

City: Lake Zurich



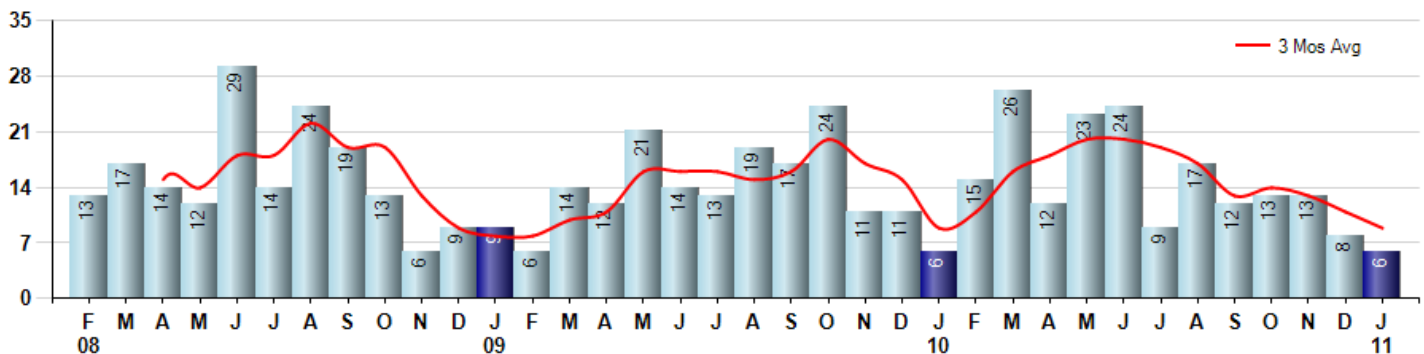
Price Range: ALL | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$299,900	↓						
Average List Price of all Current Listings	\$343,378	↓						
January Median Sales Price	\$164,000	↓	↓	↓	↓	\$164,000	↓	↓
January Average Sales Price	\$194,458	↓	↓	↓	↓	\$194,458	↓	↓
Total Properties Currently for Sale (Inventory)	127	↔		↓				
January Number of Properties Sold	6	↓		↔		6	↔	
January Average Days on Market (Solds)	147	↓	↑	↓	↑	147	↓	↑
Asking Price per Square Foot (based on New Listings)	\$147	↓	↓	↓	↓	\$147	↓	↓
January Sold Price per Square Foot	\$124	↓	↓	↓	↓	\$124	↓	↓
January Month's Supply of Inventory	21.2	↑	↑	↓	↑	21.2	↓	↑
January Sale Price vs List Price Ratio	86.4%	↓	↓	↑	↓	86.7%	↑	↓

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

Property Sales

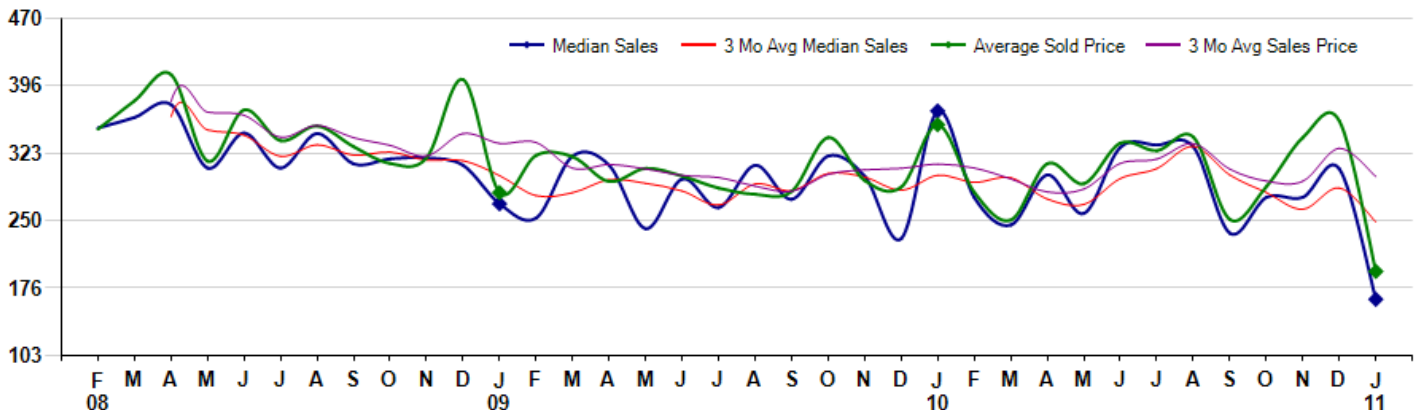
January Property sales were 6, equal to 6 in January of 2010 and -25.0% lower than the 8 sales last month. January 2011 sales were at their lowest level compared to January of 2010 and 2009. January YTD sales of 6 are running equal to last year's year-to-date sales of 6.



