

MLS Area: Lincolnshire



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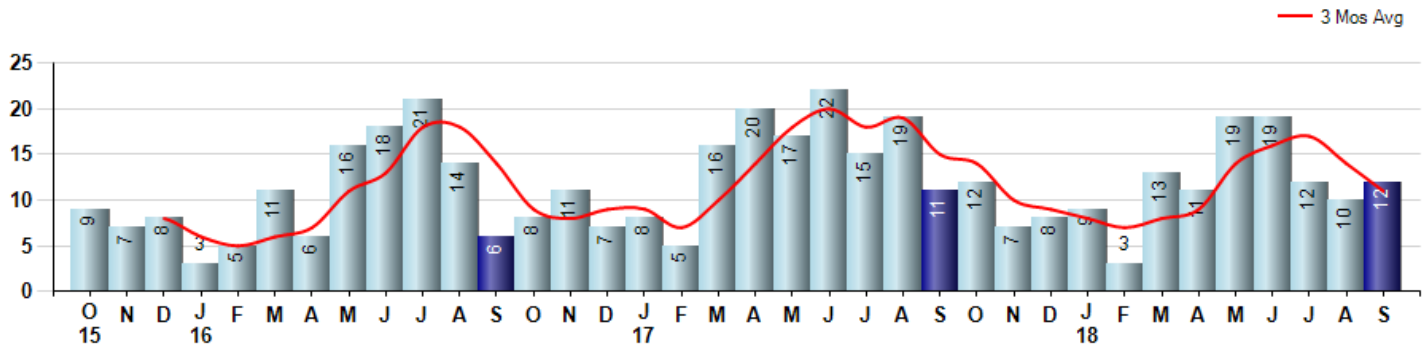
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$540,000	↓		↓				
Average List Price of all Current Listings	\$605,271	↓		↓				
September Median Sales Price	\$448,500	↑	↔	↓	↓	\$443,750	↓	↓
September Average Sales Price	\$473,833	↑	↓	↓	↓	\$486,888	↔	↓
Total Properties Currently for Sale (Inventory)	81	↓		↑				
September Number of Properties Sold	12	↑		↑		108	↓	
September Average Days on Market (Solds)	29	↓	↓	↓	↓	58	↓	↓
September Month's Supply of Inventory	6.8	↓	↓	↓	↑	7.5	↑	↑
September Sale Price vs List Price Ratio	97.3%	↑	↑	↑	↑	93.6%	↑	↑

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

Property Sales

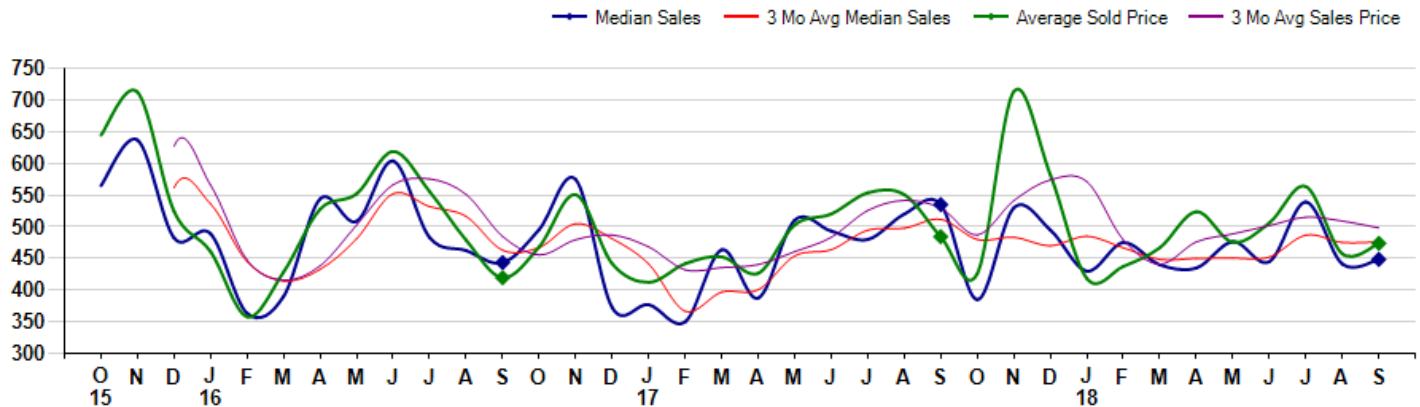
September Property sales were 12, up 9.1% from 11 in September of 2017 and 20.0% higher than the 10 sales last month. September 2018 sales were at their highest level compared to September of 2017 and 2016. September YTD sales of 108 are running -18.8% behind last year's year-to-date sales of 133.



Prices

The Median Sales Price in September was \$448,500, down -16.2% from \$535,000 in September of 2017 and up 1.6% from \$441,250 last month. The Average Sales Price in September was \$473,833, down -2.2% from \$484,283 in September of 2017 and up 3.6% from \$457,348 last month. September 2018 ASP was at a mid range compared to September of 2017 and 2016.

