

## MLS Area: Lincolnshire



**ART WILSON**  
Broker, Realtor  
847-363-1599  
Art.Wilson@cbexchange.com



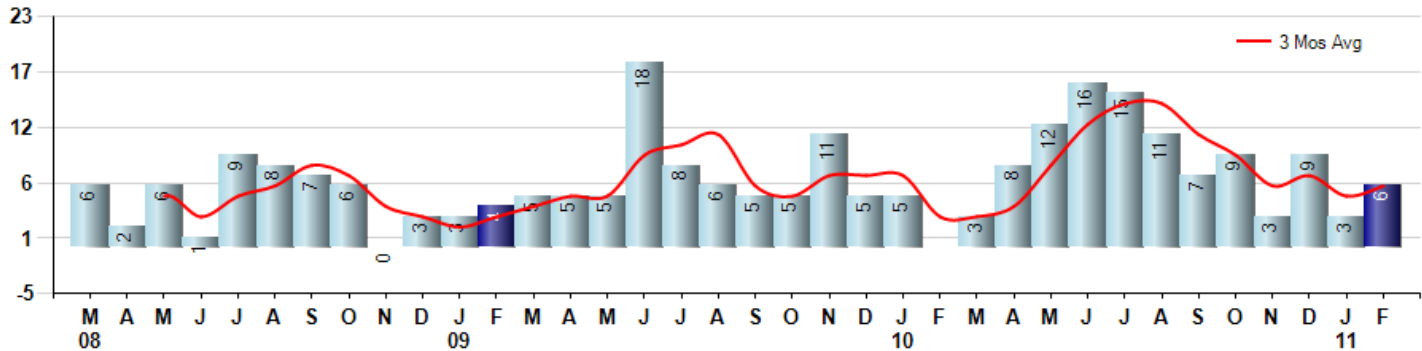
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$519,450	↓		↓				
Average List Price of all Current Listings	\$616,793	↓		↓				
February Median Sales Price	\$541,000	↑	↑	↔	↑	\$410,000	↓	↓
February Average Sales Price	\$648,250	↑	↑	↔	↑	\$517,833	↑	↑
Total Properties Currently for Sale (Inventory)	106	↔		↓				
February Number of Properties Sold	6	↑		↔		9	↔	
February Average Days on Market (Solds)	173	↑	↑	↔	↑	137	↓	↑
Asking Price per Square Foot (based on New Listings)	\$204	↔	↔	↑	↓	\$204	↓	↓
February Sold Price per Square Foot	\$170	↑	↑	↔	↑	\$157	↓	↓
February Month's Supply of Inventory	17.7	↓	↓	↔	↓	26.7	↑	↑
February Sale Price vs List Price Ratio	85.1%	↓	↑	↔	↓	81.9%	↓	↓

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

### Property Sales

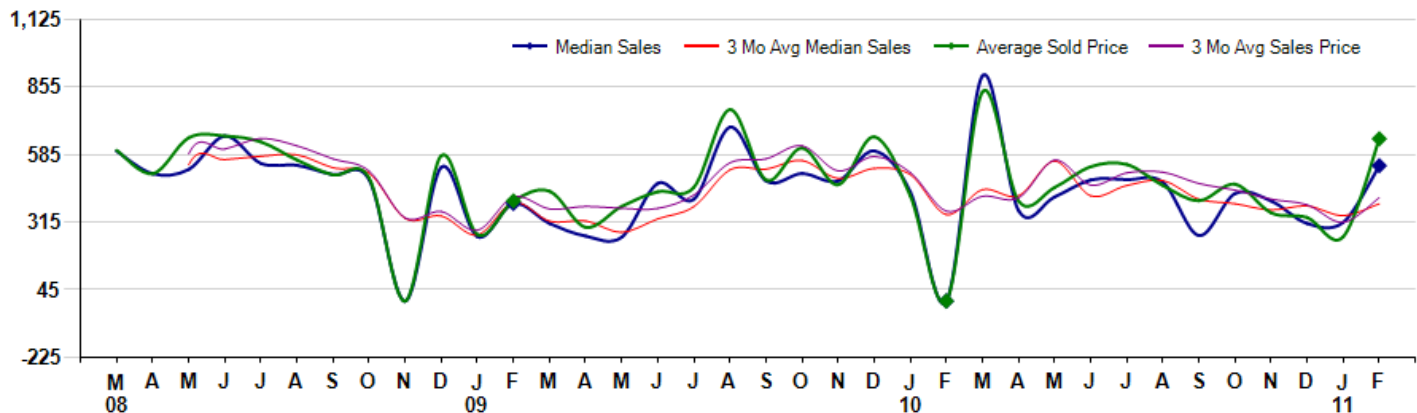
February Property sales were 6, equal to 0 in February of 2010 and 100.0% higher than the 3 sales last month. February 2011 sales were at their highest level compared to February of 2010 and 2009. February YTD sales of 9 are running 80.0% ahead of last year's year-to-date sales of 5.



