

City: *Buffalo Grove*

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Market Profile & Trends Overview

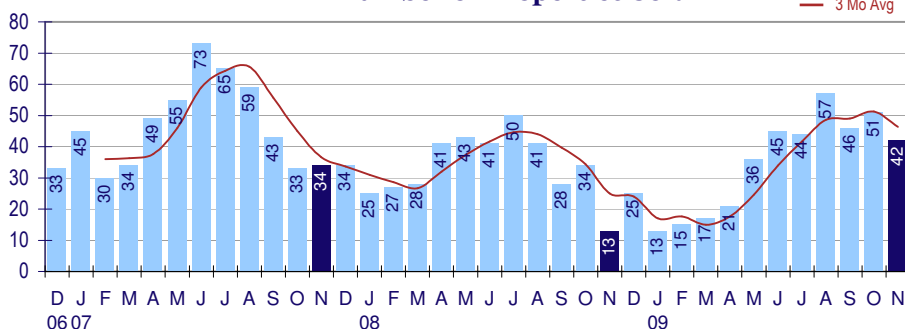
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$239,900	-4%		-17%				
Average List Price of all Current Listings	\$298,468	-3%		-5%				
November Median Sales Price	\$197,500	-12%	-27%	-41%	-39%	\$274,900	-17%	-15%
November Average Sales Price	\$248,389	-7%	-9%	-15%	-20%	\$274,639	-13%	-12%
Total Properties Currently for Sale (Inventory)	399	-7%		-7%				
November Number of Properties Sold	42	-18%		223%		387	4%	
November Average Days on Market (Solds)	90	-9%	3%	-12%	0%	85	-3%	-6%
November Month's Supply of Inventory	9.5	13%	3%	-71%	-36%	16.6	14%	13%
November Sale Price vs List Price Ratio	88.6%	-3%	-1.1%	3.6%	-1.6%	89.2%	-1.5%	-9%

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

Property Sales

November Property sales were 42, up 223.1% from 13 in November of 2008 and -17.6% lower than the 51 sales last month. November 2009 sales were at their highest level compared to November of 2008 and 2007. November YTD sales of 387 are running 4.3% ahead of last year's year-to-date sales of 371.

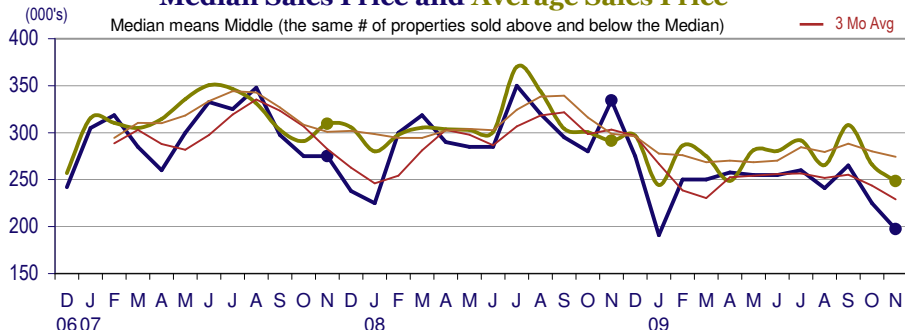
Number of Properties Sold



Prices

The Median Sales Price in November was \$197,500, down -40.9% from \$334,330 in November of 2008 and down -12.2% from \$225,000 last month. The Average Sales Price in November was \$248,389, down -14.8% from \$291,395 in November of 2008 and down -6.7% from \$266,206 last month. November 2009 ASP was at the lowest level compared to November of 2008 and 2007.

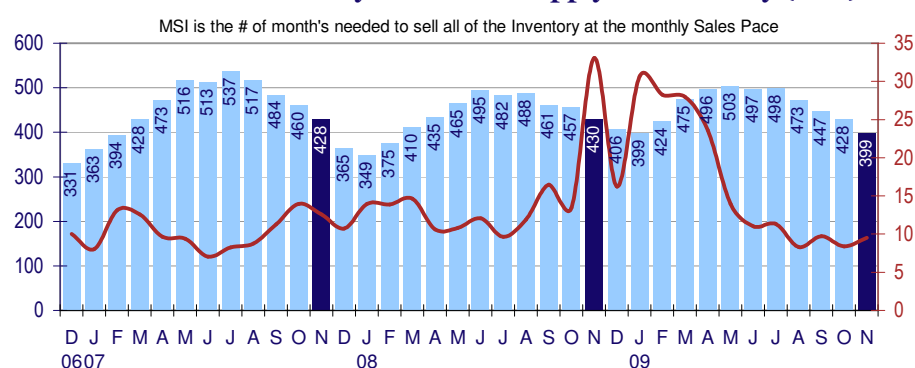
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of November was 399, down -6.8% from 428 last month and down -7.2% from 430 in November of last year. November 2009 Inventory was at its lowest level compared with November 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 November 2009 MSI of 9.5 months was at its lowest level compared with November of 2008 and 2007.

