

City: *Buffalo Grove*

## Agent Name

Title  
Phone  
Website  
Other



## Market Profile & Trends Overview

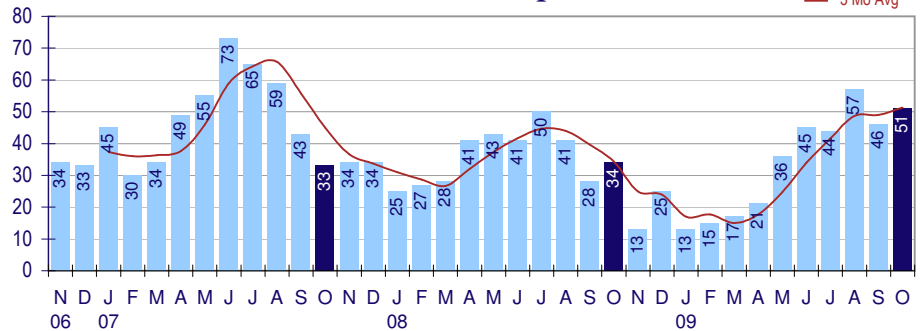
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$255,000	↓		↓				
Average List Price of all Current Listings	\$311,008	↔		↓				
October Median Sales Price	\$225,000	↓	↓	↓	↓	\$279,000	↓	↓
October Average Sales Price	\$266,206	↓	↓	↓	↓	\$277,835	↓	↓
Total Properties Currently for Sale (Inventory)	415	↓		↓				
October Number of Properties Sold	51	↑		↑		345	↓	
October Average Days on Market (Solds)	99	↑	↑	↑	↑	84	↓	↓
Asking Price per Square Foot (based on New Listings)	\$177	↑	↑	↓	↓	\$170	↓	↓
October Sold Price per Square Foot	\$149	↓	↓	↓	↓	\$154	↓	↓
October Month's Supply of Inventory	8.1	↓	↓	↓	↓	17.3	↑	↑
October Sale Price vs List Price Ratio	88.9%	↓	↓	↓	↓	89.3%	↓	↓

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

## Property Sales

October Property sales were 51, up 50.0% from 34 in October of 2008 and 10.9% higher than the 46 sales last month. October 2009 sales were at their highest level compared to October of 2008 and 2007. October YTD sales of 345 are running -3.6% behind last year's year-to-date sales of 358.

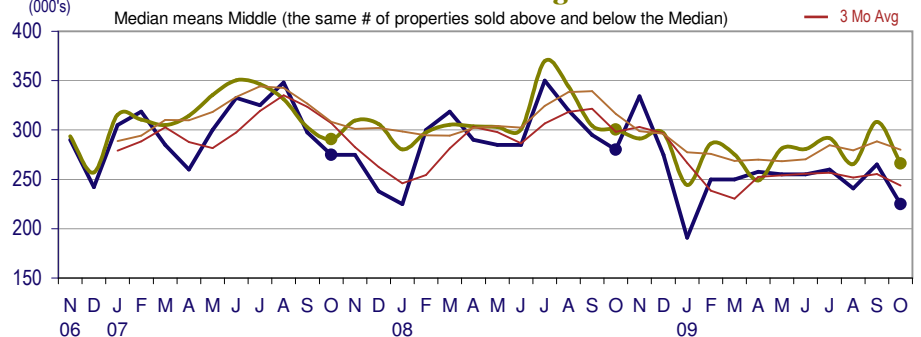
## Number of Properties Sold



## Prices

The Median Sales Price in October was \$225,000, down -19.6% from \$280,000 in October of 2008 and down -15.1% from \$265,000 last month. The Average Sales Price in October was \$266,206, down -11.4% from \$300,434 in October of 2008 and down -13.6% from \$308,129 last month. October 2009 ASP was at the lowest level compared to October of 2008 and 2007.

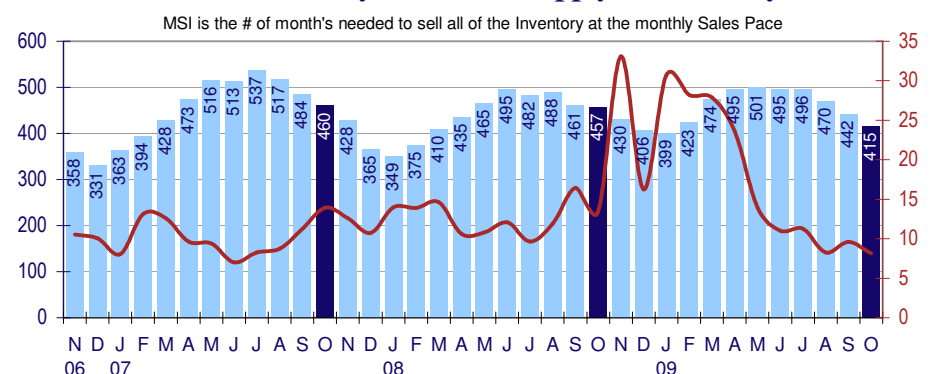
## Median Sales Price and Average Sales Price



## Inventory & MSI

The Total Inventory of Properties available for sale as of October was 415, down -6.1% from 442 last month and down -9.2% from 457 in October of last year. October 2009 Inventory was at its lowest level compared with October of 2008 and 2007.

