

## MLS Area: Lincolnshire



**ART WILSON**

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com



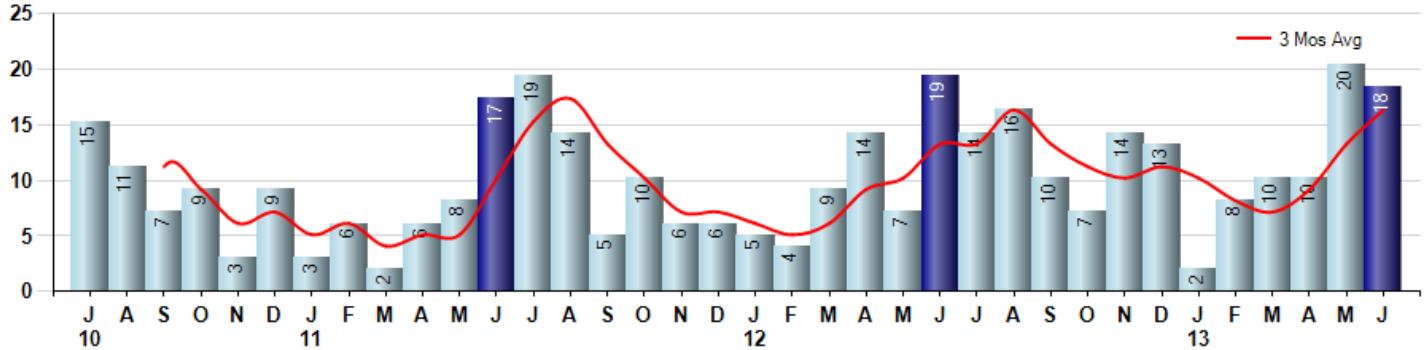
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$579,900	↑		↑				
Average List Price of all Current Listings	\$713,939	↑		↑				
June Median Sales Price	\$457,500	↑	↑	↓	↑	\$414,000	↓	↓
June Average Sales Price	\$478,805	↑	↑	↓	↓	\$448,098	↓	↓
Total Properties Currently for Sale (Inventory)	41	↔		↓				
June Number of Properties Sold	18	↓		↓		68	↑	
June Average Days on Market (Solds)	83	↓	↓	↓	↓	103	↓	↓
June Month's Supply of Inventory	2.3	↑	↓	↓	↓	7.5	↓	↓
June Sale Price vs List Price Ratio	98.7%	↑	↑	↑	↑	94.9%	↑	↑

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

### Property Sales

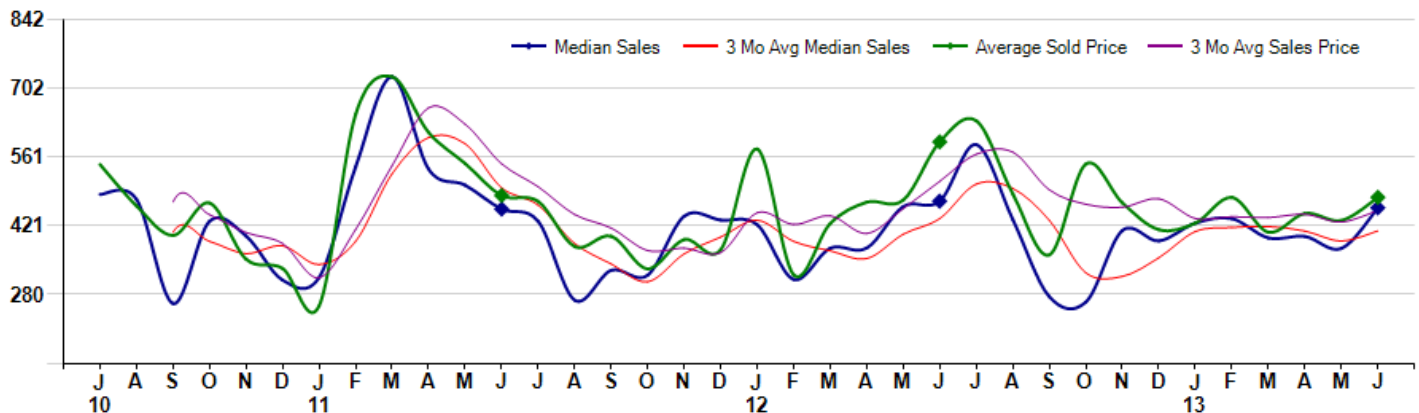
June Property sales were 18, down -5.3% from 19 in June of 2012 and -10.0% lower than the 20 sales last month. June 2013 sales were at a mid level compared to June of 2012 and 2011. June YTD sales of 68 are running 17.2% ahead of last year's year-to-date sales of 58.



