

## MLS Area: Lincolnshire



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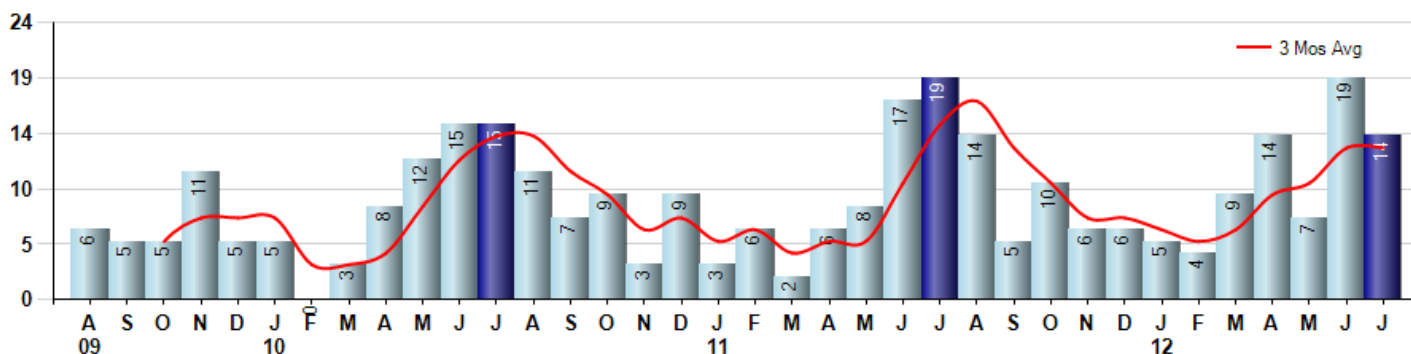
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview                | Month     | Trending Versus*: |     |     |    | YTD       | Trending Versus*: |           |
|---|-----------|-------------------|-----|-----|----|-----------|-------------------|-----------|
|   |           | LM                | L3M | PYM | LY |           | PriorYTD          | PriorYear |
| Median List Price of all Current Listings       | \$489,000 | ↑                 |     | ↔   |    |           |                   |           |
| Average List Price of all Current Listings      | \$540,100 | ↑                 |     | ↔   |    |           |                   |           |
| July Median Sales Price                         | \$586,635 | ↑                 | ↑   | ↑   | ↑  | \$457,250 | ↑                 | ↑         |
| July Average Sales Price                        | \$635,357 | ↑                 | ↑   | ↑   | ↑  | \$528,132 | ↑                 | ↑         |
| Total Properties Currently for Sale (Inventory) | 87        | ↓                 |     | ↓   |    |           |                   |           |
| July Number of Properties Sold                  | 14        | ↓                 |     | ↓   |    | 72        | ↑                 |           |
| July Average Days on Market (Solds)             | 111       | ↑                 | ↑   | ↓   | ↓  | 124       | ↓                 | ↓         |
| July Month's Supply of Inventory                | 6.2       | ↑                 | ↓   | ↑   | ↓  | 11.0      | ↓                 | ↓         |
| July Sale Price vs List Price Ratio             | 96.9%     | ↑                 | ↑   | ↑   | ↑  | 93.3%     | ↑                 | ↑         |

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

### Property Sales

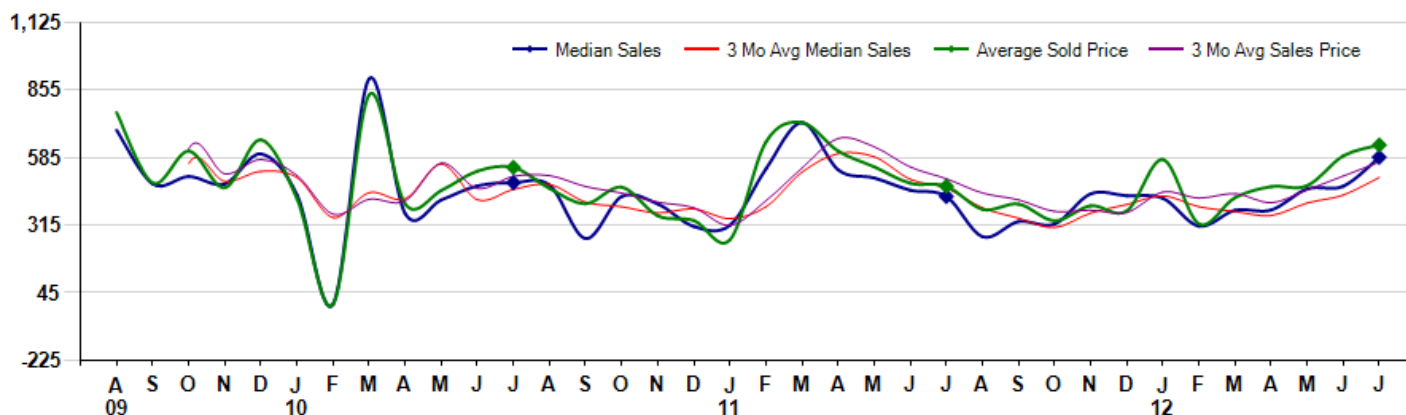
July Property sales were 14, down -26.3% from 19 in July of 2011 and -26.3% lower than the 19 sales last month. July 2012 sales were at their lowest level compared to July of 2011 and 2010. July YTD sales of 72 are running 18.0% ahead of last year's year-to-date sales of 61.



