

City: *Lincolnshire*

**Your Name**

Title  
Phone  
Website  
Other



## Market Profile & Trends Overview

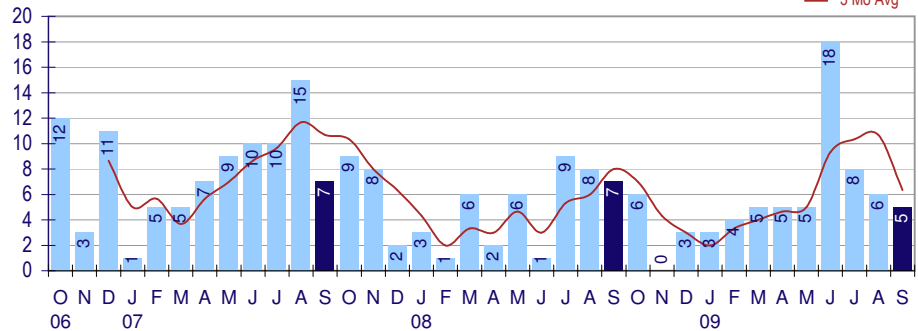
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$589,000	↔		↓				
Average List Price of all Current Listings	\$756,919	↓		↓				
September Median Sales Price	\$480,000	↓	↓	↓	\$479,000	↓	↓	
September Average Sales Price	\$484,000	↓	↓	↓	\$448,753	↓	↓	
Total Homes Currently for Sale (Inventory)	141	↓		↓				
September Number of Homes Sold	5	↓		↓	59	↑		
September Average Days on Market (Solds)	128	↑	↑	↑	142	↑	↑	
Asking Price per Square Foot (based on New Listings)	\$195	↓	↓	↓	\$203	↓	↓	
September Sold Price per Square Foot	\$183	↑	↑	↑	\$177	↓	↓	
September Month's Supply of Inventory	28.2	↑	↑	↑	26.6	↓		
September Sale Price vs List Price Ratio	83.0%	↓	↓	↓	83.0%	↓	↓	

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

## Home Sales

September home sales were 5, down -28.6% from 7 in September of 2008 and -16.7% lower than the 6 sales last month. September 2009 sales were at their lowest level compared to September of 2008 and 2007. September YTD sales of 59 are running 37.2% ahead of last year's year-to-date sales of 43.

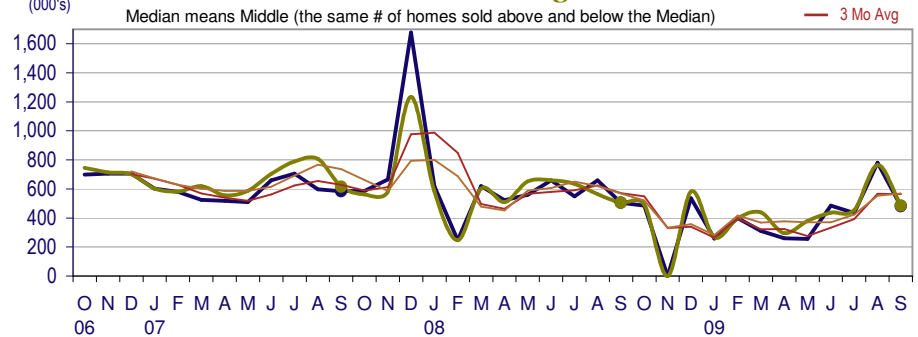
### Number of Homes Sold



## Prices

The Median Sales Price in September was \$480,000, down -5.0% from \$505,000 in September of 2008 and down -38.5% from \$780,000 last month. The Average Sales Price in September was \$484,000, down -4.0% from \$504,364 in September of 2008 and down -36.8% from \$765,417 last month. September 2009 ASP was at the lowest level compared to September of 2008 and 2007.

### Median Sales Price and Average Sales Price



## Inventory & MSI

The Total Inventory of homes available for sale as of September was 141, down -7.8% from 153 last month and down -6.0% from 150 in September of last year. September 2009 Inventory was at a mid level compared with September of 2008 and 2007.

### Total Inventory & Month's Supply of Inventory (MSI)



A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2009 MSI of 28.2 months was at its highest level compared with September of 2008 and 2007.

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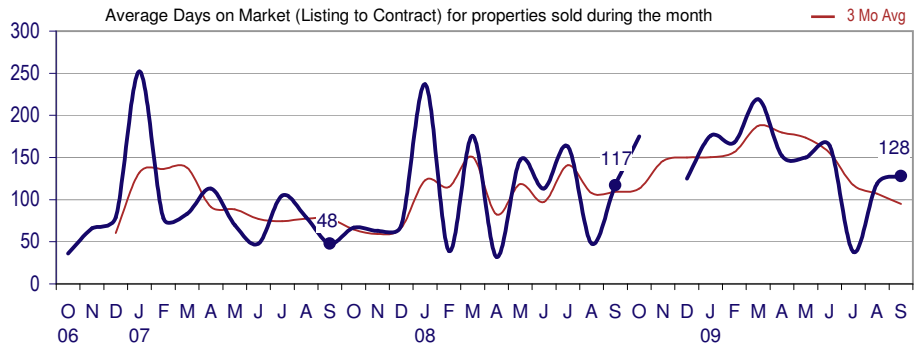
Other



## Market Time

The average Days On Market (DOM) shows how many days the average home 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 128, up 7.6% from 119 days last month and up 9.4% from 117 days in September of last year. The September 2009 DOM was at a mid level compared with September of 2008 and 2007.