### Prices

The Median Sales Price in June was \$457,500, down -2.9% from \$471,000 in June of 2012 and up 22.2% from \$374,500 last month. The Average Sales Price in June was \$478,805, down -19.1% from \$592,158 in June of 2012 and up 10.9% from \$431,654 last month. June 2013 ASP was at the lowest level compared to June of 2012 and 2011.

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



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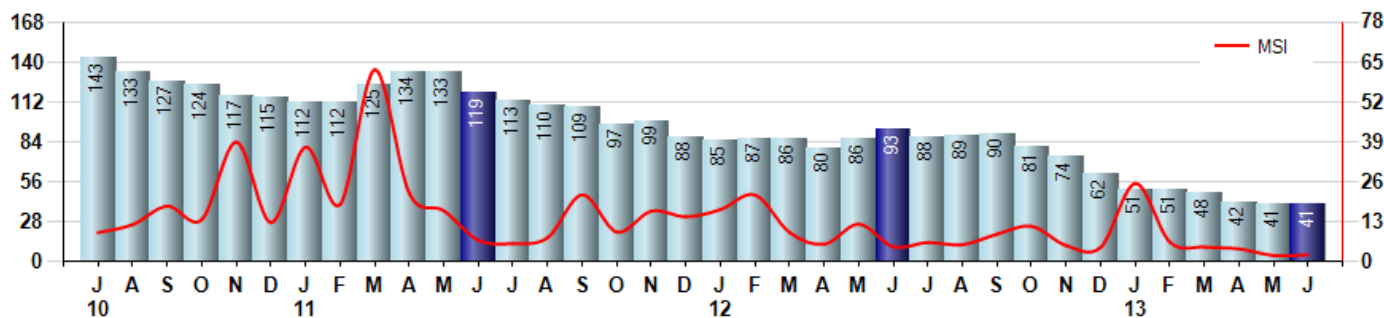
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### Inventory & MSI

The Total Inventory of Properties available for sale as of June was 41, equal to 41 last month and down -55.9% from 93 in June of last year. June 2013 Inventory was at the lowest level compared to June of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2013 MSI of 2.3 months was at its lowest level compared with June of 2012 and 2011.

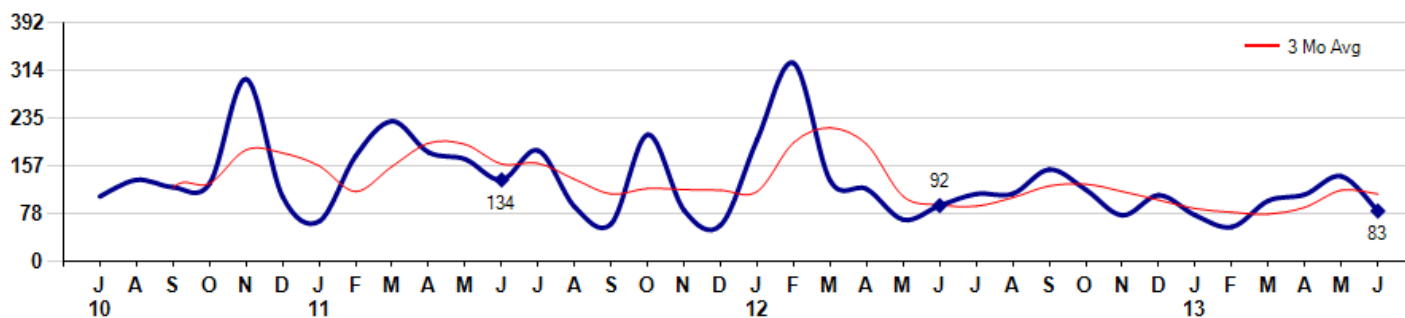
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 June was 83, down -40.7% from 140 days last month and down -9.8% from 92 days in June of last year. The June 2013 DOM was at its lowest level compared with June of 2012 and 2011.

