

MLS Area: Lincolnshire



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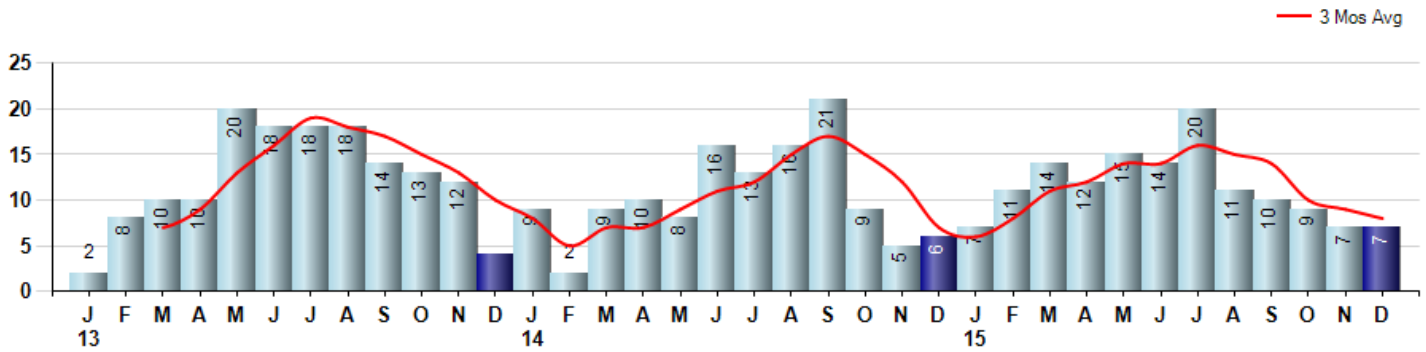
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$534,000	↑		↓				
Average List Price of all Current Listings	\$647,490	↑		↓				
December Median Sales Price	\$500,000	↓	↓	↑	↑	\$515,000	↑	↑
December Average Sales Price	\$557,857	↓	↓	↑	↑	\$558,635	↑	↑
Total Properties Currently for Sale (Inventory)	49	↓		↓				
December Number of Properties Sold	7	→		↑		137	↑	
December Average Days on Market (Solds)	78	↓	↑	↓	↑	63	↓	↓
December Month's Supply of Inventory	7.0	↓	↓	↓	↓	5.7	↓	↓
December Sale Price vs List Price Ratio	93.6%	↓	↓	↓	↓	95.3%	↓	↓

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

Property Sales

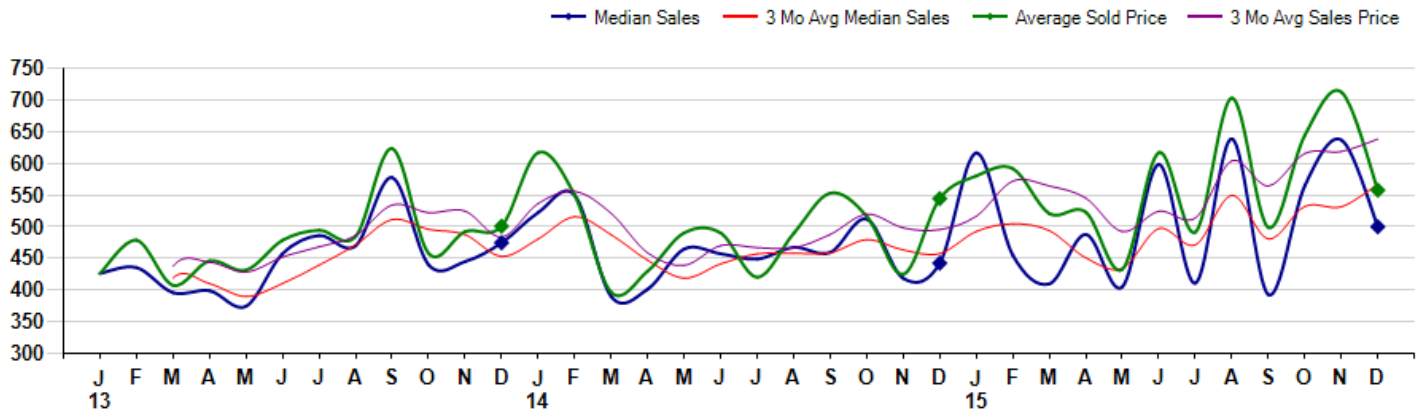
December Property sales were 7, up 16.7% from 6 in December of 2014 and equal to 0.0% 7 sales last month. December 2015 sales were at their highest level compared to December of 2014 and 2013. December YTD sales of 137 are running 10.5% ahead of last year's year-to-date sales of 124.



