

## MLS Area: Lincolnshire



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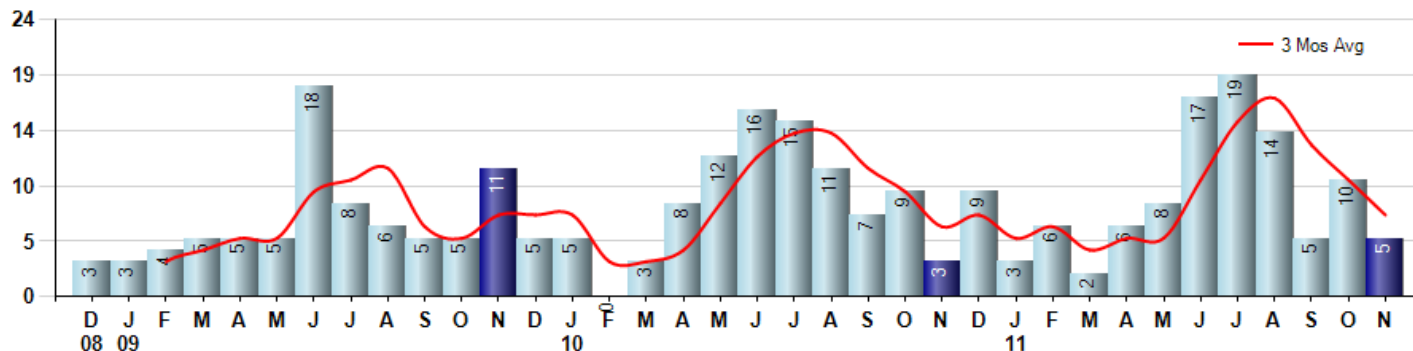
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$519,000	↔		↔				
Average List Price of all Current Listings	\$617,165	↔		↔				
November Median Sales Price	\$455,000	↑	↑	↑	↑	\$430,000	↓	↔
November Average Sales Price	\$386,200	↑	↑	↑	↓	\$461,762	↓	↔
Total Properties Currently for Sale (Inventory)	96	↑		↓				
November Number of Properties Sold	5	↓		↑		95	↑	
November Average Days on Market (Solds)	43	↓	↓	↓	↓	144	↑	↑
November Month's Supply of Inventory	19.2	↑	↑	↓	↑	20.6	↑	↑
November Sale Price vs List Price Ratio	90.7%	↑	↑	↑	↑	84.4%	↓	↓

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

### Property Sales

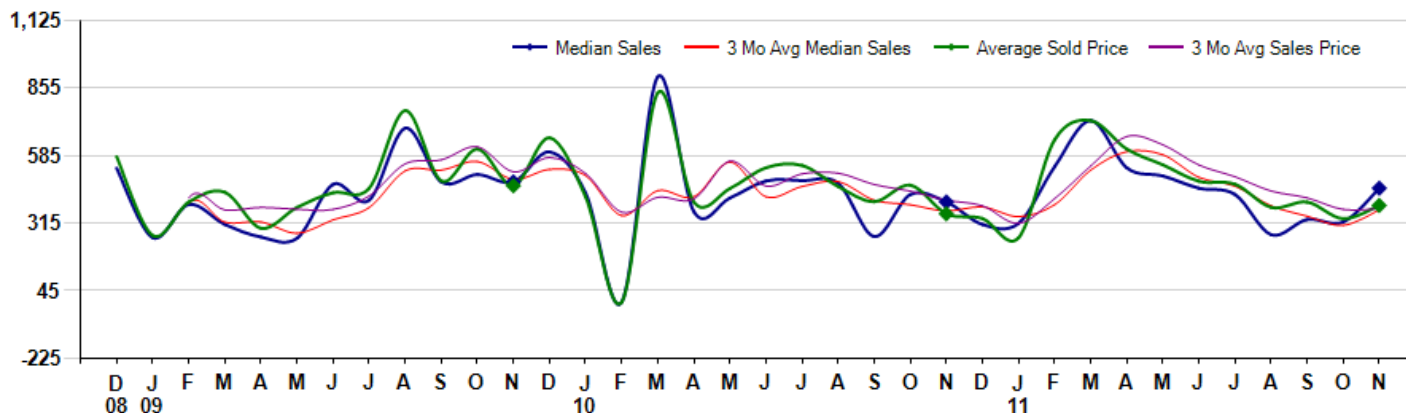
November Property sales were 5, up 66.7% from 3 in November of 2010 and -50.0% lower than the 10 sales last month. November 2011 sales were at a mid level compared to November of 2010 and 2009. November YTD sales of 95 are running 6.7% ahead of last year's year-to-date sales of 89.