Prices

The Median Sales Price in January was \$164,000, down -55.6% from \$369,000 in January of 2010 and down -46.4% from \$306,000 last month. The Average Sales Price in January was \$194,458, down -45.1% from \$354,083 in January of 2010 and down -45.7% from \$358,197 last month. January 2011 ASP was at the lowest level compared to January of 2010 and 2009.

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



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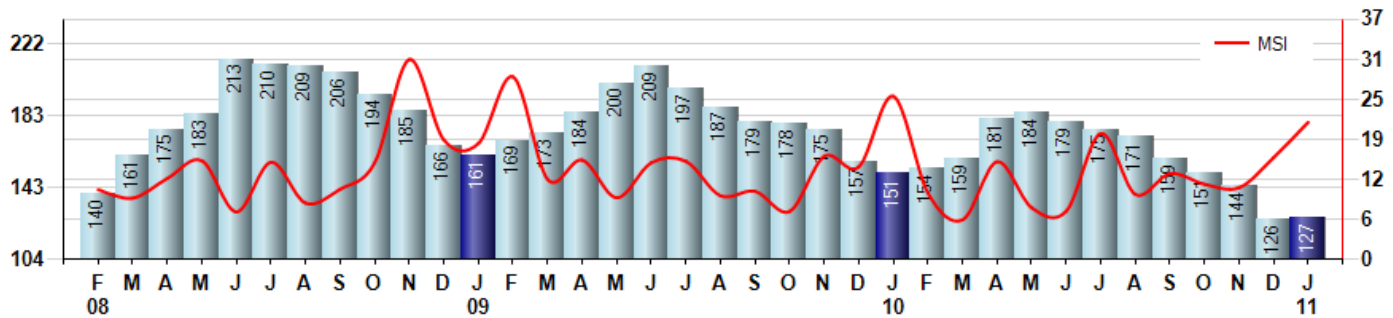
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 127, up 0.8% from 126 last month and down -15.9% from 151 in January of last year. January 2011 Inventory was at the lowest level compared to January of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2011 MSI of 21.2 months was at a mid range compared with January of 2010 and 2009.

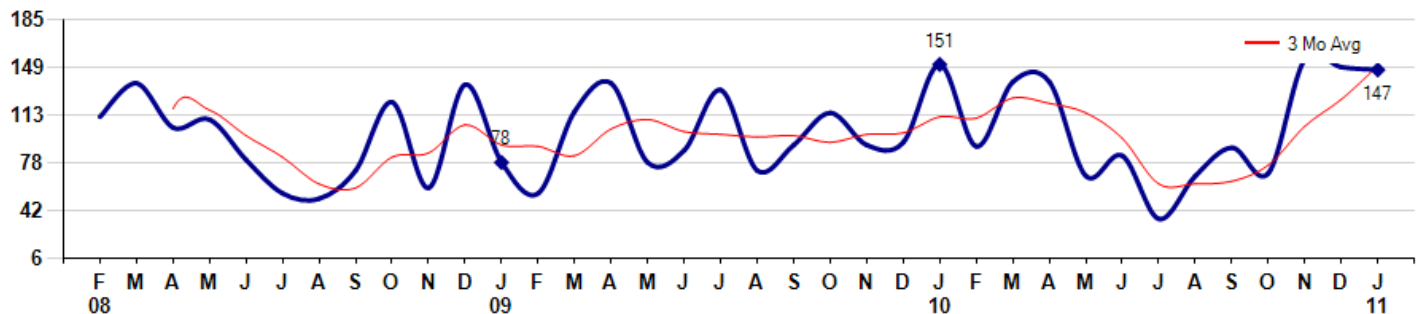
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 147, down -1.3% from 149 days last month and down -2.6% from 151 days in January of last year. The January 2011 DOM was at a mid range compared with January of 2010 and 2009.