Prices

The Median Sales Price in December was \$500,000, up 13.0% from \$442,500 in December of 2014 and down -21.5% from \$637,000 last month. The Average Sales Price in December was \$557,857, up 2.5% from \$544,458 in December of 2014 and down -21.7% from \$712,786 last month. December 2015 ASP was at highest level compared to December of 2014 and 2013.

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



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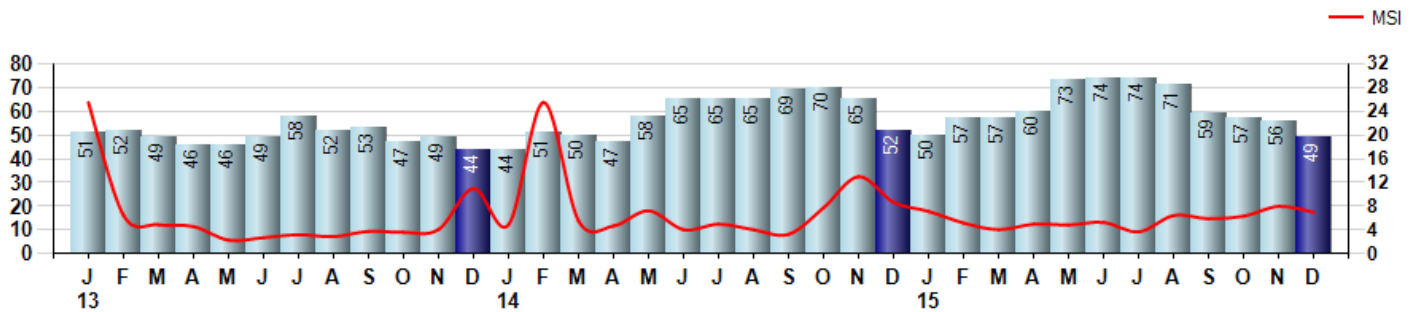
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 49, down -12.5% from 56 last month and down -5.8% from 52 in December of last year. December 2015 Inventory was at a mid range compared to December of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2015 MSI of 7.0 months was at its lowest level compared with December of 2014 and 2013.

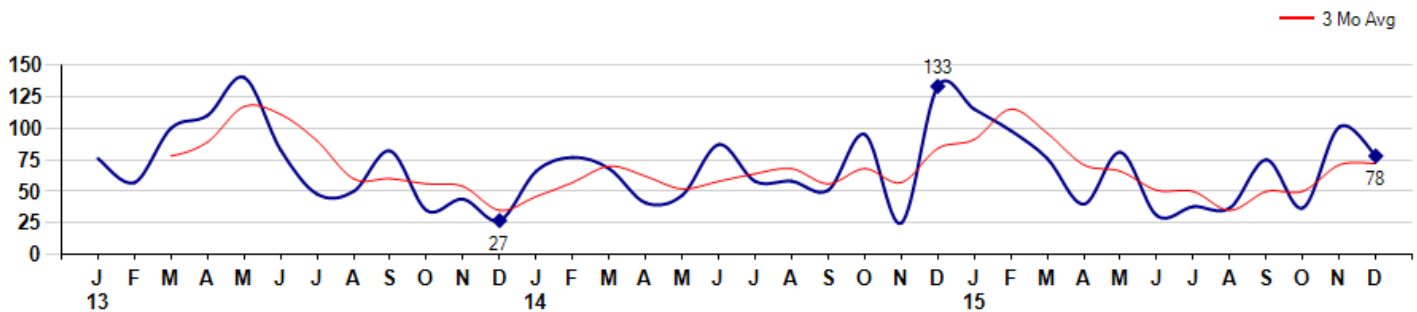
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 78, down -22.8% from 101 days last month and down -41.4% from 133 days in December of last year. The December 2015 DOM was at a mid range compared with December of 2014 and 2013.

