

City: *Lincolnshire*



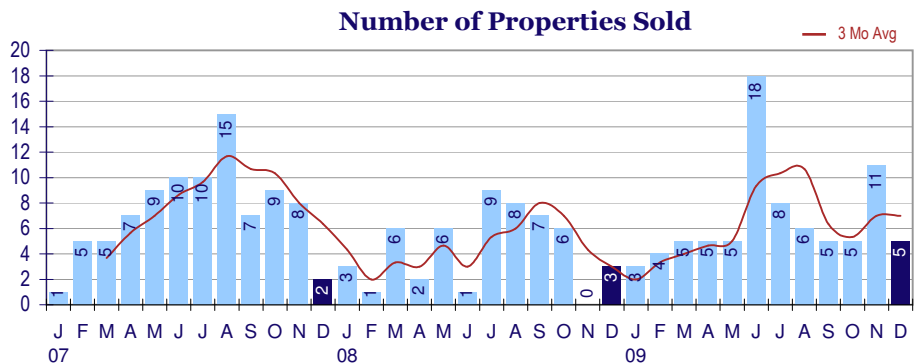
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$549,000	↔		↓				
Average List Price of all Current Listings	\$694,728	↓		↓				
December Median Sales Price	\$600,000	↑	↑	↑	\$502,000	↓	↓	
December Average Sales Price	\$656,400	↑	↑	↑	\$474,131	↓	↓	
Total Properties Currently for Sale (Inventory)	122	↑		↓				
December Number of Properties Sold	5	↓		↑	80	↑		
December Average Days on Market (Solds)	181	↑	↑	↑	131	↓	↓	
Asking Price per Square Foot (based on New Listings)	\$0		↓	↓	\$196	↓	↓	
December Sold Price per Square Foot	\$132	↓	↓	↓	\$178	↓	↓	
December Month's Supply of Inventory	24.4	↑	↑	↓	25.1			
December Sale Price vs List Price Ratio	89.0%	↓	↑	↔	84.3%	↓	↓	

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

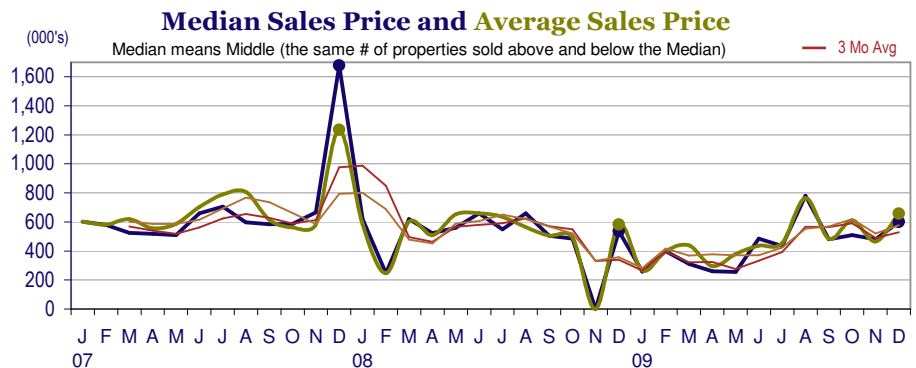
## Property Sales

December Property sales were 5, up 66.7% from 3 in December of 2008 and -54.5% lower than the 11 sales last month. December 2009 sales were at their highest level compared to December of 2008 and 2007. December YTD sales of 80 are running 53.8% ahead of last year's year-to-date sales of 52.