### Prices

The Median Sales Price in February was \$541,000, equal to \$0 in February of 2010 and up 71.7% from \$315,000 last month. The Average Sales Price in February was \$648,250, equal to \$0 in February of 2010 and up 152.2% from \$257,000 last month. February 2011 ASP was at highest level compared to February of 2010 and 2009.

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



Based on information from Midwest Real Estate Data LLC for the period 3/1/2008 through 2/28/2011. 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.



## MLS Area: Lincolnshire



**ART WILSON**  
Broker, Realtor  
847-363-1599  
Art.Wilson@cbexchange.com



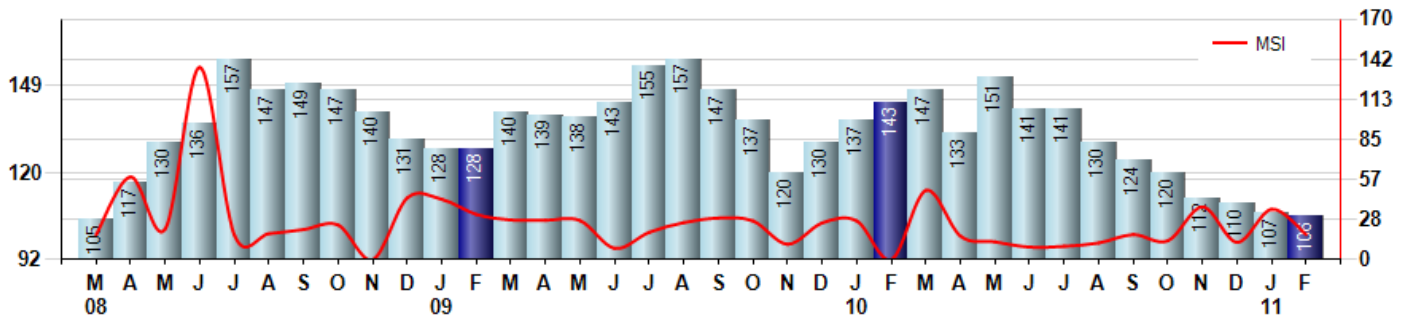
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

### Inventory & MSI

The Total Inventory of Properties available for sale as of February was 106, down -0.9% from 107 last month and down -25.9% from 143 in February of last year. February 2011 Inventory was at the lowest level compared to February of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2011 MSI of 17.7 months was at a mid range compared with February of 2010 and 2009.

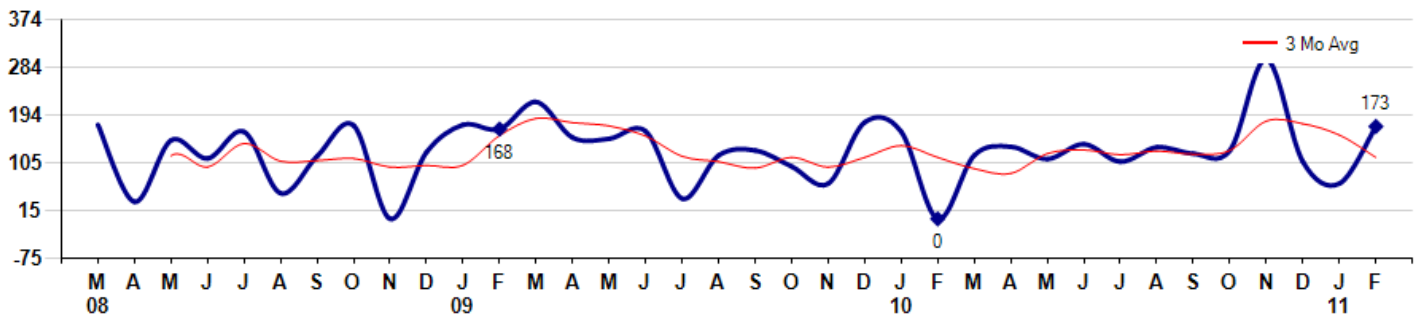
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 February was 173, up 162.1% from 66 days last month and equal to 0 days in February of last year. The February 2011 DOM was at its highest level compared with February of 2010 and 2009.

