

MLS Area: Lincolnshire



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



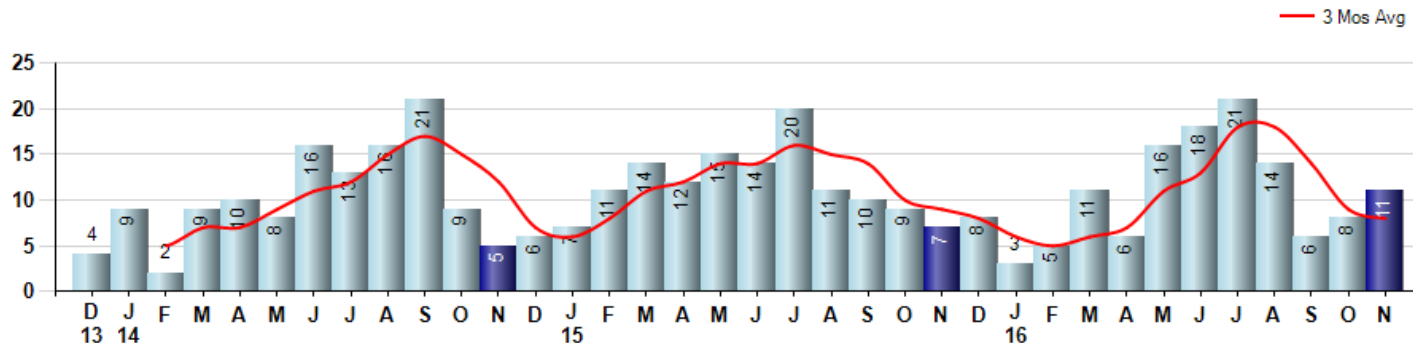
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|---|-----------|-------------------|-----|-----|----|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$582,945 | ↔ | | ↑ | | | | |
| Average List Price of all Current Listings | \$662,401 | ↓ | | ↑ | | | | |
| November Median Sales Price | \$575,000 | ↑ | ↑ | ↓ | ↑ | \$483,000 | ↓ | ↓ |
| November Average Sales Price | \$550,673 | ↑ | ↑ | ↓ | ↔ | \$518,702 | ↓ | ↓ |
| Total Properties Currently for Sale (Inventory) | 64 | ↓ | | ↑ | | | | |
| November Number of Properties Sold | 11 | ↑ | | ↑ | | 119 | ↓ | |
| November Average Days on Market (Solds) | 57 | ↓ | ↓ | ↓ | ↓ | 57 | ↓ | ↓ |
| November Month's Supply of Inventory | 5.8 | ↓ | ↓ | ↓ | ↔ | 9.0 | ↑ | ↑ |
| November Sale Price vs List Price Ratio | 94.7% | ↑ | ↓ | ↑ | ↓ | 95.4% | ↔ | ↔ |

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

Property Sales

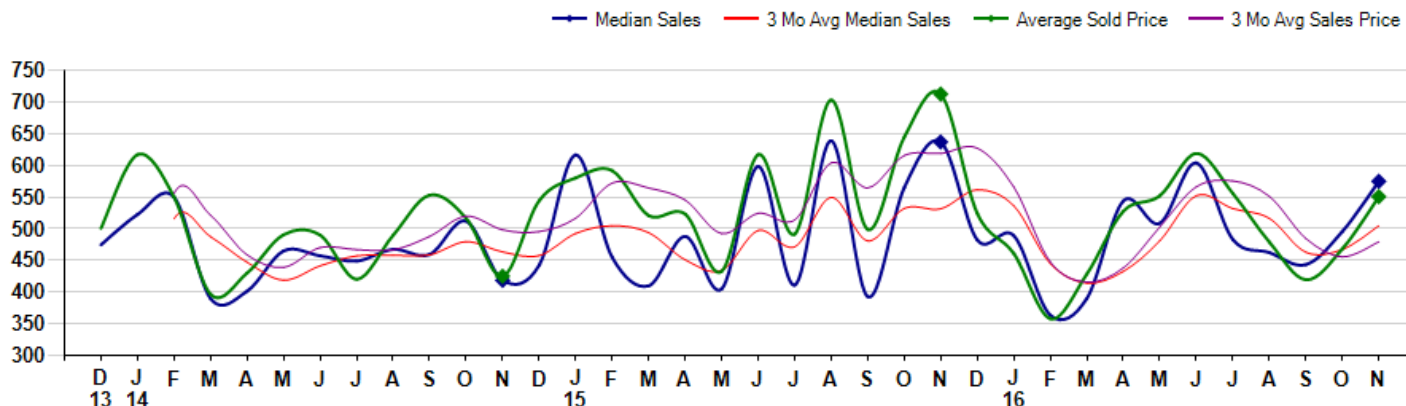
November Property sales were 11, up 57.1% from 7 in November of 2015 and 37.5% higher than the 8 sales last month. November 2016 sales were at their highest level compared to November of 2015 and 2014. November YTD sales of 119 are running -8.5% behind last year's year-to-date sales of 130.