## Prices

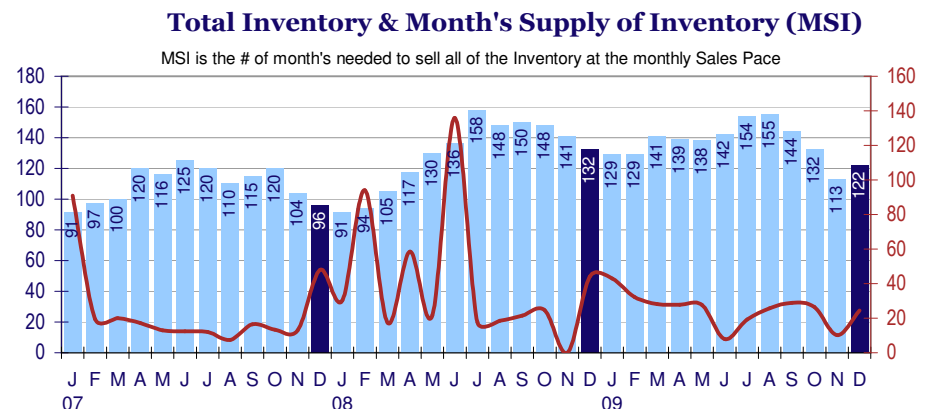
The Median Sales Price in December was \$600,000, up 12.1% from \$535,000 in December of 2008 and up 25.0% from \$480,000 last month. The Average Sales Price in December was \$656,400, up 12.9% from \$581,333 in December of 2008 and up 41.2% from \$465,000 last month. December 2009 ASP was at a mid range compared to December of 2008 and 2007.



## Inventory & MSI

The Total Inventory of Properties available for sale as of December was 122, up 8.0% from 113 last month and down -7.6% from 132 in December of last year. December 2009 Inventory was at a mid level compared with December of 2008 and 2007.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2009 MSI of 24.4 months was at its lowest level compared with December of 2008 and 2007.



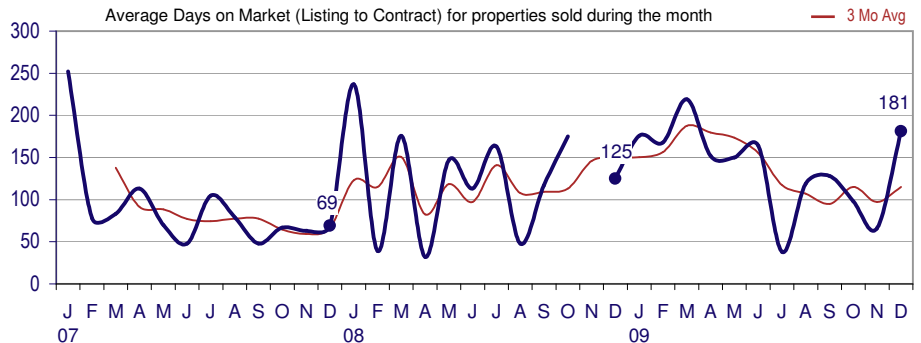
City: Lincolnshire



## 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 December was 181, up 174.2% from 66 days last month and up 44.8% from 125 days in December of last year. The December 2009 DOM was at a mid level compared with December of 2008 and 2007.

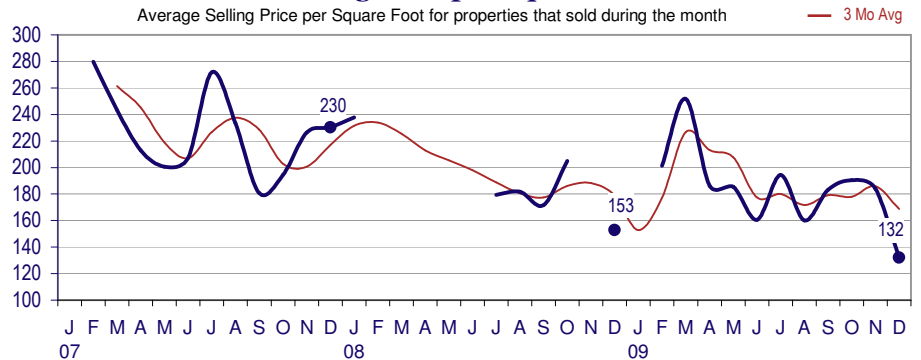
## Days On Market for Sold Properties



## Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of 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 December 2009 Selling Price per Square Foot of \$132 was down -28.2% from \$184 last month and down -13.6% from 153 in December of last year.

