

## MLS Area: Lincolnshire



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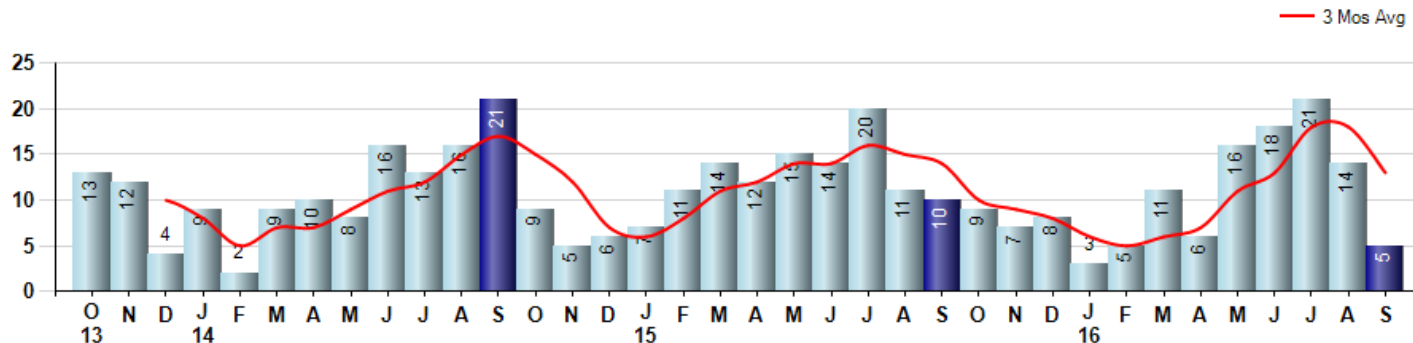
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$549,900	↓		↑				
Average List Price of all Current Listings	\$678,760	↓		↑				
September Median Sales Price	\$480,000	↑	↓	↑	↓	\$480,000	↓	↓
September Average Sales Price	\$445,360	↓	↓	↓	↓	\$521,525	↓	↓
Total Properties Currently for Sale (Inventory)	73	↑		↑				
September Number of Properties Sold	5	↓		↓		99	↓	
September Average Days on Market (Solds)	20	↓	↓	↓	↓	55	↓	↓
September Month's Supply of Inventory	14.6	↑	↑	↑	↑	9.5	↑	↑
September Sale Price vs List Price Ratio	98.1%	↑	↑	↑	↑	95.7%	→	↑

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

### Property Sales

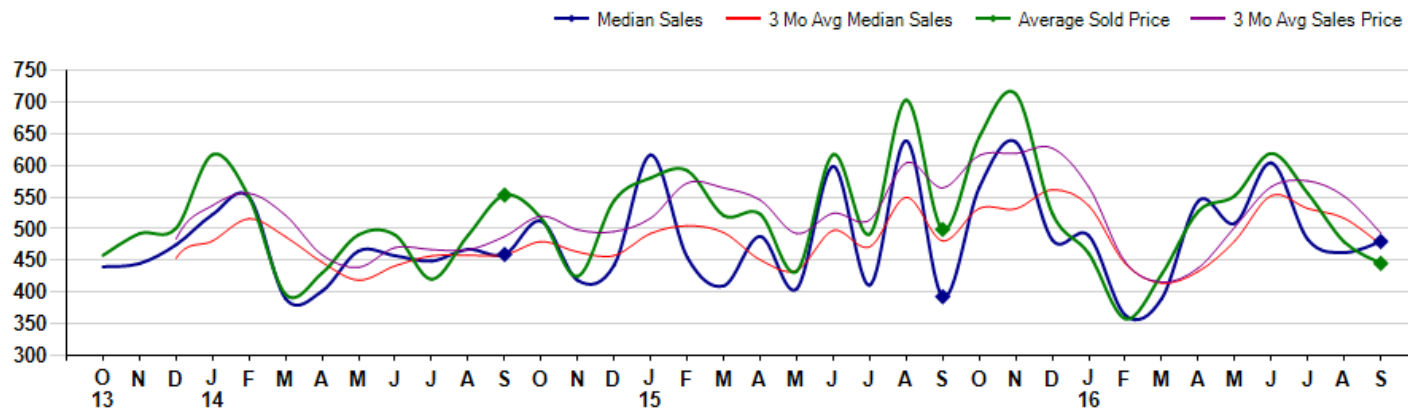
September Property sales were 5, down -50.0% from 10 in September of 2015 and -64.3% lower than the 14 sales last month. September 2016 sales were at their lowest level compared to September of 2015 and 2014. September YTD sales of 99 are running -13.2% behind last year's year-to-date sales of 114.