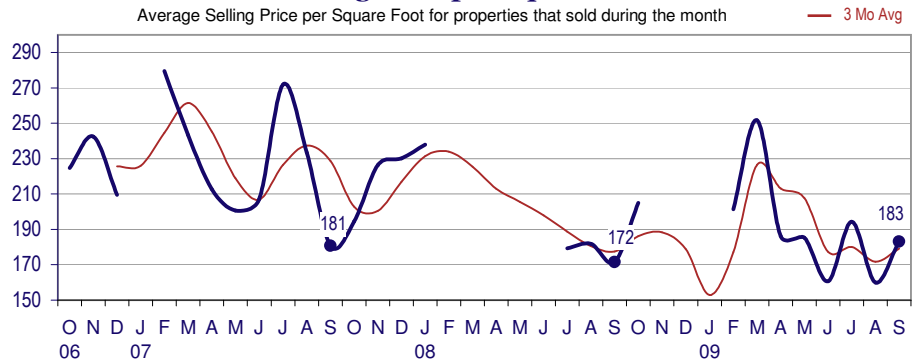
## Days On Market for Sold Properties



## Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of home values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end homes in the market, the selling price per square foot is a more normalized indicator on the direction of home values. The September 2009 Selling Price per Square Foot of \$183 was up 14.5% from \$160 last month and up 6.7% from 172 in September of last year.

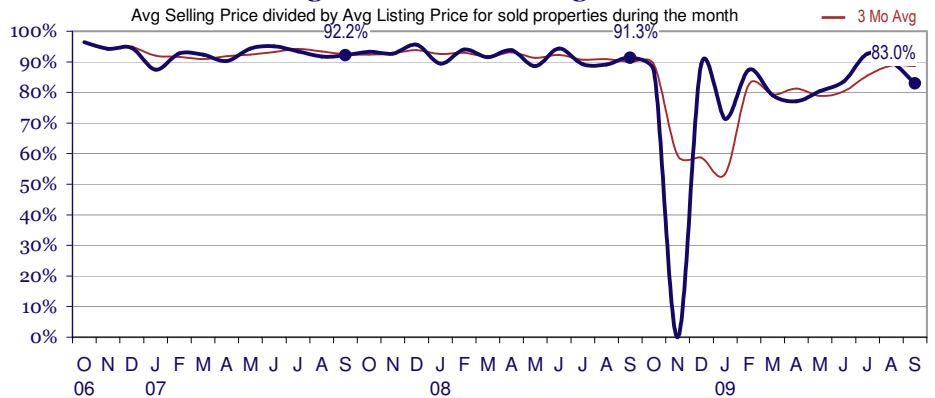
## Selling Price per Square Foot



## 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 September 2009 Selling Price vs Original List Price of 83.0% was down from 90.1% last month and down from 91.3% in September of last year.

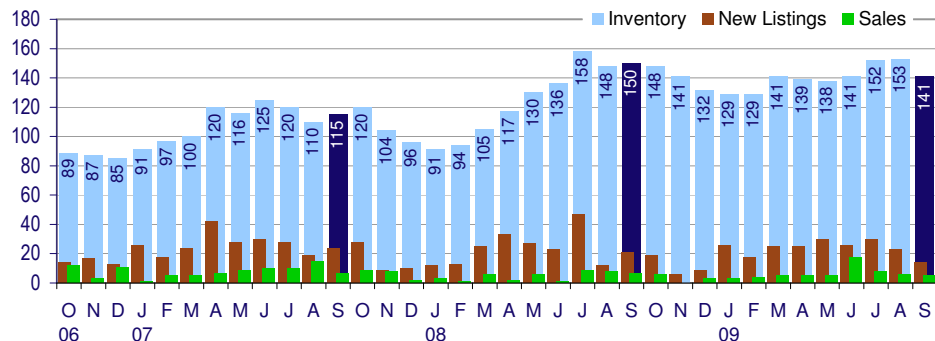
## Selling Price versus Listing Price Ratio



## Inventory / New Listings / Sales

This last view of the market combines monthly inventory of homes 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 2009 was 14, down -39.1% from 23 last month and down -33.3% from 21 in September of last year.

## Inventory / New Listings / Sales



## City: Lincolnshire

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

	O 06	N	D	J 07	F	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
Homes Sold	12	3	11	1	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
3 Mo. Roll Avg			9	5	6	4	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	

(000's)	O 06	N	D	J 07	F	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
Median Sale Price	699	705	705	602	580	525	518	510	660	705	598	585	586	665	1679	620	248	620	523	560	660	550	660	505	485	0	535	257	400	310	260	255	485	435	780	480
3 Mo. Roll Avg			703	671	629	569	541	518	563	625	654	629	590	612	977	988	849	496	464	568	581	590	623	572	550	330	340	264	397	322	323	275	333	392	567	565

	O 06	N	D	J 07	F	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
Inventory	89	87	85	91	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	141	152	153	141
MSI	7	29	8	91	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	28

	O 06	N	D	J 07	F	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
Days on Market	36	66	79	252	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
3 Mo. Roll Avg			60	132	136	138	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

	O 06	N	D	J 07	F	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
Price per Sq Ft	225	242	210		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
3 Mo. Roll Avg			226	226	245	262	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

	O 06	N	D	J 07	F	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
Sale to List Price	0.964	0.942	0.946	0.874	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
3 Mo. Roll Avg			0.951	0.921	0.916	0.909	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

	O 06	N	D	J 07	F	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
New Listings	14	17	13	26	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
Inventory	89	87	85	91	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	141	152	153	141
Sales	12	3	11	1	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

(000's)	O 06	N	D	J 07	F	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
Avg Sale Price	744	715	702	602	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
3 Mo. Roll Avg			720	673	628	601	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

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