

MARKET ACTION REPORT

January 2010

City: Buffalo Grove

Coldwell Banker Residential Brokerage

Buffalo Grove, IL

(847) 541-5000

www.ColdwellBankerOnline.com



Price Range: All | Properties: Single Family - Condo - TwnHm

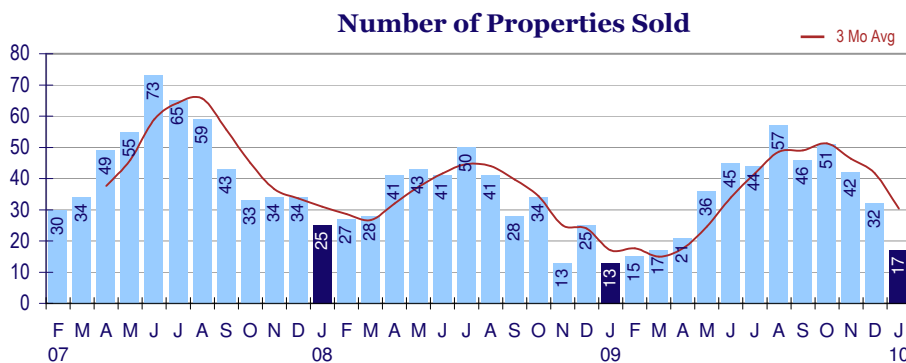
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$229,900	-2%		-18%				
Average List Price of all Current Listings	\$288,812	0%		-10%				
January Median Sales Price	\$250,000	4%	9%	31%	2%	\$250,000	31%	2%
January Average Sales Price	\$269,294	-1%	3%	10%	-2%	\$269,294	10%	-2%
Total Properties Currently for Sale (Inventory)	379	-3%		-5%				
January Number of Properties Sold	17	-47%		31%		17	31%	
January Average Days on Market (Solds)	82	19%	-7%	-33%	-1%	82	-33%	-1%
Asking Price per Square Foot (based on New Listings)	\$144	7%	-12%	-24%	-13%	\$144	-24%	-13%
January Sold Price per Square Foot	\$131	-7%	-9%	1%	-13%	\$131	1%	-13%
January Month's Supply of Inventory	22.3	83%	51%	-28%	37%	22.3	-28%	37%
January Sale Price vs List Price Ratio	89.8%	-1.5%	-0%	10.7%	.4%	90.9%	11.9%	1.6%

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

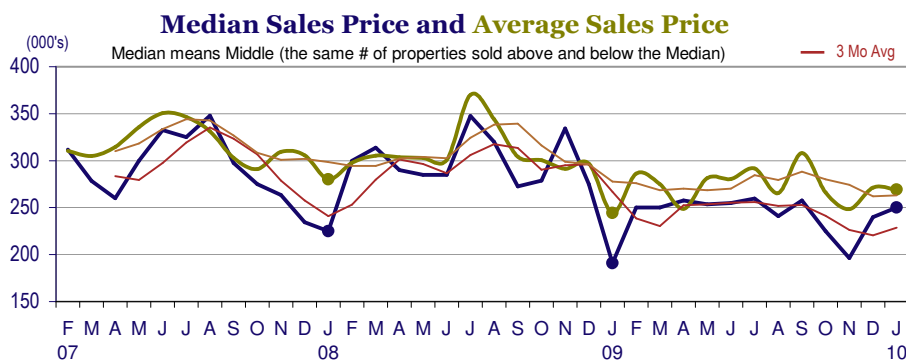
Property Sales

January Property sales were 17, up 30.8% from 13 in January of 2009 and -46.9% lower than the 32 sales last month. January 2010 sales were at a mid level compared to January of 2009 and 2008. January YTD sales of 17 are running 30.8% ahead of last year's year-to-date sales of 13.