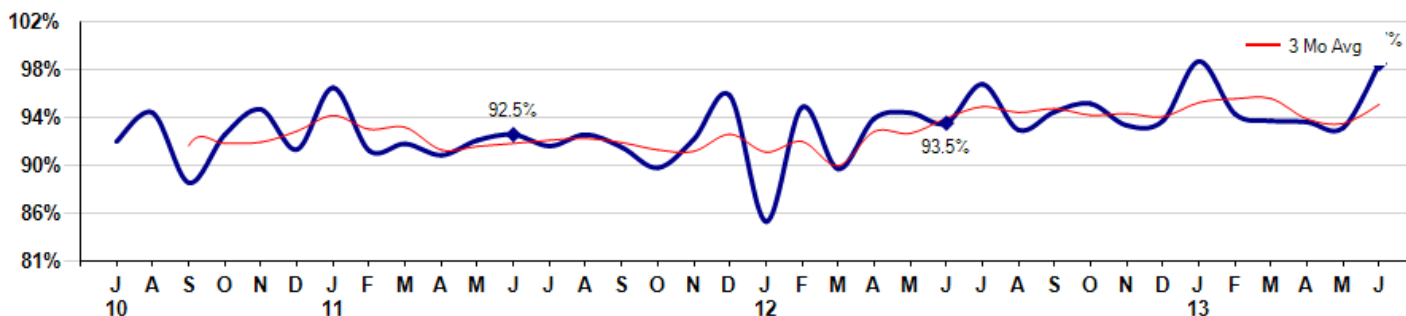
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 June 2013 Selling Price vs List Price of 98.7% was up from 93.1% last month and up from 93.5% in June of last year.

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



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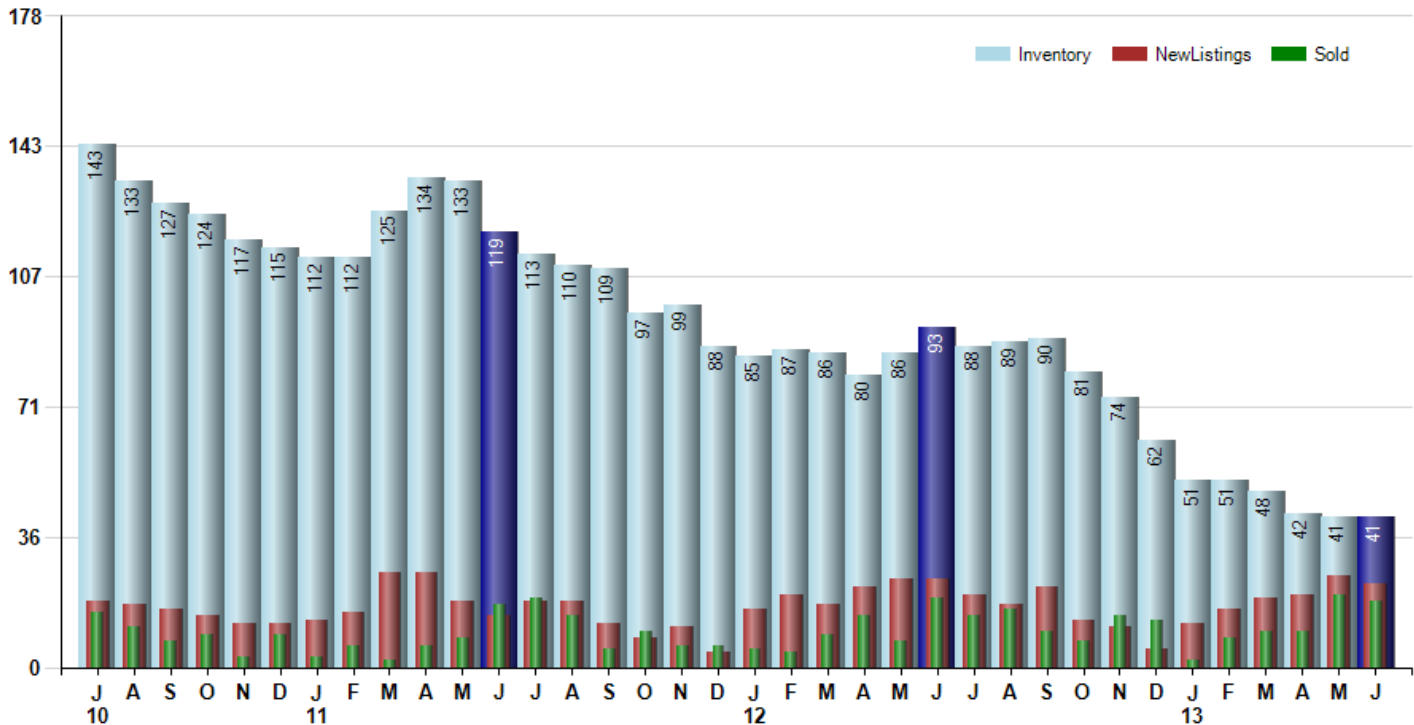
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### Inventory / New Listings / Sales

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 June 2013 was 23, down -8.0% from 25 last month and down -4.2% from 24 in June of last year.



