

MLS Area: Lincolnshire



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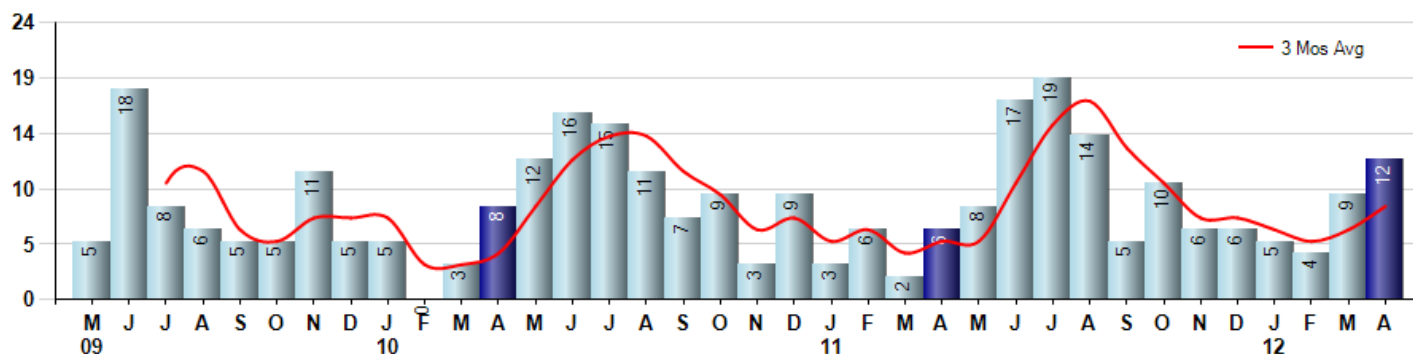
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$499,000	↓		↓				
Average List Price of all Current Listings	\$578,900	↓		↓				
April Median Sales Price	\$421,700	↑	↑	↓	↓	\$382,950	↓	↓
April Average Sales Price	\$503,571	↑	↑	↓	↑	\$468,067	↓	↑
Total Properties Currently for Sale (Inventory)	77	↓		↓				
April Number of Properties Sold	12	↑		↑		30	↑	
April Average Days on Market (Solds)	110	↓	↓	↓	↓	160	↓	↑
April Month's Supply of Inventory	6.4	↓	↓	↓	↓	13.2	↓	↓
April Sale Price vs List Price Ratio	90.4%	↑	↑	↑	↑	83.8%	↑	↓

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

Property Sales

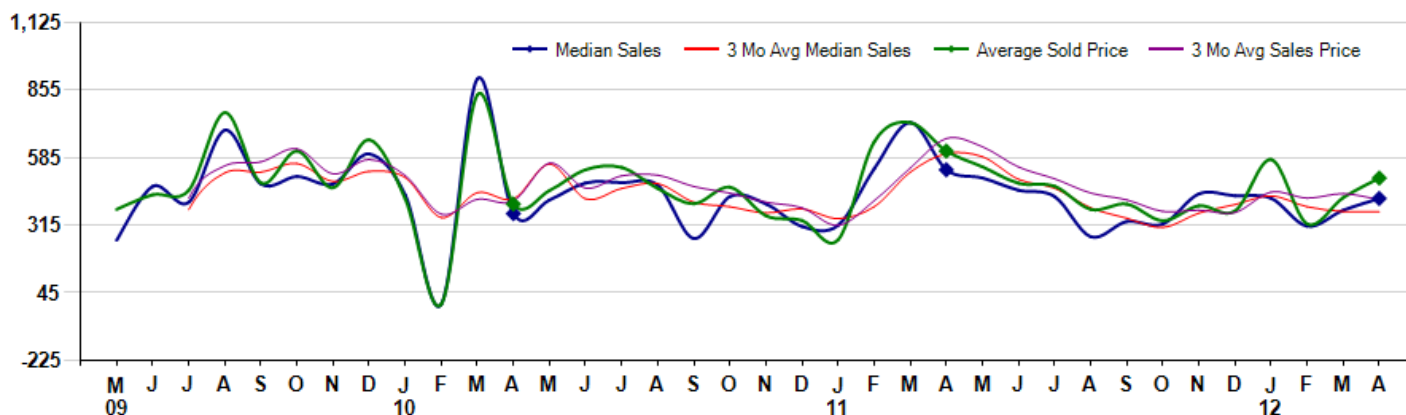
April Property sales were 12, up 100.0% from 6 in April of 2011 and 33.3% higher than the 9 sales last month. April 2012 sales were at their highest level compared to April of 2011 and 2010. April YTD sales of 30 are running 76.5% ahead of last year's year-to-date sales of 17.



