

## City: Lake Zurich



**Terry Dahlem**

Office: 847-465-3636  
 Email: terry.dahlem@cbexchange.com  
 Visit my website: terrydahlem.com



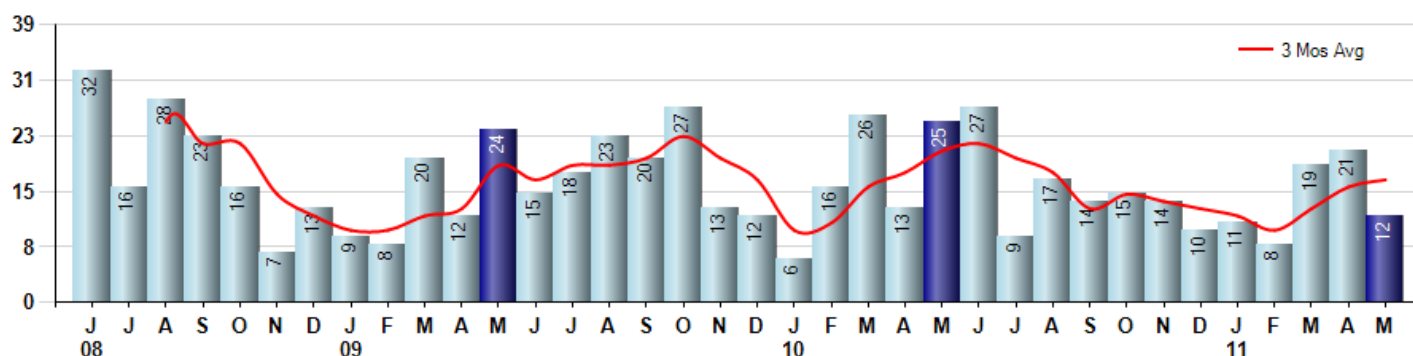
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$299,450	↔		↓				
Average List Price of all Current Listings	\$331,816	↔		↓				
May Median Sales Price	\$195,500	↓	↓	↓	↓	\$223,000	↓	↓
May Average Sales Price	\$228,417	↓	↓	↓	↓	\$228,540	↓	↓
Total Properties Currently for Sale (Inventory)	176	↑		↓				
May Number of Properties Sold	12	↓		↓		71	↓	
May Average Days on Market (Solds)	171	↑	↑	↑	↑	124	↑	↑
Asking Price per Square Foot (based on New Listings)	\$150	↓	↔	↑	↓	\$149	↓	↓
May Sold Price per Square Foot	\$123	↑	↑	↓	↓	\$119	↓	↓
May Month's Supply of Inventory	14.7	↑	↑	↑	↔	12.9	↓	↓
May Sale Price vs List Price Ratio	81.2%	↓	↓	↓	↓	86.0%	↓	↓

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

### Property Sales

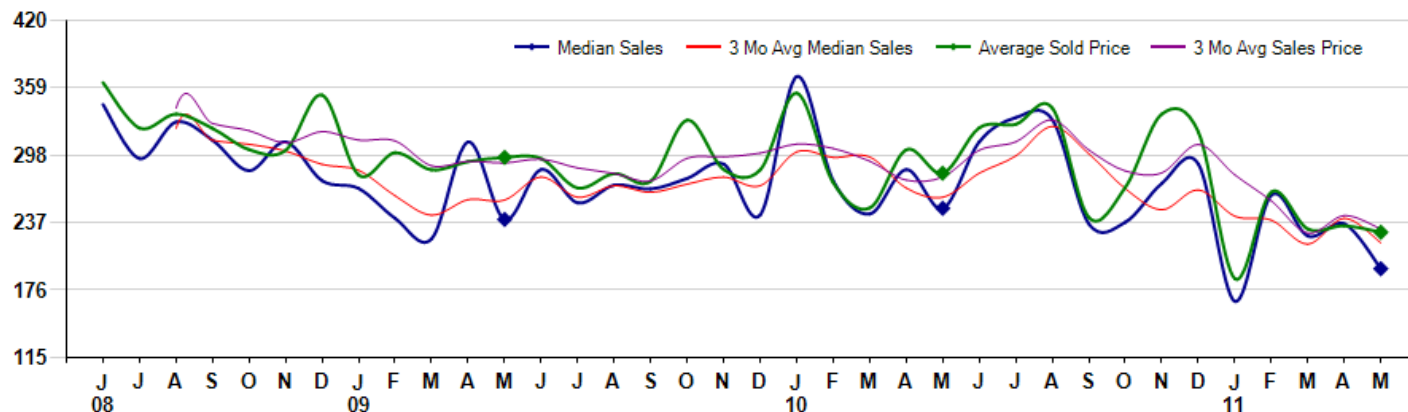
May Property sales were 12, down -52.0% from 25 in May of 2010 and -42.9% lower than the 21 sales last month. May 2011 sales were at their lowest level compared to May of 2010 and 2009. May YTD sales of 71 are running -17.4% behind last year's year-to-date sales of 86.