### Prices

The Median Sales Price in November was \$455,000, up 13.8% from \$400,000 in November of 2010 and up 42.2% from \$320,000 last month. The Average Sales Price in November was \$386,200, up 9.5% from \$352,667 in November of 2010 and up 16.0% from \$332,950 last month. November 2011 ASP was at a mid range compared to November of 2010 and 2009.

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



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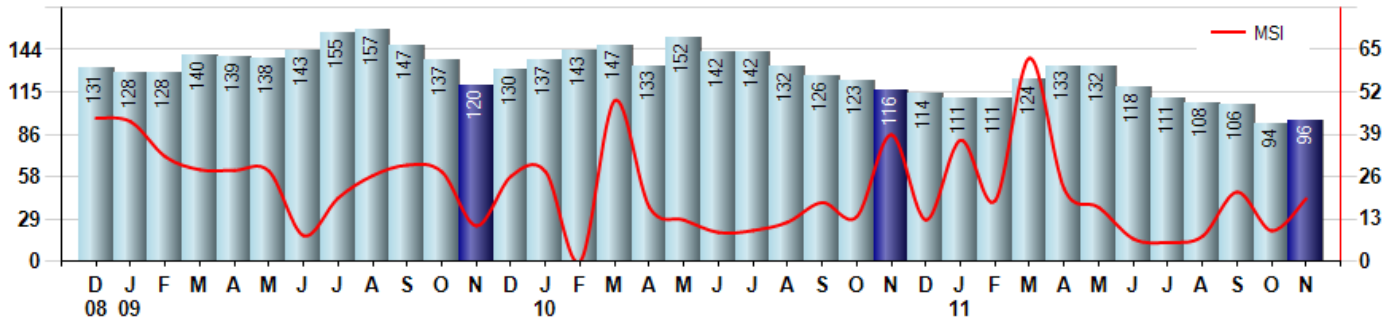


### Inventory & MSI

The Total Inventory of Properties available for sale as of November was 96, up 2.1% from 94 last month and down -17.2% from 116 in November of last year. November 2011 Inventory was at the lowest level compared to November of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2011 MSI of 19.2 months was at a mid range compared with November of 2010 and 2009.

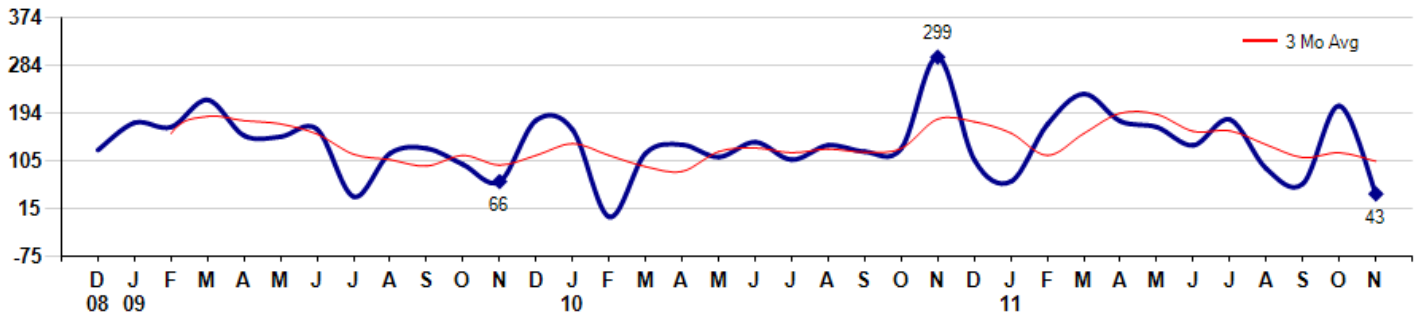
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 November was 43, down -79.3% from 208 days last month and down -85.6% from 299 days in November of last year. The November 2011 DOM was at its lowest level compared with November of 2010 and 2009.

