

## MLS Area: Lincolnshire



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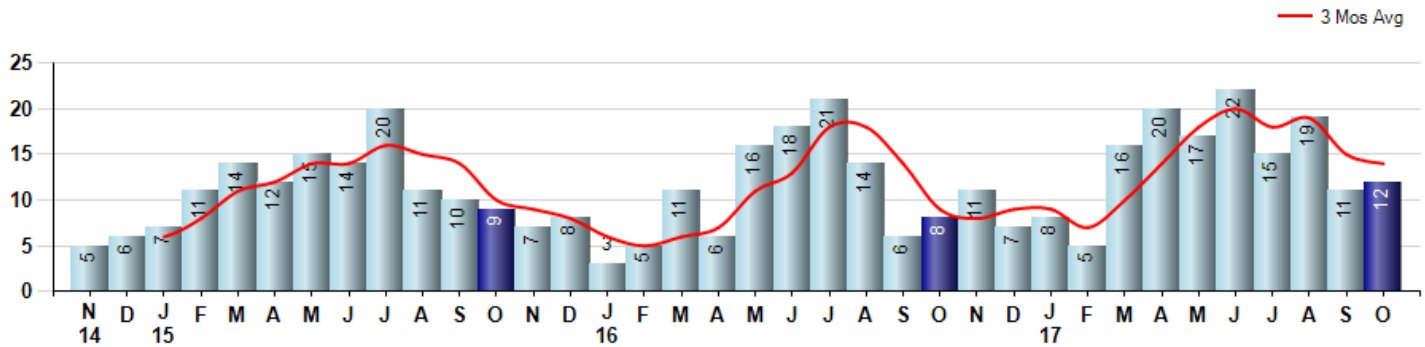
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$531,950	↓		↓				
Average List Price of all Current Listings	\$649,909	↓		↓				
October Median Sales Price	\$384,947	↓	↓	↓	↓	\$442,500	↓	↓
October Average Sales Price	\$425,960	↓	↓	↓		\$486,108	↓	↓
Total Properties Currently for Sale (Inventory)	66	↓		↓				
October Number of Properties Sold	12	↑		↑		145	↑	
October Average Days on Market (Solds)	73	↓	↓	↓	↑	78	↑	↑
October Month's Supply of Inventory	5.5	↓	↑	↓	↓	6.1	↓	↓
October Sale Price vs List Price Ratio	88.5%	↓	↓	↓	↓	92.6%	↓	↔

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

### Property Sales

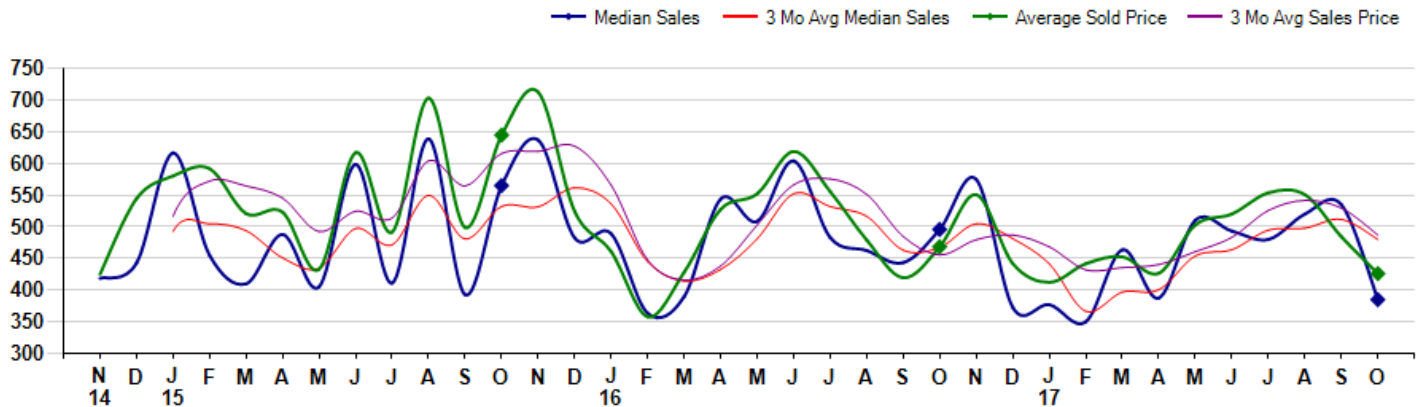
October Property sales were 12, up 50.0% from 8 in October of 2016 and 9.1% higher than the 11 sales last month. October 2017 sales were at their highest level compared to October of 2016 and 2015. October YTD sales of 145 are running 34.3% ahead of last year's year-to-date sales of 108.



### Prices

The Median Sales Price in October was \$384,947, down -22.4% from \$495,875 in October of 2016 and down -28.0% from \$535,000 last month. The Average Sales Price in October was \$425,960, down -9.1% from \$468,395 in October of 2016 and down -12.0% from \$484,283 last month. October 2017 ASP was at the lowest level compared to October of 2016 and 2015.

