

MLS Area: Lincolnshire



ART WILSON
Broker, Realtor
847-363-1599
Art.Wilson@cbexchange.com



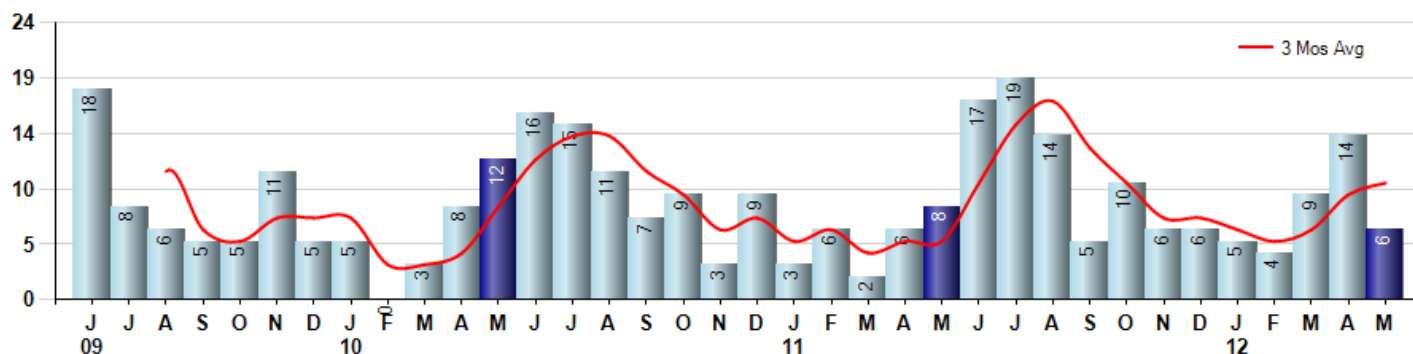
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|---|-----------|-------------------|-----|-----|----|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$459,000 | ↑ | | ↓ | | | | |
| Average List Price of all Current Listings | \$526,321 | ↓ | | ↓ | | | | |
| May Median Sales Price | \$429,500 | ↑ | ↑ | ↓ | ↔ | \$382,950 | ↓ | ↓ |
| May Average Sales Price | \$462,333 | ↓ | ↑ | ↓ | ↔ | \$456,343 | ↓ | ↓ |
| Total Properties Currently for Sale (Inventory) | 77 | ↔ | | ↓ | | | | |
| May Number of Properties Sold | 6 | ↓ | | ↓ | | 38 | ↑ | |
| May Average Days on Market (Solds) | 79 | ↓ | ↓ | ↓ | ↓ | 148 | ↓ | ↑ |
| May Month's Supply of Inventory | 12.8 | ↑ | ↑ | ↓ | ↓ | 13.0 | ↓ | ↓ |
| May Sale Price vs List Price Ratio | 93.8% | ↔ | ↑ | ↑ | ↑ | 91.7% | ↑ | ↑ |

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

Property Sales

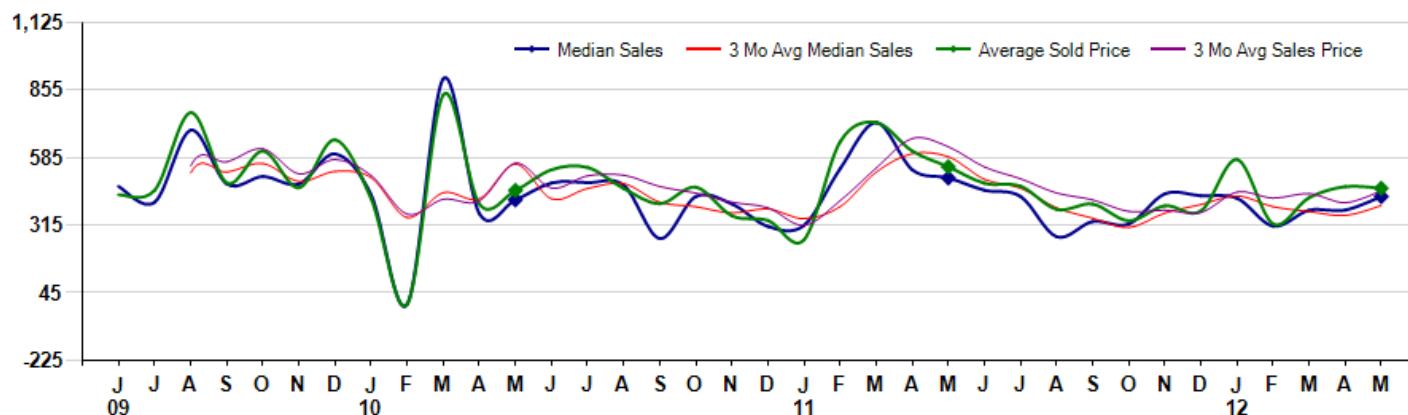
May Property sales were 6, down -25.0% from 8 in May of 2011 and -57.1% lower than the 14 sales last month. May 2012 sales were at their lowest level compared to May of 2011 and 2010. May YTD sales of 38 are running 52.0% ahead of last year's year-to-date sales of 25.