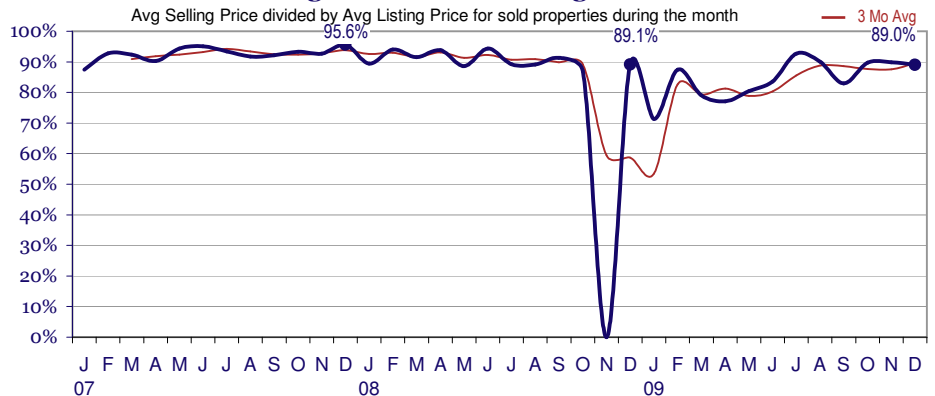
## Selling Price per Square Foot



## 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 December 2009 Selling Price vs Original List Price of 89.0% was down from 89.9% last month and down from 89.1% in December of last year.

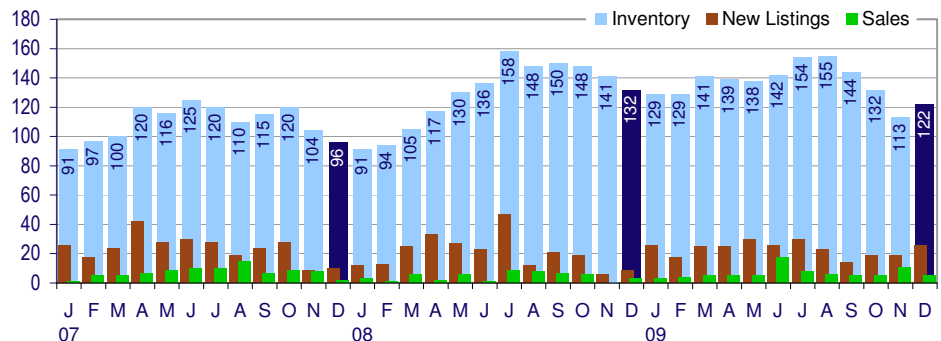
## Selling Price versus Listing Price Ratio



## 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 December 2009 was 26, up 36.8% from 19 last month and up 188.9% from 9 in December of last year.

## Inventory / New Listings / Sales



## City: Lincolnshire

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

	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	O	N	D	
Homes Sold	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	3	4	5	5	5	18	8	6	5	5	11	5
3 Mo. Roll Avg			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	6	5	7	7	

(000's)	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	O	N	D
Median Sale Price	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	510	480	600
3 Mo. Roll Avg			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	590	490	530

	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	O	N	D
Inventory	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	142	154	155	144	132	113	122
MSI	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	29	26	10	24

	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	O	N	D
Days on Market	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	98	66	181
3 Mo. Roll Avg			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	115	97	115

	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	O	N	D
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
3 Mo. Roll Avg			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	178	186	169

	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	O	N	D
Sale to List Price	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	0.898	0.899	0.890
3 Mo. Roll Avg			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	0.876	0.876	0.896

	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	O	N	D
New Listings	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	19	19	26
Inventory	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	142	154	155	144	132	113	122
Sales	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	5	11	5

(000's)	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	O	N	D
Avg Sale Price	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	611	465	656
3 Mo. Roll Avg			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	620	520	578

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