

## MLS Area: Lincolnshire



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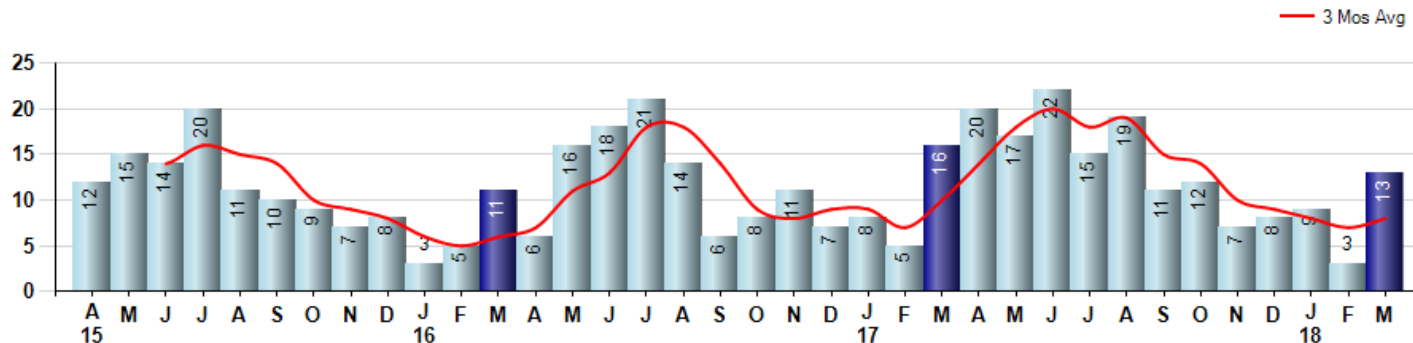
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$525,000	↑		↓				
Average List Price of all Current Listings	\$639,379	↑		↓				
March Median Sales Price	\$440,000	↓	↔	↓	↓	\$440,000	↑	↓
March Average Sales Price	\$466,884	↑	↓	↑	↓	\$445,936	↑	↓
Total Properties Currently for Sale (Inventory)	69	↑		↓				
March Number of Properties Sold	13	↑		↓		25	↓	
March Average Days on Market (Solds)	86	↓	↓	↓	↑	107	↑	↑
March Month's Supply of Inventory	5.3	↓	↓	↑	↓	9.5	↑	↑
March Sale Price vs List Price Ratio	92.9%	↑	↑	↓	↑	91.2%	↓	↓

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

### Property Sales

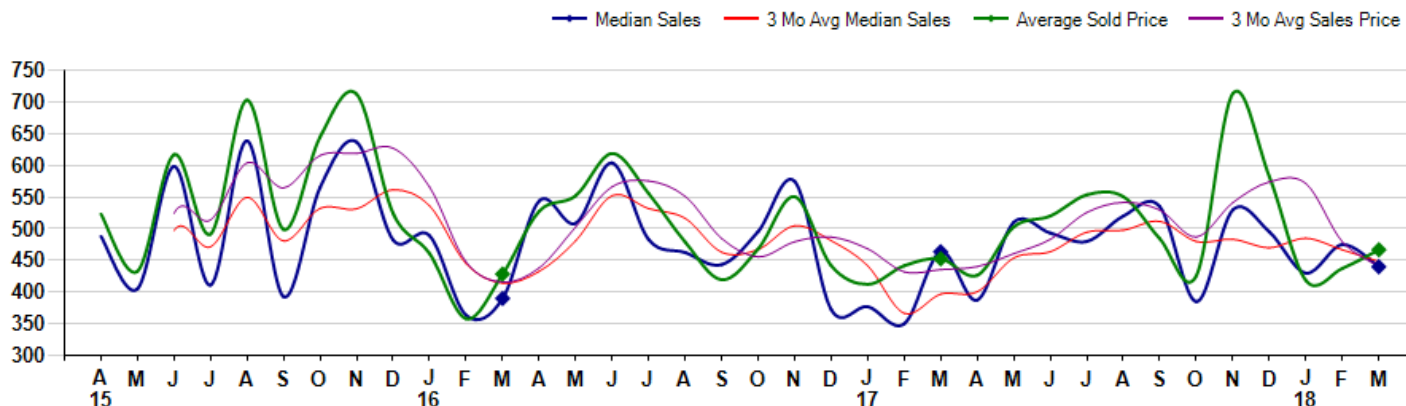
March Property sales were 13, down -18.8% from 16 in March of 2017 and 333.3% higher than the 3 sales last month. March 2018 sales were at a mid level compared to March of 2017 and 2016. March YTD sales of 25 are running -13.8% behind last year's year-to-date sales of 29.



### Prices

The Median Sales Price in March was \$440,000, down -5.1% from \$463,750 in March of 2017 and down -7.4% from \$475,000 last month. The Average Sales Price in March was \$466,884, up 3.2% from \$452,556 in March of 2017 and up 6.7% from \$437,500 last month. March 2018 ASP was at highest level compared to March of 2017 and 2016.

