

Robert Saxe

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Lincoln Crossing Market Report

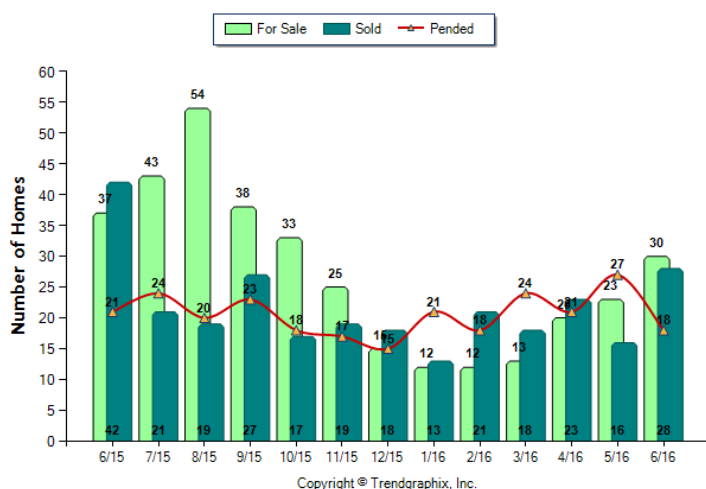
Published: July 2016*

Property Types: Single Family Homes - All Properties - All Properties
Price Range: \$0 - No Limit
Bedrooms: 0 - No Limit
Half Baths: 0 - No Limit
SQFT Range: 0 - No Limit
Full Baths: 0 - No Limit
Year Built: 0 - No Limit

June 2016 is a Seller's market! The number of for sale listings was up **30.4%** from the previous month. The number of sold listings increased **75%** month over month. The number of under contract listings was down **33.3%** compared to the previous month. The Months of Inventory based on Closed Sales is 1.1.

The Average Sold Price per Square Footage was up **3.4%** compared to the previous month. The Median Sold Price increased by **0.3%** from last month. The Average Sold Price also increased by **5%** from last month. Based on the 6 month trend, the Average Sold Price trend is "Appreciating" and the Median Sold Price trend is "Neutral".

The Average Days on Market showed a downward trend. The ratio of Sold Price vs. Original List Price is 100%.



It is a Seller's Market

Property Sales (Sold)

June property sales were 28, **75%** higher than the 16 sales last month.

Current Inventory (For Sale)

The total number of homes available this month is 30. The number of current inventory is up **30.4%** compared to the previous month.

Property Under Contract (Pended)

There was a decrease of **33.3%** in the pended properties in June, with 18 properties versus 27 last month.

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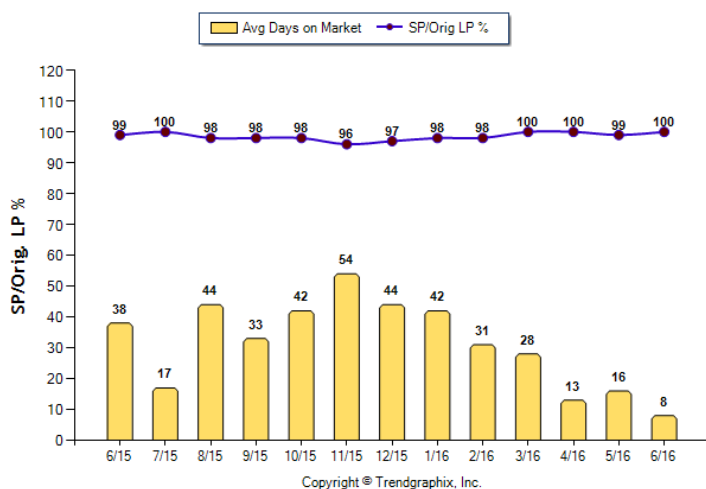
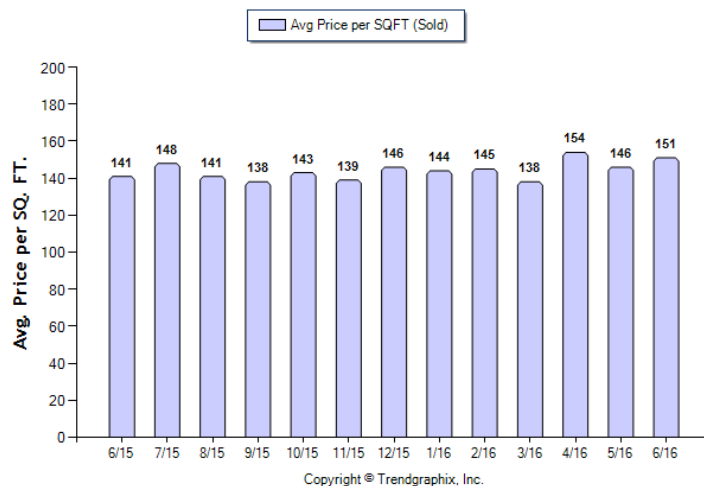
Half Baths: 0 - No Limit

Year Built: 0 - No Limit

The Average Sold Price per Square Footage is Neutral*

The Average Sold Price per Square Footage is a great indicator for the direction of property values. Since Median Sold Price and Average Sold Price can be impacted by the 'mix' of high or low end properties in the market, the Average Sold Price per Square Footage is a more normalized indicator on the direction of property values. The June 2016 Average Sold Price per Square Footage of \$151 was up **3.4%** from \$146 last month.

* Based on 6 month trend – Appreciating/Depreciating/Neutral



The Days on Market Shows Downward Trend*

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 trends to indicate a move towards more of a Buyer's market, a downward trend indicates a move towards more of a Seller's market. The DOM for June 2016 was 8, down **50%** from 16 days last month.