Prices

The Median Sales Price in November was \$575,000, down -9.7% from \$637,000 in November of 2015 and up 16.0% from \$495,875 last month. The Average Sales Price in November was \$550,673, down -22.7% from \$712,786 in November of 2015 and up 17.6% from \$468,395 last month. November 2016 ASP was at a mid range compared to November of 2015 and 2014.

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



© 2016 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 12/1/2013 through 11/30/2016. 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.



MLS Area: Lincolnshire



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



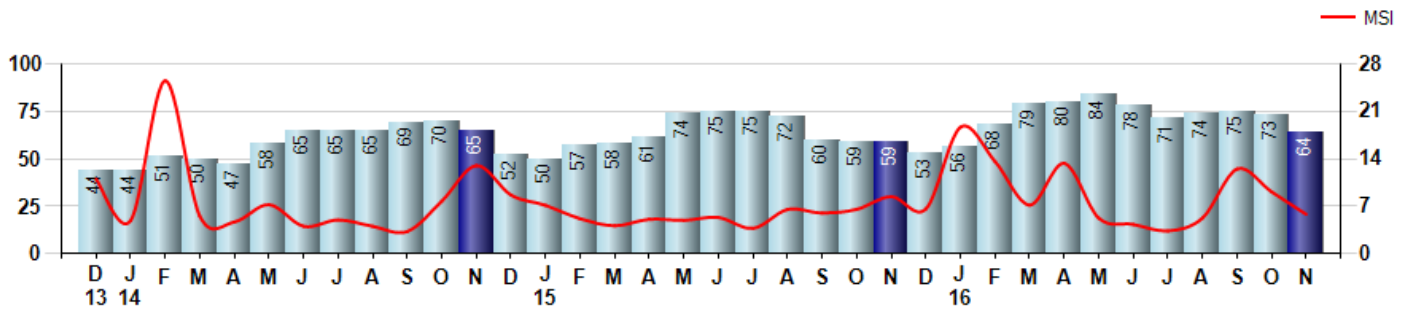
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of November was 64, down -12.3% from 73 last month and up 8.5% from 59 in November of last year. November 2016 Inventory was at a mid range compared to November of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2016 MSI of 5.8 months was at its lowest level compared with November of 2015 and 2014.

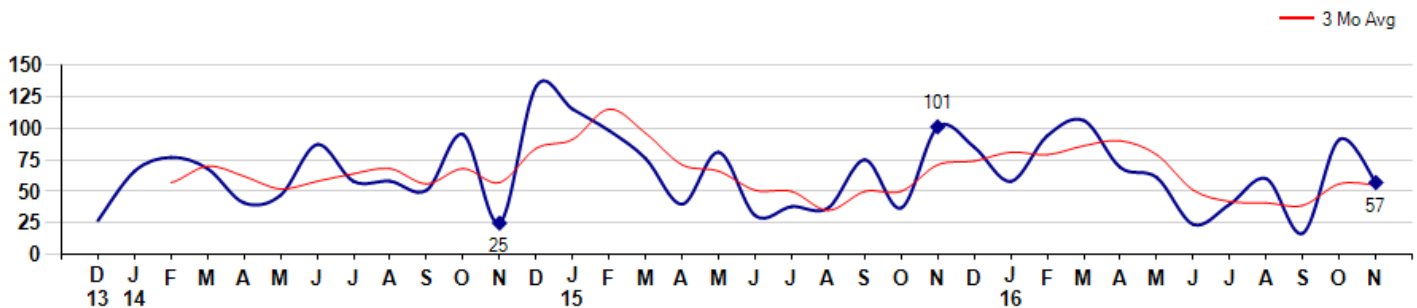
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 November was 57, down -37.4% from 91 days last month and down -43.6% from 101 days in November of last year. The November 2016 DOM was at a mid range compared with November of 2015 and 2014.