### Prices

The Median Sales Price in September was \$480,000, up 22.2% from \$392,750 in September of 2015 and up 3.8% from \$462,500 last month. The Average Sales Price in September was \$445,360, down -10.7% from \$499,000 in September of 2015 and down -7.0% from \$479,011 last month. September 2016 ASP was at the lowest level compared to September of 2015 and 2014.

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



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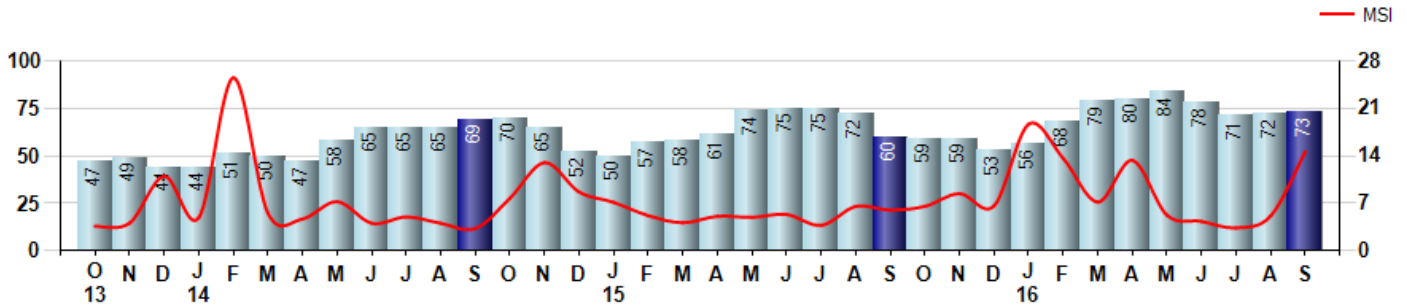
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### Inventory & MSI

The Total Inventory of Properties available for sale as of September was 73, up 1.4% from 72 last month and up 21.7% from 60 in September of last year. September 2016 Inventory was at highest level compared to September of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2016 MSI of 14.6 months was at its highest level compared with September of 2015 and 2014.

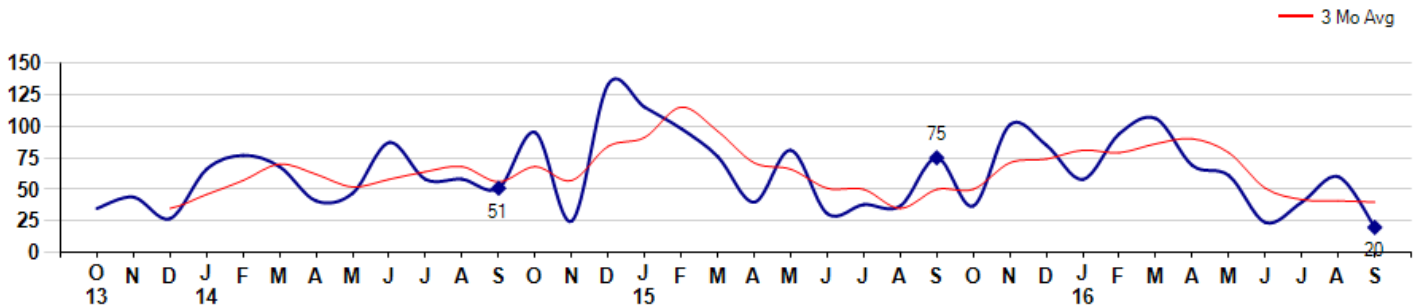
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 September was 20, down -66.7% from 60 days last month and down -73.3% from 75 days in September of last year. The September 2016 DOM was at its lowest level compared with September of 2015 and 2014.

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



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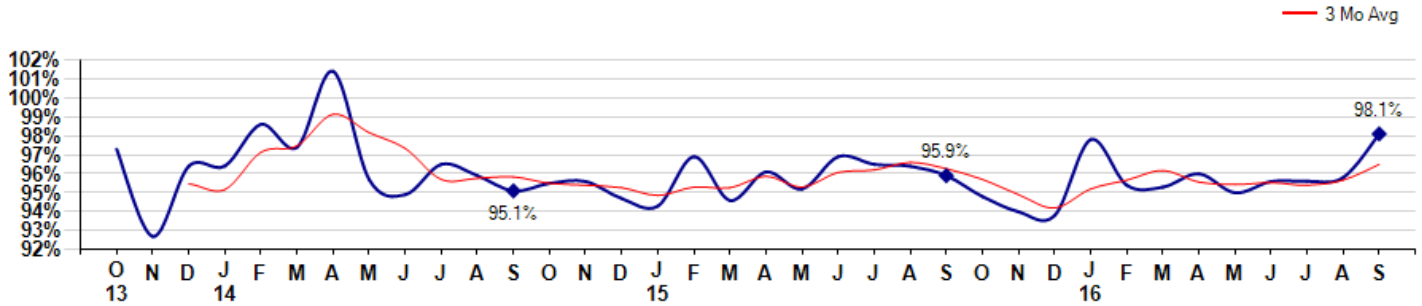


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### Selling Price vs Listing Price

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 September 2016 Selling Price vs List Price of 98.1% was up from 95.8% last month and up from 95.9% in September of last year.

