

City: *Lincolnshire*



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

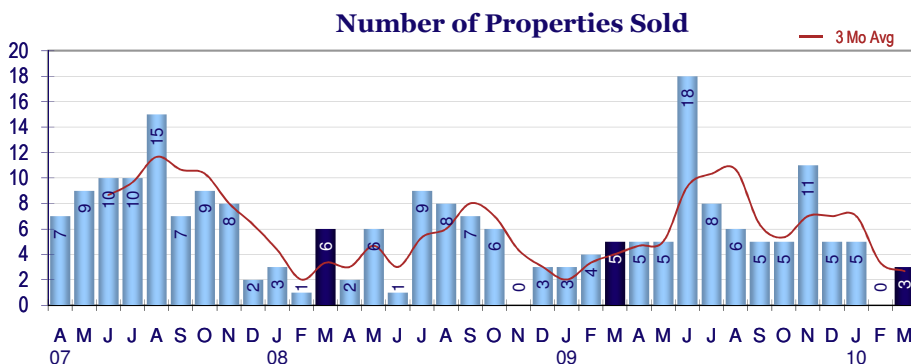
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$514,000	3%		-7%				
Average List Price of all Current Listings	\$664,965	6%		-14%				
March Median Sales Price	\$900,000		70%	190%	106%	\$496,250	44%	13%
March Average Sales Price	\$835,833		38%	90%	77%	\$576,063	51%	22%
Total Properties Currently for Sale (Inventory)	138	-1%		-1%				
March Number of Properties Sold	3			-40%		8	-33%	
March Average Days on Market (Solds)	119		-26%	-46%	-11%	147	-23%	11%
Asking Price per Square Foot (based on New Listings)	\$210	9%	-10%	0%	-4%	\$218	3%	-0%
March Sold Price per Square Foot	\$202		20%	-20%	15%	\$174	-20%	-1%
March Month's Supply of Inventory	46.0		26%	64%	82%	36.6	7%	45%
March Sale Price vs List Price Ratio	86.4%		-3.3%	-7.6%	-5.0%	87.8%	-4.8%	-3.5%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

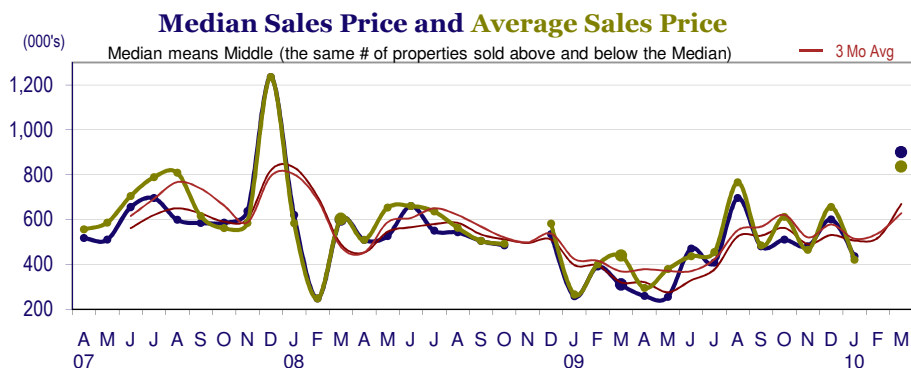
## Property Sales

March Property sales were 3, down -40.0% from 5 in March of 2009 and higher than the 0 sales last month. March 2010 sales were at their lowest level compared to March of 2009 and 2008. March YTD sales of 8 are running -33.3% behind last year's year-to-date sales of 12.



## Prices

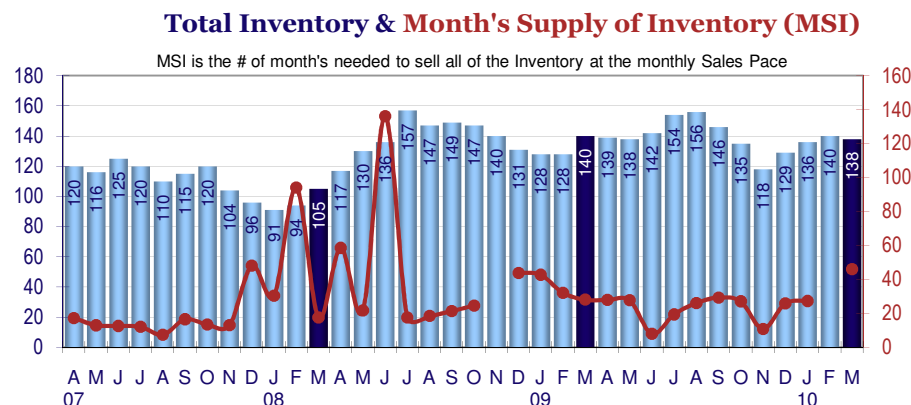
The Median Sales Price in March was \$900,000, up 190.3% from \$310,000 in March of 2009 and up from \$0 last month. The Average Sales Price in March was \$835,833, up 90.4% from \$439,000 in March of 2009 and up from \$0 last month. March 2010 ASP was at the highest level compared to March of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of March was 138, down -1.4% from 140 last month and down -1.4% from 140 in March of last year. March 2010 Inventory was at a mid level compared with March of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2010 MSI of 46.0 months was at its highest level compared with March of 2009 and 2008.



