

## MLS Area: Lincolnshire



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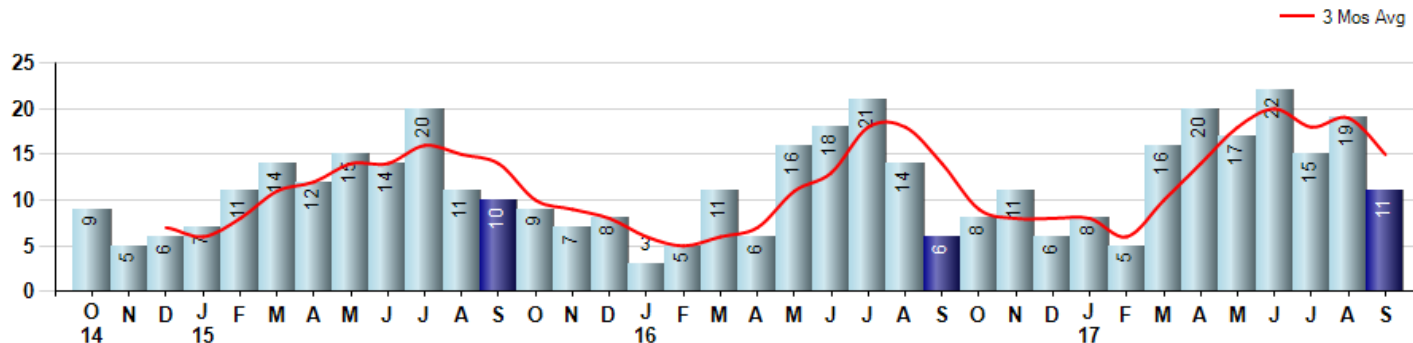
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$577,450	↓		↑				
Average List Price of all Current Listings	\$673,011	↓		↑				
September Median Sales Price	\$535,000	↑	↑	↑	↑	\$470,000	↓	↓
September Average Sales Price	\$484,283	↓	↓	↑	↓	\$491,535	↓	↓
Total Properties Currently for Sale (Inventory)	72	↓		↓				
September Number of Properties Sold	11	↓		↑		133	↑	
September Average Days on Market (Solds)	142	↑	↑	↑	↑	79	↑	↑
September Month's Supply of Inventory	6.5	↑	↑	↓	↓	6.1	↓	↓
September Sale Price vs List Price Ratio	93.1%	↑	↑	↓	↑	93.0%	↓	↑

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

### Property Sales

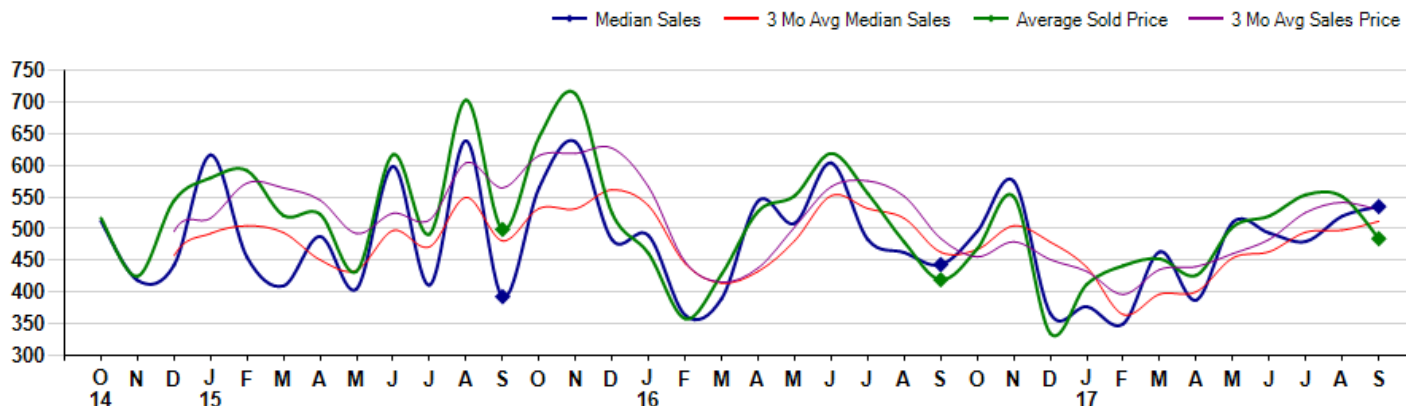
September Property sales were 11, up 83.3% from 6 in September of 2016 and -42.1% lower than the 19 sales last month. September 2017 sales were at their highest level compared to September of 2016 and 2015. September YTD sales of 133 are running 33.0% ahead of last year's year-to-date sales of 100.



