

## MLS Area: Lincolnshire



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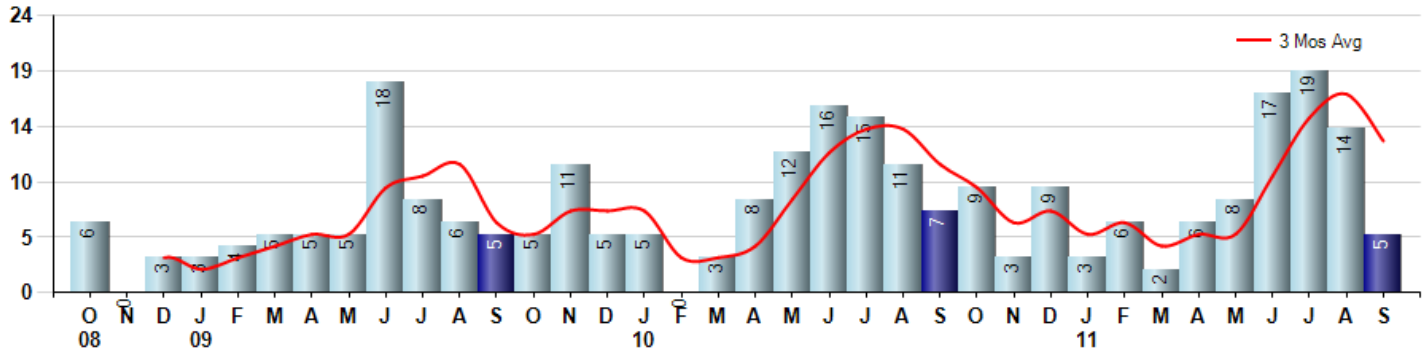
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$525,000	↓		↔				
Average List Price of all Current Listings	\$604,128	↓		↓				
September Median Sales Price	\$330,000	↑	↓	↑	↓	\$436,000	↓	↑
September Average Sales Price	\$399,500	↑	↓	↔	↓	\$482,586	↓	↑
Total Properties Currently for Sale (Inventory)	105	↓		↓				
September Number of Properties Sold	5	↓		↓		80	↑	
September Average Days on Market (Solds)	62	↓	↓	↓	↓	143	↑	↑
September Month's Supply of Inventory	21.0	↑	↑	↑	↑	22.0	↑	↑
September Sale Price vs List Price Ratio	88.5%	↑	↑	↑	↑	84.5%	↓	↓

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

### Property Sales

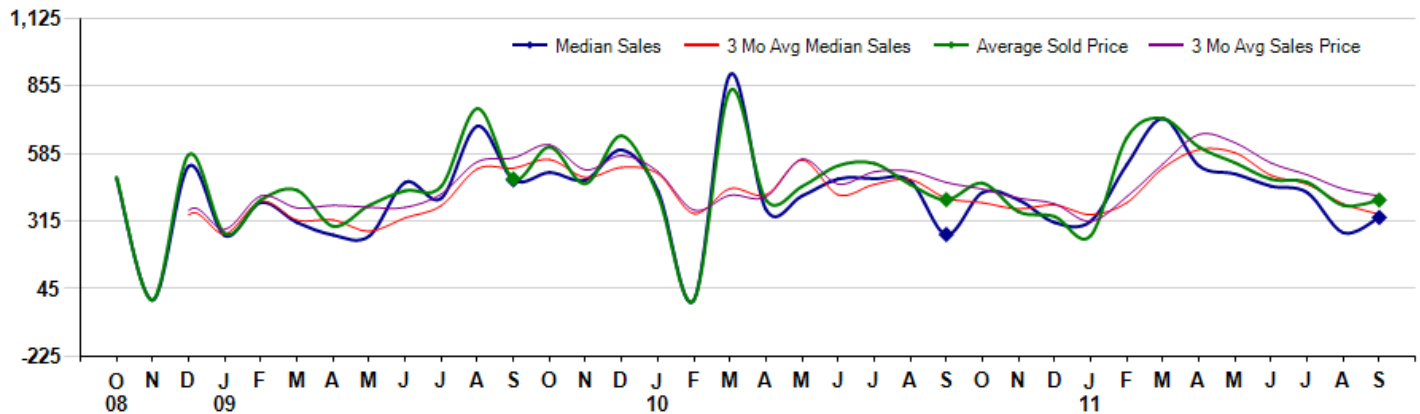
September Property sales were 5, down -28.6% from 7 in September of 2010 and -64.3% lower than the 14 sales last month. September 2011 sales were at their lowest level compared to September of 2010 and 2009. September YTD sales of 80 are running 3.9% ahead of last year's year-to-date sales of 77.