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



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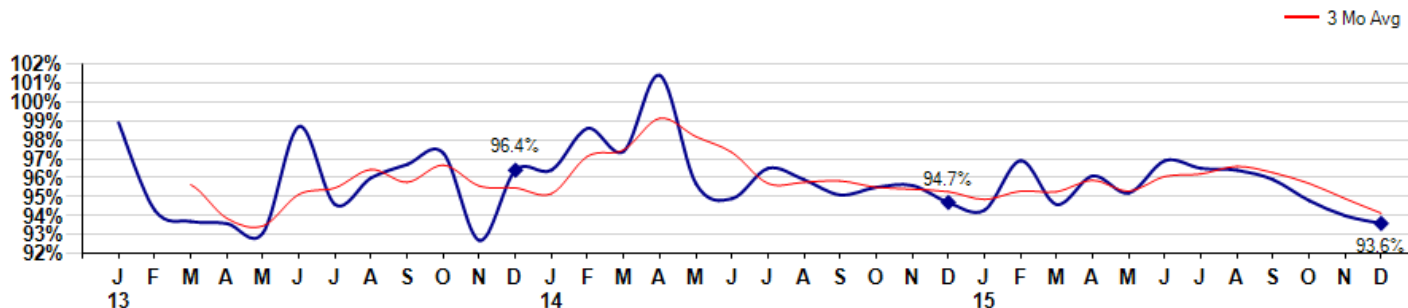


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Selling Price vs Listing Price

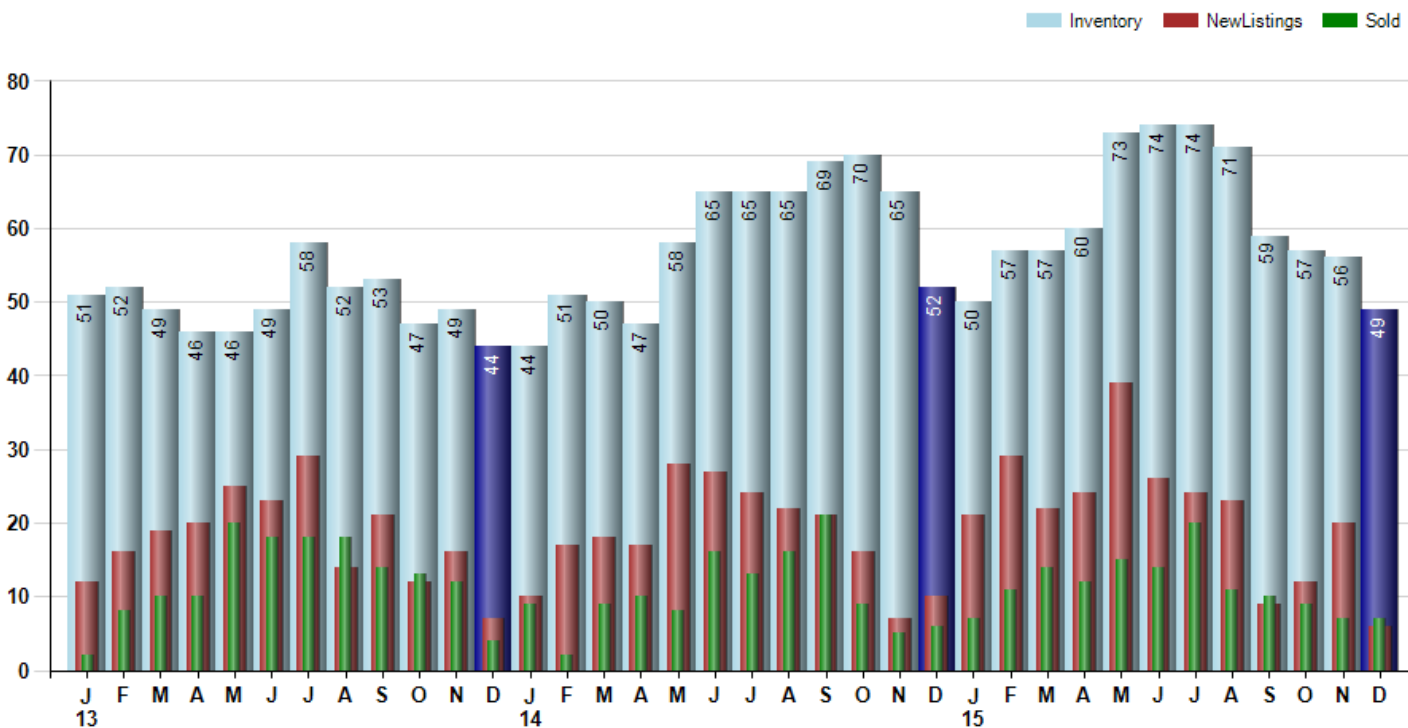
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2015 Selling Price vs List Price of 93.6% was down from 94.0% last month and down from 94.7% in December 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 December 2015 was 6, down -70.0% from 20 last month and down -40.0% from 10 in December of last year.