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



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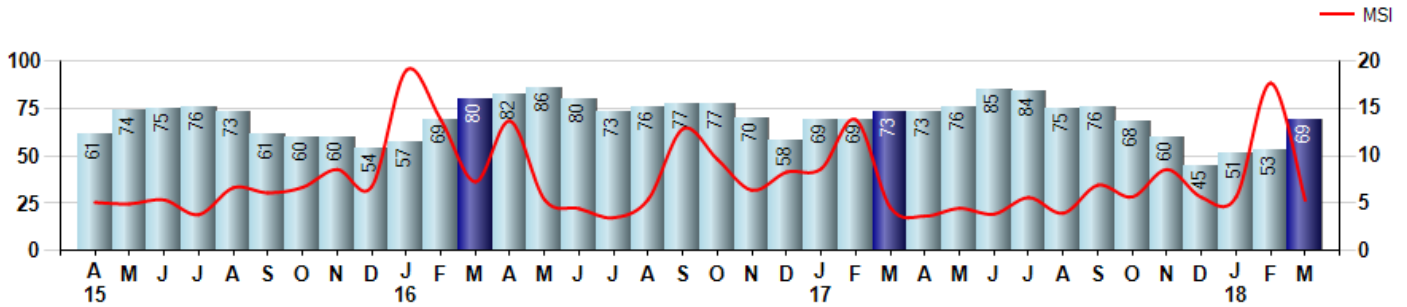
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### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 69, up 30.2% from 53 last month and down -5.5% from 73 in March of last year. March 2018 Inventory was at the lowest level compared to March of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2018 MSI of 5.3 months was at a mid range compared with March of 2017 and 2016.

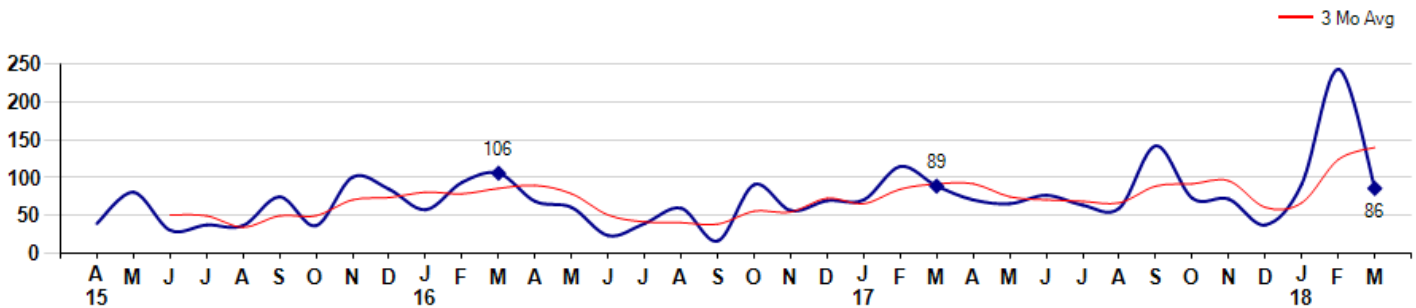
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 March was 86, down -64.6% from 243 days last month and down -3.4% from 89 days in March of last year. The March 2018 DOM was at its lowest level compared with March of 2017 and 2016.

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



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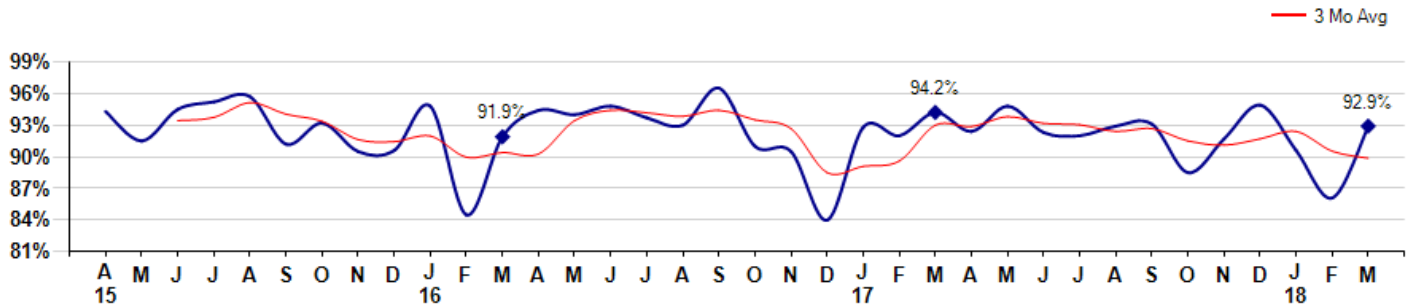


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### Selling Price vs Listing Price