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



MLS Area: Lincolnshire



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

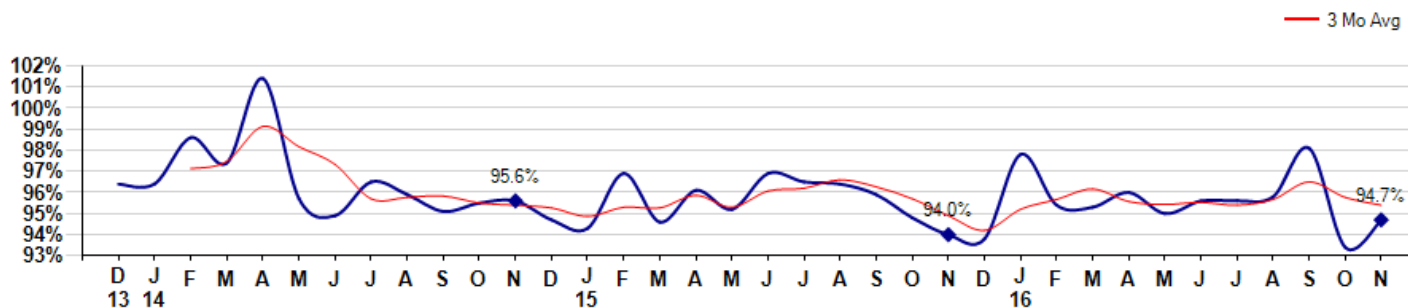


Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

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 2016 Selling Price vs List Price of 94.7% was up from 93.4% last month and up from 94.0% in November of last year.

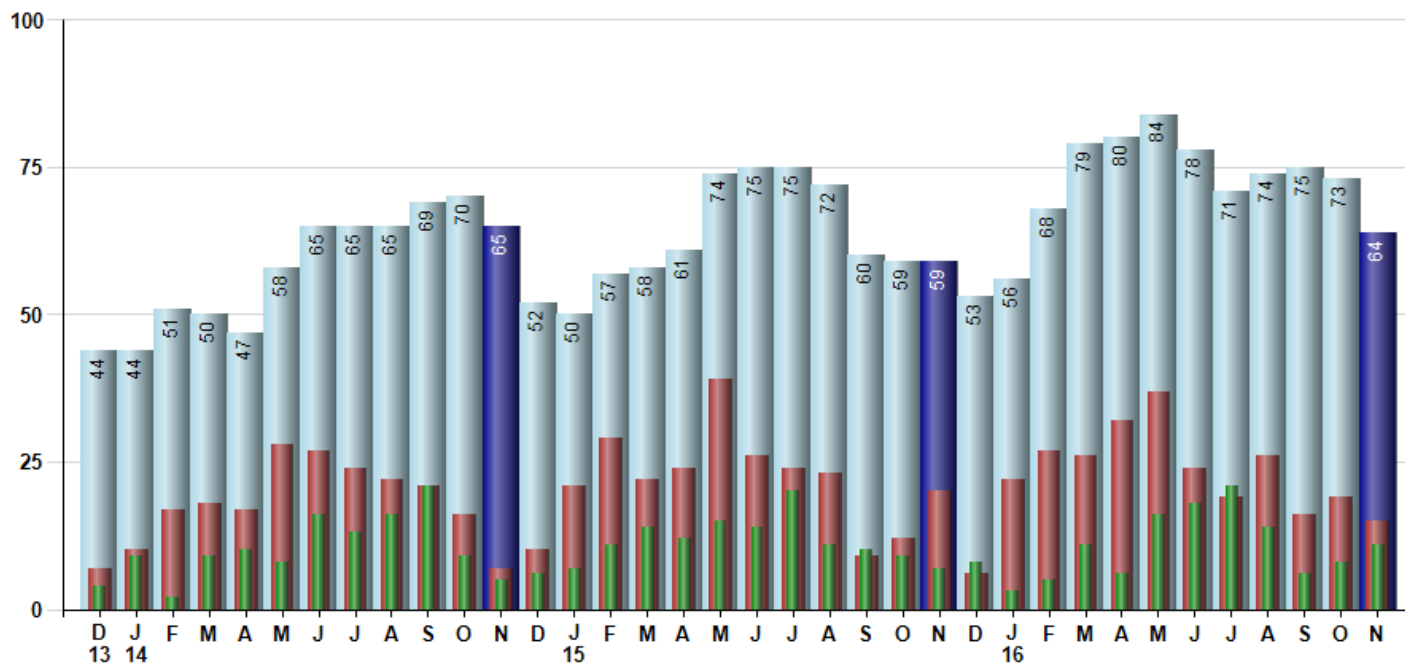
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2016 was 15, down -21.1% from 19 last month and down -25.0% from 20 in November of last year.