Prices

The Median Sales Price in May was \$429,500, down -14.7% from \$503,750 in May of 2011 and up 14.4% from \$375,425 last month. The Average Sales Price in May was \$462,333, down -15.7% from \$548,231 in May of 2011 and down -1.4% from \$469,132 last month. May 2012 ASP was at a mid range compared to May of 2011 and 2010.

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



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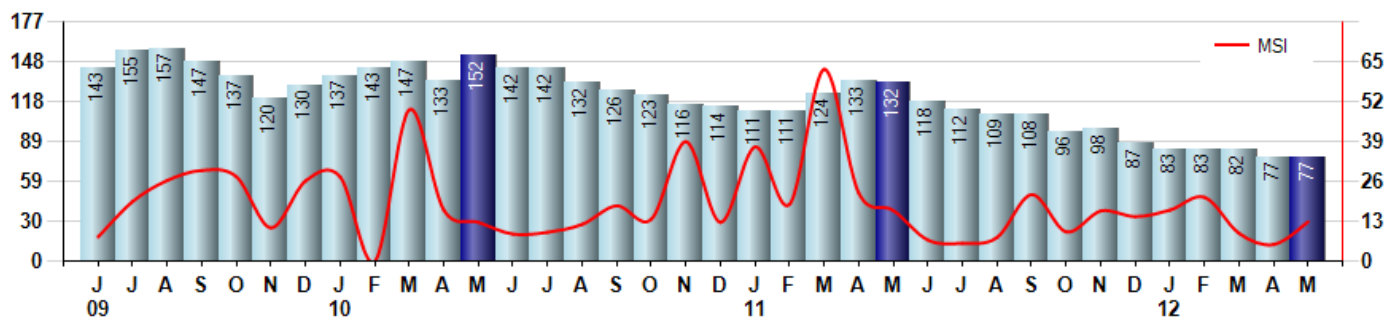
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Inventory & MSI

The Total Inventory of Properties available for sale as of May was 77, equal to 77 last month and down -41.7% from 132 in May of last year. May 2012 Inventory was at the lowest level compared to May of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2012 MSI of 12.8 months was at a mid range compared with May of 2011 and 2010.

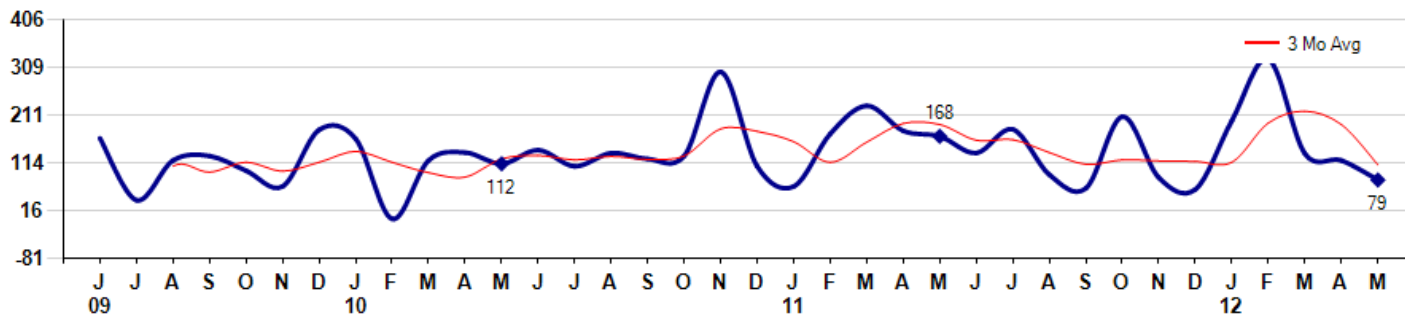
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 May was 79, down -33.6% from 119 days last month and down -53.0% from 168 days in May of last year. The May 2012 DOM was at its lowest level compared with May of 2011 and 2010.

