

## MLS Area: Lincolnshire



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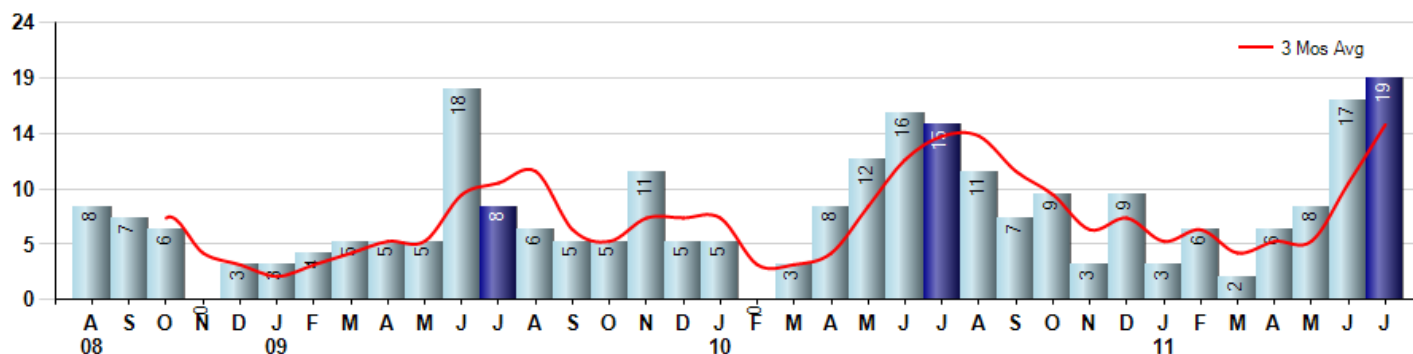
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$525,000	↑		↔				
Average List Price of all Current Listings	\$595,647	↓		↓				
July Median Sales Price	\$430,000	↓	↓	↓	↔	\$450,000	↔	↑
July Average Sales Price	\$470,684	↓	↓	↓	↑	\$513,309	↔	↑
Total Properties Currently for Sale (Inventory)	109	↓		↓				
July Number of Properties Sold	19	↑		↑		61	↑	
July Average Days on Market (Solds)	182	↑	↑	↑	↑	161	↑	↑
July Month's Supply of Inventory	5.7	↓	↓	↓	↓	23.9	↑	↑
July Sale Price vs List Price Ratio	82.7%	↓	↓	↓	↓	83.7%	↓	↓

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

### Property Sales

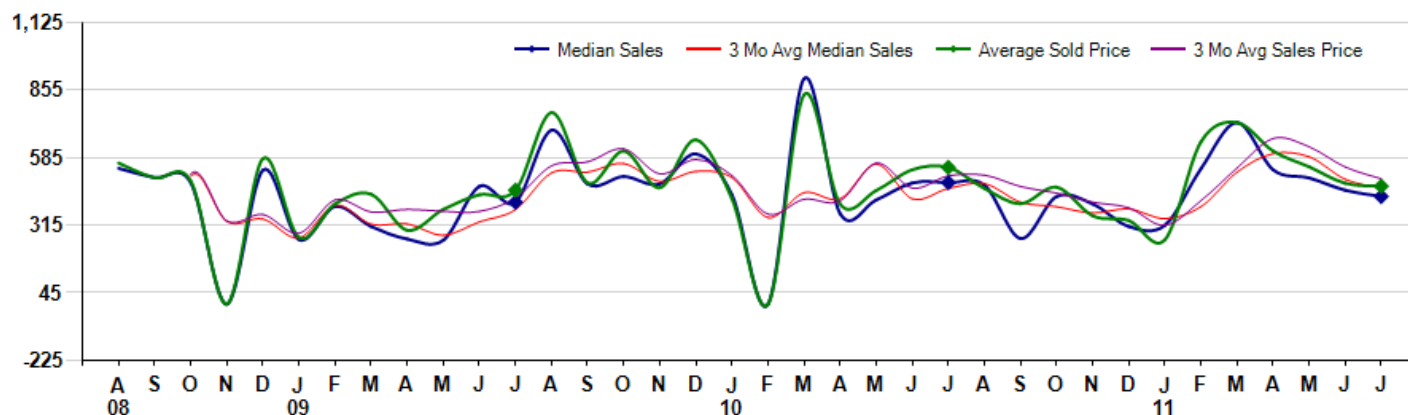
July Property sales were 19, up 26.7% from 15 in July of 2010 and 11.8% higher than the 17 sales last month. July 2011 sales were at their highest level compared to July of 2010 and 2009. July YTD sales of 61 are running 3.4% ahead of last year's year-to-date sales of 59.