Prices

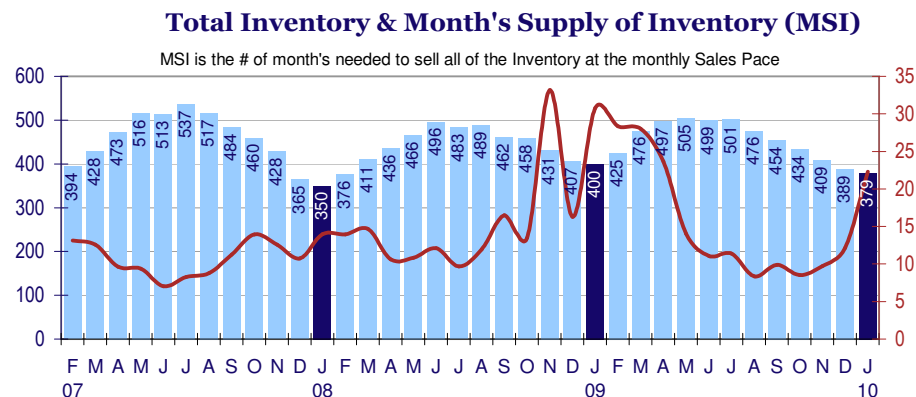
The Median Sales Price in January was \$250,000, up 31.0% from \$190,903 in January of 2009 and up 4.2% from \$240,000 last month. The Average Sales Price in January was \$269,294, up 10.1% from \$244,493 in January of 2009 and down -0.7% from \$271,296 last month. January 2010 ASP was at a mid range compared to January of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 379, down -2.6% from 389 last month and down -5.3% from 400 in January of last year. January 2010 Inventory was at a mid level compared with January of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2010 MSI of 22.3 months was at a mid level compared with January of 2009 and 2008.



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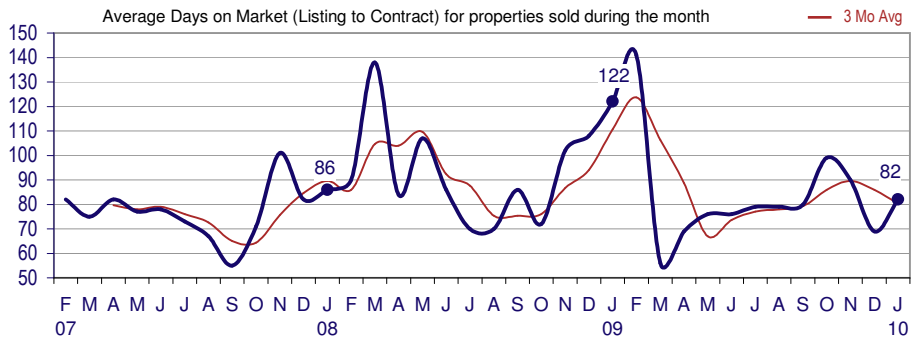


Price Range: All | Properties: Single Family - Condo - TwnHm

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 82, up 18.8% from 69 days last month and down -32.8% from 122 days in January of last year. The January 2010 DOM was at its lowest level compared with January of 2009 and 2008.

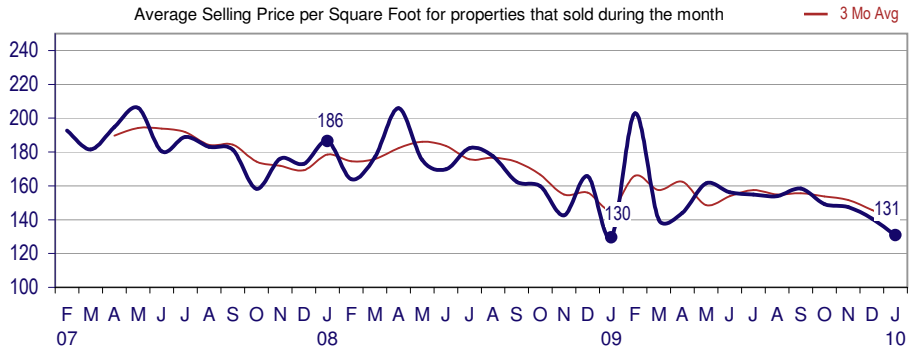
Days On Market for Sold Properties



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 January 2010 Selling Price per Square Foot of \$131 was down -7.1% from \$141 last month and up 0.9% from 130 in January of last year.