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



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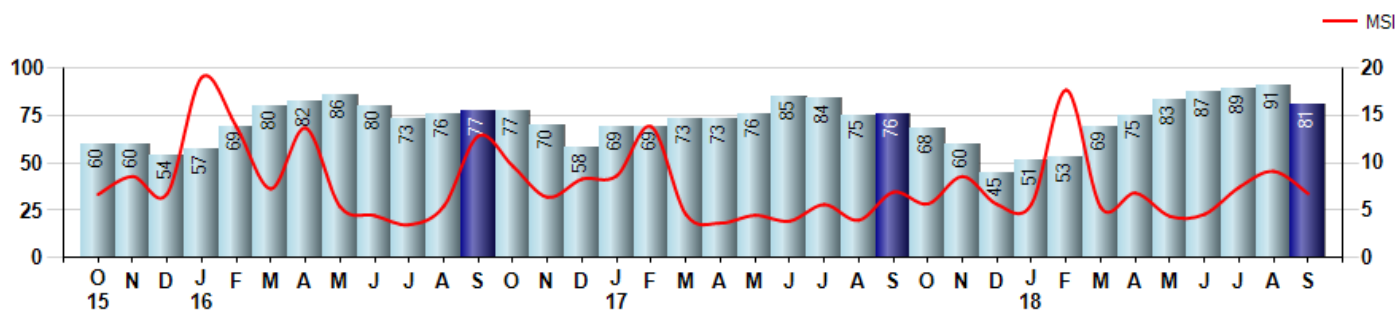
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Inventory & MSI

The Total Inventory of Properties available for sale as of September was 81, down -11.0% from 91 last month and up 6.6% from 76 in September of last year. September 2018 Inventory was at highest level compared to September of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2018 MSI of 6.8 months was at its lowest level compared with September of 2017 and 2016.

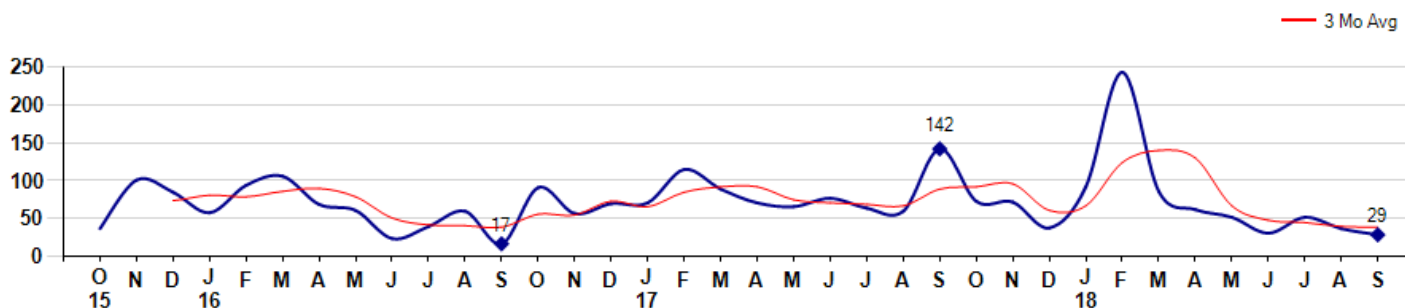
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 September was 29, down -21.6% from 37 days last month and down -79.6% from 142 days in September of last year. The September 2018 DOM was at a mid range compared with September of 2017 and 2016.

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



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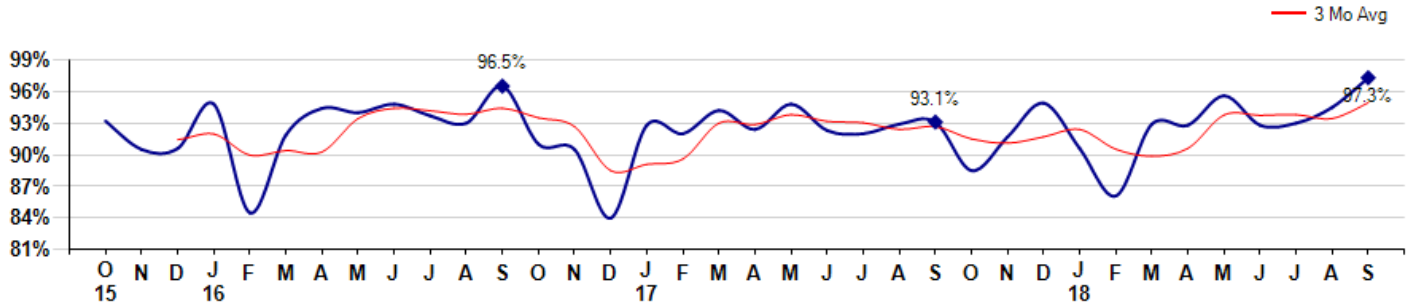


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Selling Price vs Listing Price

