

## MLS Area: Lincolnshire



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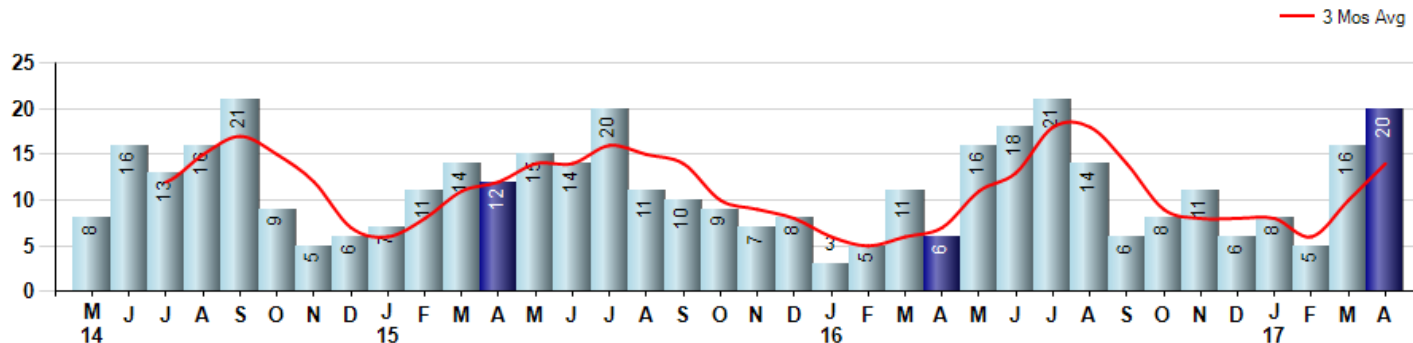
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$619,000	↑		↑				
Average List Price of all Current Listings	\$739,384	↑		↑				
April Median Sales Price	\$387,500	↓	↓	↓	↓	\$395,000	↓	↓
April Average Sales Price	\$426,574	↓	↓	↓	↓	\$434,283	↓	↓
Total Properties Currently for Sale (Inventory)	68	↓		↓				
April Number of Properties Sold	20	↑		↑		49	↑	
April Average Days on Market (Solds)	71	↓	↓	↑	↑	81	↓	↑
April Month's Supply of Inventory	3.4	↓	↓	↓	↓	7.4	↓	↓
April Sale Price vs List Price Ratio	92.4%	↓	↓	↓	→	93.0%	↑	↑

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

### Property Sales

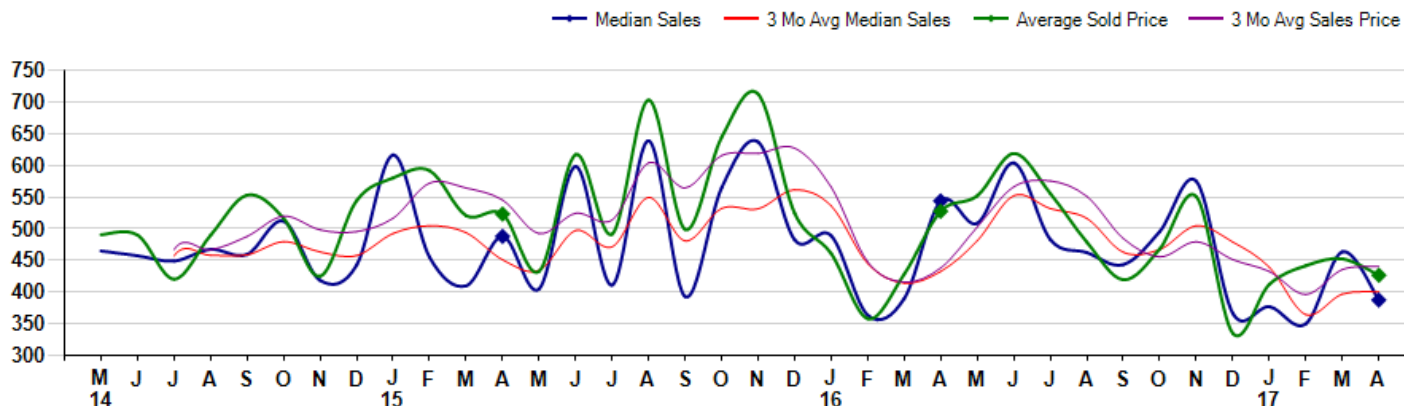
April Property sales were 20, up 233.3% from 6 in April of 2016 and 25.0% higher than the 16 sales last month. April 2017 sales were at their highest level compared to April of 2016 and 2015. April YTD sales of 49 are running 96.0% ahead of last year's year-to-date sales of 25.



### Prices

The Median Sales Price in April was \$387,500, down -28.8% from \$544,000 in April of 2016 and down -16.4% from \$463,750 last month. The Average Sales Price in April was \$426,574, down -19.2% from \$527,667 in April of 2016 and down -5.7% from \$452,556 last month. April 2017 ASP was at the lowest level compared to April of 2016 and 2015.