## Total Inventory & Month's Supply of Inventory (MSI)



A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2009 MSI of 8.1 months was at its lowest level compared with October of 2008 and 2007.

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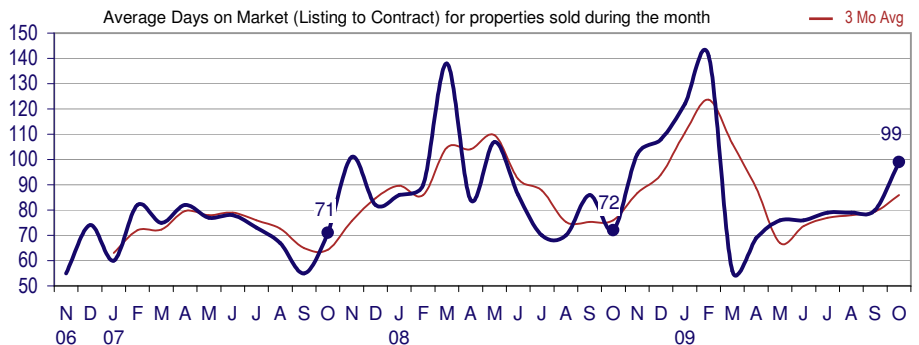
Title  
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Other



## 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 October was 99, up 23.8% from 80 days last month and up 37.5% from 72 days in October of last year. The October 2009 DOM was at a mid level compared with October of 2008 and 2007.

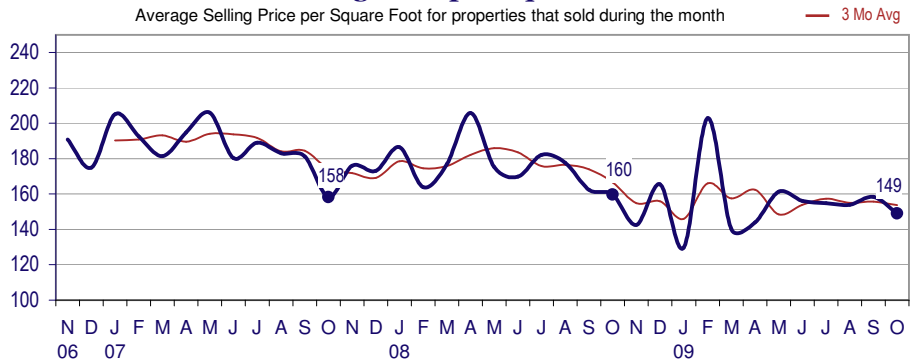
## Days On Market for Sold Properties



## 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 October 2009 Selling Price per Square Foot of \$149 was down -5.9% from \$158 last month and down -6.7% from 160 in October of last year.

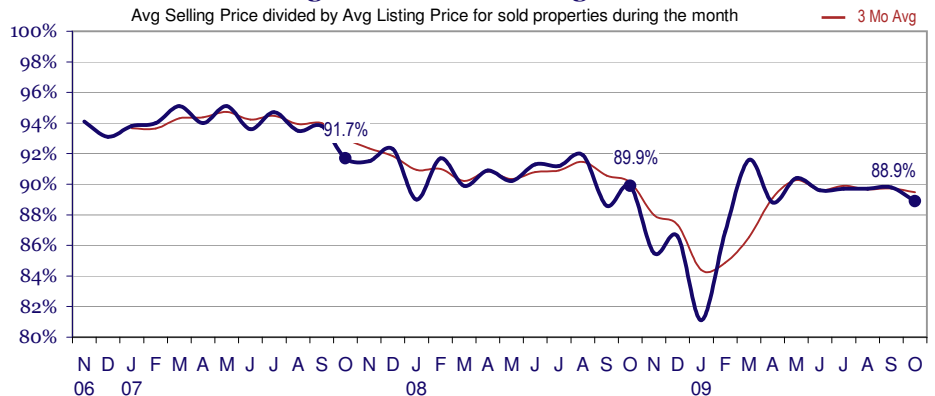
## Selling Price per Square Foot



## 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 October 2009 Selling Price vs Original List Price of 88.9% was down from 89.8% last month and down from 89.9% in October of last year.