Prices

The Median Sales Price in April was \$421,700, down -21.4% from \$536,500 in April of 2011 and up 12.5% from \$375,000 last month. The Average Sales Price in April was \$503,571, down -17.6% from \$611,417 in April of 2011 and up 18.4% from \$425,419 last month. April 2012 ASP was at a mid range compared to April of 2011 and 2010.

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



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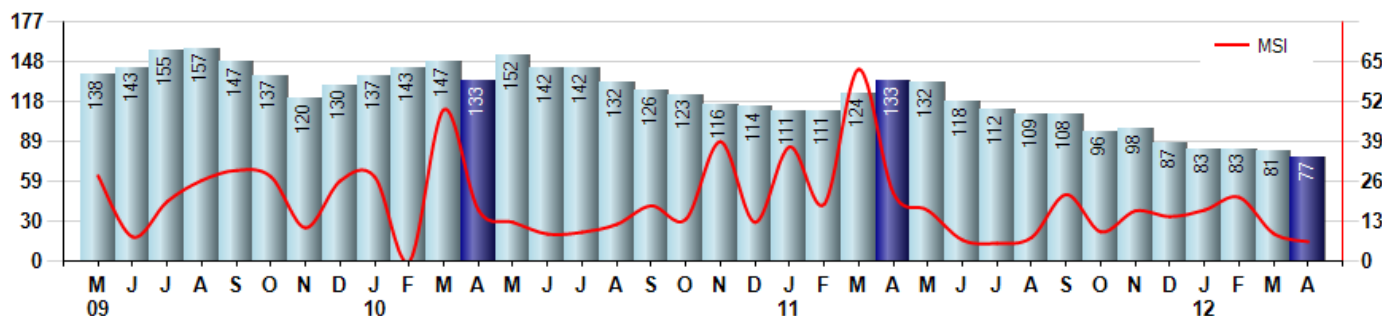
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Inventory & MSI

The Total Inventory of Properties available for sale as of April was 77, down -4.9% from 81 last month and down -42.1% from 133 in April of last year. April 2012 Inventory was at the lowest level compared to April of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2012 MSI of 6.4 months was at its lowest level compared with April of 2011 and 2010.

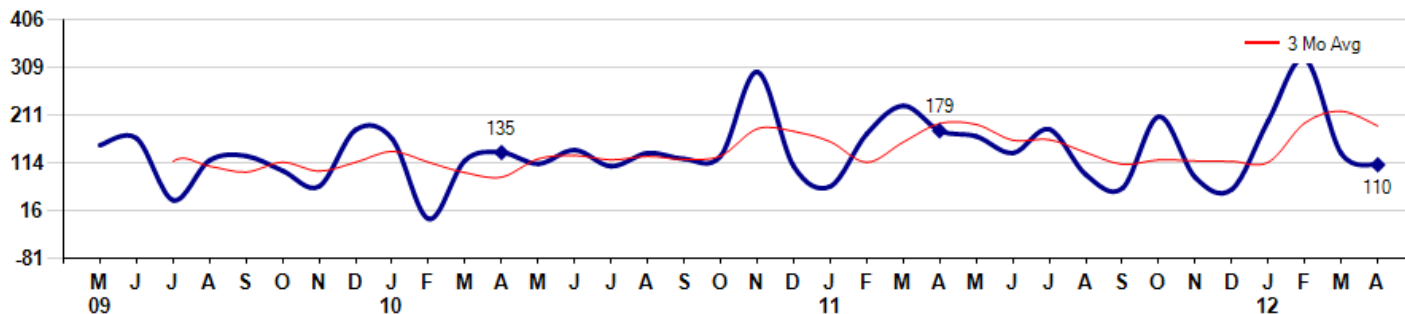
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 April was 110, down -17.3% from 133 days last month and down -38.5% from 179 days in April of last year. The April 2012 DOM was at its lowest level compared with April of 2011 and 2010.