### Prices

The Median Sales Price in July was \$586,635, up 36.4% from \$430,000 in July of 2011 and up 24.6% from \$471,000 last month. The Average Sales Price in July was \$635,357, up 35.0% from \$470,684 in July of 2011 and up 7.3% from \$592,158 last month. July 2012 ASP was at highest level compared to July of 2011 and 2010.

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



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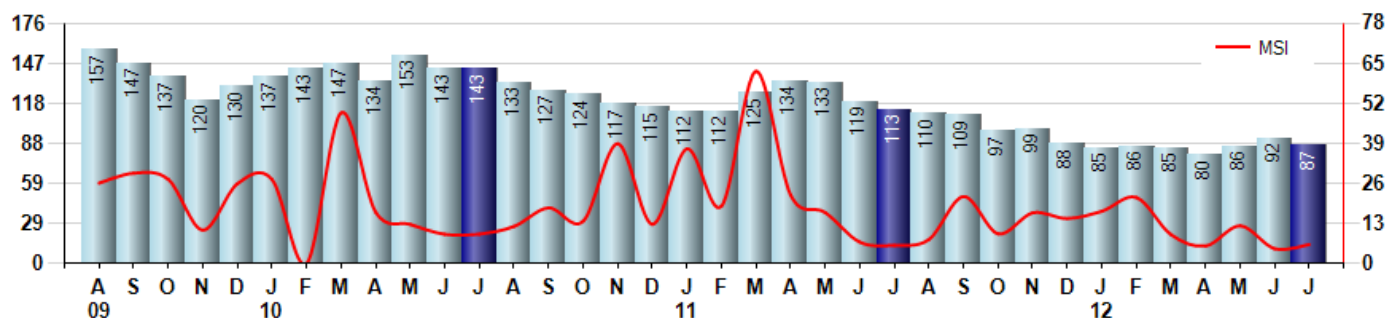
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### Inventory & MSI

The Total Inventory of Properties available for sale as of July was 87, down -5.4% from 92 last month and down -23.0% from 113 in July of last year. July 2012 Inventory was at the lowest level compared to July of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2012 MSI of 6.2 months was at a mid range compared with July of 2011 and 2010.

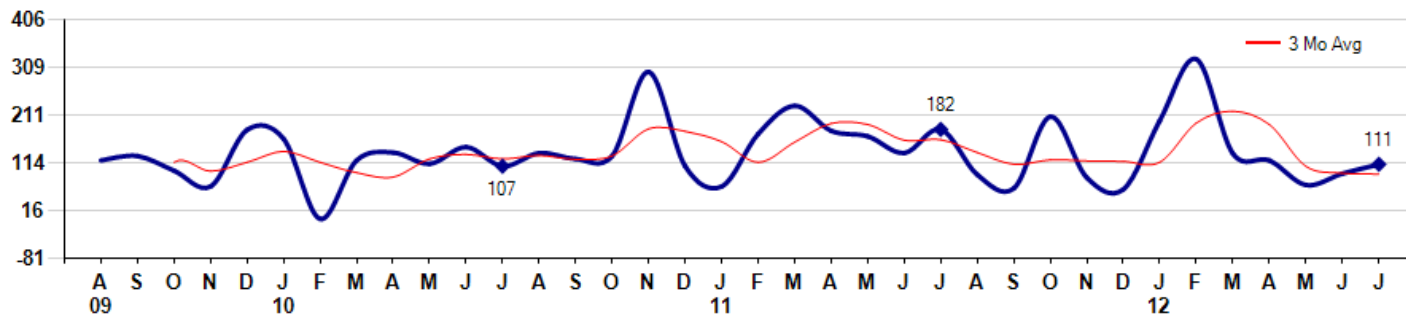
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 July was 111, up 20.7% from 92 days last month and down -39.0% from 182 days in July of last year. The July 2012 DOM was at a mid range compared with July of 2011 and 2010.