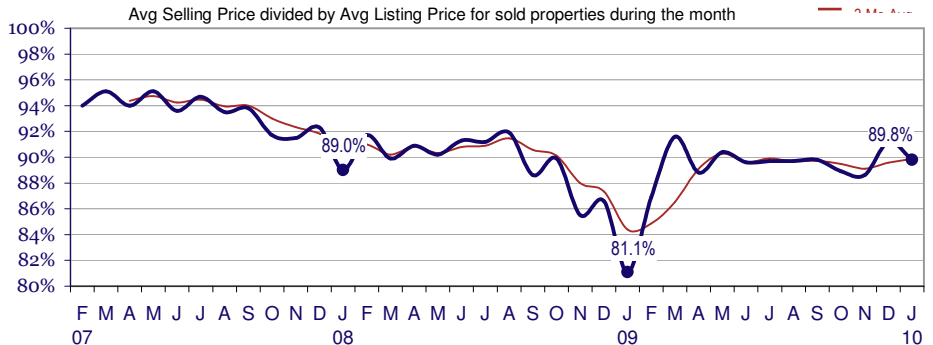
Selling Price per Square Foot



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 January 2010 Selling Price vs Original List Price of 89.8% was down from 91.2% last month and up from 81.1% in January of last year.

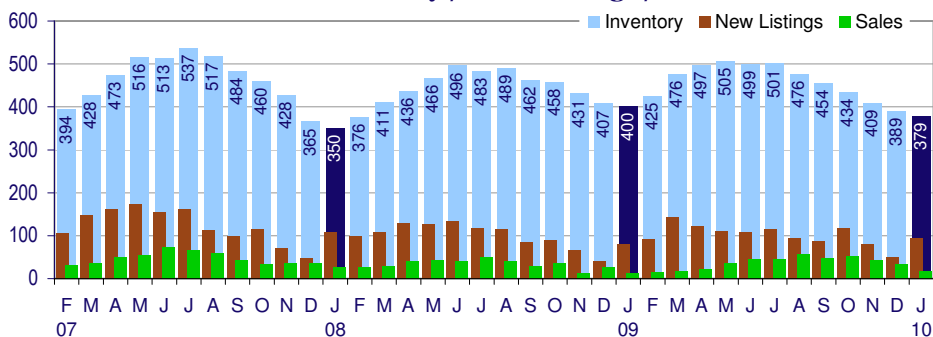
Selling Price versus Listing Price Ratio



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 January 2010 was 93, up 86.0% from 50 last month and up 16.3% from 80 in January of last year.

Inventory / New Listings / Sales



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

	F 07	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	N	D	J 10
Homes Sold	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	42	32	17
3 Mo. Roll Avg			38	46	59	64	66	56	45	37	34	31	29	27	32	37	42	45	44	40	34	25	24	17	18	17	18	25	34	42	49	49	51	46	42	30

(000's)	F 07	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	N	D	J 10
Median Sale Price	312	279	260	300	333	325	348	298	275	264	235	225	300	314	290	285	285	348	320	273	279	334	275	191	250	250	258	253	255	260	241	258	225	196	240	250
3 Mo. Roll Avg			283	280	298	319	335	324	307	279	258	241	253	280	301	296	287	306	318	313	290	295	296	267	239	230	253	254	255	256	252	253	241	226	220	229

	F 07	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	N	D	J 10
Inventory	394	428	473	516	513	537	517	484	460	428	365	350	376	411	436	466	496	483	489	462	458	431	407	400	425	476	497	505	499	501	476	454	434	409	389	379
MSI	13	13	10	9	7	8	9	11	14	13	11	14	14	15	11	11	12	10	12	17	13	33	16	31	28	28	24	14	11	11	8	10	9	10	12	22

	F 07	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	N	D	J 10
Days on Market	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	90	69	82
3 Mo. Roll Avg			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	90	86	80

	F 07	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	N	D	J 10
Price per Sq Ft	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	148	141	131
3 Mo. Roll Avg			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	152	146	140

	F 07	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	N	D	J 10
Sale to List Price	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	0.886	0.912	0.898
3 Mo. Roll Avg			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	0.891	0.896	0.899

	F 07	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	N	D	J 10
New Listings	105	148	160	172	155	160	112	98	114	70	47	107	98	108	129	125	133	118	114	84	89	66	40	80	90	142	121	111	107	114	93	86	116	79	50	93
Inventory	394	428	473	516	513	537	517	484	460	428	365	350	376	411	436	466	496	483	489	462	458	431	407	400	425	476	497	505	499	501	476	454	434	409	389	379
Sales	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	42	32	17

(000's)	F 07	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	N	D	J 10
Avg Sale Price	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	248	271	269
3 Mo. Roll Avg			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	274	262	263

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