The Sold/Original List Price Ratio is Rising**

The Sold Price vs. Original List Price reveals the average amount that sellers are agreeing to come down from their original 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. This month Sold Price vs. Original List Price of 100% is up **1%** % from last month.

* Based on 6 month trend – Upward/Downward/Neutral

** Based on 6 month trend – Rising/Falling/Remains Steady

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The Average For Sale Price is Neutral*

The Average For Sale Price in June was \$413,000, down **3.1%** from \$426,000 last month.

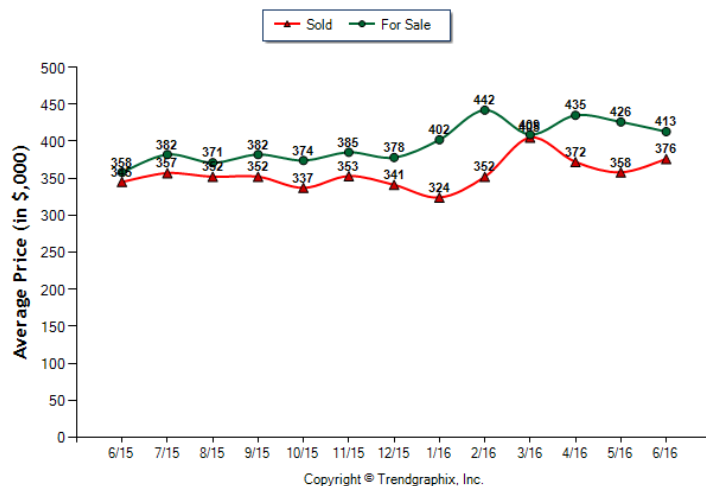
The Average Sold Price is Appreciating*

The Average Sold Price in June was \$376,000, up **5%** from \$358,000 last month.

The Median Sold Price is Neutral*

The Median Sold Price in June was \$361,000, up **0.3%** from \$360,000 last month.

* Based on 6 month trend – Appreciating/Depreciating/Neutral



It is a Seller's Market*

A comparatively lower Months of Inventory is more beneficial for sellers while a higher months of inventory is better for buyers.

*Buyer's market: more than 6 months of inventory

Seller's market: less than 3 months of inventory

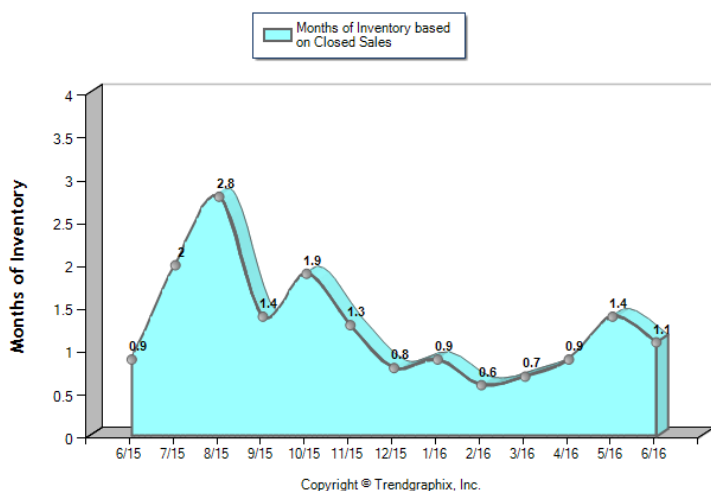
Neutral market: 3 – 6 months of inventory

Months of Inventory based on Closed Sales

The June 2016 Months of Inventory based on Closed Sales of 1.1 was down **20.9%** compared to last month. June 2016 is Seller's market.

Months of Inventory based on Pended Sales

The June 2016 Months of Inventory based on Pended Sales of 1.7 was up **93.9%** compared to last month. June 2016 is Seller's market.



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It is a Seller's Market*

Absorption Rate measures the inverse of Months of Inventory and represents how much of the current active listings (as a percentage) are being absorbed each month.

*Buyer's market: 16.67% and below

Seller's market: 33.33% and above

Neutral market: 16.67% - 33.33%

Absorption Rate based on Closed Sales

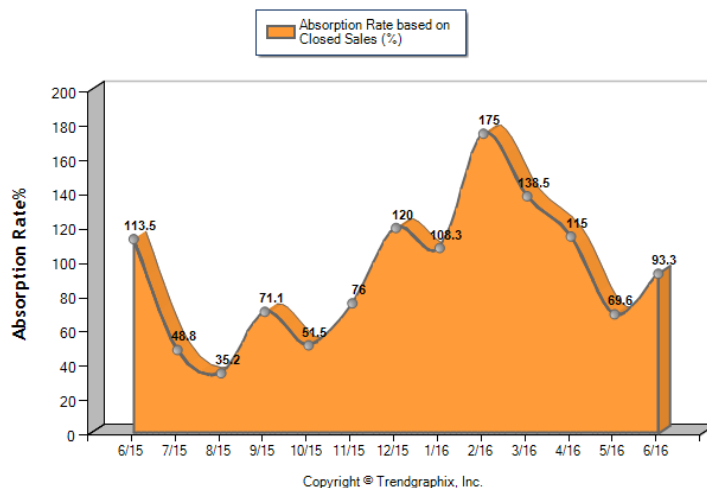
The June 2016 Absorption Rate based on Closed Sales of 93.3 was up

34.1% compared to last month.

Absorption Rate based on Pended Sales

The June 2016 Absorption Rate based on Pended Sales of 60 was

down **48.9%** compared to last month.



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