

City: *Lincolnshire*



Price Range: All | Properties: Single Family - Condo - TwnHm

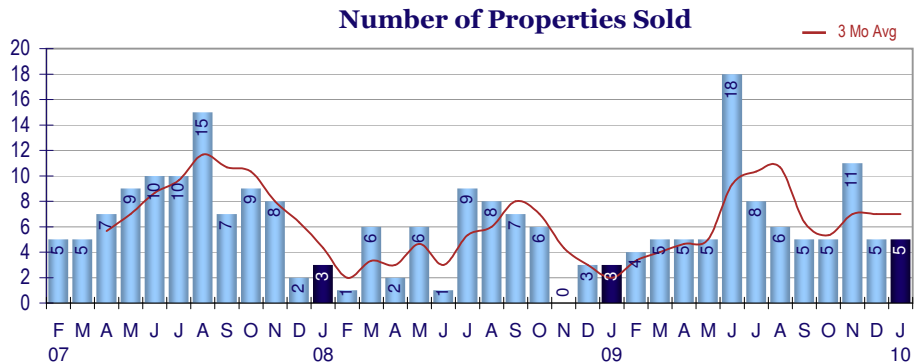
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$544,000	-1%		-12%				
Average List Price of all Current Listings	\$682,753	-1%		-20%				
January Median Sales Price	\$436,000	-27%	-14%	69%	-0%	\$436,000	69%	-0%
January Average Sales Price	\$420,200	-36%	-19%	58%	-11%	\$420,200	58%	-11%
Total Properties Currently for Sale (Inventory)	133	6%		3%				
January Number of Properties Sold	5	0%		67%		5	67%	
January Average Days on Market (Solds)	163	-10%	44%	-7%	23%	163	-7%	23%
Asking Price per Square Foot (based on New Listings)	\$0		-100%	-100%	-100%	\$0	-100%	-100%
January Sold Price per Square Foot	\$160	22%	-8%		-9%	\$160		-9%
January Month's Supply of Inventory	26.6	6%	28%	-38%	5%	26.6	-38%	5%
January Sale Price vs List Price Ratio	85.4%	-4.0%	-1.9%	19.8%	1.2%	85.0%	15.9%	.7%

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

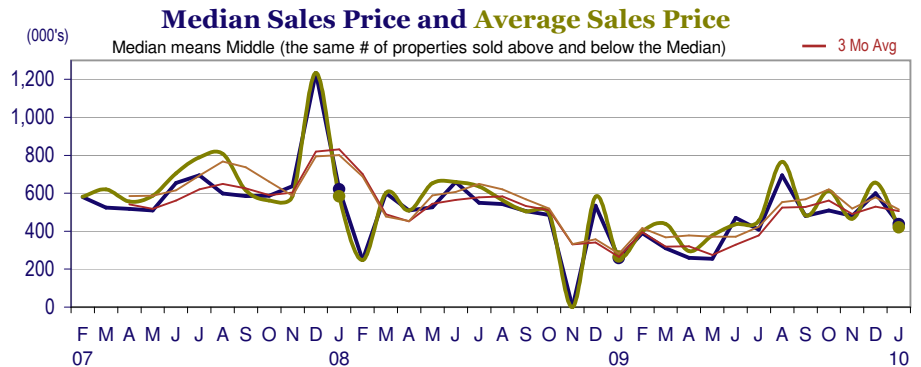
Property Sales

January Property sales were 5, up 66.7% from 3 in January of 2009 and the same as the 5 sales last month. January 2010 sales were at their highest level compared to January of 2009 and 2008. January YTD sales of 5 are running 66.7% ahead of last year's year-to-date sales of 3.