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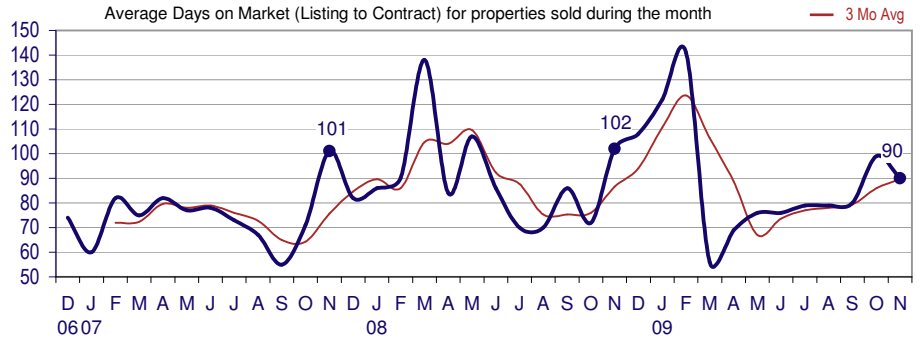
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Market Time

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 November was 90, down -9.1% from 99 days last month and down -11.8% from 102 days in November of last year. The November 2009 DOM was at its lowest level compared with November of 2008 and 2007.

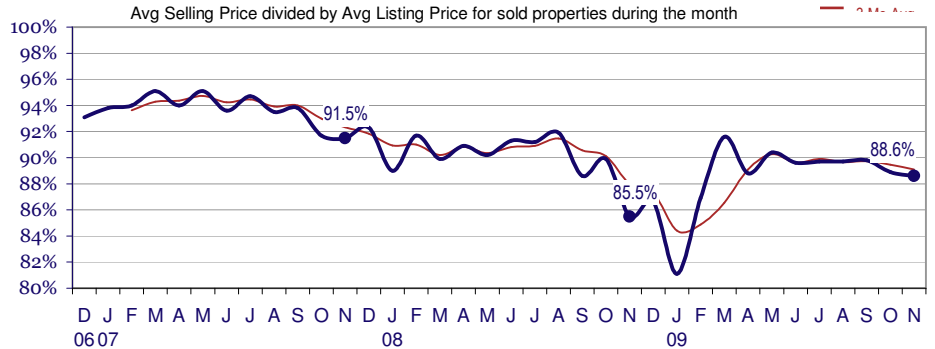
Days On Market for Sold Properties



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 November 2009 Selling Price vs Original List Price of 88.6% was down from 88.9% last month and up from 85.5% in November of last year.

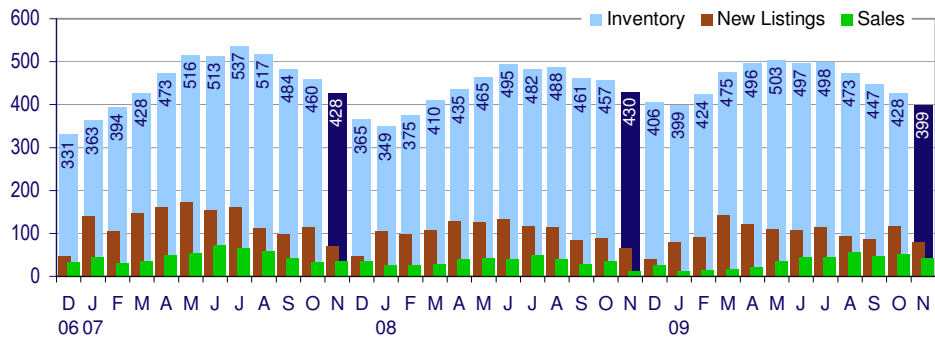
Selling Price versus Listing Price Ratio



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 November 2009 was 79, down -31.9% from 116 last month and up 19.7% from 66 in November of last year.

Inventory / New Listings / Sales



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