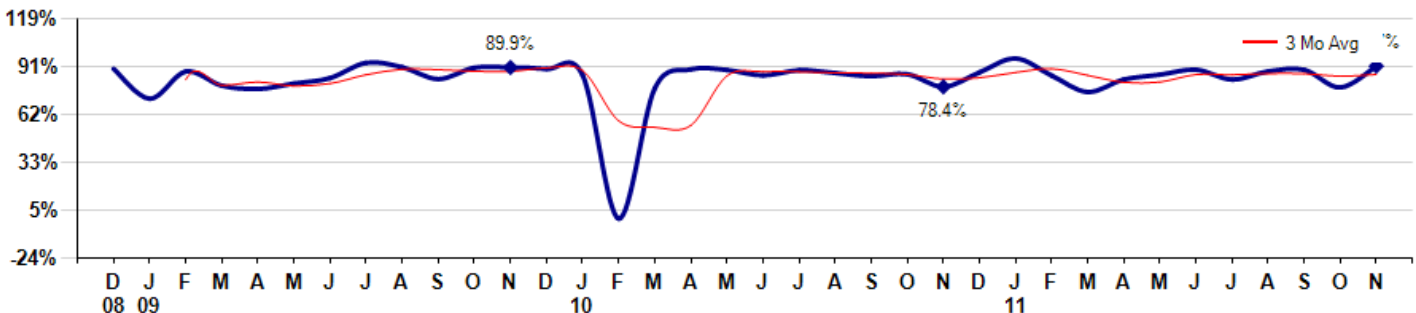
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 November 2011 Selling Price vs Original List Price of 90.7% was up from 78.0% last month and up from 78.4% in November of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



Based on information from Midwest Real Estate Data LLC for the period 12/1/2008 through 11/30/2011. 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.



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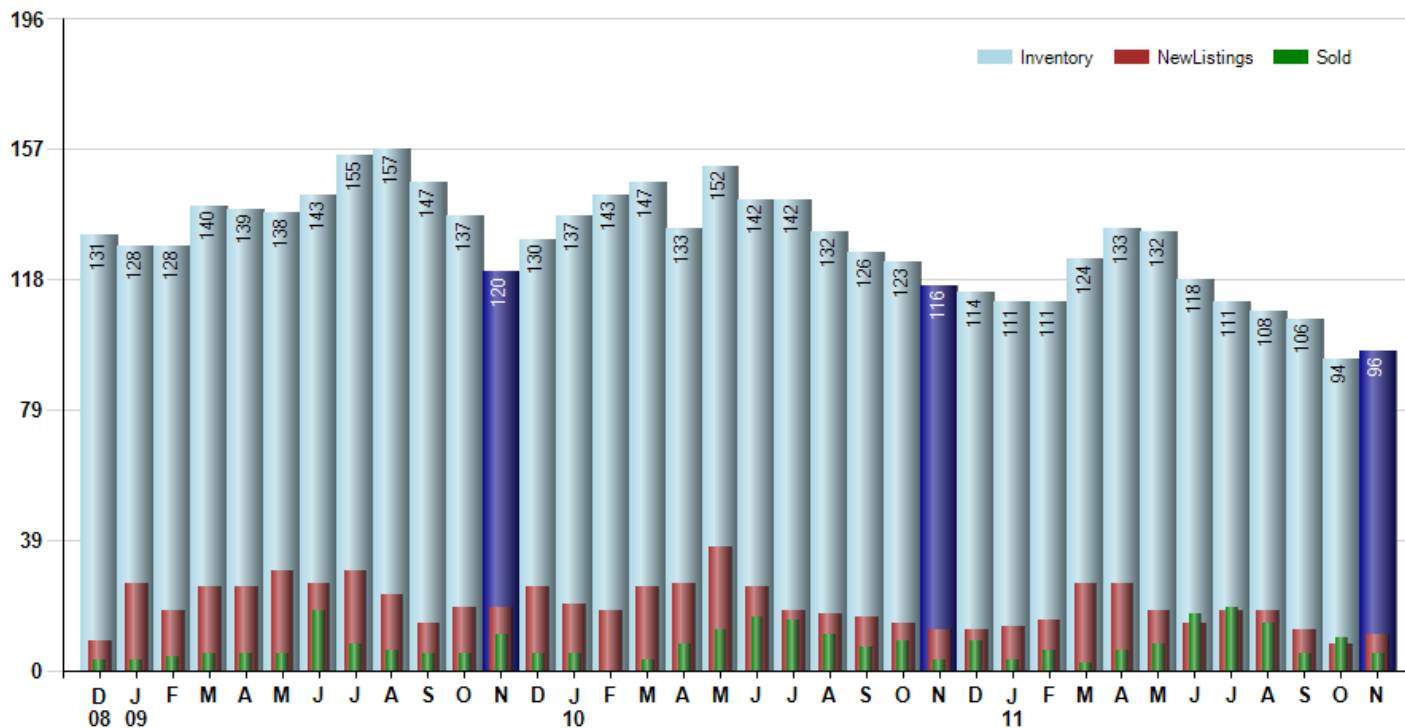
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### Inventory / New Listings / Sales