### Prices

The Median Sales Price in May was \$195,500, down -21.8% from \$250,000 in May of 2010 and down -17.2% from \$236,000 last month. The Average Sales Price in May was \$228,417, down -18.9% from \$281,694 in May of 2010 and down -2.5% from \$234,267 last month. May 2011 ASP was at the lowest level compared to May of 2010 and 2009.

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



## City: Lake Zurich



**Terry Dahlem**

Office: 847-465-3636

Email: [terry.dahlem@cbexchange.com](mailto:terry.dahlem@cbexchange.com)

Visit my website: [terrydahlem.com](http://terrydahlem.com)



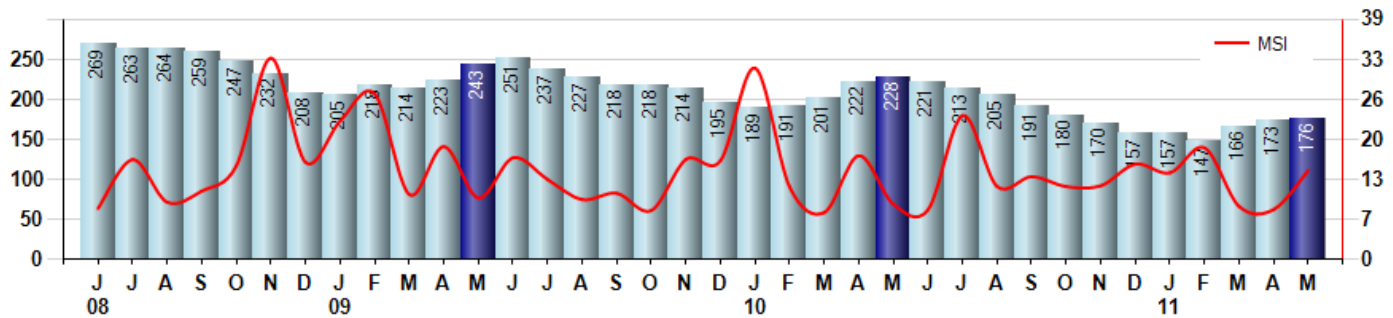
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

### Inventory & MSI

The Total Inventory of Properties available for sale as of May was 176, up 1.7% from 173 last month and down -22.8% from 228 in May of last year. May 2011 Inventory was at the lowest level compared to May of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2011 MSI of 14.7 months was at its highest level compared with May of 2010 and 2009.

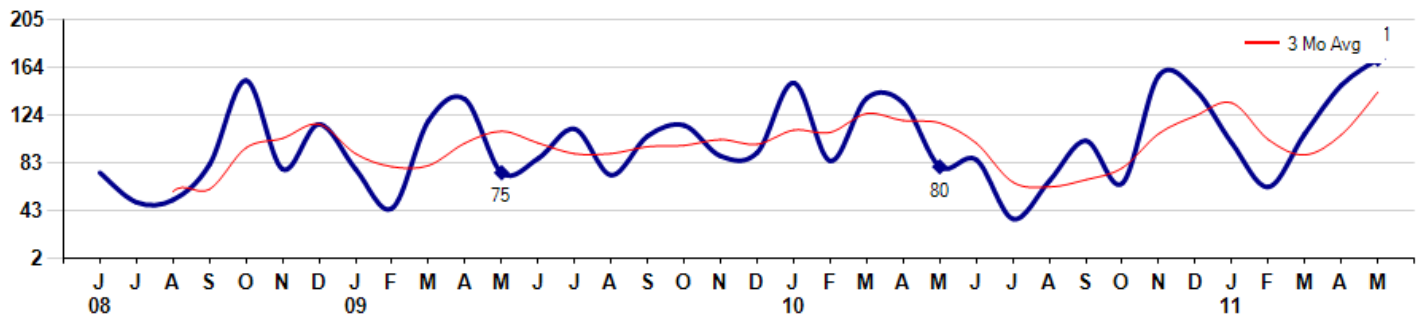
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 May was 171, up 14.8% from 149 days last month and up 113.8% from 80 days in May of last year. The May 2011 DOM was at its highest level compared with May of 2010 and 2009.