### Prices

The Median Sales Price in September was \$535,000, up 20.7% from \$443,400 in September of 2016 and up 2.9% from \$520,000 last month. The Average Sales Price in September was \$484,283, up 15.5% from \$419,467 in September of 2016 and down -12.1% from \$550,823 last month. September 2017 ASP was at a mid range compared to September of 2016 and 2015.

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



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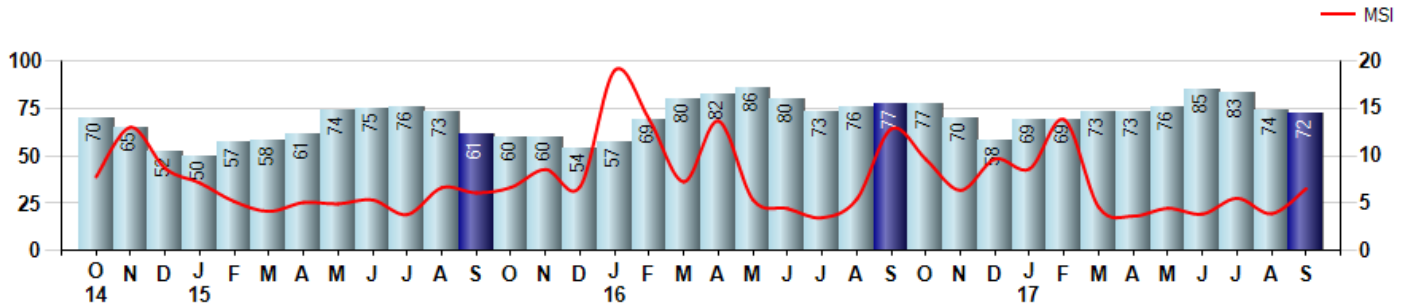
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### Inventory & MSI

The Total Inventory of Properties available for sale as of September was 72, down -2.7% from 74 last month and down -6.5% from 77 in September of last year. September 2017 Inventory was at a mid range compared to September of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2017 MSI of 6.5 months was at a mid range compared with September of 2016 and 2015.

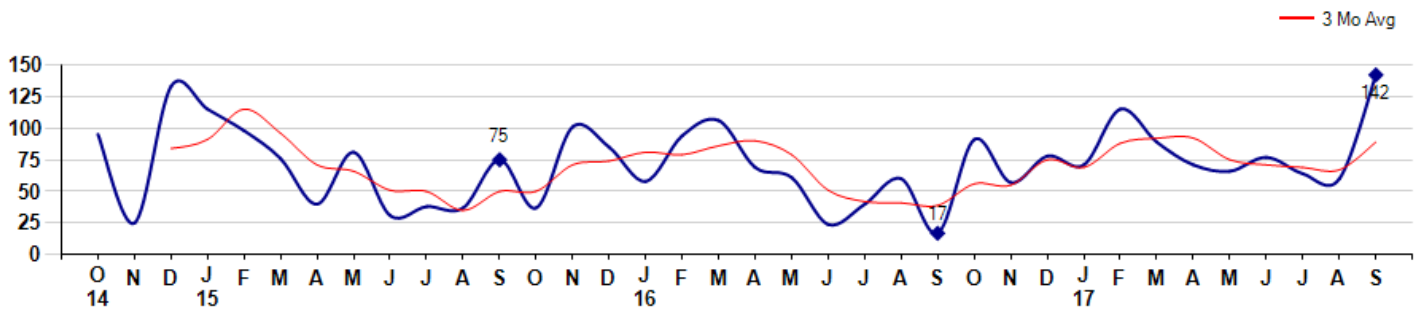
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 142, up 136.7% from 60 days last month and up 735.3% from 17 days in September of last year. The September 2017 DOM was at its highest level compared with September of 2016 and 2015.

