18 18 19 18	S 14 17	O N 13 12 15 13	D J 14 4 9 10 8	F 2 5	M A 9 10 7	A M 0 8 7 9	J 16 11	J 13 12	A 3 16 2 15 1		N 5 12	D J 15	F 11 8	M 14 11	A 12 12			J A 0 11 6 15	S 10 14	O 9 10	N D 7 8 9 8	J 16 F 3 5 6 5
MedianSalePrice 3 Mo. Roll Avg	396 399 375 396 399 379	5 458 4	J A 86 470 39 471		O N 440 445 496 488			M A 90 40 88 44				A 5 68 46 58 45		N 419 463	D J 15 443 617 458 493	455	M 410 494		M 405 5 434 4	J 99 41 97 47			O 565 63 532 53	N D 37 483 32 562	J 16 F 489 364 536 445
Inventory MSI	M 13 A M 49 46 46 5 5 5	I J 6 49 2 3	J A 58 52 3 3	53 4	O N 47 49 4 4	D J 14 44 44 11 5		50 4	A M 7 58 5 7	5 65 4	J 65 5	A 55 69 4 3	S O 70 3 8	N 65 13	D J 15 52 50 9 7		M 57 4	A 60 5	M 73 5	J 74 7 5	J A 4 71 4 6	S 59 6	O 57 5	N D 57 51 8 6	J 16 F 53 64 18 13
Days On Market 3 Mo. Roll Avg	M 13 A N 100 110 140 11'	83	J A 48 50 90 60	S 82 60	O N 35 44 56 54	D J 14 27 66 35 46	77	M A 68 4 70 6	M 1 47 2 52	J 87 58	J 58 :	A 5 58 5 68 5	S O 1 95 6 68	N 25 57	D J 15 133 115 84 91	98	M 76 96	A 40 71	M 81 66	J 31 3 51 5	J A 8 37 0 35	S 75 50	O 37 10 50 7		J 16 F 58 94 81 79
Price per Sq Ft 3 Mo. Roll Avg	M 13 A M 141 159 153 153	3 165 1	J A 74 184 66 174		O N 170 167 181 176	D J 14 193 176 177 179	174 1	M A 67 174 72 17		J 174 176	J 162 18 172 1	A 3 87 198 74 183	S O 8 186 2 190	N 164 183	D J 15 179 185 176 176	200	M 178 188		M 164 2 180 1	J 07 17 89 18	J A 4 210 2 197	S 171 185	O 215 22 199 20		J 16 F 213 189 207 196
Sale to List Price 3 Mo. Roll Avg	M 13 A M 0.937 0.936 0.93 0.93.	1 0.987 0.9	J A 046 0.960 055 0.964		O N 0.973 0.927 0.967 0.956		F 0.986 0.9 0.971 0.9	74 1.01			J 0.965 0.9 0.957 0.9	1		N 0.956 0.954		0.969		A 0.961 0.959		J 069 0.90 061 0.90			O 0.948 0.9 0.957 0.9	40 0.938	J 16 F 0.978 0.954 0.952 0.957
New Listings Inventory Sales	M 13 A M 19 20 25 49 46 40 10 10 20	6 49	J A 29 14 58 52 18 18	S 21 53 14	O N 12 16 47 49 13 12	D J 14 7 10 44 44 4 9	17	M A 18 1' 50 4' 9 1'	7 58	J 27 65 16	J 24 2 65 0 13	A 3 22 2 65 69 16 2	9 70	N 7 65 5	D J 15 10 21 52 50 6 7	29	M 22 57 14	A 24 60 12	73		J A 4 23 4 71 0 11	S 9 59 10		N D 20 6 57 51 7 8	J 16 F 21 28 53 64 3 5
Avg Sale Price 3 Mo. Roll Avg	0's) M 13 A M 408 446 432 428	2 479 4	J A 95 485 68 486		O N 458 492 522 525	D J 14 501 617 484 537	550 3	M A 97 43 21 45				A 5 90 55 67 48			D J 15 544 580 495 517	592				J 17 49 24 51			O 645 71 616 61	3 524	J 16 F 461 358 566 448

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