

## MLS Area: Lincolnshire



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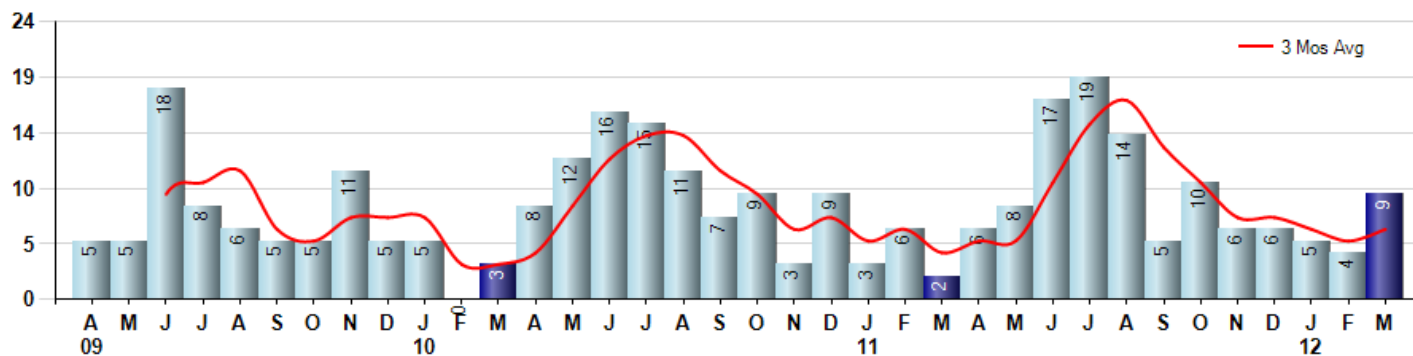
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$535,000	↑		↑				
Average List Price of all Current Listings	\$623,920	↔		↔				
March Median Sales Price	\$375,000	↑	↓	↓	↓	\$381,250	↓	↓
March Average Sales Price	\$425,419	↑	↔	↓	↓	\$444,398	↓	↓
Total Properties Currently for Sale (Inventory)	79	↓		↓				
March Number of Properties Sold	9	↑		↑		18	↑	
March Average Days on Market (Solds)	133	↓	↓	↓	↓	194	↑	↑
March Month's Supply of Inventory	8.8	↓	↓	↓	↓	15.4	↓	↓
March Sale Price vs List Price Ratio	79.5%	↓	↓	↑	↓	80.4%	↑	↓

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

### Property Sales

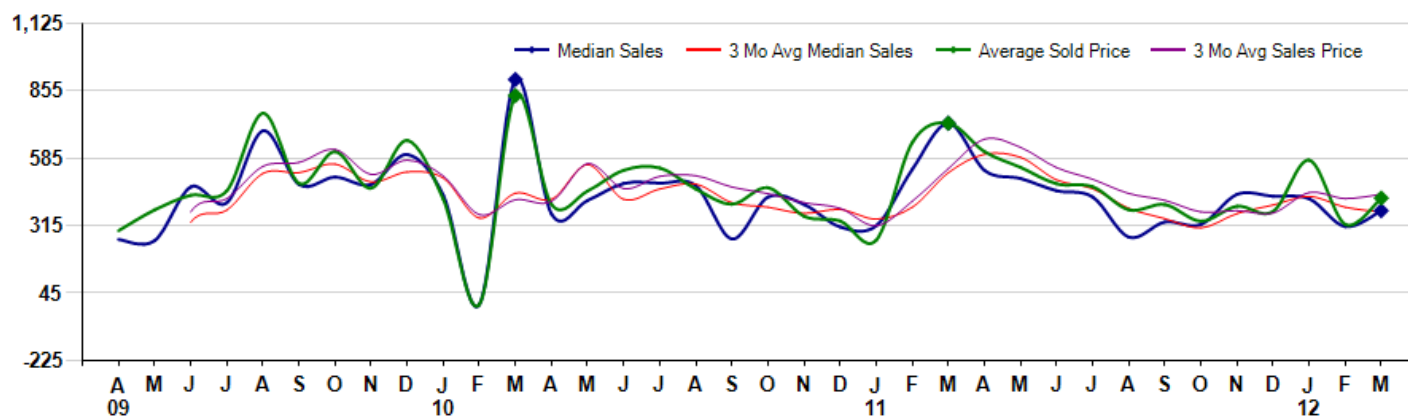
March Property sales were 9, up 350.0% from 2 in March of 2011 and 125.0% higher than the 4 sales last month. March 2012 sales were at their highest level compared to March of 2011 and 2010. March YTD sales of 18 are running 63.6% ahead of last year's year-to-date sales of 11.