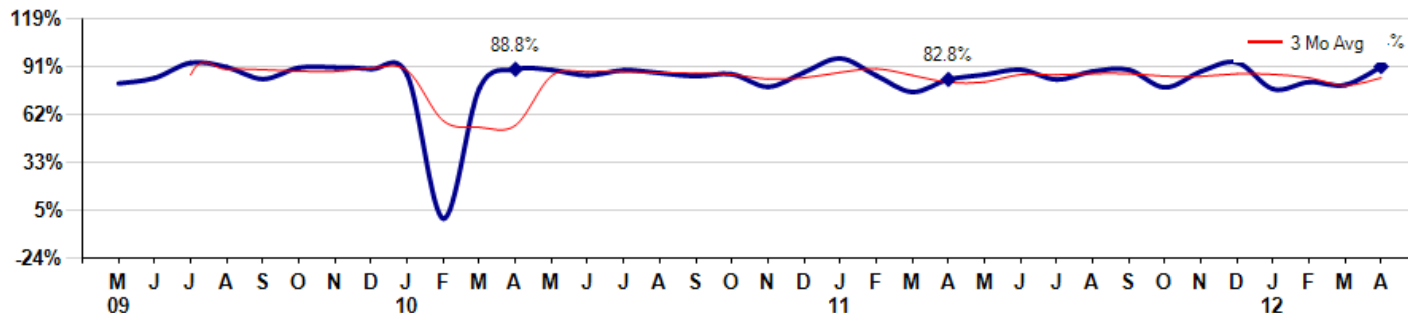
Average Days on Market (Listing to Contract) for properties sold during the month