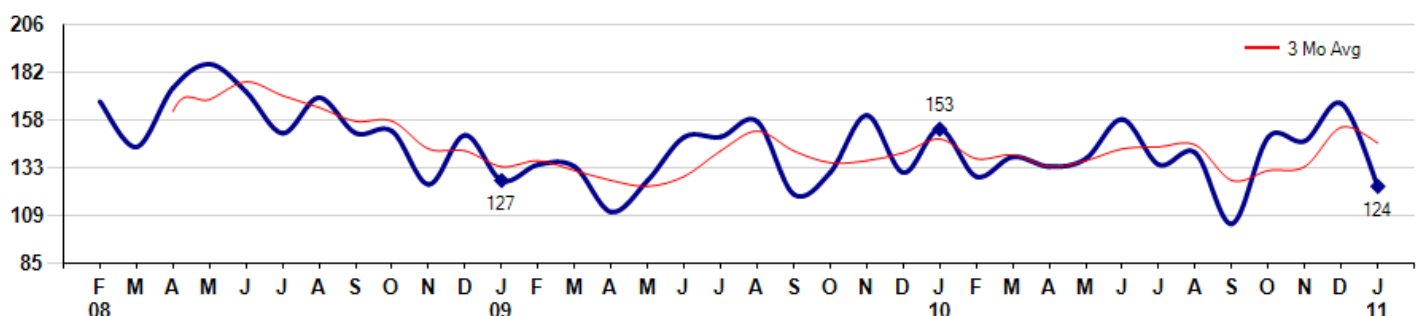
Average Days on Market (Listing to Contract) for properties sold during the month



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The January 2011 Selling Price per Square Foot of \$124 was down -25.3% from \$166 last month and down -19.0% from \$153 in January of last year.

Average Selling Price per Square Foot for properties that sold during the month



Based on information from Midwest Real Estate Data LLC for the period 2/1/2008 through 1/31/2011. 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.



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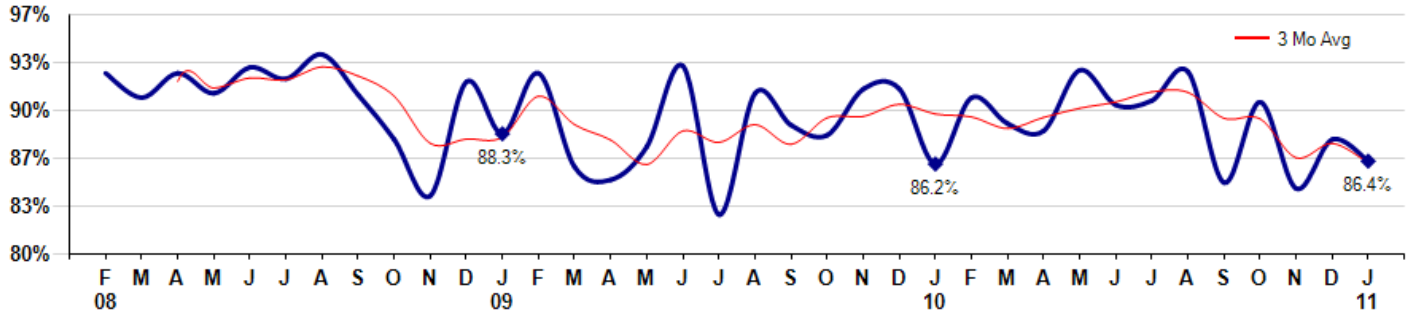