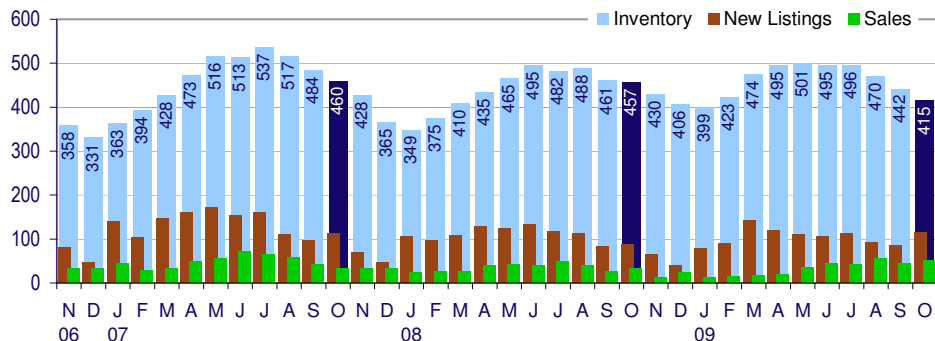
## Selling Price versus Listing Price Ratio



## 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 October 2009 was 116, up 34.9% from 86 last month and up 30.3% from 89 in October of last year.

## Inventory / New Listings / Sales



## City: Buffalo Grove

Price Range: All | Property Types: Single Family - Condo - TwnHm

	N 06	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O
Homes Sold	34	33	45	30	34	49	55	73	65	59	43	33	34	34	25	27	28	41	43	41	50	41	28	34	13	25	13	15	17	21	36	45	44	57	46	51
3 Mo. Roll Avg			37	36	36	38	46	59	64	66	56	45	37	34	31	29	27	32	37	42	45	44	40	34	25	24	17	18	15	18	25	34	42	49	49	51

(000's)	N 06	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O
Median Sale Price	290	242	305	319	285	260	300	333	325	348	298	275	275	238	225	300	319	290	285	285	350	320	295	280	334	275	191	250	250	258	255	255	260	241	265	225
3 Mo. Roll Avg			279	289	303	288	282	298	319	335	324	307	283	263	246	254	281	303	298	287	307	318	322	298	303	296	267	239	230	253	254	256	257	252	255	244

	N 06	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O
Inventory	358	331	363	394	428	473	516	513	537	517	484	460	428	365	349	375	410	435	465	495	482	488	461	457	430	406	399	423	474	495	501	495	496	470	442	415
MSI	11	10	8	13	13	10	9	7	8	9	11	14	13	11	14	14	15	11	11	12	10	12	16	13	33	16	31	28	28	24	14	11	11	8	10	8

	N 06	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O
Days on Market	55	74	60	82	75	82	77	78	73	67	55	71	101	82	86	90	138	84	107	86	70	70	86	72	102	108	122	141	56	69	76	76	79	79	80	99
3 Mo. Roll Avg			63	72	72	80	78	79	76	73	65	64	76	85	90	86	105	104	110	92	88	75	75	76	87	94	111	124	106	89	67	74	77	78	79	86

	N 06	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O
Price per Sq Ft	191	175	205	193	181	195	206	180	189	183	181	158	176	173	186	164	177	206	175	170	182	178	162	160	142	166	130	203	140	144	161	156	155	154	158	149
3 Mo. Roll Avg			190	191	193	190	194	194	192	184	184	174	172	169	179	174	176	182	186	184	176	177	174	167	155	156	146	166	158	162	149	154	157	155	156	154

	N 06	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O
Sale to List Price	0.941	0.931	0.938	0.940	0.951	0.940	0.951	0.936	0.947	0.935	0.938	0.917	0.915	0.923	0.890	0.917	0.899	0.909	0.902	0.913	0.912	0.919	0.886	0.899	0.855	0.866	0.811	0.869	0.916	0.888	0.904	0.896	0.897	0.897	0.898	0.889
3 Mo. Roll Avg			0.937	0.936	0.943	0.944	0.947	0.942	0.945	0.939	0.940	0.930	0.923	0.918	0.909	0.910	0.902	0.908	0.903	0.908	0.909	0.915	0.906	0.901	0.880	0.873	0.844	0.849	0.865	0.891	0.903	0.896	0.899	0.897	0.897	0.895

	N 06	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O
New Listings	82	47	140	105	148	160	172	155	160	112	98	114	70	47	106	98	108	129	125	133	118	114	84	89	66	40	80	90	142	121	111	107	114	93	86	116
Inventory	358	331	363	394	428	473	516	513	537	517	484	460	428	365	349	375	410	435	465	495	482	488	461	457	430	406	399	423	474	495	501	495	496	470	442	415
Sales	34	33	45	30	34	49	55	73	65	59	43	33	34	34	25	27	28	41	43	41	50	41	28	34	13	25	13	15	17	21	36	45	44	57	46	51

(000's)	N 06	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O
Avg Sale Price	294	257	315	310	305	314	336	351	346	331	303	291	309	306	280	298	305	304	303	301	370	344	304	300	291	297	244	286	275	249	281	281	292	266	308	266
3 Mo. Roll Avg			289	294	310	310	318	333	344	343	327	308	301	302	298	295	294	302	304	302	325	338	339	316	299	296	278	276	269	270	268	270	285	279	288	280

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