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	J 10	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J
Homes Sold	15	11	7	9	3	9	3	6	2	6	8	17	19	14	5	10	6	6	5	4	9	14	7	19	14	16	10	7	14	13	2	8	10	10	20	18
3 Mo. Roll Avg			11	9	6	7	5	6	4	5	5	10	15	17	13	10	7	7	6	5	6	9	10	13	13	16	13	11	10	11	10	8	7	9	13	16

	(000's) J 10	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J
Median Sale Price	485	475	262	430	400	310	315	541	725	537	504	455	430	269	330	320	441	433	423	311	375	375	460	471	587	434	276	265	411	390	426	436	396	399	375	458
3 Mo. Roll Avg			407	389	364	380	342	389	527	601	588	498	463	385	343	306	364	398	432	389	370	354	403	435	506	497	432	325	317	355	409	417	419	410	390	410

	J 10	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J
Inventory	143	133	127	124	117	115	112	112	125	134	133	119	113	110	109	97	99	88	85	87	86	80	86	93	88	89	90	81	74	62	51	51	48	42	41	41
MSI	10	12	18	14	39	13	37	19	63	22	17	7	6	8	22	10	17	15	17	22	10	6	12	5	6	6	9	12	5	5	26	6	5	4	2	2

	J 10	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J
Days On Market	107	134	122	128	299	107	66	173	230	179	168	134	182	90	62	208	84	60	200	325	133	119	69	92	111	111	151	118	76	109	76	57	100	110	140	83
3 Mo. Roll Avg			121	128	183	178	157	115	156	194	192	160	161	135	111	120	118	117	115	195	219	192	107	93	91	105	124	127	115	101	87	81	78	89	117	111

	J 10	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J
Price per Sq Ft	170	171	159	161	160	146	123	170	188	195	174	168	159	131	149	121	141	135	137	142	125	153	182	177	192	171	152	154	160	158	171	153	141	159	158	165
3 Mo. Roll Avg			167	164	160	156	143	146	160	184	186	179	167	153	146	134	137	132	138	138	135	140	153	171	184	180	172	159	155	157	163	161	155	151	153	161

	J 10	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J
Sale to List Price	0.919	0.944	0.883	0.925	0.947	0.912	0.966	0.911	0.917	0.907	0.920	0.925	0.915	0.925	0.914	0.896	0.921	0.959	0.849	0.949	0.895	0.939	0.944	0.935	0.969	0.929	0.945	0.952	0.933	0.937	0.989	0.943	0.937	0.936	0.931	0.987
3 Mo. Roll Avg			0.915	0.917	0.918	0.928	0.942	0.930	0.931	0.912	0.915	0.917	0.920	0.922	0.918	0.912	0.910	0.925	0.910	0.919	0.898	0.928	0.926	0.939	0.949	0.944	0.948	0.942	0.943	0.941	0.953	0.956	0.956	0.939	0.935	0.951

	J 10	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J
New Listings	18	17	16	14	12	12	13	15	26	26	18	14	18	18	12	8	11	4	16	20	17	22	24	24	20	17	22	13	11	5	12	16	19	20	25	23
Inventory	143	133	127	124	117	115	112	112	125	134	133	119	113	110	109	97	99	88	85	87	86	80	86	93	88	89	90	81	74	62	51	51	48	42	41	41
Sales	15	11	7	9	3	9	3	6	2	6	8	17	19	14	5	10	6	6	5	4	9	14	7	19	14	16	10	7	14	13	2	8	10	10	20	18

	(000's) J 10	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J
Avg Sale Price	546	462	401	467	353	334	257	648	725	611	548	483	471	378	400	333	393	372	578	321	425	469	473	592	635	486	361	547	468	413	426	479	408	446	432	479
3 Mo. Roll Avg			470	443	407	385	315	413	543	662	628	547	501	444	416	370	375	366	447	423	441	405	456	512	567	571	494	465	459	476	436	439	438	444	428	452

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