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



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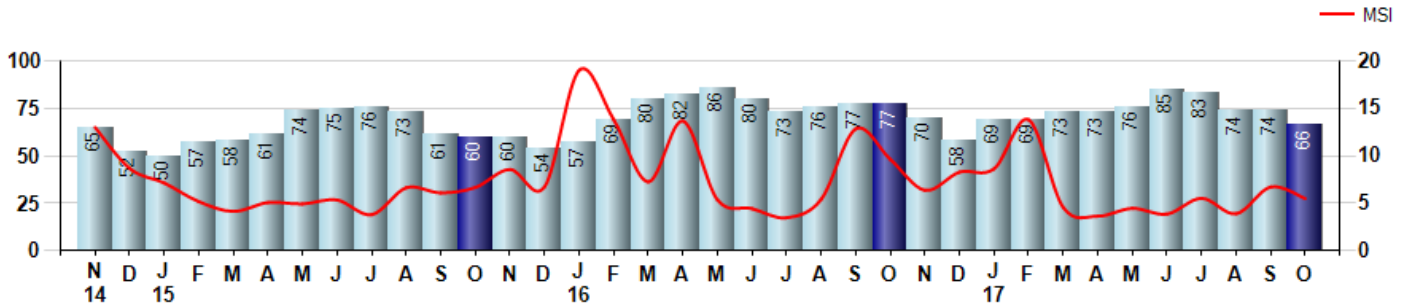
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### Inventory & MSI

The Total Inventory of Properties available for sale as of October was 66, down -10.8% from 74 last month and down -14.3% from 77 in October of last year. October 2017 Inventory was at a mid range compared to October of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2017 MSI of 5.5 months was at its lowest level compared with October of 2016 and 2015.

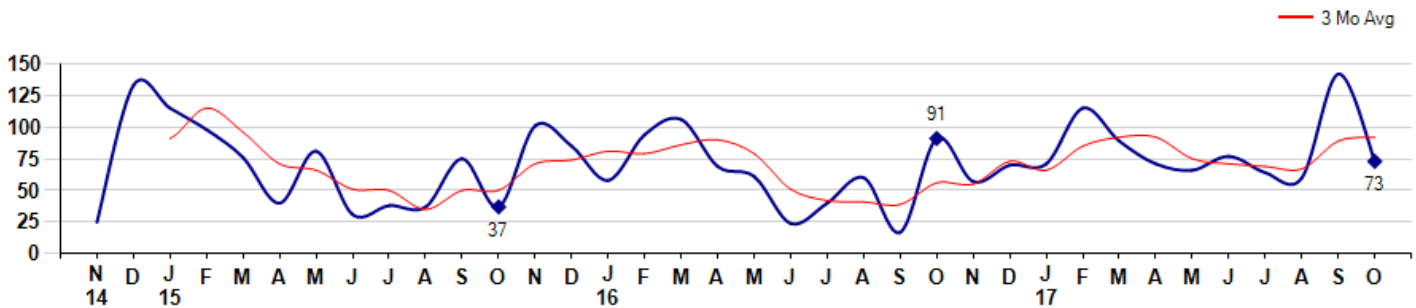
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 October was 73, down -48.6% from 142 days last month and down -19.8% from 91 days in October of last year. The October 2017 DOM was at a mid range compared with October of 2016 and 2015.

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



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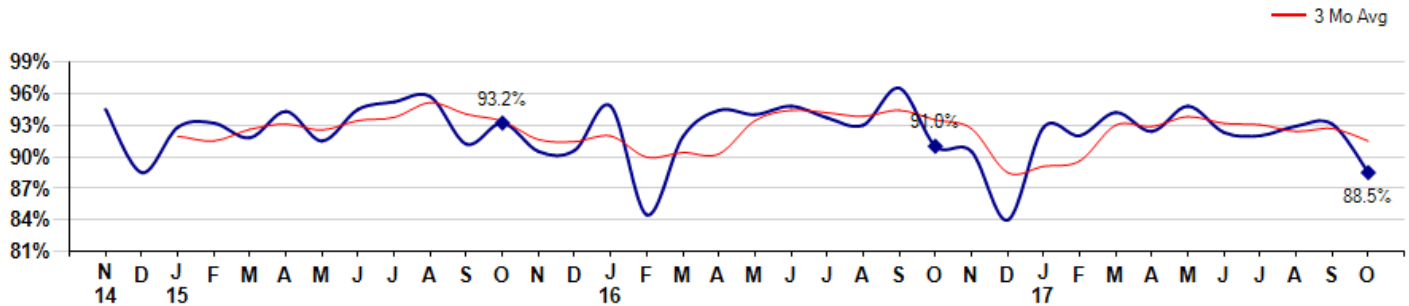


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### Selling Price vs Listing Price

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 October 2017 Selling Price vs List Price of 88.5% was down from 93.1% last month and down from 91.0% in October of last year.