### Prices

The Median Sales Price in March was \$375,000, down -48.3% from \$725,000 in March of 2011 and up 20.5% from \$311,250 last month. The Average Sales Price in March was \$425,419, down -41.3% from \$725,000 in March of 2011 and up 32.7% from \$320,600 last month. March 2012 ASP was at the lowest level compared to March of 2011 and 2010.

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



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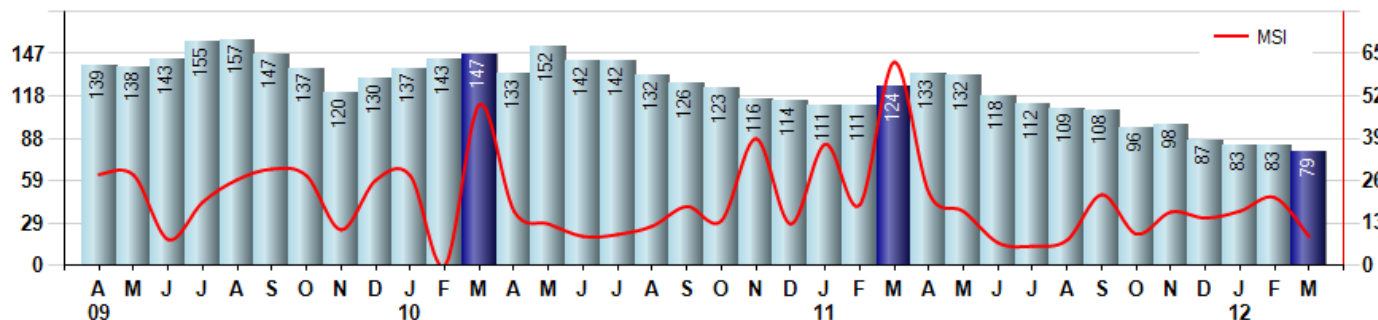


### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 79, down -4.8% from 83 last month and down -36.3% from 124 in March of last year. March 2012 Inventory was at the lowest level compared to March of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2012 MSI of 8.8 months was at its lowest level compared with March of 2011 and 2010.

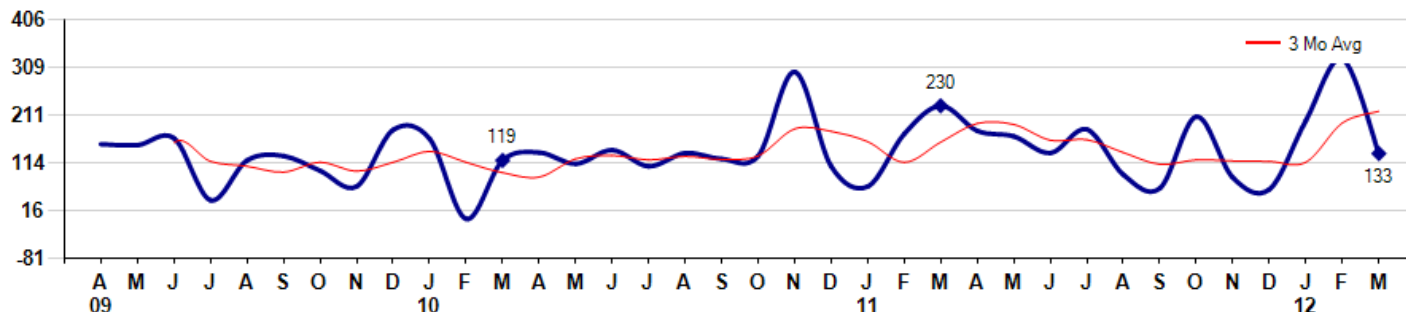
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 March was 133, down -59.1% from 325 days last month and down -42.2% from 230 days in March of last year. The March 2012 DOM was at a mid range compared with March of 2011 and 2010.