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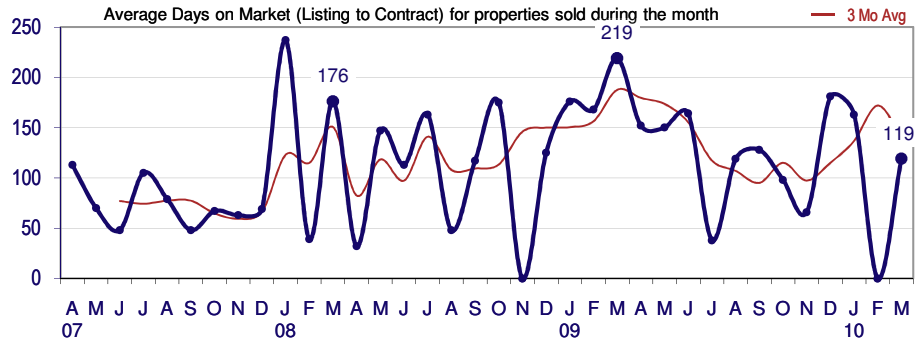


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## Market Time

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 March was 119, up from 0 days last month and down -45.7% from 219 days in March of last year. The March 2010 DOM was at its lowest level compared with March of 2009 and 2008.

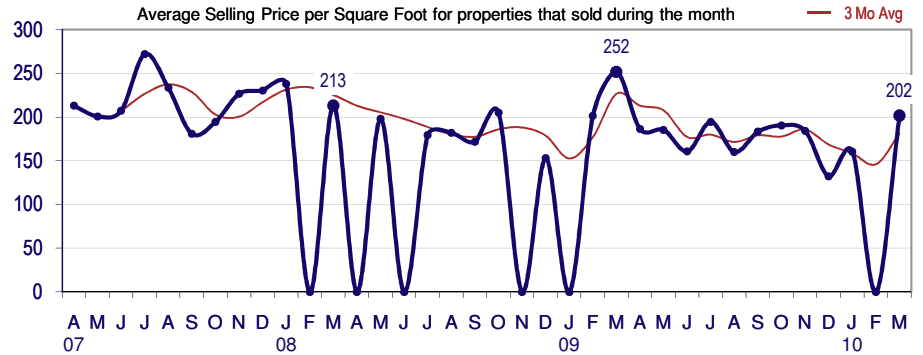
## Days On Market for Sold Properties



## 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 March 2010 Selling Price per Square Foot of \$202 was up from \$0 last month and down -19.9% from 252 in March of last year.

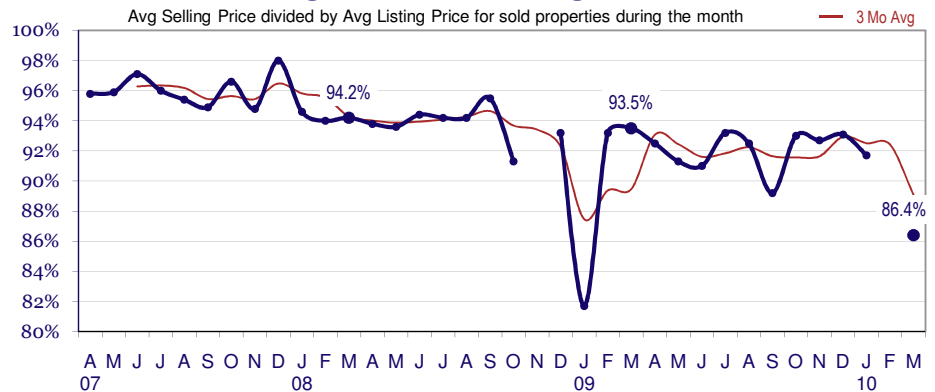
## Selling Price per Square Foot



## 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 March 2010 Selling Price vs Original List Price of 86.4% was up from 0.0% last month and down from 93.5% in March of last year.

