MARKET ACTION REPORT

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.

		7		Trending Versus*:					
Market Profile & Trends Overview	Month	LM	L ₃ M	PYM	LY	YTD	PriorYTD	PriorYear	
Median List Price of all Current Listings	\$544,900	-		1					
Average List Price of all Current Listings	\$635,565	+		1					
August Median Sales Price	\$638,920	1	*	*	1	\$494,500	*	*	
August Average Sales Price	\$703,311	1	1	1	1	\$546,591	1	•	
Total Properties Currently for Sale (Inventory)	66	+		1			-		
August Number of Properties Sold	11	+		+	-	104	1		
August Average Days on Market (Solds)	37	+	+	1	+	60	1	1	
August Month's Supply of Inventory	6.0	*	1	1	+	5.0	4	1	
August Sale Price vs List Price Ratio	96.4%	-	1	1	1	95.7%	1	1	

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

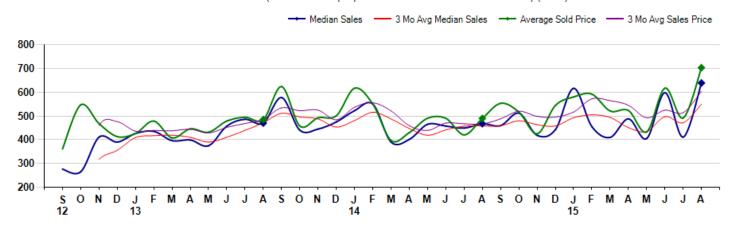
Property Sales

August Property sales were 11, down -31.3% from 16 in August of 2014 and -45.0% lower than the 20 sales last month. August 2015 sales were at their lowest level compared to August of 2014 and 2013. August YTD sales of 104 are running 25.3% ahead of last year's year-to-date sales of 83.



The Median Sales Price in August was \$638,920, up 36.7% from \$467,500 in August of 2014 and up 55.5% from \$411,000 last month. The Average Sales Price in August was \$703,311, up 43.6% from \$489,719 in August of 2014 and up 43.1% from \$491,570 last month. August 2015 ASP was at highest level compared to August of 2014 and 2013.

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



© 2015 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 9/1/2012 through 8/31/2015. 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.



MARKET ACTION REPORT

MLS Area: Lincolnshire



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



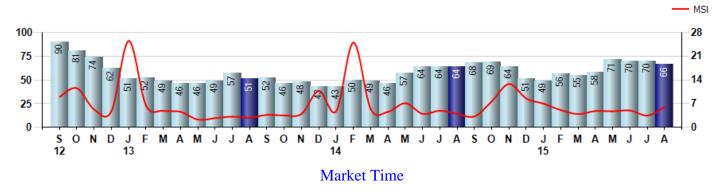
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of August was 66, down -5.7% from 70 last month and up 3.1% from 64 in August of last year. August 2015 Inventory was at highest level compared to August of 2014 and 2013.

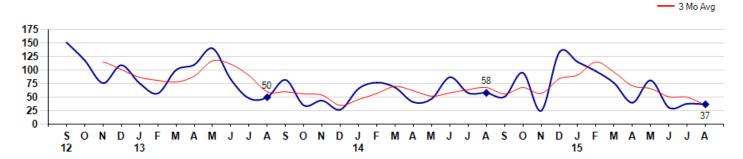
A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2015 MSI of 6.0 months was at its highest level compared with August of 2014 and 2013.

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



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 August was 37, down -2.6% from 38 days last month and down -36.2% from 58 days in August of last year. The August 2015 DOM was at its lowest level compared with August of 2014 and 2013.

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



© 2015 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.



MARKET ACTION REPORT

MLS Area: Lincolnshire



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



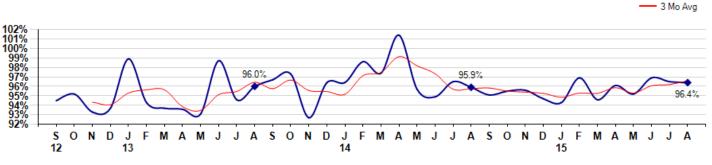
August 201

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

Selling Price vs Listing Price

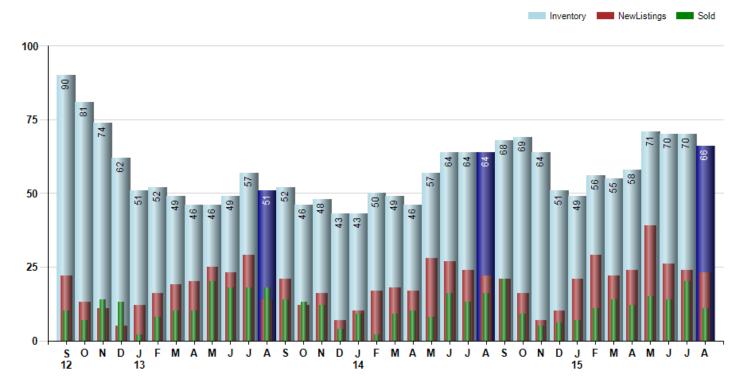
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The August 2015 Selling Price vs List Price of 96.4% was down from 96.5% last month and up from 95.9% in August of last year.

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

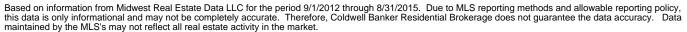


Inventory / New Listings / Sales

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 August 2015 was 23, down -4.2% from 24 last month and up 4.5% from 22 in August of last year.



© 2015 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.