### Prices

The Median Sales Price in July was \$430,000, down -11.3% from \$485,000 in July of 2010 and down -5.5% from \$455,000 last month. The Average Sales Price in July was \$470,684, down -13.8% from \$546,033 in July of 2010 and down -2.5% from \$482,588 last month. July 2011 ASP was at a mid range compared to July of 2010 and 2009.

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



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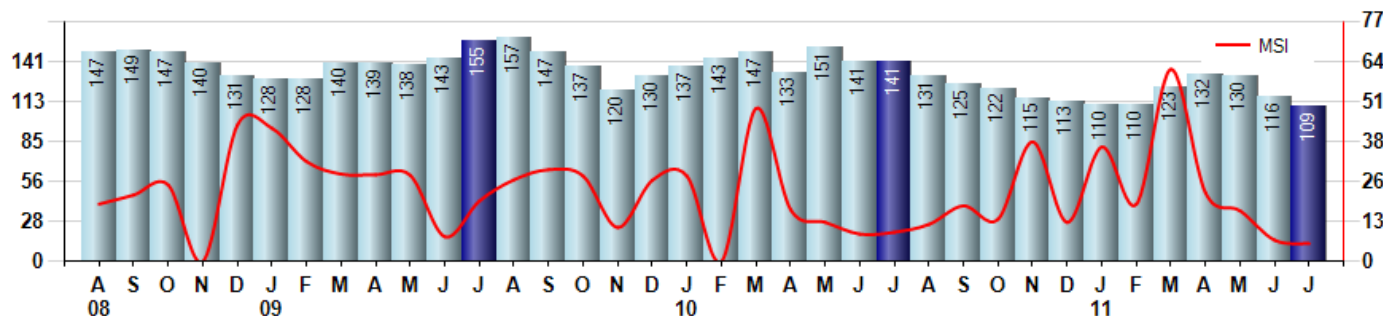


### Inventory & MSI

The Total Inventory of Properties available for sale as of July was 109, down -6.0% from 116 last month and down -22.7% from 141 in July of last year. July 2011 Inventory was at the lowest level compared to July of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2011 MSI of 5.7 months was at its lowest level compared with July of 2010 and 2009.

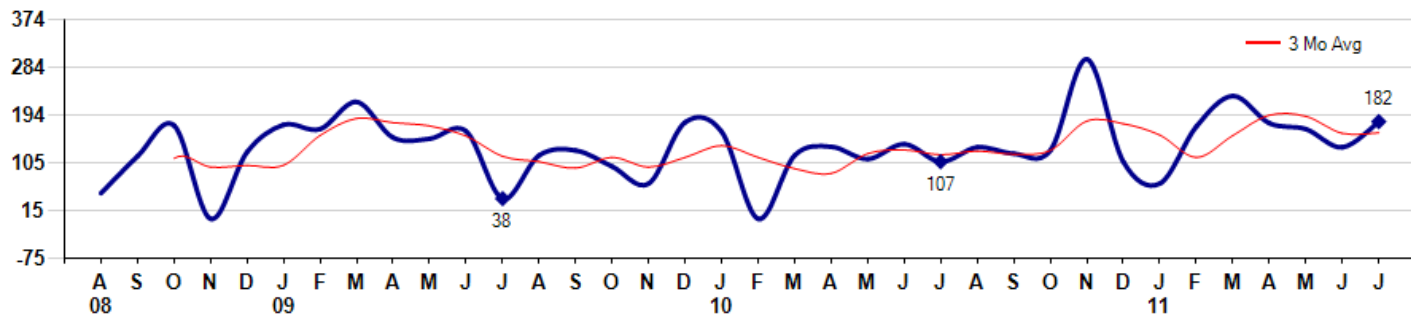
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 182, up 35.8% from 134 days last month and up 70.1% from 107 days in July of last year. The July 2011 DOM was at its highest level compared with July of 2010 and 2009.