Prices

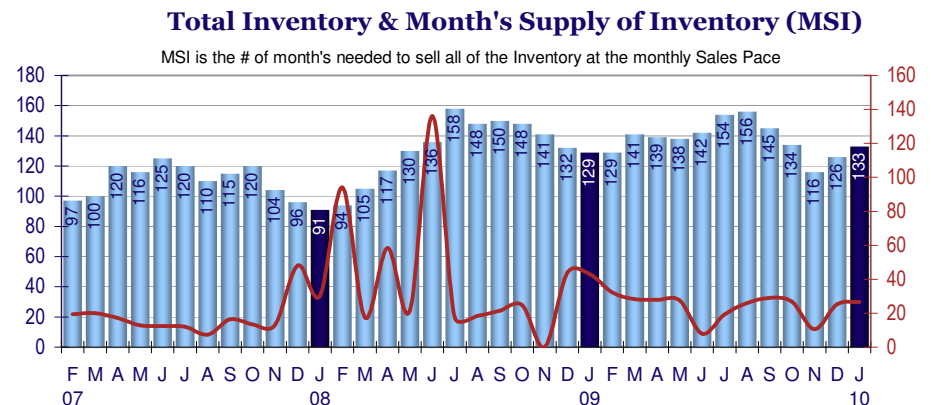
The Median Sales Price in January was \$436,000, up 69.4% from \$257,450 in January of 2009 and down -27.3% from \$600,000 last month. The Average Sales Price in January was \$420,200, up 58.1% from \$265,817 in January of 2009 and down -36.0% from \$656,400 last month. January 2010 ASP was at a mid range compared to January of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 133, up 5.6% from 126 last month and up 3.1% from 129 in January of last year. January 2010 Inventory was at its highest level compared with January of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2010 MSI of 26.6 months was at its lowest level compared with January of 2009 and 2008.



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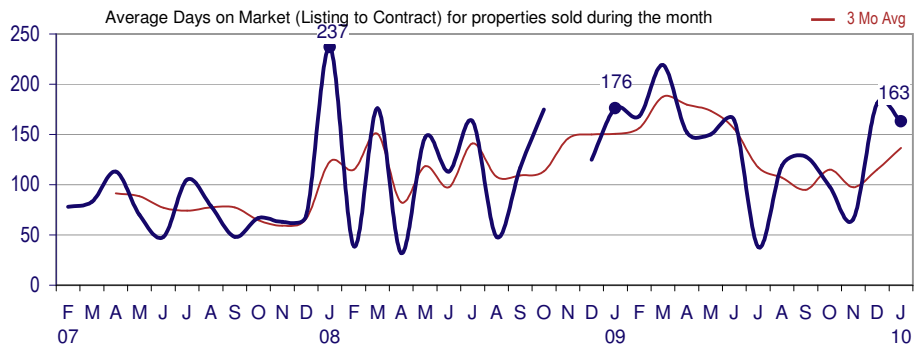


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Market Time

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 January was 163, down -9.9% from 181 days last month and down -7.4% from 176 days in January of last year. The January 2010 DOM was at its lowest level compared with January of 2009 and 2008.

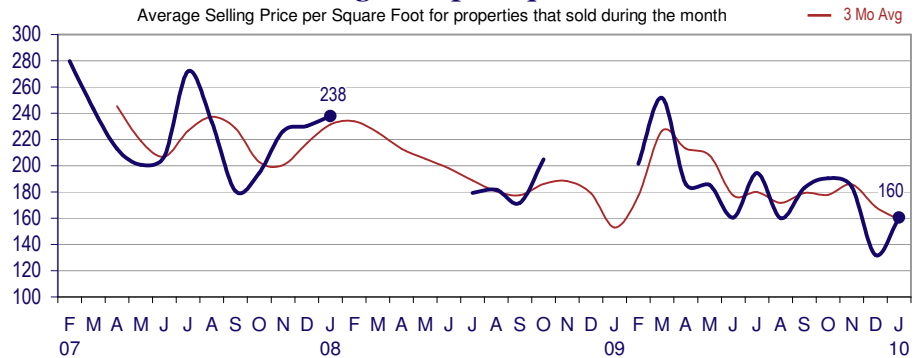
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The January 2010 Selling Price per Square Foot of \$160 was up 21.5% from \$132 last month and up from 0 in January of last year.

Selling Price per Square Foot



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 January 2010 Selling Price vs Original List Price of 85.4% was down from 89.0% last month and up from 71.3% in January of last year.