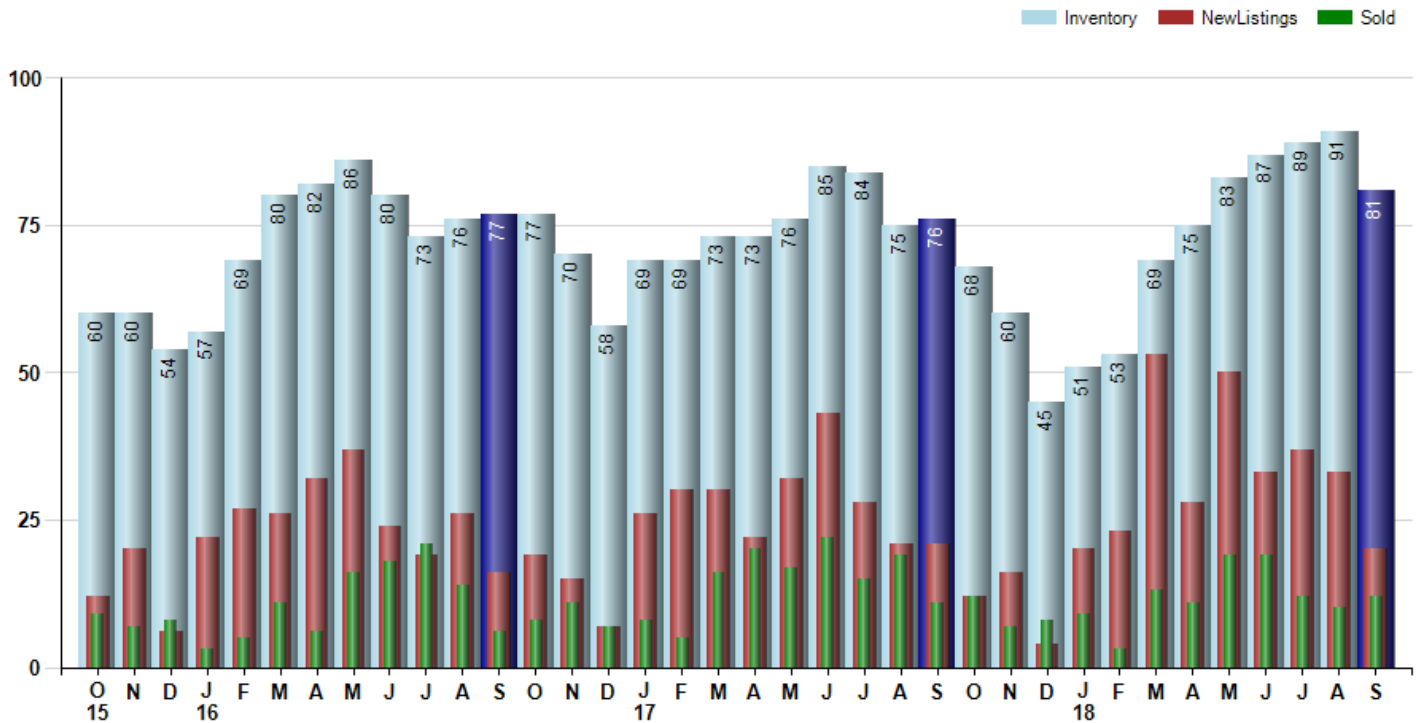
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The September 2018 Selling Price vs List Price of 97.3% was up from 94.5% last month and up from 93.1% 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 2018 was 20, down -39.4% from 33 last month and down -4.8% from 21 in September of last year.



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	O 15	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	A	M	J	J	A	S
Homes Sold	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	11	19	19	12	10	12
3 Mo. Roll Avg			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	9	14	16	17	14	11

	(000's) O 15	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	A	M	J	J	A	S
Median Sale Price	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	435	476	445	539	441	449
3 Mo. Roll Avg			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	450	450	452	487	475	476

	O 15	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	A	M	J	J	A	S
Inventory	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	75	83	87	89	91	81
MSI	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	7	4	5	7	9	7

	O 15	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	A	M	J	J	A	S
Days On Market	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	62	52	31	52	37	29
3 Mo. Roll Avg			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	130	67	48	45	40	39

	O 15	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	A	M	J	J	A	S
Price per Sq Ft	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	189	170	187	174	180	175
3 Mo. Roll Avg			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	188	180	182	177	180	176

	O 15	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	A	M	J	J	A	S
Sale to List Price	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	0.928	0.956	0.928	0.930	0.945	0.973
3 Mo. Roll Avg			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	0.906	0.938	0.937	0.938	0.934	0.949

	O 15	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	A	M	J	J	A	S
New Listings	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	28	50	33	37	33	20
Inventory	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	75	83	87	89	91	81
Sales	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	11	19	19	12	10	12

	(000's) O 15	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	A	M	J	J	A	S
Avg Sale Price	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	524	475	506	564	457	474
3 Mo. Roll Avg			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	476	489	502	515	509	498

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