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

	S 12	О	N		J 13	F	M	A	M	J	J	A	S	0	N	D	J 14	F	M	A	M	J	J	A	S	0	N	D	J 15	F	M	A	M	J	J A
Homes Sold	10	7	14	13	2	8	10	10	20	18	18	18	14	13	12	4	9	2	9	10	8	16	13	16	21	9	5	6	7	11	14	12	15	14	20 11
3 Mo. Roll Avg			10	11	10	8	7	9	13	16	19	18	17	15	13	10	8	5	7	7	9	11	12	15	17	15	12	7	6	8	11	12	14	14	16 15
(000's)	S 12	0	N	D	J 13	F	M	A	M	J	J	A	S	0	N	D	J 14	F	M	A	M	J	J	A	S	0	N	D	J 15	F	M	A	M	J	J A
MedianSalePrice	276	265	411	390	426	436	396	399	375	458	486	470		440				550	390	402	465		449	468				443	617		410			599	411 639
3 Mo. Roll Avg			317	355	409	417	419	410	390	410	439	471	511	496	488	453	481	516	488	447	419	441	457	458	459	480	463	458	493	505	494	451	434	497	472 549
	S 12	0	N	D	J 13	F	M	A	М	J	J	A	S	0	N	D	J 14	F	M	A	М	.I	J	A	S	0	N	D	J 15	F	M	A	M	J	J A
Inventory	90	81	74		51	52	49	46	46	49	57	51	52	46	48	43	43	50	49	46	57	64	64	64	68	69	64	51	49	56	55	58	71	70	70 66
MSI	9	12	5	5	26	7	5	5	2	3	3	3	4	4	4	11	5	25	5	5	7	4	5	4	3	8	13	9	7	5	4	5	5	5	4 6
		•	•			•	•	•			·			•			•	·		•	•	•		•		·			·		•	•			
	S 12	0	N	D	J 13	F	М	A	M	.I	J	A	S	0	N	D	J 14	F	М	A	М	.I	.I	A	S	O	N	D	J 15	F	M	A	M	J	J A
Days On Market		118	76		76	57		110	140	83	48	50	82	35	44	27	66	77	68	41	47	87	58	58	51	95	25	133	115	98	76	40	81	31	38 37
3 Mo. Roll Avg			115		87	81	78	89		111	90	60	60	35 56	54	35	46	57	70	62	52	58	64	68	51 56	68	57	84	91	98 115	96	71	66	51	38 37 50 35
																																			•
	S 12		N	D	J 13	F	M	Α	M	T	T	Λ	S	О	N	D	J 14	F	M	Λ	M	T	T	Λ	C	0	N	D	J 15	F	M	A	М	T	T A
Price per Sq Ft	152	154	160		171	153		159	158	165	174	184	190	170	167			174		174		174	162	187	198			179	185	200			164	207	174 210
3 Mo. Roll Avg	102	10.	155		163	161	155		153	161	166	174	183	181	176	177			172		174	176	172	174	182	190		176	176	188				189	174 210 182 197
<u> </u>																																			
	S 12		N	D	J 13	T	М	Α	M	т	т	A	C	О	NI	D	J 14	T	M	A	M	T	т	A	C	O	N	D	J 15	T	M	A	M	т	T A
Sale to List Price	0.945	0.952		0.937		0.943		0.936		0.987	0.946	0.960	0.967		0.927	0.964	0.964	0.986	0.974	1.014	0.957	0.949	0.965	0.959	0.951					0.969		A 0.961).969 (0.965 0.964
3 Mo. Roll Avg	***			0.941	0.953				0.935				0.958				0.952		0.975			0.973			0.958			0.953		0.953					0.962 0.966
5 1110. Roll 1117g	l																-																		
	0.13		N.T	ъ	T 12	10	3.4	A 1	3.4	т	-		CI		N.T	ъ	T 1.4	10	3.4	A	3.4	-	-		C		N.T	ъ	T 15	12	3.4	A	N.A	Ŧ	TI A
New Listings	S 12	12	11	<u> </u>	J 13	16	M 19	A 20	M 25	23	29	14	21	12	16	D 7	J 14 10	17	18	17	28	27	24	22	21	16	7	10	J 15 21	29	M 22	A 24	39	26	24 23
Inventory	90	81	74	62	51	52	49	46	46	49	57	51	52	46	48	43	43	50	49	46	57	64	64	64	68	69	64	51	49	56	55	58	71	70	24 23 70 66
Sales	10	7	14	13	2	8	10	10	20	18	18	18	14	13	12	43	9	20	9	10	8	16	13	16	21	9	5	6	7	11	14	12	15	14	20 11
Daics	10	/	1-7	13		0	10	10	20	10	10	10	17	13	14	-				10	U	10	1.5	10	41		J	J		11	17	14	15	17	2 ∪ 11
(000's	0.10	01	≥ ₹	ъ.	T 10	17	3.6	۱ و	3.6	-	÷1		GI		3 T	10	T 1 4	101	3.4	_ A T	3.4	¥1	¥1		Ol.	0	N.TI	- To-1	T 4 F	10	3.6	_ A I	3.6	¥	T
	U 12	O 547	N 468	413	J 13 426	479	M 408	A 446	M 432	479	495	485	624	0 458	492		J 14 617	550	M 397	430	M 491	490	420	490	553	<u>0</u>	N 425	544	J 15 580	592	M 521	523	M 433	ј 617	J A 492 703
Avg Sale Price 3 Mo. Roll Avg	301	347	459		426	479		440	432	479	468	486		522	525	484	537	556	521		439			467				495	517						514 604
5 MO. KOH AVE			737	7/0	7.50	737	7.50	777	740	734	400	400	JJ4	344	343	707	331	330	341	737	737	-1/U	707	707	-100	340	170	773	31/	314	JU4	J 7 J	774	J4 4	J17 UU4

© 2015 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.