### Prices

The Median Sales Price in September was \$330,000, up 26.0% from \$262,000 in September of 2010 and up 22.7% from \$269,000 last month. The Average Sales Price in September was \$399,500, down -0.4% from \$401,199 in September of 2010 and up 5.6% from \$378,393 last month. September 2011 ASP was at the lowest level compared to September of 2010 and 2009.

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



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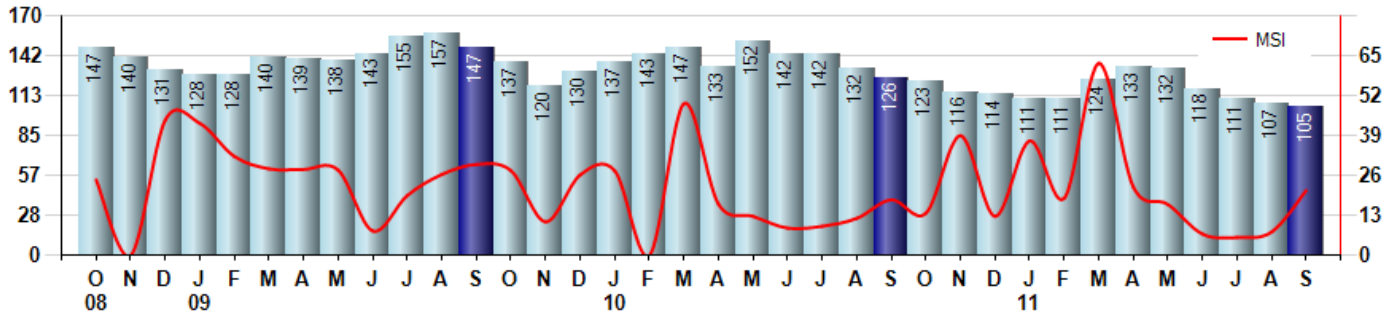


### Inventory & MSI

The Total Inventory of Properties available for sale as of September was 105, down -1.9% from 107 last month and down -16.7% from 126 in September of last year. September 2011 Inventory was at the lowest level compared to September of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2011 MSI of 21.0 months was at a mid range compared with September of 2010 and 2009.

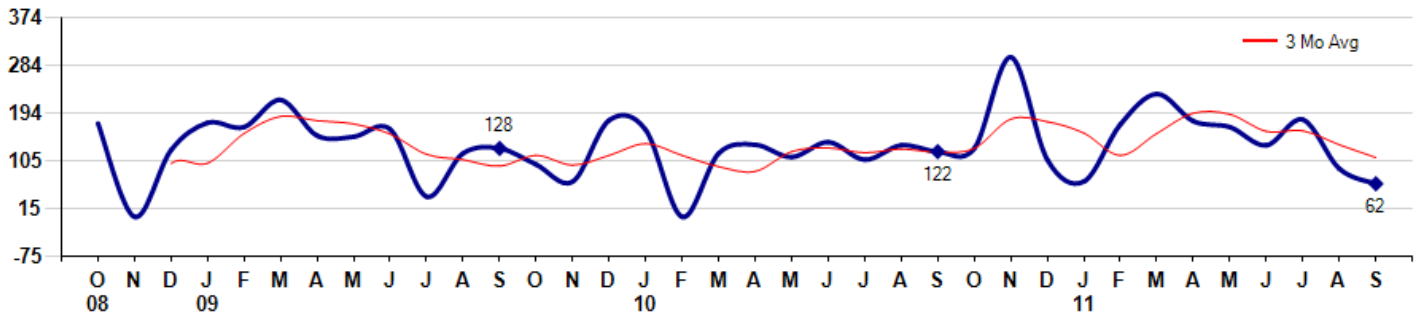
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 62, down -31.1% from 90 days last month and down -49.2% from 122 days in September of last year. The September 2011 DOM was at its lowest level compared with September of 2010 and 2009.