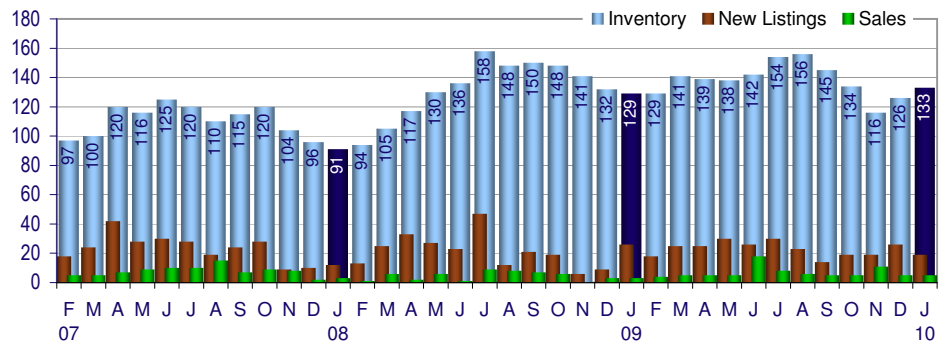
Selling Price versus Listing Price Ratio



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 January 2010 was 19, down -26.9% from 26 last month and down -26.9% from 26 in January of last year.

Inventory / New Listings / Sales



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	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Homes Sold	5	5	7	9	10	10	15	7	9	8	2	3	1	6	2	6	1	9	8	7	6	0	3	3	4	5	5	5	18	8	6	5	5	11	5	5
3 Mo. Roll Avg			6	7	9	10	12	11	10	8	6	4	2	3	3	5	3	5	6	8	7	4	3	2	3	4	5	5	9	10	11	6	5	7	7	7

(000's)	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Median Sale Price	580	525	518	510	655	695	598	585	586	638	1235	620	248	600	509	526	660	550	543	505	485	0	535	257	390	310	260	255	470	407	695	480	510	480	600	436
3 Mo. Roll Avg			541	518	561	620	649	626	590	603	819	831	701	489	452	545	565	579	584	532	511	330	340	264	394	319	320	275	328	377	524	527	562	490	530	505

	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Inventory	97	100	120	116	125	120	110	115	120	104	96	91	94	105	117	130	136	158	148	150	148	141	132	129	129	141	139	138	142	154	156	145	134	116	126	133
MSI	19	20	17	13	13	12	7	16	13	13	48	30	94	18	59	22	136	18	19	21	25	#DIV/0!	44	43	32	28	28	28	8	19	26	29	27	11	25	27

	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Days on Market	78	83	113	70	48	105	79	48	67	63	69	237	39	176	32	147	113	163	48	117	175		125	176	168	219	152	150	164	38	119	128	98	66	181	163
3 Mo. Roll Avg			91	89	77	74	77	77	65	59	66	123	115	151	82	118	97	141	108	109	113	146	150	151	156	188	180	174	155	117	107	95	115	97	115	137

	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Price per Sq Ft	280	243	213	201	207	272	233	181	194	226	230	238		213		198		179	182	172	205		153		201	252	186	185	161	194	160	183	190	184	132	160
3 Mo. Roll Avg			245	219	207	227	237	229	203	201	217	231	234	225	213	205	198	189	181	178	186	188	179	153	177	227	213	208	177	180	172	179	178	186	169	159

	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Sale to List Price	0.928	0.924	0.903	0.943	0.951	0.934	0.917	0.922	0.933	0.927	0.956	0.894	0.940	0.915	0.938	0.886	0.944	0.892	0.891	0.913	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
3 Mo. Roll Avg			0.918	0.923	0.932	0.943	0.934	0.924	0.924	0.927	0.939	0.926	0.930	0.916	0.931	0.913	0.923	0.907	0.909	0.899	0.891	0.594	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

	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
New Listings	18	24	42	28	30	28	19	24	28	9	10	12	13	25	33	27	23	47	12	21	19	6	9	26	18	25	25	30	26	30	23	14	19	19	26	19
Inventory	97	100	120	116	125	120	110	115	120	104	96	91	94	105	117	130	136	158	148	150	148	141	132	129	129	141	139	138	142	154	156	145	134	116	126	133
Sales	5	5	7	9	10	10	15	7	9	8	2	3	1	6	2	6	1	9	8	7	6	0	3	3	4	5	5	5	18	8	6	5	5	11	5	5

(000's)	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Avg Sale Price	582	620	556	586	704	789	808	615	562	584	1235	583	248	602	509	653	660	636	564	504	492	0	581	266	400	439	295	379	437	455	765	484	611	465	656	420
3 Mo. Roll Avg			586	587	616	693	767	737	662	587	794	801	689	478	453	588	607	650	620	568	520	332	358	282	416	368	378	371	370	423	552	568	620	520	578	514