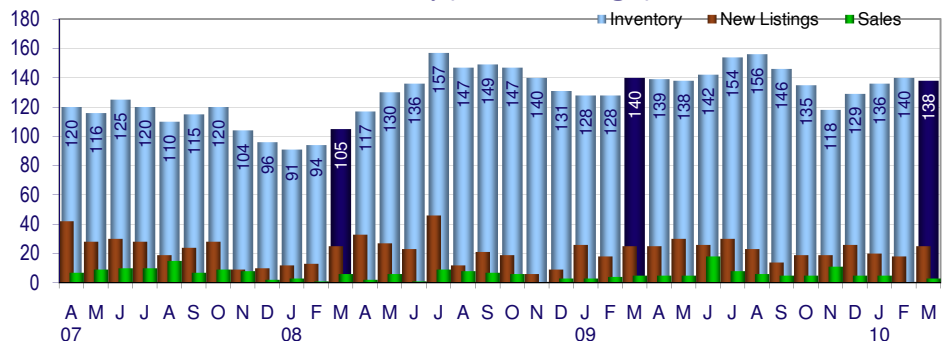
## Selling Price versus Listing Price Ratio



## 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 March 2010 was 25, up 38.9% from 18 last month and equal to 25 in March of last year.

## Inventory / New Listings / Sales



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Price Range: All | Property Types: Single Family - Condo - TwnHm

	A 07	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	F	M
Homes Sold	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	0	3
3 Mo. Roll Avg			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	3	3

(000's)	A 07	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	F	M
Median Sale Price	518	510	655	695	598	585	586	638	1235	620	248	600	509	526	660	550	543	505	485		535	257	390	310	260	255	470	407	695	480	510	480	600	436		900
3 Mo. Roll Avg			561	620	649	626	590	603	819	831	701	489	452	545	565	579	584	532	511	495	510	396	394	319	320	275	328	377	524	527	562	490	530	505	518	668

	A 07	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	F	M
Inventory	120	116	125	120	110	115	120	104	96	91	94	105	117	130	136	157	147	149	147	140	131	128	128	140	139	138	142	154	156	146	135	118	129	136	140	138
MSI	17	13	13	12	7	16	13	13	48	30	94	18	59	22	136	17	18	21	25		44	43	32	28	28	28	8	19	26	29	27	11	26	27		46

	A 07	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	F	M
Days on Market	113	70	48	105	79	48	67	63	69	237	39	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
3 Mo. Roll Avg			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	172	141

	A 07	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	F	M
Price per Sq Ft	213	201	207	272	233	181	194	226	230	238	0	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
3 Mo. Roll Avg			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	146	181

	A 07	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	F	M
Sale to List Price	0.958	0.959	0.971	0.960	0.954	0.949	0.966	0.948	0.980	0.946	0.940	0.942	0.938	0.936	0.944	0.942	0.942	0.955	0.913		0.932	0.817	0.932	0.935	0.925	0.913	0.910	0.932	0.925	0.892	0.930	0.927	0.931	0.917		0.864
3 Mo. Roll Avg			0.963	0.963	0.962	0.954	0.956	0.954	0.965	0.958	0.955	0.943	0.940	0.939	0.939	0.941	0.943	0.946	0.937	0.934	0.923	0.875	0.894	0.895	0.931	0.924	0.916	0.918	0.922	0.916	0.916	0.916	0.929	0.925	0.924	0.891

	A 07	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	F	M
New Listings	42	28	30	28	19	24	28	9	10	12	13	25	33	27	23	46	12	21	19	6	9	26	18	25	25	30	26	30	23	14	19	19	26	20	18	25
Inventory	120	116	125	120	110	115	120	104	96	91	94	105	117	130	136	157	147	149	147	140	131	128	128	140	139	138	142	154	156	146	135	118	129	136	140	138
Sales	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	0	3

(000's)	A 07	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	F	M
Avg Sale Price	556	586	704	789	808	615	562	584	1235	583	248	602	509	653	660	636	564	504	492		581	266	400	439	295	379	437	455	765	484	611	465	656	420		836
3 Mo. Roll Avg			616	693	767	737	662	587	794	801	689	478	453	588	607	650	620	568	520	498	537	424	416	368	378	371	370	423	552	568	620	520	578	514	538	628

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