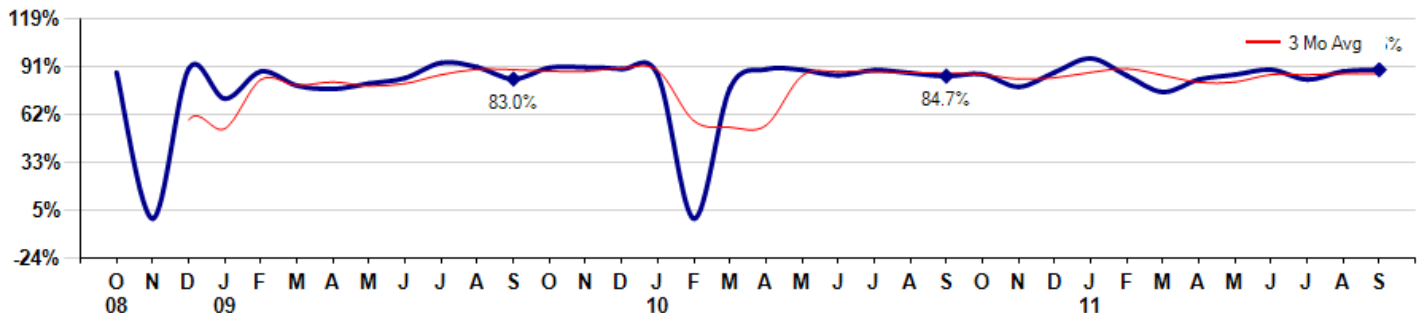
Average Days on Market (Listing to Contract) for properties sold during the month



### Selling Price vs Original Listing Price

The Selling Price vs Original Listing 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. The September 2011 Selling Price vs Original List Price of 88.5% was up from 87.6% last month and up from 84.7% in September of last year.

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



Based on information from Midwest Real Estate Data LLC for the period 10/1/2008 through 9/30/2011. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



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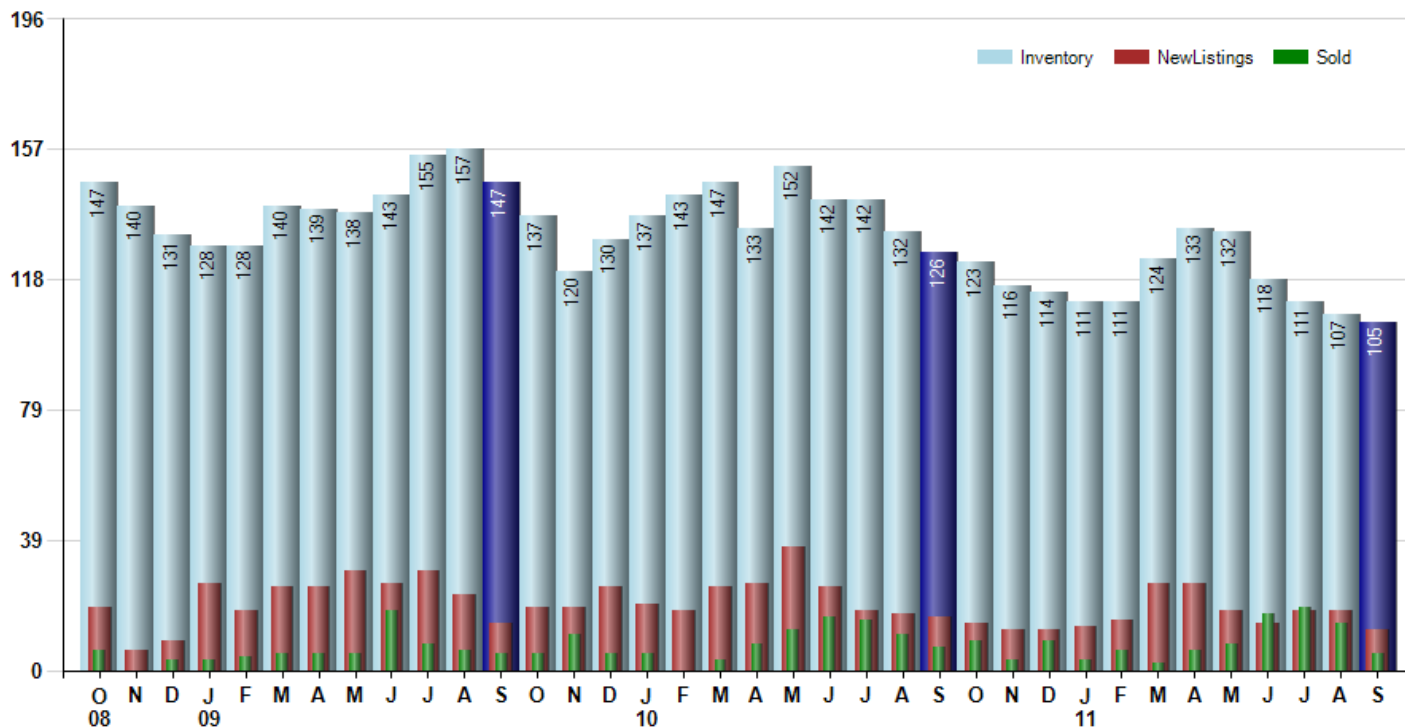
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### Inventory / New Listings / Sales

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 September 2011 was 12, down -33.3% from 18 last month and down -25.0% from 16 in September of last year.