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 April 2012 Selling Price vs Original List Price of 90.4% was up from 79.5% last month and up from 82.8% in April 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 5/1/2009 through 4/30/2012. 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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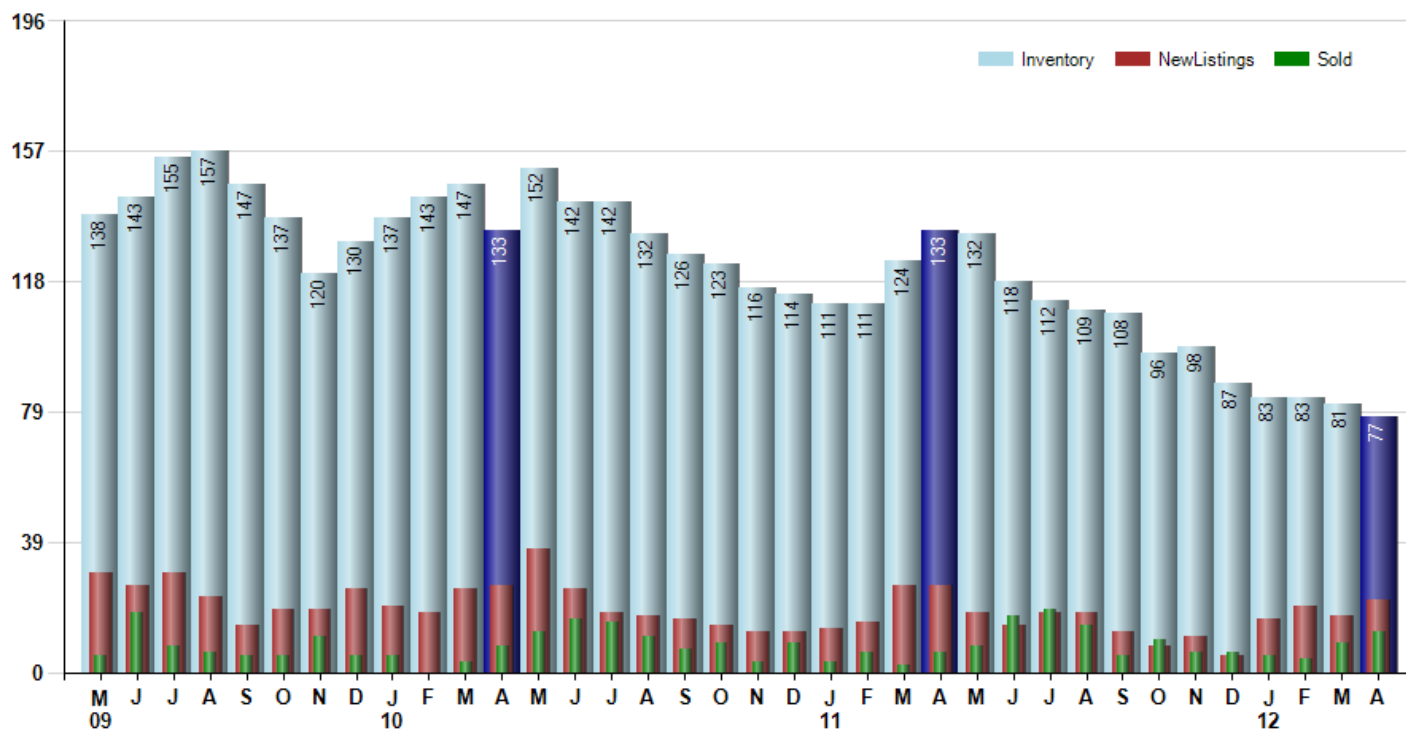
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Inventory / New Listings / Sales

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 April 2012 was 22, up 29.4% from 17 last month and down -15.4% from 26 in April of last year.



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MARKET ACTION REPORT

April 2012

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	M 09	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	D	J 12	F	M	A
Homes Sold	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	6	6	5	4	9	12
3 Mo. Roll Avg			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	7	6	5	6	8

	(000's) M 09	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	D	J 12	F	M	A
Median Sale Price	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	441	433	423	311	375	422
3 Mo. Roll Avg			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	364	398	432	389	370	369

	M 09	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	D	J 12	F	M	A
Inventory	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	112	109	108	96	98	87	83	83	81	77
MSI	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	22	10	16	15	17	21	9	6

	M 09	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	D	J 12	F	M	A
Days On Market	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	84	60	200	325	133	110
3 Mo. Roll Avg			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	118	117	115	195	219	189

	M 09	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	D	J 12	F	M	A
Price per Sq Ft	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	141	135	137	142	125	158
3 Mo. Roll Avg			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	137	132	138	138	135	142

	M 09	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	D	J 12	F	M	A
Sale to List Price	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	0.875	0.929	0.770	0.812	0.795	0.904
3 Mo. Roll Avg			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	0.847	0.861	0.858	0.837	0.792	0.837

	M 09	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	D	J 12	F	M	A
New Listings	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	5	16	20	17	22
Inventory	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	112	109	108	96	98	87	83	83	81	77
Sales	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	6	6	5	4	9	12

	(000's) M 09	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	D	J 12	F	M	A
Avg Sale Price	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	393	372	578	321	425	504
3 Mo. Roll Avg			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	375	366	447	423	441	417