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



© 2016 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 12/1/2013 through 11/30/2016. 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.



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

| | D 13 | 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 |
|----------------|------|------|---|---|----|---|----|----|----|----|----|----|---|------|----|----|----|----|----|----|----|----|----|---|---|------|---|----|---|----|----|----|----|----|---|----|
| Homes Sold | 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 | 6 | 16 | 18 | 21 | 14 | 6 | 8 | 11 |
| 3 Mo. Roll Avg | | | 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 | 7 | 11 | 13 | 18 | 18 | 14 | 9 | 8 |

| (000's) | D 13 | 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 |
|-------------------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Median Sale Price | 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 | 544 | 509 | 604 | 483 | 463 | 443 | 496 | 575 |
| 3 Mo. Roll Avg | | | 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 | 433 | 481 | 552 | 532 | 517 | 463 | 467 | 505 |

| | D 13 | 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 |
|-----------|------|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|
| Inventory | 44 | 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 | 73 | 64 |
| MSI | 11 | 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 |

| | D 13 | 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 |
|----------------|------|------|----|----|----|----|----|----|----|----|----|----|-----|------|-----|----|----|----|----|----|----|----|----|-----|----|------|----|-----|----|----|----|----|----|----|----|----|
| Days On Market | 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 | 69 | 61 | 24 | 40 | 60 | 17 | 91 | 57 |
| 3 Mo. Roll Avg | | | 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 | 90 | 79 | 51 | 42 | 41 | 39 | 56 | 55 |

| | D 13 | 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 |
|-----------------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Price per Sq Ft | 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 | 202 | 187 | 206 | 187 | 182 | 184 | 171 | 180 |
| 3 Mo. Roll Avg | | | 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 | 187 | 186 | 198 | 193 | 192 | 184 | 179 | 178 |

| | D 13 | 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 |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.960 | 0.950 | 0.956 | 0.956 | 0.958 | 0.981 | 0.934 | 0.947 |
| 3 Mo. Roll Avg | | | 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 | 0.956 | 0.954 | 0.955 | 0.954 | 0.957 | 0.965 | 0.958 | 0.954 |

| | D 13 | 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 |
|--------------|------|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|
| New Listings | 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 | 26 | 32 | 37 | 24 | 19 | 26 | 16 | 19 | 15 |
| Inventory | 44 | 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 | 73 | 64 |
| Sales | 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 | 6 | 16 | 18 | 21 | 14 | 6 | 8 | 11 |

| (000's) | D 13 | 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 |
|----------------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Avg Sale Price | 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 | 528 | 552 | 619 | 556 | 479 | 419 | 468 | 551 |
| 3 Mo. Roll Avg | | | 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 | 438 | 503 | 566 | 576 | 551 | 485 | 456 | 480 |

© 2016 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 12/1/2013 through 11/30/2016. 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.