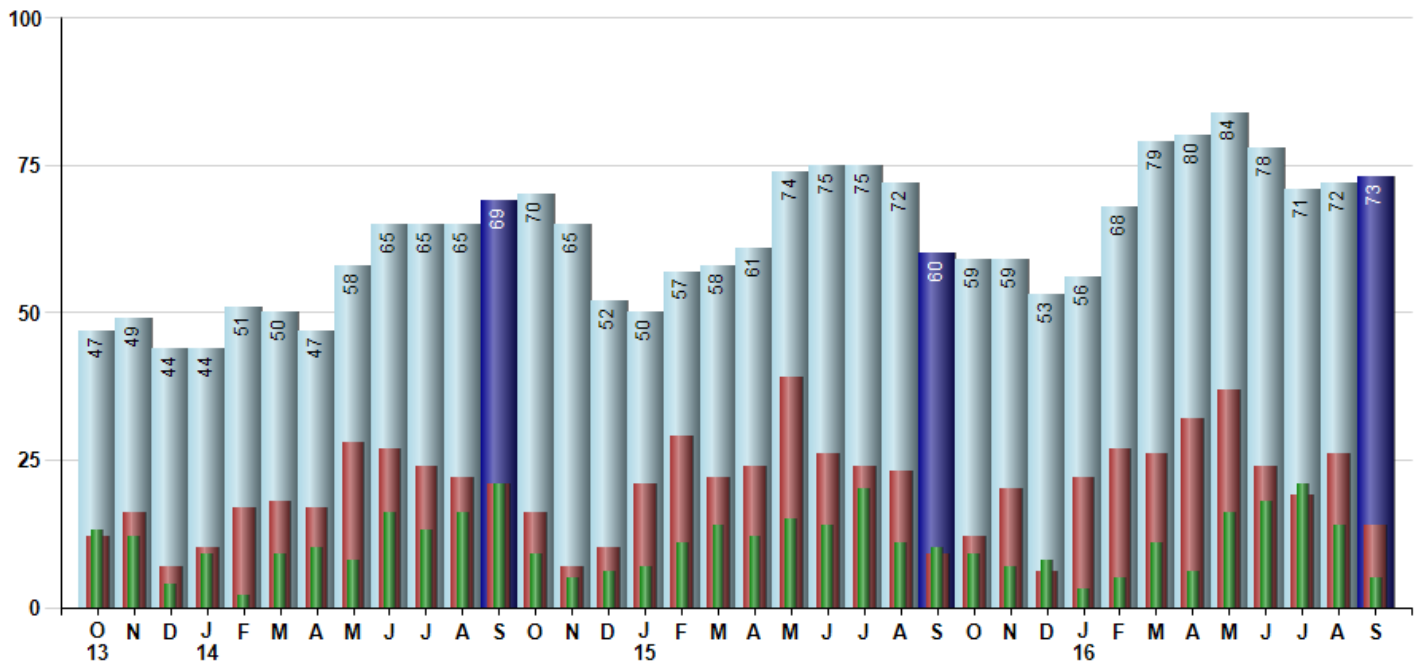
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 September 2016 was 14, down -46.2% from 26 last month and up 55.6% from 9 in September of last year.

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



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	O 13	N	D	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
Homes Sold	13	12	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	5
3 Mo. Roll Avg			10	8	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	13

	(000's) O 13	N	D	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
Median Sale Price	440	445	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	480
3 Mo. Roll Avg			453	481	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	475

	O 13	N	D	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
Inventory	47	49	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	72	73
MSI	4	4	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	15

	O 13	N	D	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
Days On Market	35	44	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	20
3 Mo. Roll Avg			35	46	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	40

	O 13	N	D	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
Price per Sq Ft	170	167	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	187
3 Mo. Roll Avg			177	179	181	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	185	

	O 13	N	D	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
Sale to List Price	0.973	0.927	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
3 Mo. Roll Avg			0.955	0.952	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

	O 13	N	D	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
New Listings	12	16	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	14
Inventory	47	49	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	72	73
Sales	13	12	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	5

	(000's) O 13	N	D	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
Avg Sale Price	458	492	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	445
3 Mo. Roll Avg			484	537	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	493

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