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# MARKET ACTION REPORT

September 2011

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	O 08	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S
Homes Sold	6	0	3	3	4	5	5	5	18	8	6	5	5	11	5	5	0	3	8	12	16	15	11	7	9	3	9	3	6	2	6	8	17	19	14	5
3 Mo. Roll Avg			3	2	3	4	5	5	9	10	11	6	5	7	7	7	3	3	4	8	12	14	14	11	9	6	7	5	6	4	5	5	10	15	17	13

(000's)	O 08	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S
Median Sale Price	485	0	535	257	390	310	260	255	470	407	695	480	510	480	600	436	0	900	362	416	484	485	475	262	430	400	310	315	541	725	537	504	455	430	269	330
3 Mo. Roll Avg			340	264	394	319	320	275	328	377	524	527	562	490	530	505	345	445	421	559	421	462	481	407	389	364	380	342	389	527	601	588	498	463	385	343

	O 08	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S
Inventory	147	140	131	128	128	140	139	138	143	155	157	147	137	120	130	137	143	147	133	152	142	142	132	126	123	116	114	111	111	124	133	132	118	111	107	105
MSI	25	0	44	43	32	28	28	28	8	19	26	29	27	11	26	27	0	49	17	13	9	9	12	18	14	39	13	37	19	62	22	17	7	6	8	21

	O 08	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S
Days On Market	175	0	125	176	168	219	152	150	164	38	119	128	98	66	181	163	0	119	135	112	140	107	134	122	128	299	107	66	173	230	179	168	134	182	90	62
3 Mo. Roll Avg			100	100	156	188	180	174	155	117	107	95	115	97	115	137	115	94	85	122	129	120	127	121	128	183	178	157	115	156	194	192	160	161	135	111

	O 08	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S
Price per Sq Ft	205	0	153	0	201	252	186	185	161	194	160	183	190	184	132	160	0	202	164	168	174	170	171	159	161	160	146	123	170	188	195	174	168	159	131	149
3 Mo. Roll Avg			119	51	118	151	213	208	177	180	172	179	178	186	169	159	97	121	122	178	169	171	172	167	164	160	156	143	146	160	184	186	179	167	153	146

	O 08	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S
Sale to List Price	0.869	0.000	0.891	0.713	0.875	0.791	0.771	0.804	0.836	0.927	0.901	0.830	0.898	0.899	0.890	0.854	0.000	0.775	0.888	0.884	0.852	0.883	0.866	0.847	0.859	0.784	0.870	0.953	0.851	0.753	0.828	0.856	0.886	0.827	0.876	0.885
3 Mo. Roll Avg			0.587	0.535	0.826	0.793	0.812	0.789	0.804	0.856	0.888	0.886	0.876	0.876	0.896	0.881	0.581	0.543	0.554	0.849	0.875	0.873	0.867	0.865	0.857	0.830	0.838	0.869	0.891	0.852	0.811	0.812	0.857	0.856	0.863	0.863

	O 08	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S
New Listings	19	6	9	26	18	25	25	30	26	30	23	14	19	19	25	20	18	25	26	37	25	18	17	16	14	12	12	13	15	26	26	18	14	18	18	12
Inventory	147	140	131	128	128	140	139	138	143	155	157	147	137	120	130	137	143	147	133	152	142	142	132	126	123	116	114	111	111	124	133	132	118	111	107	105
Sales	6	0	3	3	4	5	5	5	18	8	6	5	5	11	5	5	0	3	8	12	16	15	11	7	9	3	9	3	6	2	6	8	17	19	14	5

(000's)	O 08	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S
Avg Sale Price	492	0	581	266	400	439	295	379	437	455	765	484	611	465	656	420	0	836	400	454	537	546	462	401	467	353	334	257	648	725	611	548	483	471	378	400
3 Mo. Roll Avg			358	282	416	368	378	371	370	423	552	568	620	520	578	514	359	419	412	563	463	512	515	470	443	407	385	315	413	543	662	628	547	501	444	416

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