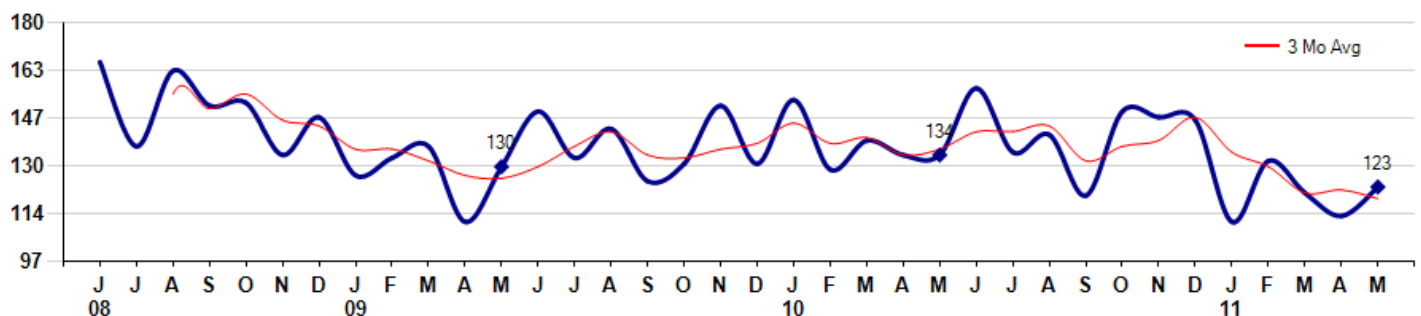
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 May 2011 Selling Price per Square Foot of \$123 was up 8.8% from \$113 last month and down -8.2% from \$134 in May 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 6/1/2008 through 5/31/2011. 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.



## City: Lake Zurich



**Terry Dahlem**

Office: 847-465-3636

Email: [terry.dahlem@cbexchange.com](mailto:terry.dahlem@cbexchange.com)

Visit my website: [terrydahlem.com](http://terrydahlem.com)