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Selling Price vs Original Listing Price

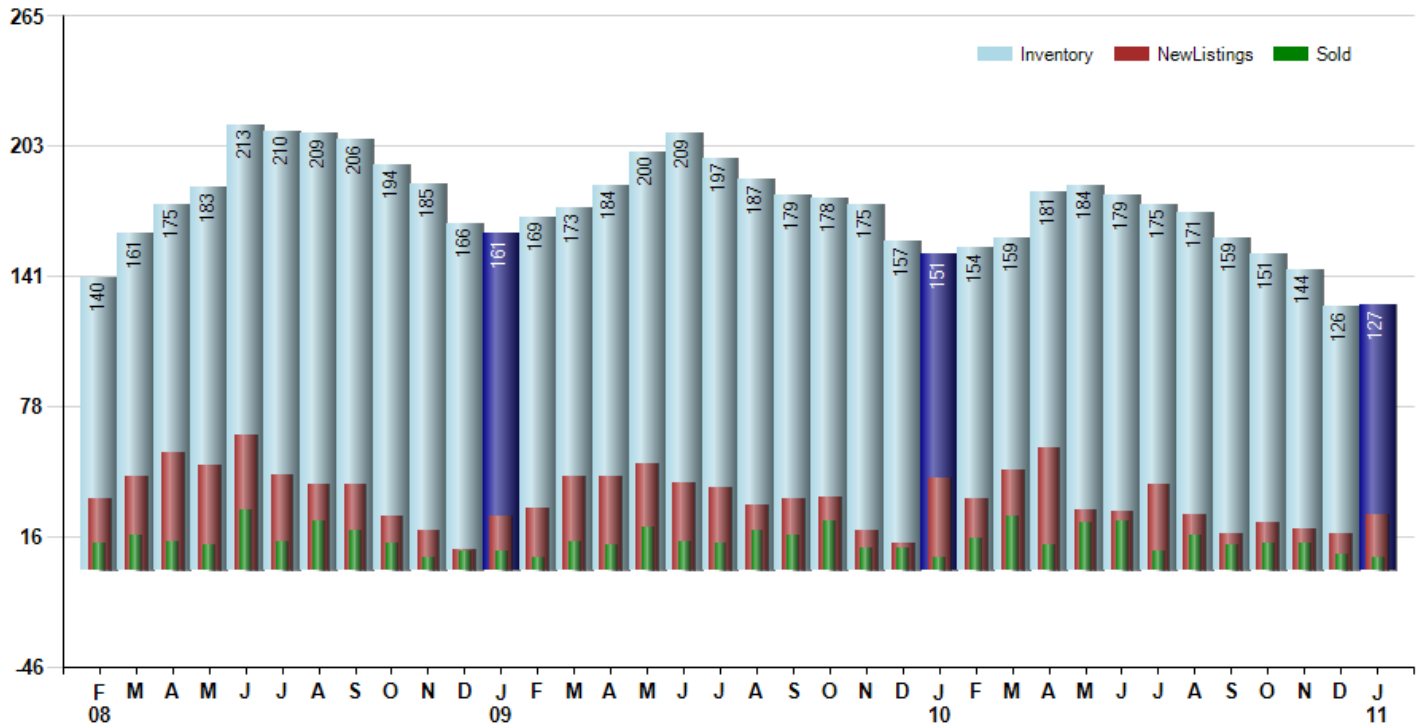
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The January 2011 Selling Price vs Original List Price of 86.4% was down from 87.9% last month and up from 86.2% in January of last year.

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



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 January 2011 was 27, up 50.0% from 18 last month and down -38.6% from 44 in January of last year.