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 November 2011 was 11, up 37.5% from 8 last month and down -8.3% from 12 in November of last year.



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# MARKET ACTION REPORT

November 2011

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	D 08	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	M	A	M	J	J	A	S	O	N
Homes Sold	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	2	6	8	17	19	14	5	10	5
3 Mo. Roll Avg			3	4	5	5	9	10	11	6	5	7	7	7	3	3	4	8	12	14	14	11	9	6	7	5	6	4	5	5	10	15	17	13	10	7

(000's)	D 08	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	M	A	M	J	J	A	S	O	N
MedianSalePrice	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	725	537	504	455	430	269	330	320	455
3 Mo. Roll Avg			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	527	601	588	498	463	385	343	306	368

	D 08	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	M	A	M	J	J	A	S	O	N
Inventory	131	128	128	140	139	138	143	155	157	147	137	120	130	137	143	147	133	152	142	142	132	126	123	116	114	111	111	124	133	132	118	111	108	106	94	96
MSI	44	43	32	28	28	28	8	19	26	29	27	11	26	27	0	49	17	13	9	9	12	18	14	39	13	37	19	62	22	17	7	6	8	21	9	19

	D 08	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	M	A	M	J	J	A	S	O	N
Days On Market	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	230	179	168	134	182	90	62	208	43
3 Mo. Roll Avg			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	156	194	192	160	161	135	111	120	104

	D 08	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	M	A	M	J	J	A	S	O	N
Price per Sq Ft	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	188	195	174	168	159	131	149	121	139
3 Mo. Roll Avg			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	160	184	186	179	167	153	146	134	136

	D 08	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	M	A	M	J	J	A	S	O	N
Sale to List Price	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	0.753	0.828	0.856	0.886	0.827	0.876	0.885	0.780	0.907
3 Mo. Roll Avg			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	0.852	0.811	0.812	0.857	0.856	0.863	0.863	0.847	0.857

	D 08	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	M	A	M	J	J	A	S	O	N
New Listings	9	26	18	25	25	30	26	30	23	14	19	19	25	20	18	25	26	37	25	18	17	16	14	12	12	13	15	26	26	18	14	18	18	12	8	11
Inventory	131	128	128	140	139	138	143	155	157	147	137	120	130	137	143	147	133	152	142	142	132	126	123	116	114	111	111	124	133	132	118	111	108	106	94	96
Sales	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	2	6	8	17	19	14	5	10	5

(000's)	D 08	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	M	A	M	J	J	A	S	O	N
Avg Sale Price	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	725	611	548	483	471	378	400	333	386
3 Mo. Roll Avg			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	543	662	628	547	501	444	416	370	373

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