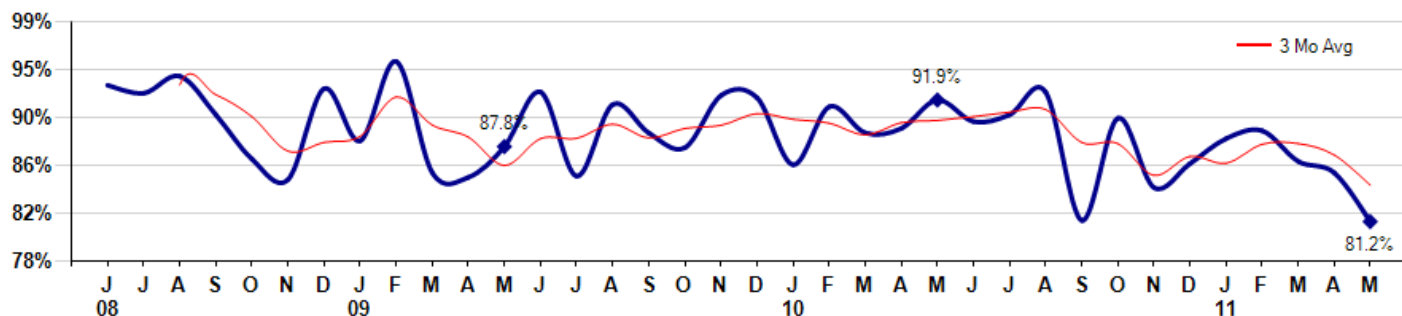


Price Range: ALL | Properties: Single Family Home, Townhome, Condo

### Selling Price vs Original Listing Price

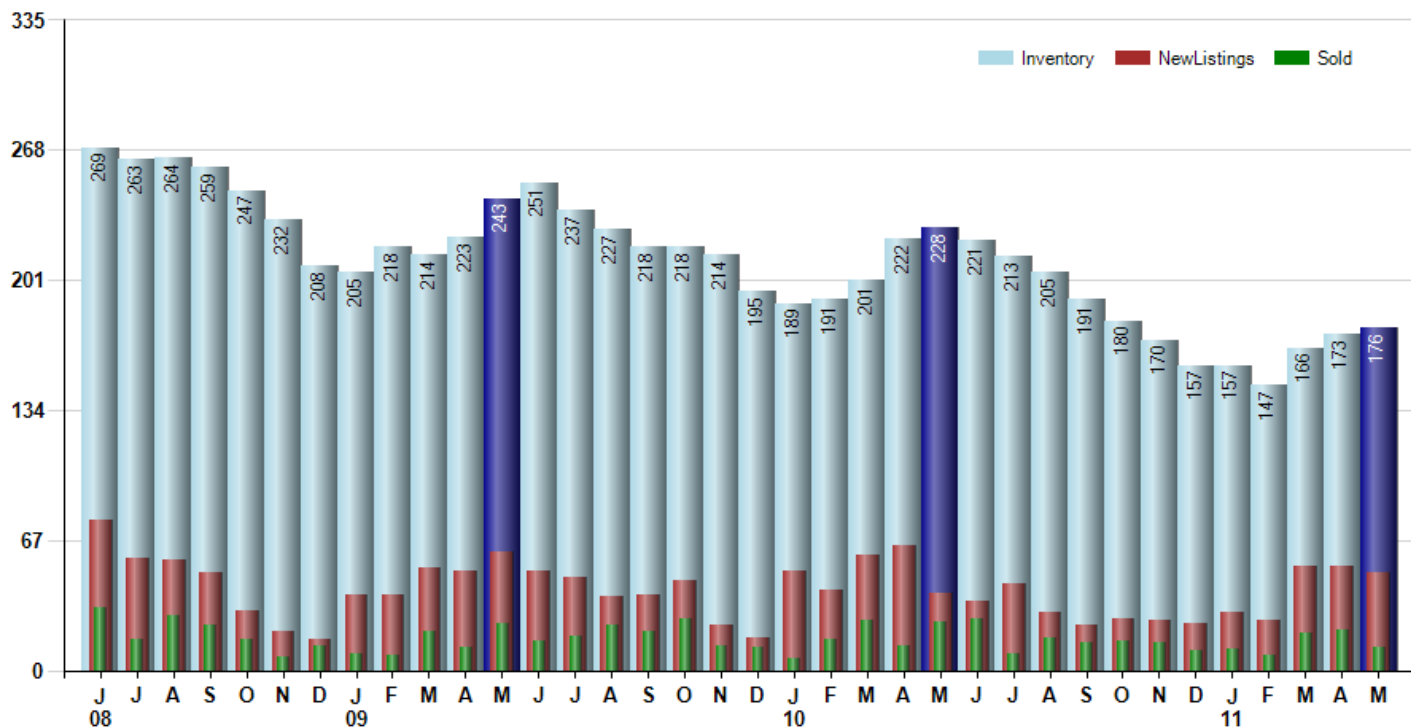
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The May 2011 Selling Price vs Original List Price of 81.2% was down from 85.5% last month and down from 91.9% in May 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 May 2011 was 50, down - 7.4% from 54 last month and up 25.0% from 40 in May of last year.



Based on information from Midwest Real Estate Data LLC for the period 6/1/2008 through 5/31/2011. 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.