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	F 08	M	A	M	J	J	A	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
Homes Sold	13	17	14	12	29	14	24	19	13	6	9	9	6	14	12	21	14	13	19	17	24	11	11	6	15	26	12	23	24	9	17	12	13	13	8	6
3 Mo. Roll Avg			15	14	18	18	22	19	19	13	9	8	8	10	11	16	16	16	15	16	20	17	15	9	11	16	18	20	20	19	17	13	14	13	11	9

(000's)	F 08	M	A	M	J	J	A	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
Median Sale Price	351	362	376	307	345	307	345	312	317	318	310	268	253	320	310	241	295	264	310	273	320	298	230	369	275	245	300	258	330	332	330	236	275	275	306	164
3 Mo. Roll Avg			363	348	343	320	332	321	324	316	315	299	277	280	294	290	282	267	290	282	301	297	283	299	291	296	273	267	296	306	331	299	280	262	285	248

	F 08	M	A	M	J	J	A	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
Inventory	140	161	175	183	213	210	209	206	194	185	166	161	169	173	184	200	209	197	187	179	178	175	157	151	154	159	181	184	179	175	171	159	151	144	126	127
MSI	11	9	13	15	7	15	9	11	15	31	18	18	28	12	15	10	15	15	10	11	7	16	14	25	10	6	15	8	7	19	10	13	12	11	16	21

	F 08	M	A	M	J	J	A	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
Days On Market	112	137	104	110	80	55	51	72	123	59	136	78	55	116	137	78	87	132	72	91	115	91	93	151	90	138	138	68	83	36	68	89	70	155	149	147
3 Mo. Roll Avg			118	117	98	82	62	59	82	85	106	91	90	83	103	110	101	99	97	98	93	99	100	112	111	126	122	115	96	62	62	64	76	105	125	150

	F 08	M	A	M	J	J	A	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
Price per Sq Ft	167	144	174	186	172	151	169	151	152	125	150	127	135	134	111	127	149	149	157	120	131	160	131	153	129	139	134	138	158	135	141	105	149	147	166	124
3 Mo. Roll Avg			162	168	177	170	164	157	157	143	142	134	137	132	127	124	129	142	152	142	136	137	141	148	138	140	134	137	143	144	145	127	132	134	154	146

	F 08	M	A	M	J	J	A	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
Sale to List Price	0.925	0.908	0.925	0.911	0.929	0.921	0.938	0.910	0.879	0.840	0.919	0.883	0.925	0.860	0.851	0.874	0.930	0.827	0.911	0.889	0.882	0.914	0.914	0.862	0.908	0.890	0.885	0.927	0.903	0.906	0.926	0.849	0.905	0.845	0.879	0.864
3 Mo. Roll Avg			0.919	0.915	0.922	0.920	0.929	0.923	0.909	0.876	0.879	0.881	0.909	0.889	0.879	0.862	0.885	0.877	0.889	0.876	0.894	0.895	0.903	0.897	0.895	0.887	0.894	0.901	0.905	0.912	0.912	0.894	0.893	0.866	0.876	0.863

	F 08	M	A	M	J	J	A	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
New Listings	34	45	56	50	65	46	41	41	26	19	10	26	30	45	45	51	42	40	31	34	35	19	13	44	34	48	59	29	28	41	27	18	23	20	18	27
Inventory	140	161	175	183	213	210	209	206	194	185	166	161	169	173	184	200	209	197	187	179	178	175	157	151	154	159	181	184	179	175	171	159	151	144	126	127
Sales	13	17	14	12	29	14	24	19	13	6	9	9	6	14	12	21	14	13	19	17	24	11	11	6	15	26	12	23	24	9	17	12	13	13	8	6

(000's)	F 08	M	A	M	J	J	A	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
Avg Sale Price	349	380	409	314	370	337	353	330	312	318	403	280	321	319	292	307	298	285	278	282	340	293	286	354	281	250	312	290	334	326	341	251	287	340	358	194
3 Mo. Roll Avg			379	368	364	340	353	340	332	320	344	334	335	307	311	306	299	297	287	282	300	305	307	311	307	295	281	284	312	317	333	306	293	293	328	298