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



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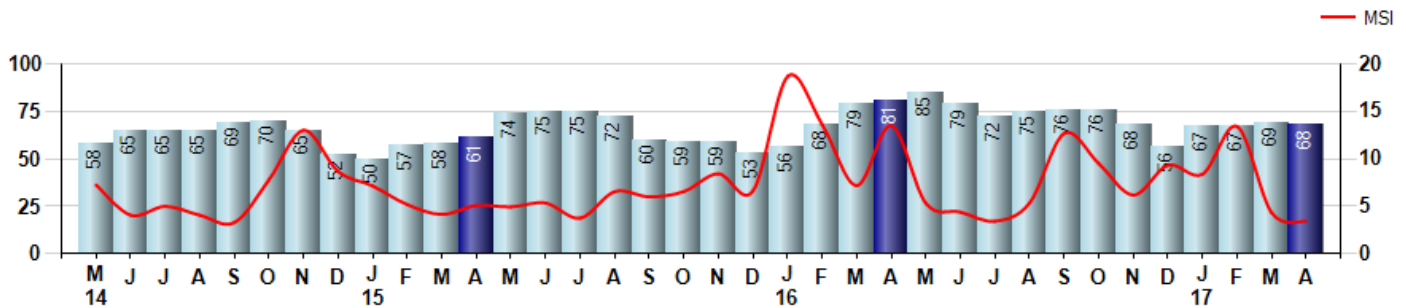
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### Inventory & MSI

The Total Inventory of Properties available for sale as of April was 68, down -1.4% from 69 last month and down -16.0% from 81 in April of last year. April 2017 Inventory was at a mid range compared to April of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2017 MSI of 3.4 months was at its lowest level compared with April of 2016 and 2015.

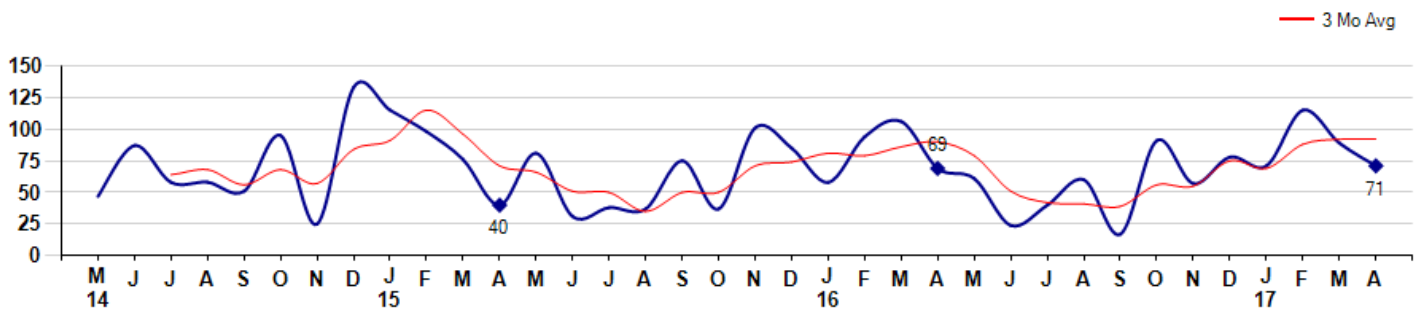
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 April was 71, down -20.2% from 89 days last month and up 2.9% from 69 days in April of last year. The April 2017 DOM was at its highest level compared with April of 2016 and 2015.

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



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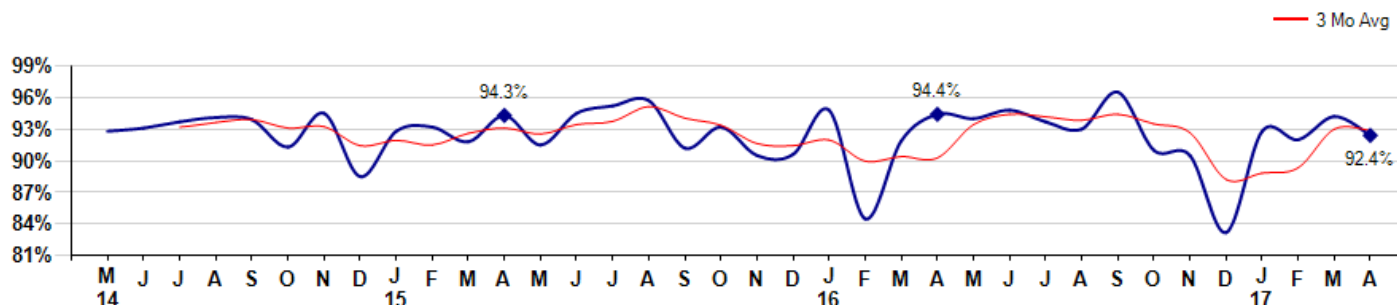


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### Selling Price vs Listing Price

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 April 2017 Selling Price vs List Price of 92.4% was down from 94.2% last month and down from 94.4% in April of last year.