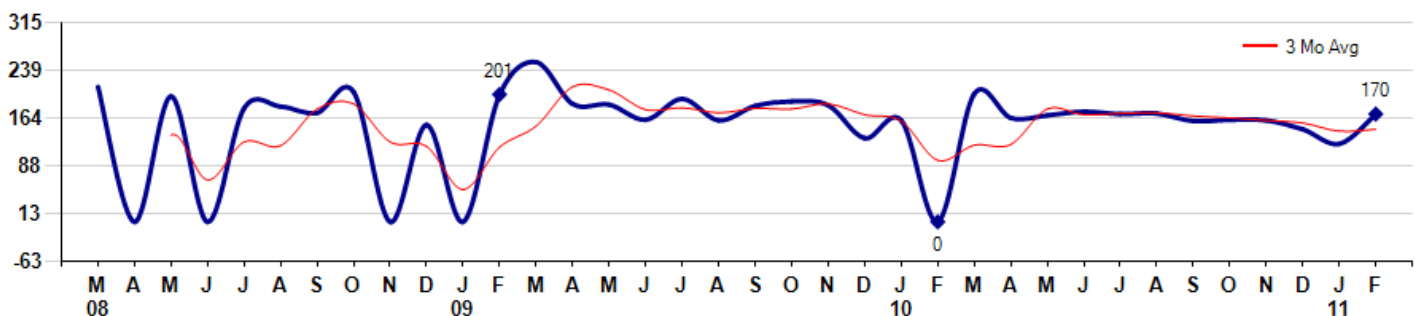
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 February 2011 Selling Price per Square Foot of \$170 was up 38.2% from \$123 last month and equal to \$0 in February of last year.

Average Selling Price per Square Foot for properties that sold during the month



Based on information from Midwest Real Estate Data LLC for the period 3/1/2008 through 2/28/2011. 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.