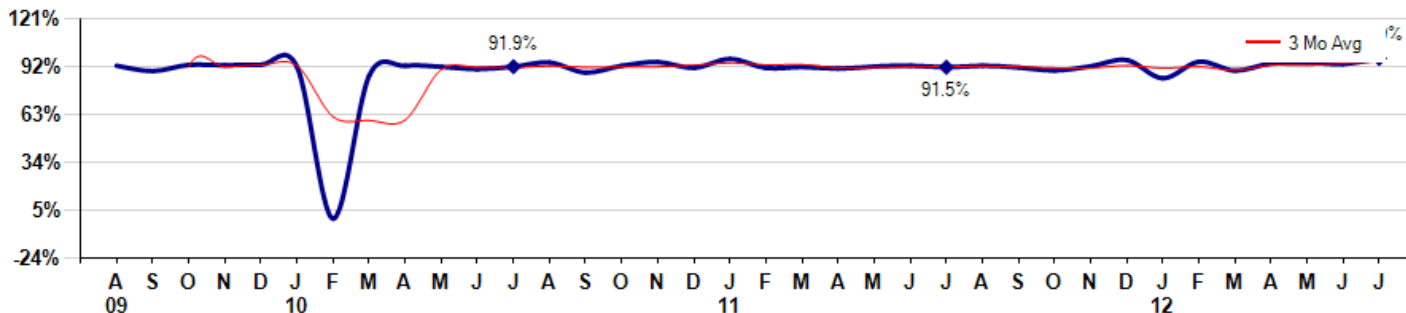
Average Days on Market (Listing to Contract) for properties sold during the month



### Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their 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 July 2012 Selling Price vs List Price of 96.9% was up from 93.5% last month and up from 91.5% in July 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 8/1/2009 through 7/31/2012. 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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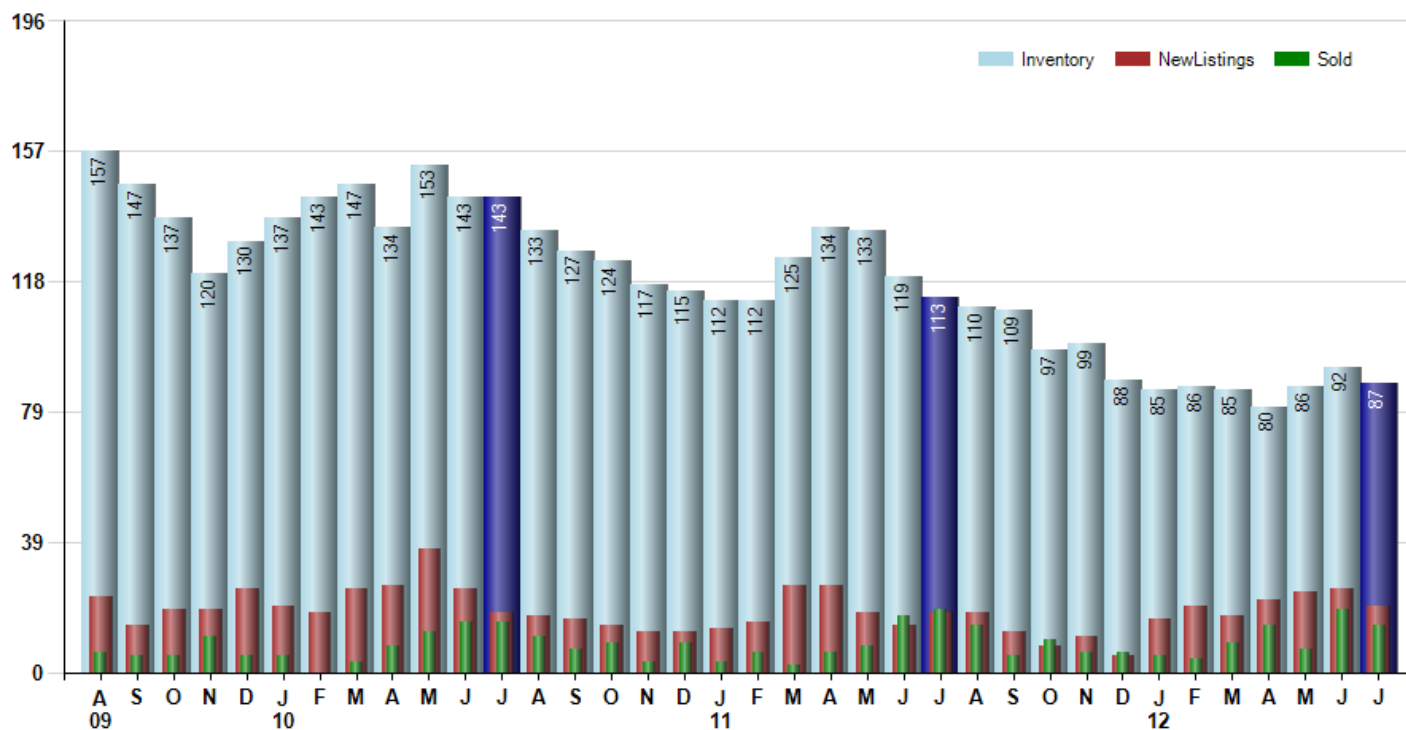
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### Inventory / New Listings / Sales