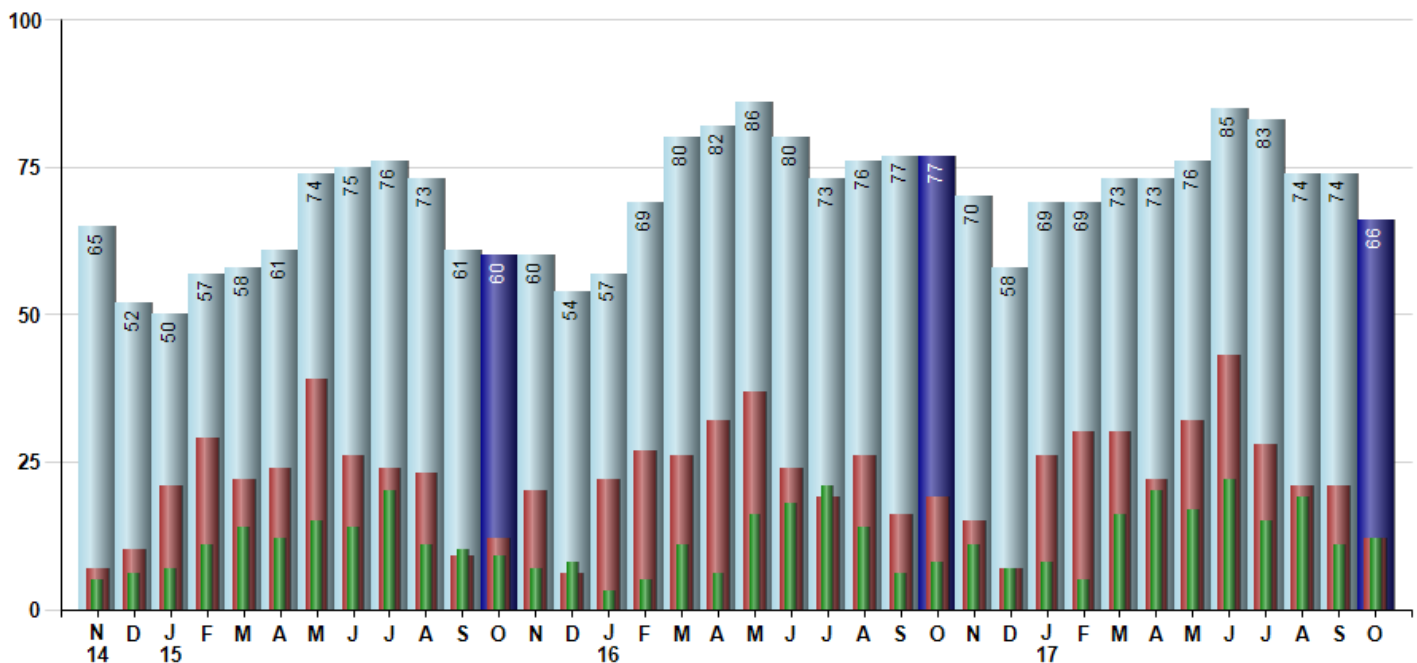
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 October 2017 was 12, down -42.9% from 21 last month and down -36.8% from 19 in October of last year.

Inventory    New Listings    Sold



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	N 14	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	M	J	J	A	S	O
Homes Sold	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	7	8	5	16	20	17	22	15	19	11	12
3 Mo. Roll Avg			6	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

	(000's) N 14	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	M	J	J	A	S	O
Median Sale Price	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	373	377	350	464	388	511	493	480	520	535	385
3 Mo. Roll Avg			493	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

	N 14	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	M	J	J	A	S	O
Inventory	65	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	74	66
MSI	13	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

	N 14	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	M	J	J	A	S	O
Days On Market	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	70	71	115	89	71	66	77	64	60	142	73
3 Mo. Roll Avg			91	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

	N 14	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	M	J	J	A	S	O
Price per Sq Ft	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	154	183	191	194	185	181	203	171	184	192	177
3 Mo. Roll Avg			176	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

	N 14	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	M	J	J	A	S	O
Sale to List Price	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	0.840	0.928	0.920	0.942	0.924	0.948	0.923	0.920	0.929	0.931	0.885
3 Mo. Roll Avg			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	0.885	0.891	0.896	0.930	0.929	0.938	0.932	0.930	0.924	0.927	0.915

	N 14	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	M	J	J	A	S	O
New Listings	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	22	32	43	28	21	21	12
Inventory	65	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	74	66
Sales	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	7	8	5	16	20	17	22	15	19	11	12

	(000's) N 14	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	M	J	J	A	S	O
Avg Sale Price	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	442	412	442	453	427	503	520	554	551	484	426
3 Mo. Roll Avg			517	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

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