## MLS Area: Lincolnshire



**ART WILSON**  
Broker, Realtor  
847-363-1599  
Art.Wilson@cbexchange.com

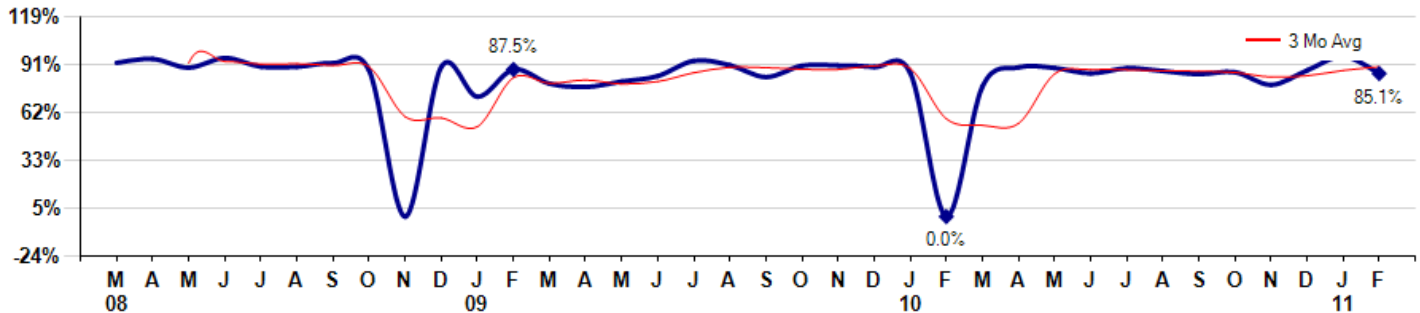


Price Range: ALL | Properties: Single Family Home, Townhome, Condo

### Selling Price vs Original Listing Price

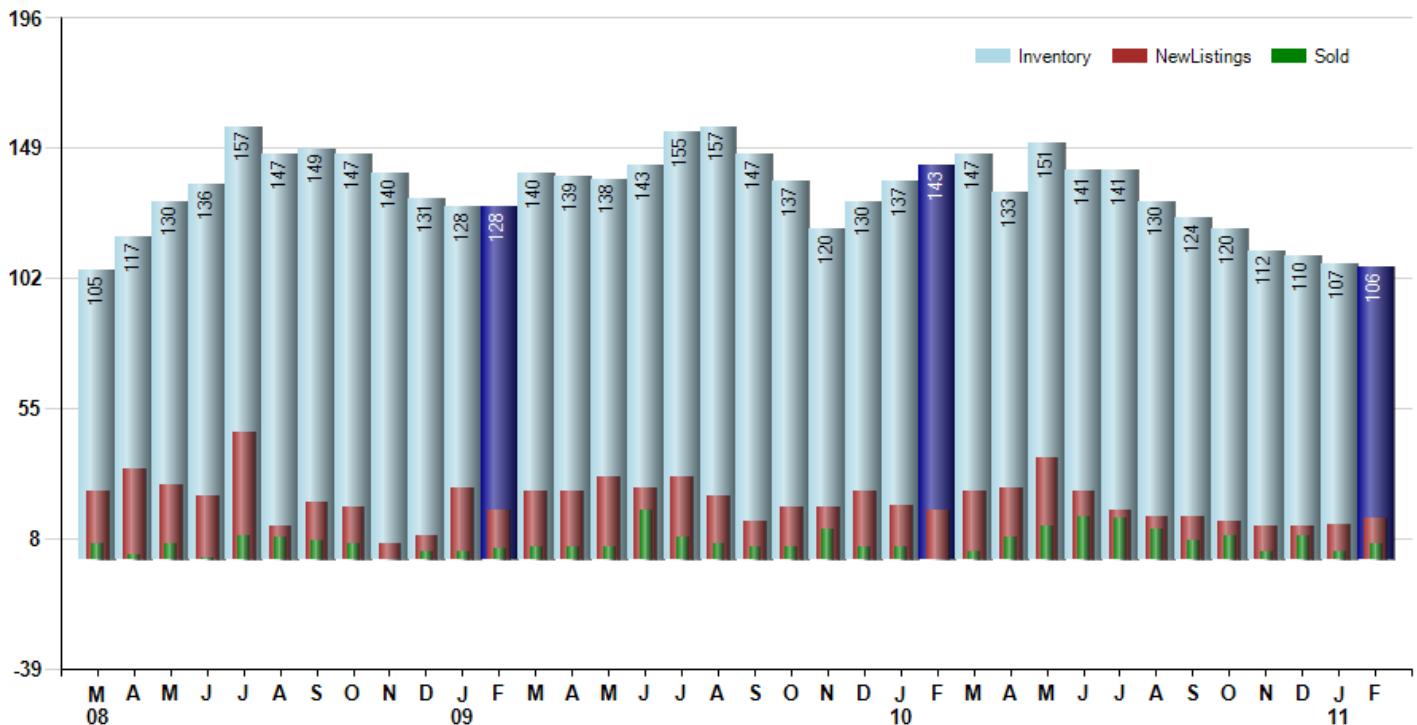
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The February 2011 Selling Price vs Original List Price of 85.1% was down from 95.3% last month and equal to 0.0% in February 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 February 2011 was 15, up 15.4% from 13 last month and down -16.7% from 18 in February of last year.



Based on information from Midwest Real Estate Data LLC for the period 3/1/2008 through 2/28/2011. 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.



# MARKET ACTION REPORT

February 2011

## MLS Area: Lincolnshire



**ART WILSON**  
 Broker, Realtor  
 847-363-1599  
 Art.Wilson@cbexchange.com



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

	M 08	A	M	J	J	A	S	O	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
Homes Sold	6	2	6	1	9	8	7	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
3 Mo. Roll Avg			5	3	5	6	8	7	4	3	2	3	4	5	5	9	10	11	6	5	7	7	3	3	4	8	12	14	14	11	9	6	7	5	6	

	(000's) M 08	A	M	J	J	A	S	O	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
Median Sale Price	600	509	526	660	550	543	505	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
3 Mo. Roll Avg			545	565	579	584	532	511	330	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

	M 08	A	M	J	J	A	S	O	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
Inventory	105	117	130	136	157	147	149	147	140	131	128	128	140	139	138	143	155	157	147	137	120	130	137	143	147	133	151	141	141	130	124	120	112	110	107	106
MSI	18	59	22	136	17	18	21	25	0	44	43	32	28	28	28	8	19	26	29	27	11	26	27	0	49	17	13	9	9	12	18	13	37	12	36	18

	M 08	A	M	J	J	A	S	O	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
Days On Market	176	32	147	113	163	48	117	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
3 Mo. Roll Avg			118	97	141	108	109	113	97	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

	M 08	A	M	J	J	A	S	O	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
Price per Sq Ft	213	0	198	0	179	182	172	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
3 Mo. Roll Avg			137	66	126	120	178	186	126	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

	M 08	A	M	J	J	A	S	O	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
Sale to List Price	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	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
3 Mo. Roll Avg			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	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

	M 08	A	M	J	J	A	S	O	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
New Listings	25	33	27	23	46	12	21	19	6	9	26	18	25	25	30	26	30	23	14	19	19	25	20	18	25	26	37	25	18	16	16	14	12	12	13	15
Inventory	105	117	130	136	157	147	149	147	140	131	128	128	140	139	138	143	155	157	147	137	120	130	137	143	147	133	151	141	141	130	124	120	112	110	107	106
Sales	6	2	6	1	9	8	7	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

	(000's) M 08	A	M	J	J	A	S	O	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
Avg Sale Price	602	509	653	660	636	564	504	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
3 Mo. Roll Avg			588	607	650	620	568	520	332	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

