

# MARKET ACTION REPORT

MLS Area: *Lincolnshire*

June 2010

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

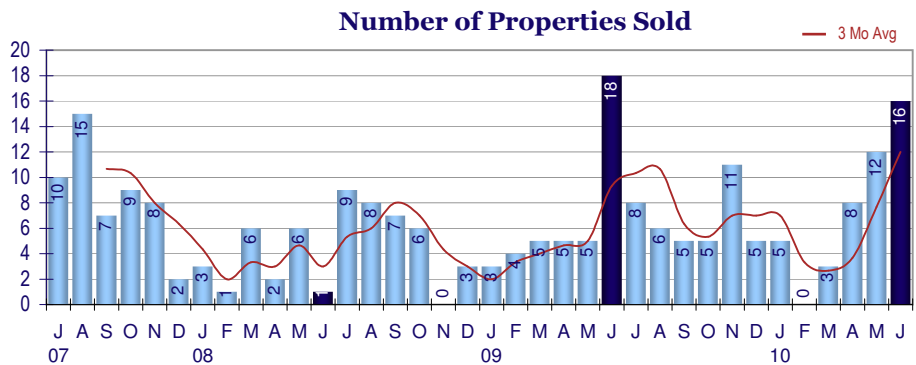
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$539,500	↓		↓				
Average List Price of all Current Listings	\$651,769	↔		↓				
June Median Sales Price	\$483,750	↑	↑	↑	↑	\$445,000	↑	↑
June Average Sales Price	\$536,844	↑	↑	↑	↑	\$496,395	↑	↑
Total Properties Currently for Sale (Inventory)	136	↓		↓				
June Number of Properties Sold	16	↑		↓		44	↑	
June Average Days on Market (Solds)	140	↑	↑	↓	↑	133	↓	↔
June Month's Supply of Inventory	8.5	↓	↓	↑	↓	22.7	↓	↓
June Sale Price vs List Price Ratio	85.2%	↓	↑	↑	↑	84.9%	↑	↑

\* 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)

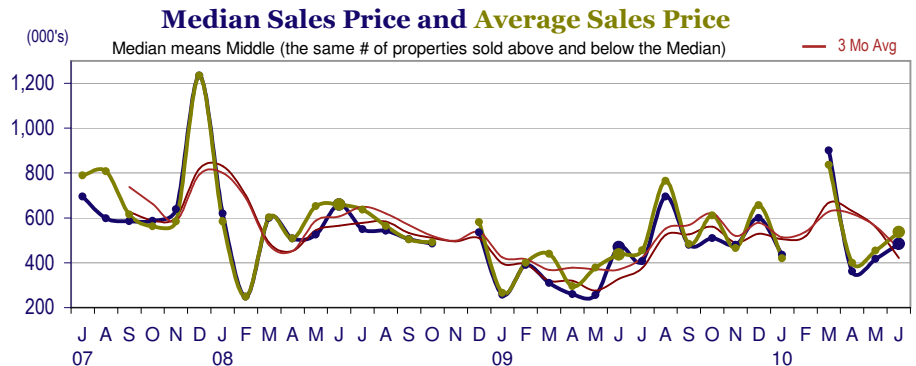
## Property Sales

June Property sales were 16, down -11.1% from 18 in June of 2009 and 33.3% higher than the 12 sales last month. June 2010 sales were at a mid level compared to June of 2009 and 2008. June YTD sales of 44 are running 10.0% ahead of last year's year-to-date sales of 40.