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



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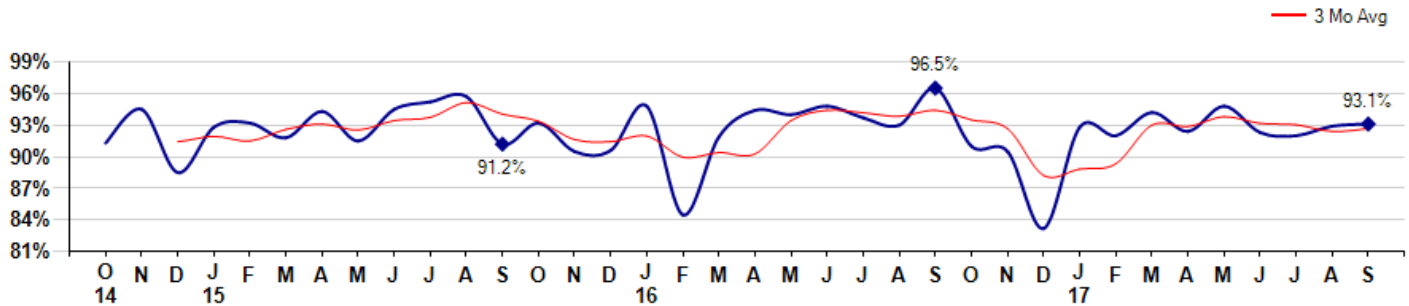


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### Selling Price vs Listing Price

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 2017 Selling Price vs List Price of 93.1% was up from 92.9% last month and down from 96.5% in September of last year.

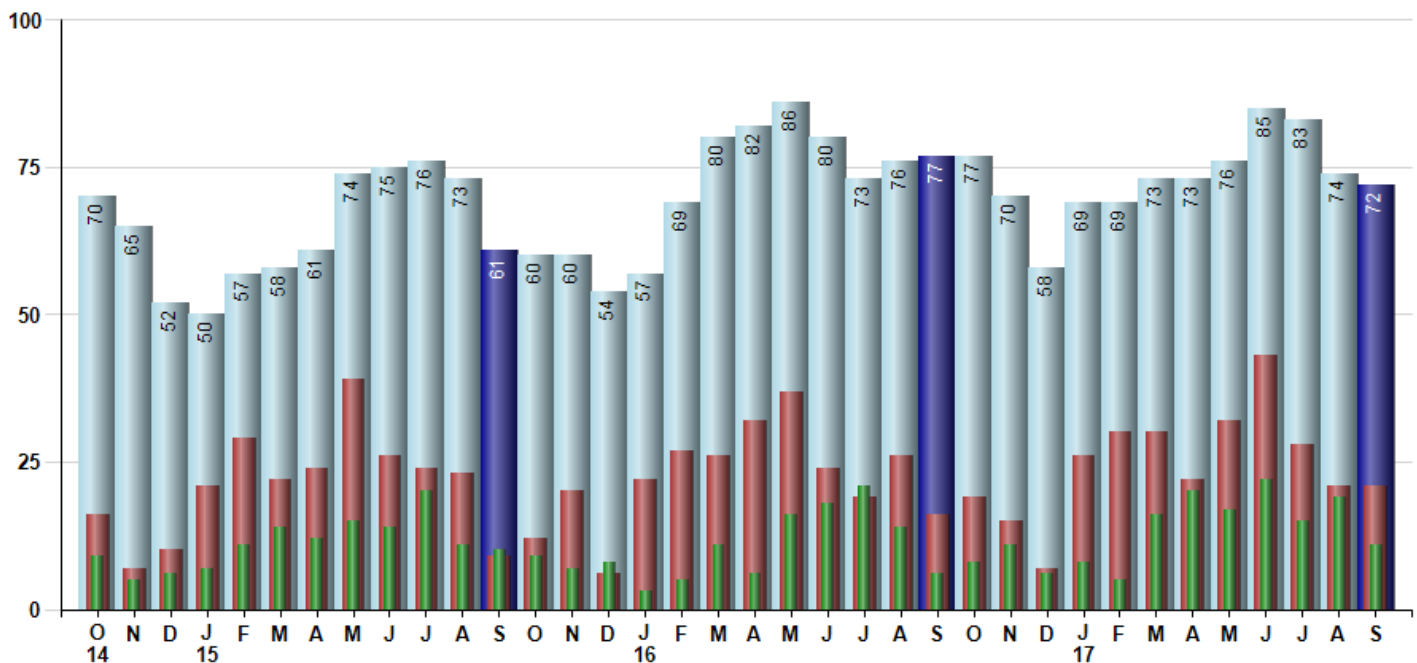
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 2017 was 21, equal to 21 last month and up 31.3% from 16 in September of last year.

