

## MLS Area: Lincolnshire



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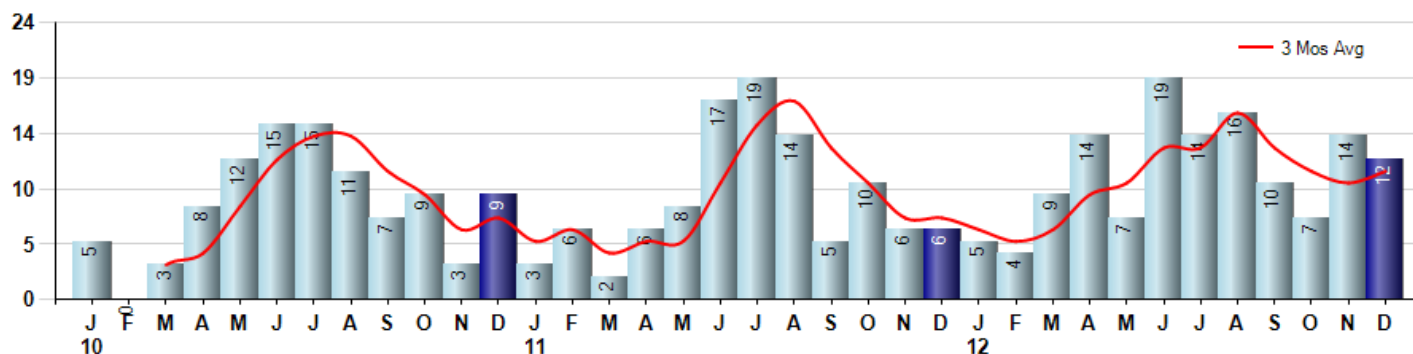
Price Range: | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$467,000	↓		↓				
Average List Price of all Current Listings	\$528,350	↓		↓				
December Median Sales Price	\$423,750	↑	↑	↓	↓	\$442,000	↑	↑
December Average Sales Price	\$428,792	↓	↓	↑		\$495,695	↑	↑
Total Properties Currently for Sale (Inventory)	60	↓		↓				
December Number of Properties Sold	12	↓		↑		131	↑	
December Average Days on Market (Solds)	109	↑	→	↑	↓	118	↓	↓
December Month's Supply of Inventory	5.0	↓	↓	↓	↓	9.5	↓	↓
December Sale Price vs List Price Ratio	94.1%	↑	↓	↓	↑	93.7%	↑	↑

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

### Property Sales

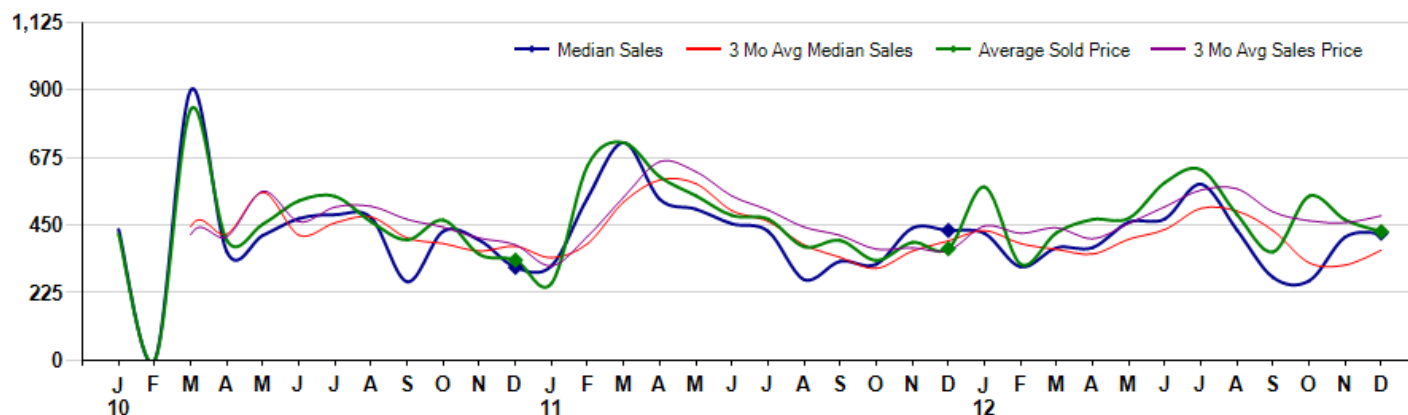
December Property sales were 12, up 100.0% from 6 in December of 2011 and -14.3% lower than the 14 sales last month. December 2012 sales were at their highest level compared to December of 2011 and 2010. December YTD sales of 131 are running 28.4% ahead of last year's year-to-date sales of 102.



### Prices

The Median Sales Price in December was \$423,750, down -2.0% from \$432,500 in December of 2011 and up 3.1% from \$411,000 last month. The Average Sales Price in December was \$428,792, up 15.3% from \$372,000 in December of 2011 and down -8.3% from \$467,821 last month. December 2012 ASP was at highest level compared to December of 2011 and 2010.