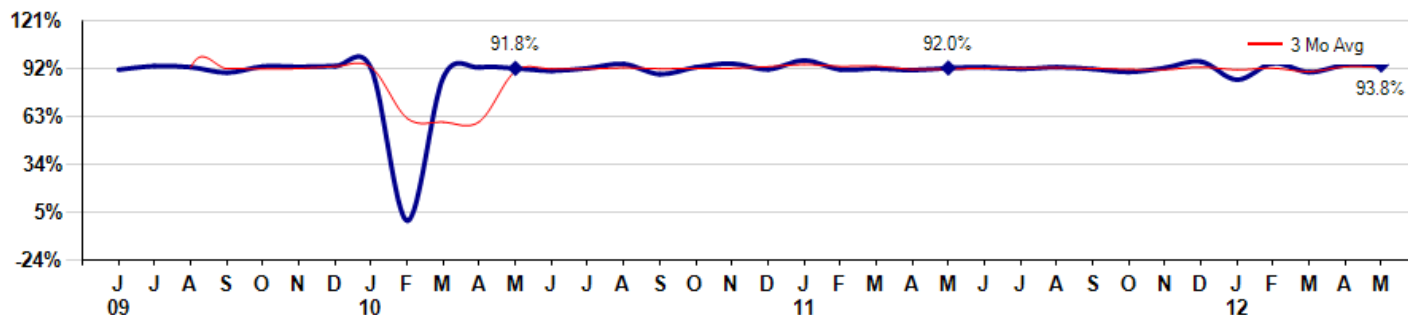
Average Days on Market(Listing to Contract) for properties sold during the month



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 May 2012 Selling Price vs Original List Price of 93.8% was down from 93.9% last month and up from 92.0% in May 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 6/1/2009 through 5/31/2012. 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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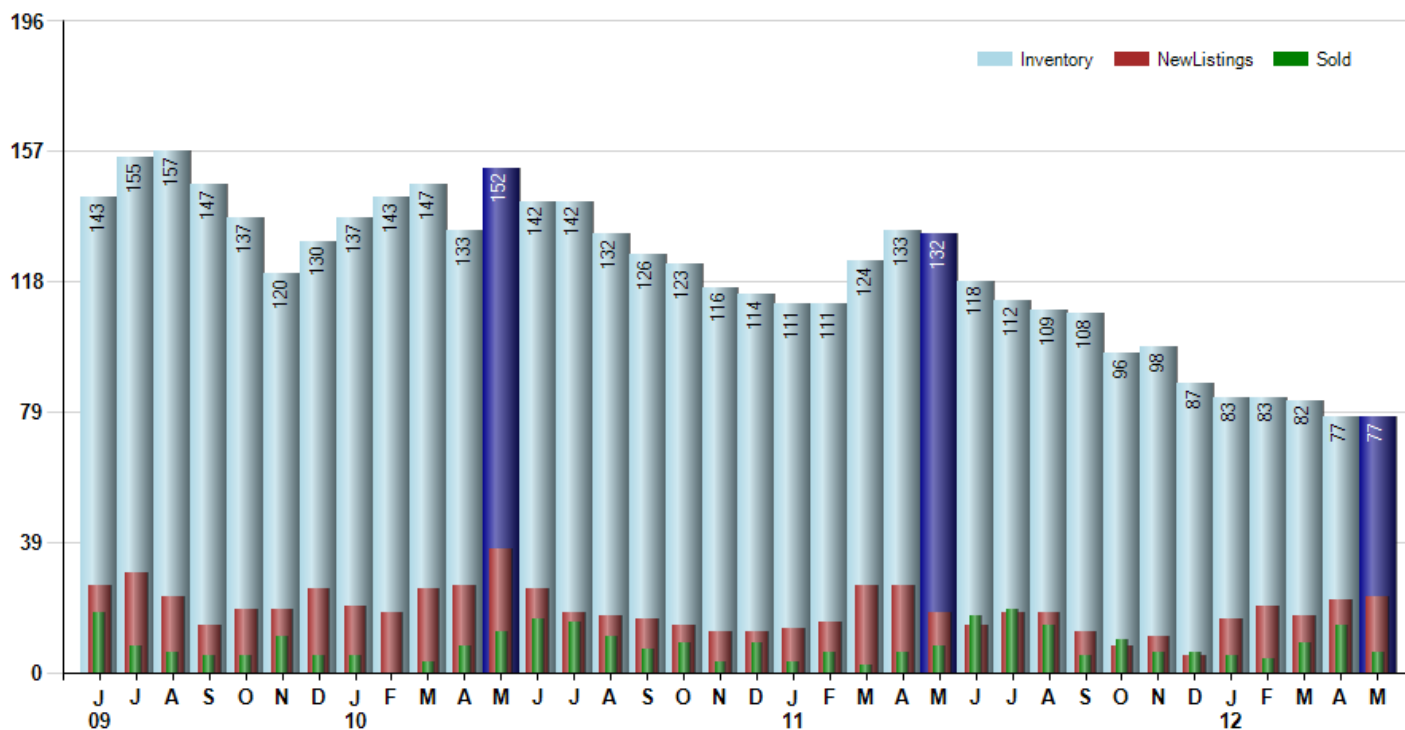
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Inventory / New Listings / Sales