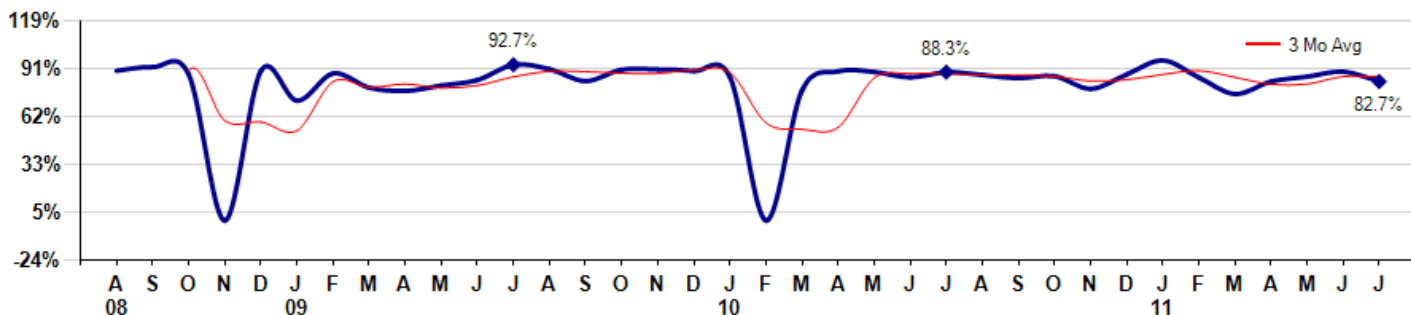
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 July 2011 Selling Price vs Original List Price of 82.7% was down from 88.6% last month and down from 88.3% in July of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



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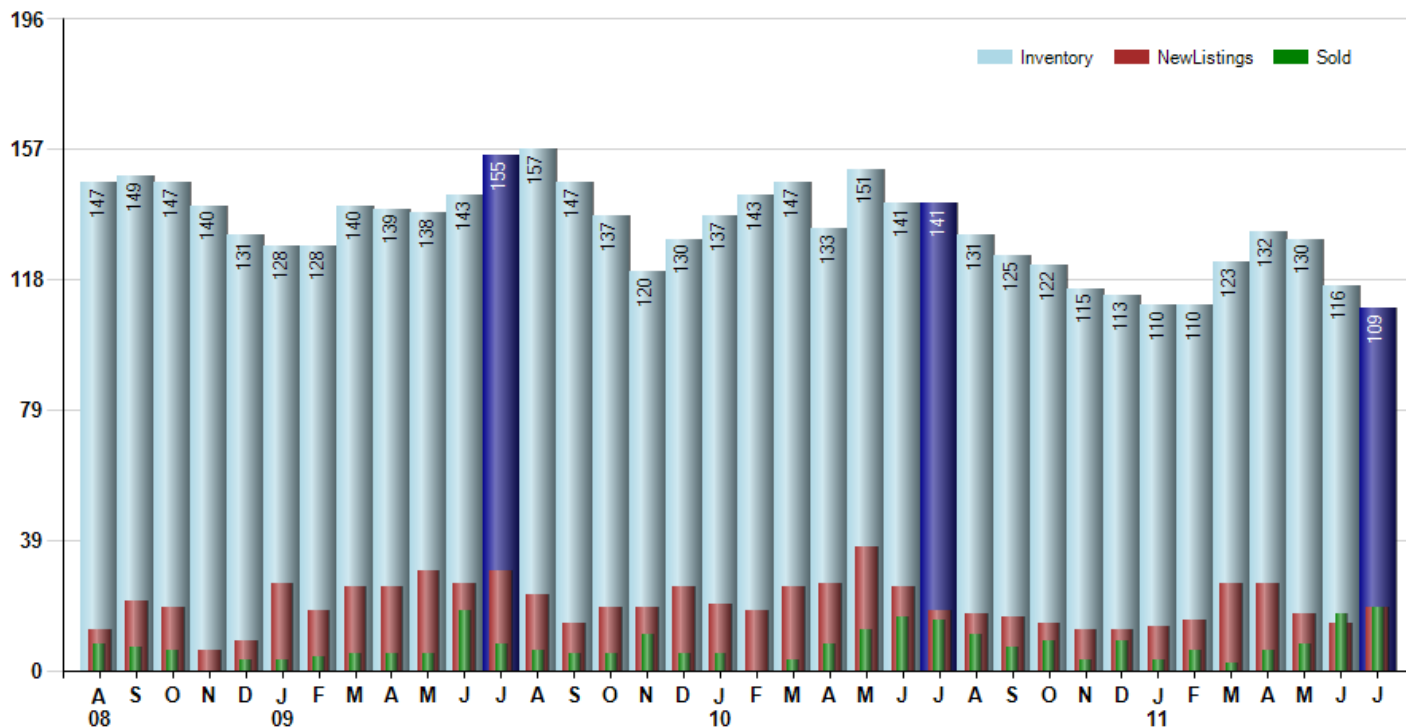
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### Inventory / New Listings / Sales