## City: Lake Zurich



**Terry Dahlem**

Office: 847-465-3636

Email: [terry.dahlem@cbexchange.com](mailto:terry.dahlem@cbexchange.com)

Visit my website: [terrydahlem.com](http://terrydahlem.com)



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

	J 08	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	F	M	A	M
Homes Sold	32	16	28	23	16	7	13	9	8	20	12	24	15	18	23	20	27	13	12	6	16	26	13	25	27	9	17	14	15	14	10	11	8	19	21	12
3 Mo. Roll Avg			25	22	22	15	12	10	10	12	13	19	17	19	19	20	23	20	17	10	11	16	18	21	22	20	18	13	15	14	13	12	10	13	16	17

(000's)	J 08	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	F	M	A	M
Median Sale Price	344	295	328	312	284	310	275	268	241	223	310	240	285	255	271	268	277	290	244	369	275	245	285	250	310	332	330	236	238	273	290	166	262	225	236	196
3 Mo. Roll Avg			322	312	308	302	290	284	261	244	258	258	278	260	270	264	272	278	270	301	296	296	268	260	282	297	324	299	268	249	267	243	239	218	241	219

	J 08	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	F	M	A	M
Inventory	269	263	264	259	247	232	208	205	218	214	223	243	251	237	227	218	218	214	195	189	191	201	222	228	221	213	205	191	180	170	157	157	147	166	173	176
MSI	8	16	9	11	15	33	16	23	27	11	19	10	17	13	10	11	8	16	16	32	12	8	17	9	8	24	12	14	12	12	16	14	18	9	8	15

	J 08	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	F	M	A	M
Days On Market	75	50	52	82	153	78	116	78	45	119	137	75	87	112	73	106	115	89	92	151	85	138	134	80	86	36	68	102	66	157	145	100	63	108	149	171
3 Mo. Roll Avg			59	61	96	104	116	91	80	81	100	110	100	91	91	97	98	103	99	111	109	125	119	117	100	67	63	69	79	108	123	134	103	90	107	143

	J 08	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	F	M	A	M
Price per Sq Ft	166	137	163	151	152	134	147	127	133	137	111	130	149	133	143	125	131	151	131	153	129	139	134	134	157	135	141	120	149	147	146	111	132	121	113	123
3 Mo. Roll Avg			155	150	155	146	144	136	136	132	127	126	130	137	142	134	133	136	138	145	138	140	134	136	142	142	144	132	137	139	147	135	130	121	122	119

	J 08	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	F	M	A	M
Sale to List Price	0.932	0.925	0.940	0.906	0.867	0.849	0.929	0.883	0.953	0.855	0.851	0.878	0.926	0.852	0.915	0.890	0.877	0.923	0.921	0.862	0.913	0.890	0.894	0.919	0.900	0.906	0.926	0.813	0.903	0.842	0.863	0.885	0.892	0.865	0.855	0.812
3 Mo. Roll Avg			0.932	0.924	0.904	0.874	0.882	0.887	0.922	0.897	0.886	0.861	0.885	0.885	0.898	0.886	0.894	0.897	0.907	0.902	0.899	0.888	0.899	0.901	0.904	0.908	0.911	0.882	0.881	0.853	0.869	0.863	0.880	0.881	0.871	0.844

	J 08	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	F	M	A	M
New Listings	77	58	57	50	31	20	16	39	39	53	51	61	51	48	38	39	46	23	17	51	41	59	64	40	36	45	30	23	27	26	24	30	26	54	54	50
Inventory	269	263	264	259	247	232	208	205	218	214	223	243	251	237	227	218	218	214	195	189	191	201	222	228	221	213	205	191	180	170	157	157	147	166	173	176
Sales	32	16	28	23	16	7	13	9	8	20	12	24	15	18	23	20	27	13	12	6	16	26	13	25	27	9	17	14	15	14	10	11	8	19	21	12

(000's)	J 08	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	F	M	A	M
Avg Sale Price	364	322	335	322	303	302	352	280	300	285	292	296	295	268	281	274	330	285	285	354	273	250	303	282	323	326	341	242	269	335	319	187	265	231	234	228
3 Mo. Roll Avg			340	327	320	309	319	312	311	288	292	291	294	286	282	275	295	296	300	308	304	293	276	278	302	310	330	303	284	282	308	280	257	228	243	231