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 May 2012 was 23, up 4.5% from 22 last month and up 27.8% from 18 in May of last year.



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MARKET ACTION REPORT

May 2012

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| | J 09 | 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 | D | J 12 | F | M | A | M |
|----------------|------|---|----|---|---|----|---|------|---|---|---|----|----|----|----|----|---|---|---|------|---|---|---|---|----|----|----|----|----|---|---|------|---|---|----|----|
| Homes Sold | 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 | 6 | 6 | 5 | 4 | 9 | 14 | 6 |
| 3 Mo. Roll Avg | | | 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 | 7 | 6 | 5 | 6 | 9 | 10 |

| (000's) | J 09 | 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 | D | J 12 | F | M | A | M |
|-------------------|------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|
| Median Sale Price | 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 | 441 | 433 | 423 | 311 | 375 | 375 | 430 |
| 3 Mo. Roll Avg | | | 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 | 364 | 398 | 432 | 389 | 370 | 354 | 393 |

| | J 09 | 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 | D | J 12 | F | M | A | M |
|-----------|------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|----|----|----|------|----|----|----|----|
| Inventory | 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 | 112 | 109 | 108 | 96 | 98 | 87 | 83 | 83 | 82 | 77 | 77 |
| MSI | 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 | 22 | 10 | 16 | 15 | 17 | 21 | 9 | 6 | 13 |

| | J 09 | 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 | D | J 12 | F | M | A | M |
|----------------|------|----|-----|-----|-----|----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|
| Days On Market | 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 | 84 | 60 | 200 | 325 | 133 | 119 | 79 |
| 3 Mo. Roll Avg | | | 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 | 118 | 117 | 115 | 195 | 219 | 192 | 110 |

| | J 09 | 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 | D | J 12 | F | M | A | M |
|-----------------|------|-----|-----|-----|-----|-----|-----|------|----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|
| Price per Sq Ft | 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 | 141 | 135 | 137 | 142 | 125 | 153 | 185 |
| 3 Mo. Roll Avg | | | 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 | 137 | 132 | 138 | 138 | 135 | 140 | 154 |

| | J 09 | 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 | D | J 12 | F | M | A | M |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 0.910 | 0.932 | 0.925 | 0.892 | 0.930 | 0.927 | 0.931 | 0.917 | 0.000 | 0.864 | 0.924 | 0.918 | 0.903 | 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 | 0.938 |
| 3 Mo. Roll Avg | | | 0.922 | 0.916 | 0.916 | 0.916 | 0.929 | 0.925 | 0.616 | 0.594 | 0.596 | 0.902 | 0.915 | 0.913 | 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 | 0.924 |

| | J 09 | 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 | D | J 12 | F | M | A | M |
|--------------|------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|----|----|----|------|----|----|----|----|
| New Listings | 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 | 5 | 16 | 20 | 17 | 22 | 23 |
| Inventory | 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 | 112 | 109 | 108 | 96 | 98 | 87 | 83 | 83 | 82 | 77 | 77 |
| Sales | 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 | 6 | 6 | 5 | 4 | 9 | 14 | 6 |

| (000's) | J 09 | 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 | D | J 12 | F | M | A | M |
|----------------|------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|
| Avg Sale Price | 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 | 393 | 372 | 578 | 321 | 425 | 469 | 462 |
| 3 Mo. Roll Avg | | | 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 | 375 | 366 | 447 | 423 | 441 | 405 | 452 |