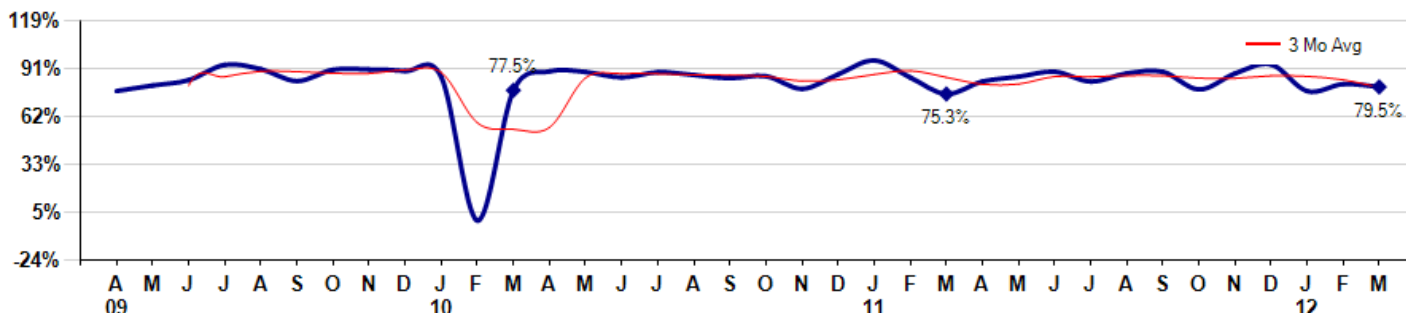
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 March 2012 Selling Price vs Original List Price of 79.5% was down from 81.2% last month and up from 75.3% in March 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 4/1/2009 through 3/31/2012. 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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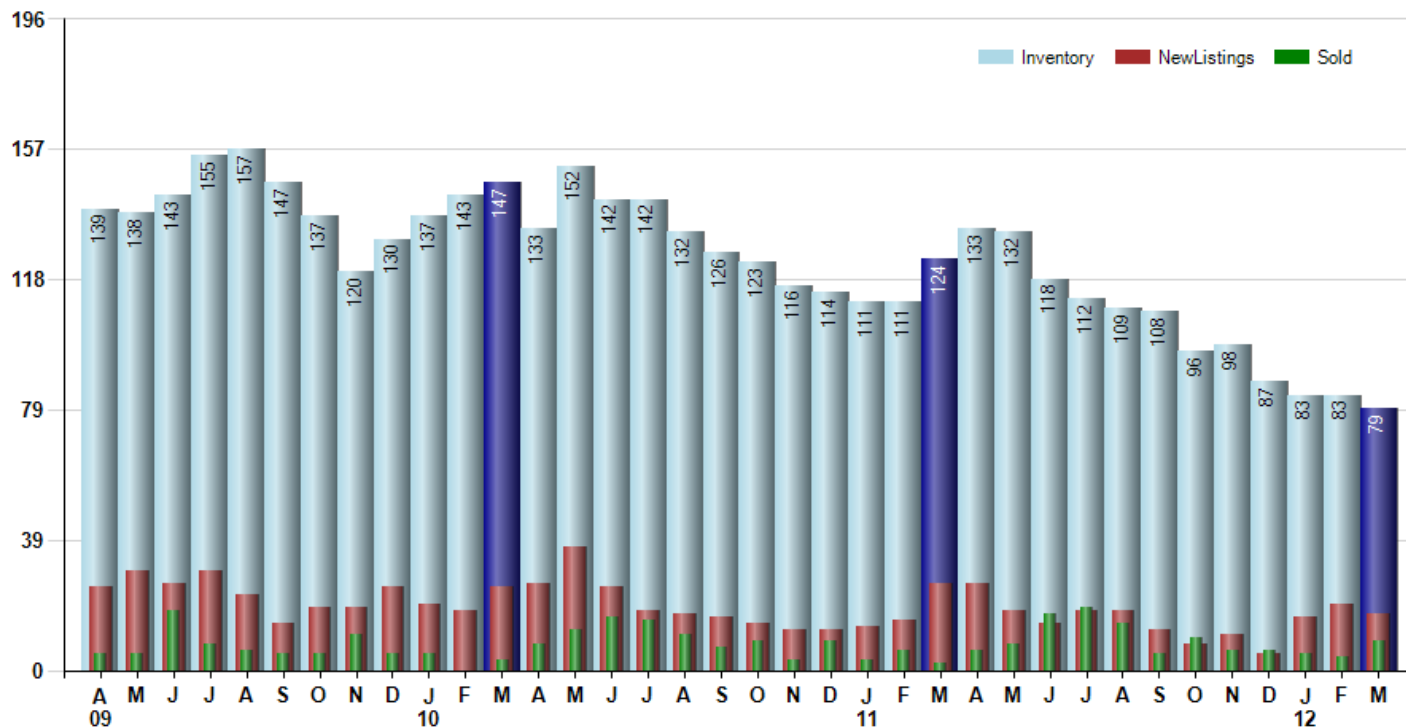


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### Inventory / New Listings / Sales

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 March 2012 was 17, down -15.0% from 20 last month and down -34.6% from 26 in March of last year.



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# MARKET ACTION REPORT

March 2012

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

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

	A 09	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	D	J 12	F	M
Inventory	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	112	109	108	96	98	87	83	83	79
MSI	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	22	10	16	15	17	21	9

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

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

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

	A 09	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	D	J 12	F	M
New Listings	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	5	16	20	17
Inventory	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	112	109	108	96	98	87	83	83	79
Sales	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	6	6	5	4	9

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

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