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 2011 was 19, up 35.7% from 14 last month and up 5.6% from 18 in July of last year.



# MARKET ACTION REPORT

July 2011

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	A 08	S	O	N	D	J 09	F	M	A	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
Homes Sold	8	7	6	0	3	3	4	5	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
3 Mo. Roll Avg			7	4	3	2	3	4	5	5	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

	(000's) A 08	S	O	N	D	J 09	F	M	A	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
Median Sale Price	543	505	485	0	535	257	390	310	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
3 Mo. Roll Avg			511	330	340	264	394	319	320	275	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

	A 08	S	O	N	D	J 09	F	M	A	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
Inventory	147	149	147	140	131	128	128	140	139	138	143	155	157	147	137	120	130	137	143	147	133	151	141	141	131	125	122	115	113	110	110	123	132	130	116	109
MSI	18	21	25	0	44	43	32	28	28	28	8	19	26	29	27	11	26	27	0	49	17	13	9	9	12	18	14	38	13	37	18	62	22	16	7	6

	A 08	S	O	N	D	J 09	F	M	A	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
Days On Market	48	117	175	0	125	176	168	219	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
3 Mo. Roll Avg			113	97	100	100	156	188	180	174	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

	A 08	S	O	N	D	J 09	F	M	A	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
Price per Sq Ft	182	172	205	0	153	0	201	252	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
3 Mo. Roll Avg			186	126	119	51	118	151	213	208	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

	A 08	S	O	N	D	J 09	F	M	A	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
Sale to List Price	0.891	0.913	0.869	0.000	0.891	0.713	0.875	0.791	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
3 Mo. Roll Avg			0.891	0.594	0.587	0.535	0.826	0.793	0.812	0.789	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

	A 08	S	O	N	D	J 09	F	M	A	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
New Listings	12	21	19	6	9	26	18	25	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	17	14	19
Inventory	147	149	147	140	131	128	128	140	139	138	143	155	157	147	137	120	130	137	143	147	133	151	141	141	131	125	122	115	113	110	110	123	132	130	116	109
Sales	8	7	6	0	3	3	4	5	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

	(000's) A 08	S	O	N	D	J 09	F	M	A	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
Avg Sale Price	564	504	492	0	581	266	400	439	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
3 Mo. Roll Avg			520	332	358	282	416	368	378	371	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

Based on information from Midwest Real Estate Data LLC for the period 8/1/2008 through 7/31/2011. 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.