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



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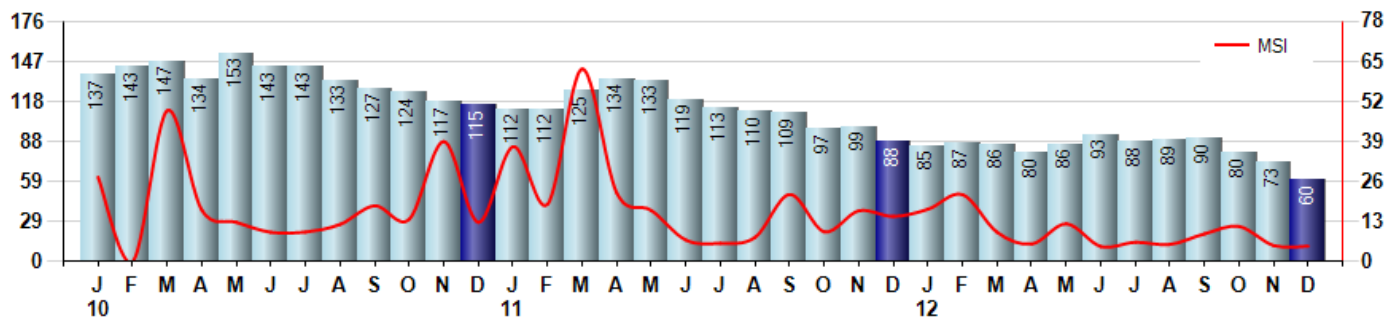
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### Inventory & MSI

The Total Inventory of Properties available for sale as of December was 60, down -17.8% from 73 last month and down -31.8% from 88 in December of last year. December 2012 Inventory was at the lowest level compared to December of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2012 MSI of 5.0 months was at its lowest level compared with December of 2011 and 2010.

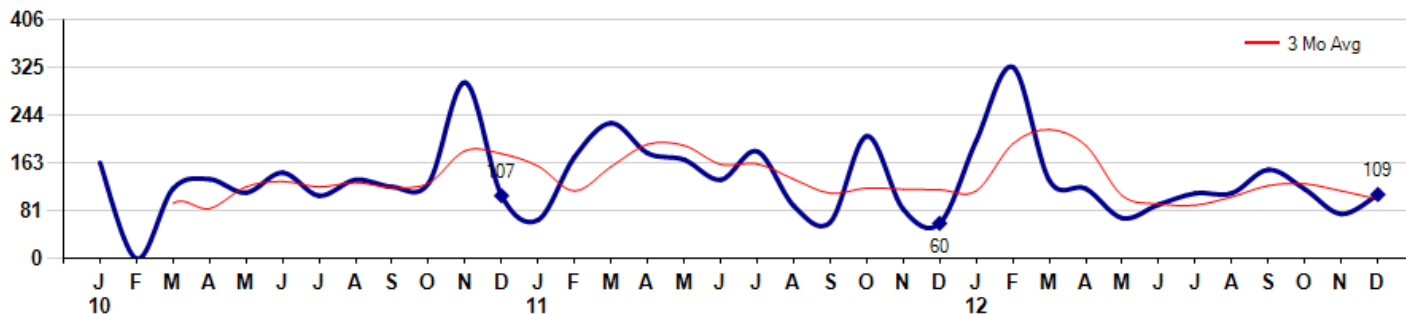
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 December was 109, up 43.4% from 76 days last month and up 81.7% from 60 days in December of last year. The December 2012 DOM was at its highest level compared with December of 2011 and 2010.