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	J 13	F	M	A	M	J	J	A	S	O	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
Homes Sold	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	10	9	7	7
3 Mo. Roll Avg			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	14	10	9	8

(000's)	J 13	F	M	A	M	J	J	A	S	O	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
Median Sale Price	426	436	396	399	375	458	486	470	578	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	500
3 Mo. Roll Avg			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	481	532	532	567

	J 13	F	M	A	M	J	J	A	S	O	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
Inventory	51	52	49	46	46	49	58	52	53	47	49	44	44	51	50	47	58	65	65	65	69	70	65	52	50	57	57	60	73	74	74	71	59	57	56	49
MSI	26	7	5	5	2	3	3	3	4	4	4	11	5	26	6	5	7	4	5	4	3	8	13	9	7	5	4	5	5	5	4	6	6	6	8	7

	J 13	F	M	A	M	J	J	A	S	O	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
Days On Market	76	57	100	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	75	37	101	78
3 Mo. Roll Avg			78	89	117	111	90	60	60	56	54	35	46	57	70	62	52	58	64	68	56	68	57	84	91	115	96	71	66	51	50	35	50	50	71	72

	J 13	F	M	A	M	J	J	A	S	O	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
Price per Sq Ft	171	153	141	159	158	165	174	184	190	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
3 Mo. Roll Avg			155	151	153	161	166	174	183	181	176	177	179	181	172	172	174	176	172	174	182	190	183	176	176	188	188	192	180	189	182	197	185	199	202	207

	J 13	F	M	A	M	J	J	A	S	O	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
Sale to List Price	0.989	0.943	0.937	0.936	0.931	0.987	0.946	0.960	0.967	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	0.936
3 Mo. Roll Avg			0.956	0.939	0.935	0.951	0.955	0.964	0.958	0.967	0.956	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	0.941

	J 13	F	M	A	M	J	J	A	S	O	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
New Listings	12	16	19	20	25	23	29	14	21	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
Inventory	51	52	49	46	46	49	58	52	53	47	49	44	44	51	50	47	58	65	65	65	69	70	65	52	50	57	57	60	73	74	74	71	59	57	56	49
Sales	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	10	9	7	7

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Avg Sale Price	426	479	408	446	432	479	495	485	624	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	558
3 Mo. Roll Avg			438	444	428	452	468	486	534	522	525	484	537	556	521	459	439	470	467	467	488	520	498	495	517	572	564	545	492	524	514	604	565	616	619	638

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