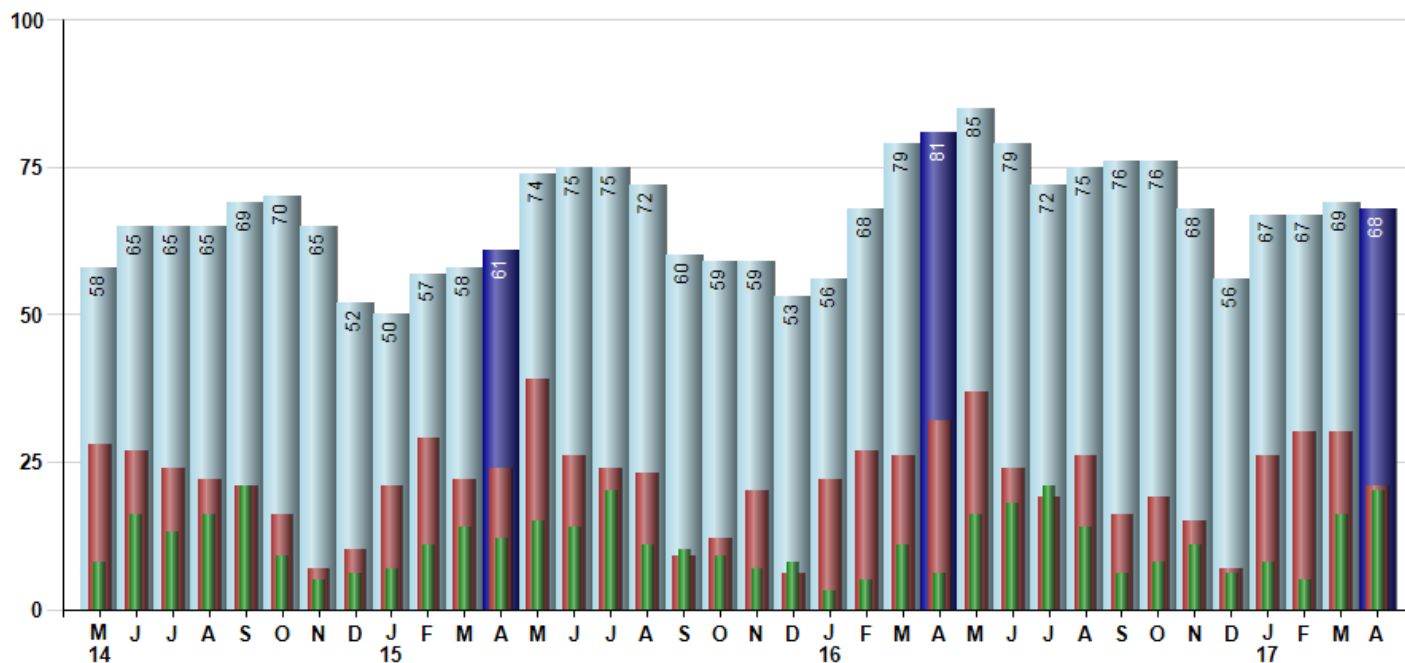
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 April 2017 was 21, down -30.0% from 30 last month and down -34.4% from 32 in April of last year.

Inventory    New Listings    Sold



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	M 14	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	D	J 17	F	M	A
Homes Sold	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	6	8	5	16	20
3 Mo. Roll Avg			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	8	8	6	10	14

	(000's) M 14	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	D	J 17	F	M	A
Median Sale Price	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	366	377	350	464	388
3 Mo. Roll Avg			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	479	439	364	397	400

	M 14	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	D	J 17	F	M	A
Inventory	58	65	65	65	69	70	65	52	50	57	58	61	74	75	75	72	60	59	59	53	56	68	79	81	85	79	72	75	76	76	68	56	67	67	69	68
MSI	7	4	5	4	3	8	13	9	7	5	4	5	5	5	4	7	6	7	8	7	19	14	7	14	5	4	3	5	13	10	6	9	8	13	4	3

	M 14	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	D	J 17	F	M	A
Days On Market	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	78	71	115	89	71
3 Mo. Roll Avg			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	75	69	88	92	92

	M 14	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	D	J 17	F	M	A
Price per Sq Ft	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	148	183	191	194	185
3 Mo. Roll Avg			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	166	170	174	189	190

	M 14	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	D	J 17	F	M	A
Sale to List Price	0.928	0.931	0.937	0.941	0.939	0.913	0.945	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	0.832	0.928	0.920	0.942	0.924
3 Mo. Roll Avg			0.932	0.936	0.939	0.931	0.932	0.914	0.919	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	0.882	0.888	0.893	0.930	0.929

	M 14	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	D	J 17	F	M	A
New Listings	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	7	26	30	30	21
Inventory	58	65	65	65	69	70	65	52	50	57	58	61	74	75	75	72	60	59	59	53	56	68	79	81	85	79	72	75	76	76	68	56	67	67	69	68
Sales	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	6	8	5	16	20

	(000's) M 14	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	D	J 17	F	M	A
Avg Sale Price	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	335	412	442	453	427
3 Mo. Roll Avg			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	451	433	396	436	440

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