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 July 2012 was 20, down - 20.0% from 25 last month and up 11.1% from 18 in July of last year.



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# MARKET ACTION REPORT

July 2012

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|                | A 09 | 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 | D | J 12 | F | M | A  | M  | J  | J  |
|----------------|------|---|---|----|---|------|---|---|---|----|----|----|----|----|---|---|---|------|---|---|---|---|----|----|----|----|----|---|---|------|---|---|----|----|----|----|
| Homes Sold     | 6    | 5 | 5 | 11 | 5 | 5    | 0 | 3 | 8 | 12 | 15 | 15 | 11 | 7  | 9 | 3 | 9 | 3    | 6 | 2 | 6 | 8 | 17 | 19 | 14 | 5  | 10 | 6 | 6 | 5    | 4 | 9 | 14 | 7  | 19 | 14 |
| 3 Mo. Roll Avg |      |   | 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 | 7 | 6    | 5 | 6 | 9  | 10 | 13 | 13 |

| (000's)           | A 09 | 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   | D   | J 12 | F   | M   | A   | M   | J   | J   |
|-------------------|------|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|
| Median Sale Price | 695  | 480 | 510 | 480 | 600 | 436  | 0   | 900 | 362 | 416 | 473 | 485 | 475 | 262 | 430 | 400 | 310 | 315  | 541 | 725 | 537 | 504 | 455 | 430 | 269 | 330 | 320 | 441 | 433 | 423  | 311 | 375 | 375 | 460 | 471 | 587 |
| 3 Mo. Roll Avg    |      |     | 562 | 490 | 530 | 505  | 345 | 445 | 421 | 559 | 417 | 458 | 478 | 407 | 389 | 364 | 380 | 342  | 389 | 527 | 601 | 588 | 498 | 463 | 385 | 343 | 306 | 364 | 398 | 432  | 389 | 370 | 354 | 403 | 435 | 506 |

|           | A 09 | 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  | D  | J 12 | F  | M  | A  | M  | J  | J  |
|-----------|------|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|----|----|----|------|----|----|----|----|----|----|
| Inventory | 157  | 147 | 137 | 120 | 130 | 137  | 143 | 147 | 134 | 153 | 143 | 143 | 133 | 127 | 124 | 117 | 115 | 112  | 112 | 125 | 134 | 133 | 119 | 113 | 110 | 109 | 97 | 99 | 88 | 85   | 86 | 85 | 80 | 86 | 92 | 87 |
| MSI       | 26   | 29  | 27  | 11  | 26  | 27   | 0   | 49  | 17  | 13  | 10  | 10  | 12  | 18  | 14  | 39  | 13  | 37   | 19  | 63  | 22  | 17  | 7   | 6   | 8   | 22  | 10 | 17 | 15 | 17   | 22 | 9  | 6  | 12 | 5  | 6  |

|                | A 09 | 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   | D   | J 12 | F   | M   | A   | M   | J  | J   |
|----------------|------|-----|-----|----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|----|-----|
| Days On Market | 119  | 128 | 98  | 66 | 181 | 163  | 0   | 119 | 135 | 112 | 146 | 107 | 134 | 122 | 128 | 299 | 107 | 66   | 173 | 230 | 179 | 168 | 134 | 182 | 90  | 62  | 208 | 84  | 60  | 200  | 325 | 133 | 119 | 69  | 92 | 111 |
| 3 Mo. Roll Avg |      |     | 115 | 97 | 115 | 137  | 115 | 94  | 85  | 122 | 131 | 122 | 129 | 121 | 128 | 183 | 178 | 157  | 115 | 156 | 194 | 192 | 160 | 161 | 135 | 111 | 120 | 118 | 117 | 115  | 195 | 219 | 192 | 107 | 93 | 91  |