## Prices

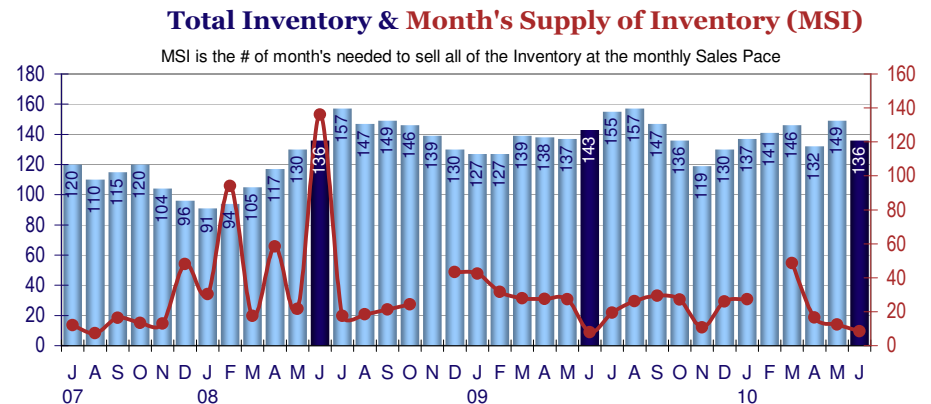
The Median Sales Price in June was \$483,750, up 2.9% from \$470,000 in June of 2009 and up 16.2% from \$416,250 last month. The Average Sales Price in June was \$536,844, up 22.9% from \$436,861 in June of 2009 and up 18.3% from \$453,948 last month. June 2010 ASP was at a mid range compared to June of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of June was 136, down -8.7% from 149 last month and down -4.9% from 143 in June of last year. June 2010 Inventory was at its lowest level compared with June of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2010 MSI of 8.5 months was at a mid level compared with June of 2009 and 2008.



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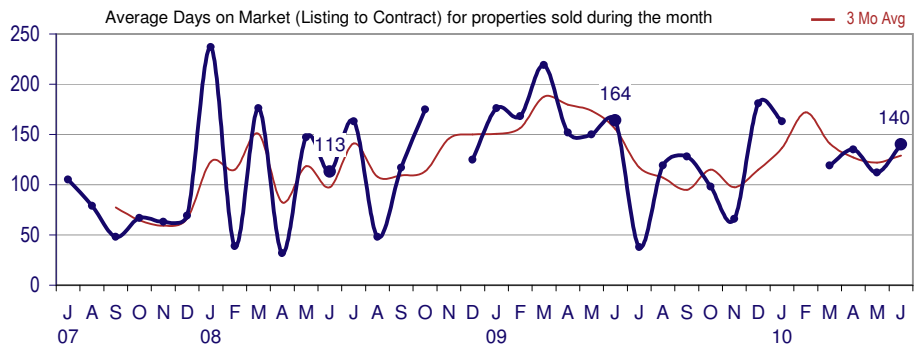


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## Market Time

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 June was 140, up 25.0% from 112 days last month and down -14.6% from 164 days in June of last year. The June 2010 DOM was at a mid level compared with June of 2009 and 2008.

## Days On Market for Sold Properties



## 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 June 2010 Selling Price vs Original List Price of 85.2% was down from 88.4% last month and up from 83.6% in June of last year.

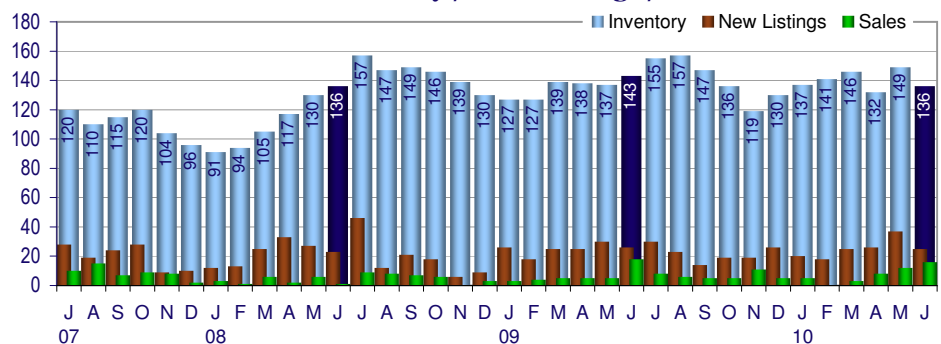
## Selling Price versus Listing Price Ratio



## 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 June 2010 was 25, down -32.4% from 37 last month and down -3.8% from 26 in June of last year.

## Inventory / New Listings / Sales



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