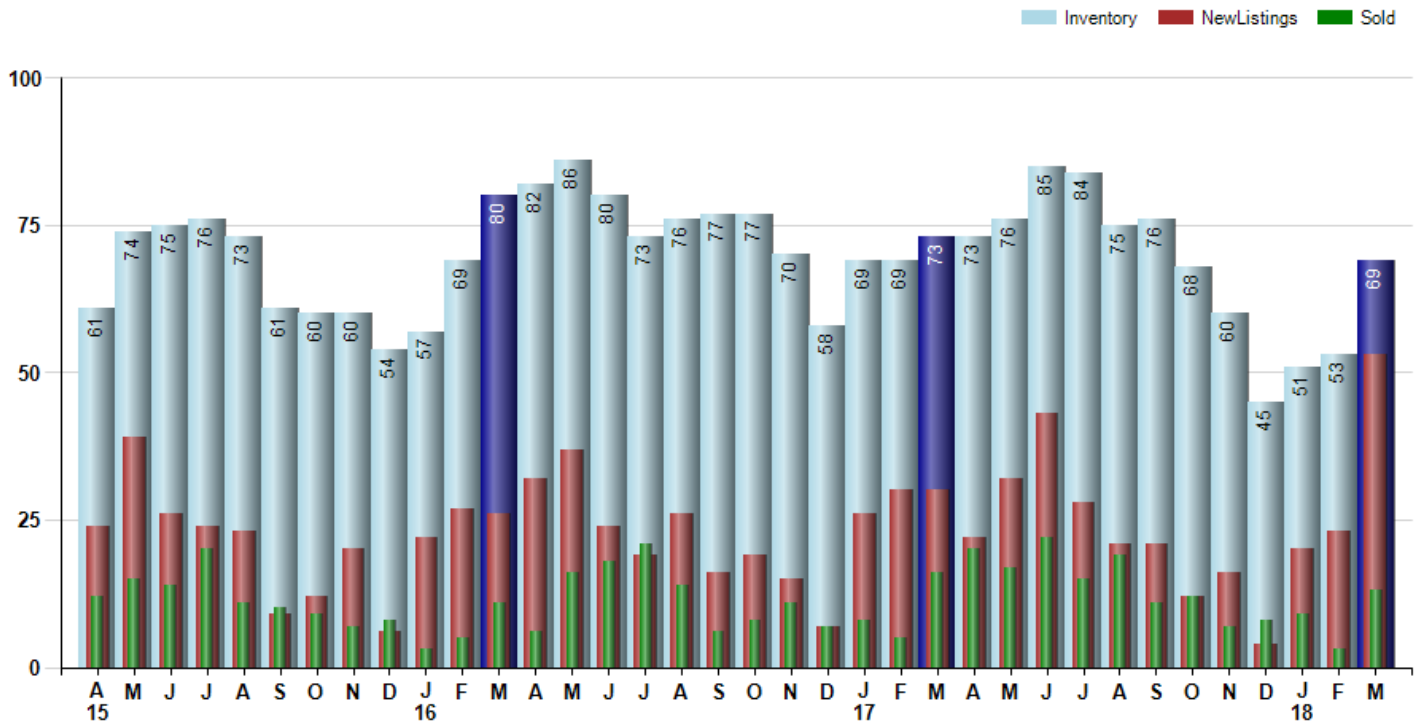
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2018 Selling Price vs List Price of 92.9% was up from 86.1% last month and down from 94.2% in March 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 March 2018 was 53, up 130.4% from 23 last month and up 76.7% from 30 in March of last year.



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	A 15	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	N	D	J 18	F	M
Homes Sold	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	7	8	9	3	13
3 Mo. Roll Avg			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	10	9	8	7	8

	(000's) A 15	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	N	D	J 18	F	M
Median Sale Price	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	530	495	430	475	440
3 Mo. Roll Avg			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	483	470	485	467	448

	A 15	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	N	D	J 18	F	M
Inventory	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	84	75	76	68	60	45	51	53	69
MSI	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	9	6	6	18	5

	A 15	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	N	D	J 18	F	M
Days On Market	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	72	38	92	243	86
3 Mo. Roll Avg			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	96	61	67	124	140

	A 15	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	N	D	J 18	F	M
Price per Sq Ft	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	189	198	178	193	181
3 Mo. Roll Avg			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	186	188	188	190	184

	A 15	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	N	D	J 18	F	M
Sale to List Price	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	0.917	0.949	0.906	0.861	0.929
3 Mo. Roll Avg			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	0.911	0.917	0.924	0.905	0.899

	A 15	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	N	D	J 18	F	M
New Listings	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	16	4	20	23	53
Inventory	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	84	75	76	68	60	45	51	53	69
Sales	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	7	8	9	3	13

	(000's) A 15	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	N	D	J 18	F	M
Avg Sale Price	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	714	582	418	438	467
3 Mo. Roll Avg			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	541	574	571	479	441

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