|                 | A 09 | 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   | D   | J 12 | F   | M   | A   | M   | J   | J   |
|-----------------|------|-----|-----|-----|-----|------|----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|
| Price per Sq Ft | 160  | 183 | 190 | 184 | 132 | 160  | 0  | 202 | 164 | 168 | 184 | 170 | 171 | 159 | 161 | 160 | 146 | 123  | 170 | 188 | 195 | 174 | 168 | 159 | 131 | 149 | 121 | 141 | 135 | 137  | 142 | 125 | 153 | 182 | 177 | 192 |
| 3 Mo. Roll Avg  |      |     | 178 | 186 | 169 | 159  | 97 | 121 | 122 | 178 | 172 | 174 | 175 | 167 | 164 | 160 | 156 | 143  | 146 | 160 | 184 | 186 | 179 | 167 | 153 | 146 | 134 | 137 | 132 | 138  | 138 | 135 | 140 | 153 | 171 | 184 |

|                    | A 09  | 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     | D     | J 12  | F     | M     | A     | M     | J     | J     |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 0.925 | 0.892 | 0.930 | 0.927 | 0.931 | 0.917 | 0.000 | 0.864 | 0.924 | 0.918 | 0.904 | 0.919 | 0.944 | 0.883 | 0.925 | 0.947 | 0.912 | 0.966 | 0.911 | 0.917 | 0.907 | 0.920 | 0.925 | 0.915 | 0.925 | 0.914 | 0.896 | 0.921 | 0.959 | 0.849 | 0.949 | 0.895 | 0.939 | 0.944 | 0.935 | 0.969 |
| 3 Mo. Roll Avg     |       |       | 0.916 | 0.916 | 0.929 | 0.925 | 0.616 | 0.594 | 0.596 | 0.902 | 0.915 | 0.914 | 0.922 | 0.915 | 0.917 | 0.918 | 0.928 | 0.942 | 0.930 | 0.931 | 0.912 | 0.915 | 0.917 | 0.920 | 0.922 | 0.918 | 0.912 | 0.910 | 0.925 | 0.910 | 0.919 | 0.898 | 0.928 | 0.926 | 0.939 | 0.949 |

|              | A 09 | 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  | D  | J 12 | F  | M  | A  | M  | J  | J  |
|--------------|------|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|----|----|----|------|----|----|----|----|----|----|
| New Listings | 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 | 5  | 16   | 20 | 17 | 22 | 24 | 25 | 20 |
| Inventory    | 157  | 147 | 137 | 120 | 130 | 137  | 143 | 147 | 134 | 153 | 143 | 143 | 133 | 127 | 124 | 117 | 115 | 112  | 112 | 125 | 134 | 133 | 119 | 113 | 110 | 109 | 97 | 99 | 88 | 85   | 86 | 85 | 80 | 86 | 92 | 87 |
| Sales        | 6    | 5   | 5   | 11  | 5   | 5    | 0   | 3   | 8   | 12  | 15  | 15  | 11  | 7   | 9   | 3   | 9   | 3    | 6   | 2   | 6   | 8   | 17  | 19  | 14  | 5   | 10 | 6  | 6  | 5    | 4  | 9  | 14 | 7  | 19 | 14 |

| (000's)        | A 09 | 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   | D   | J 12 | F   | M   | A   | M   | J   | J   |
|----------------|------|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|
| Avg Sale Price | 765  | 484 | 611 | 465 | 656 | 420  | 0   | 836 | 400 | 454 | 531 | 546 | 462 | 401 | 467 | 353 | 334 | 257  | 648 | 725 | 611 | 548 | 483 | 471 | 378 | 400 | 333 | 393 | 372 | 578  | 321 | 425 | 469 | 473 | 592 | 635 |
| 3 Mo. Roll Avg |      |     | 620 | 520 | 578 | 514  | 359 | 419 | 412 | 563 | 462 | 510 | 513 | 470 | 443 | 407 | 385 | 315  | 413 | 543 | 662 | 628 | 547 | 501 | 444 | 416 | 370 | 375 | 366 | 447  | 423 | 441 | 405 | 456 | 512 | 567 |

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