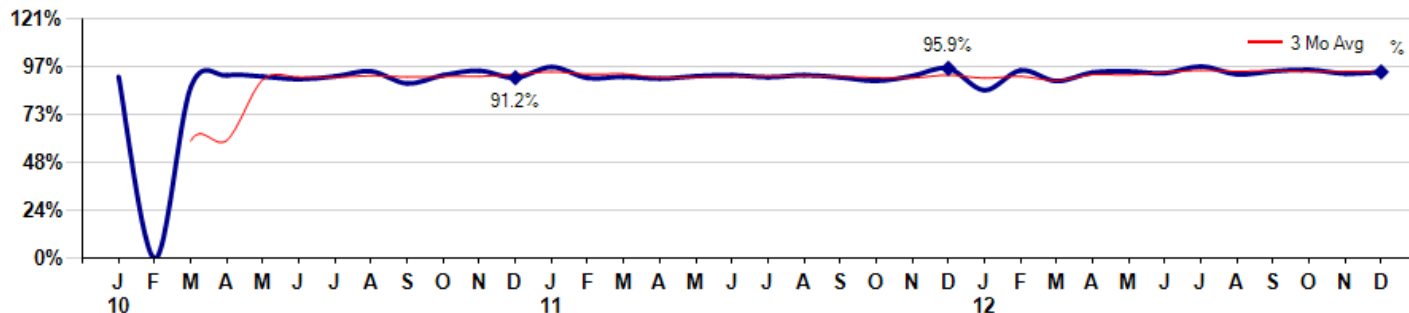
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 December 2012 Selling Price vs List Price of 94.1% was up from 93.3% last month and down from 95.9% in December 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 1/1/2010 through 12/31/2012. 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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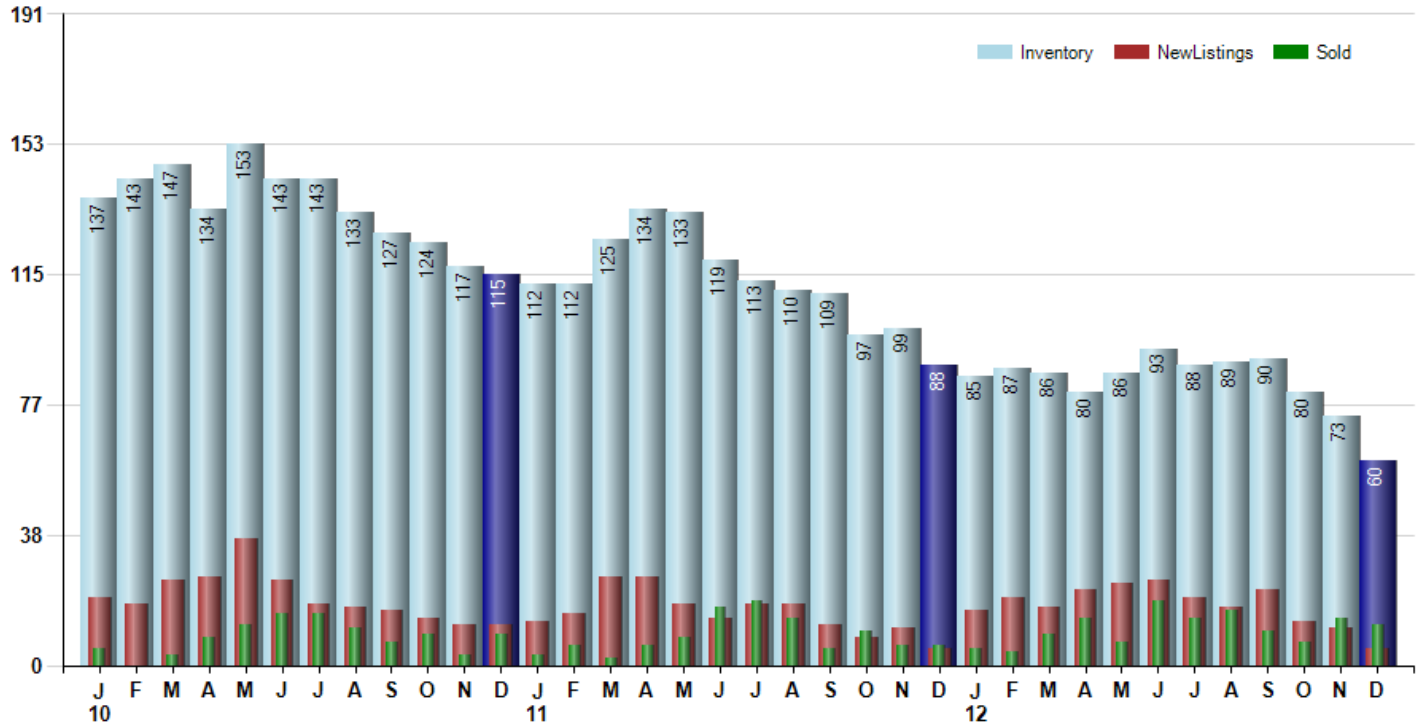
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### Inventory / New Listings / Sales

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 December 2012 was 5, down - 54.5% from 11 last month and equal to 5 in December of last year.



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	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	A	S	O	N	D
Homes Sold	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	16	10	7	14	12
3 Mo. Roll Avg			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	16	13	11	10	11

(000's)	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	A	S	O	N	D
Median Sale Price	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	434	276	265	411	424
3 Mo. Roll Avg			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	497	432	325	317	367

	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	A	S	O	N	D
Inventory	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	87	86	80	86	93	88	89	90	80	73	60
MSI	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	10	6	12	5	6	6	9	11	5	5

	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	A	S	O	N	D
Days On Market	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	111	151	118	76	109
3 Mo. Roll Avg			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	105	124	127	115	101

	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	A	S	O	N	D
Price per Sq Ft	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	171	152	154	160	163
3 Mo. Roll Avg			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	180	172	159	155	159

	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	A	S	O	N	D
Sale to List Price	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	0.929	0.945	0.952	0.933	0.941
3 Mo. Roll Avg			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	0.944	0.948	0.942	0.943	0.942

	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	A	S	O	N	D
New Listings	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	17	22	13	11	5
Inventory	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	87	86	80	86	93	88	89	90	80	73	60
Sales	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	16	10	7	14	12

(000's)	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	A	S	O	N	D
Avg Sale Price	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	486	361	547	468	429
3 Mo. Roll Avg			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	571	494	465	459	481