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



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	O 14	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	O	N	D	J 17	F	M	A	M	J	J	A	S
Homes Sold	9	5	6	7	11	14	12	15	14	20	11	10	9	7	8	3	5	11	6	16	18	21	14	6	8	11	6	8	5	16	20	17	22	15	19	11
3 Mo. Roll Avg			7	6	8	11	12	14	14	16	15	14	10	9	8	6	5	6	7	11	13	18	18	14	9	8	8	8	6	10	14	18	20	18	19	15

	(000's) O 14	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	O	N	D	J 17	F	M	A	M	J	J	A	S
Median Sale Price	512	419	443	617	455	410	488	405	599	411	639	393	565	637	483	489	364	390	544	509	604	483	463	443	496	575	366	377	350	464	388	511	493	480	520	535
3 Mo. Roll Avg			458	493	505	494	451	434	497	472	549	481	532	532	562	536	445	414	433	481	552	532	517	463	467	505	479	439	364	397	400	454	464	495	498	512

	O 14	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	O	N	D	J 17	F	M	A	M	J	J	A	S
Inventory	70	65	52	50	57	58	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	83	74	72
MSI	8	13	9	7	5	4	5	5	5	4	7	6	7	9	7	19	14	7	14	5	4	3	5	13	10	6	10	9	14	5	4	4	4	6	4	7

	O 14	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	O	N	D	J 17	F	M	A	M	J	J	A	S
Days On Market	95	25	133	115	98	76	40	81	31	38	37	75	37	101	85	58	94	106	69	61	24	40	60	17	91	57	78	71	115	89	71	66	77	64	60	142
3 Mo. Roll Avg			84	91	115	96	71	66	51	50	35	50	50	71	74	81	79	86	90	79	51	42	41	39	56	55	75	69	88	92	92	75	71	69	67	89

	O 14	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	O	N	D	J 17	F	M	A	M	J	J	A	S
Price per Sq Ft	186	164	179	185	200	178	197	164	207	174	210	171	215	220	187	213	189	170	202	187	206	187	182	184	171	180	148	183	191	194	185	181	203	171	184	192
3 Mo. Roll Avg			176	176	188	188	192	180	189	182	197	185	199	202	207	207	196	191	187	186	198	193	192	184	179	178	166	170	174	189	190	187	190	185	186	182

	O 14	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	O	N	D	J 17	F	M	A	M	J	J	A	S
Sale to List Price	0.913	0.945	0.885	0.928	0.932	0.918	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	0.832	0.928	0.920	0.942	0.924	0.948	0.923	0.920	0.929	0.931
3 Mo. Roll Avg			0.914	0.919	0.915	0.926	0.931	0.925	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	0.882	0.888	0.893	0.930	0.929	0.938	0.932	0.930	0.924	0.927

	O 14	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	O	N	D	J 17	F	M	A	M	J	J	A	S
New Listings	16	7	10	21	29	22	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
Inventory	70	65	52	50	57	58	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	83	74	72
Sales	9	5	6	7	11	14	12	15	14	20	11	10	9	7	8	3	5	11	6	16	18	21	14	6	8	11	6	8	5	16	20	17	22	15	19	11

	(000's) O 14	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	O	N	D	J 17	F	M	A	M	J	J	A	S
Avg Sale Price	517	425	544	580	592	521	523	433	617	492	703	499	645	713	524	461	358	428	528	552	619	556	479	419	468	551	335	412	442	453	427	503	520	554	551	484
3 Mo. Roll Avg			495	517	572	564	545	492	524	514	604	565	616	619	627	566	448	416	438	503	566	576	551	485	456	480	451	433	396	436	440	461	483	526	542	530

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