

MARKET ACTION REPORT

January 2010

City: Hawthorn Woods

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

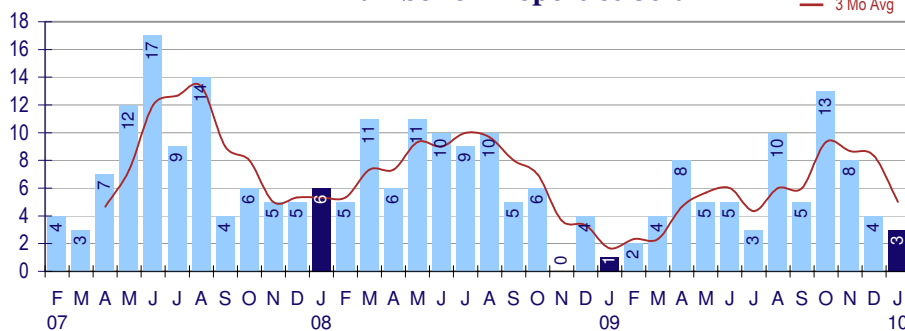
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$577,450	-5%		-9%				
Average List Price of all Current Listings	\$618,794	-5%		-17%				
January Median Sales Price	\$469,000	-21%	10%	34%	4%	\$469,000	34%	4%
January Average Sales Price	\$433,833	-36%	-6%	24%	-13%	\$433,833	24%	-13%
Total Properties Currently for Sale (Inventory)	94	4%		-4%				
January Number of Properties Sold	3	-25%		200%		3	200%	
January Average Days on Market (Solds)	65	-56%	-52%	983%	-54%	65	983%	-54%
Asking Price per Square Foot (based on New Listings)	\$121		0%		-23%	\$121		-23%
January Sold Price per Square Foot	\$127	-21%	-8%		-14%	\$127		-14%
January Month's Supply of Inventory	31.3	39%	43%	-68%	-1%	31.3	-68%	-1%
January Sale Price vs List Price Ratio	95.0%	10.9%	13.0%	-5.0%	12.0%	94.5%	-5.5%	11.4%

* 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 3, up 200.0% from 1 in January of 2009 and -25.0% lower than the 4 sales last month. January 2010 sales were at a mid level compared to January of 2009 and 2008. January YTD sales of 3 are running 200.0% ahead of last year's year-to-date sales of 1.

Number of Properties Sold



Prices

The Median Sales Price in January was \$469,000, up 34.0% from \$350,000 in January of 2009 and down -21.0% from \$593,500 last month. The Average Sales Price in January was \$433,833, up 24.0% from \$350,000 in January of 2009 and down -36.0% from \$678,093 last month. January 2010 ASP was at a mid range compared to January of 2009 and 2008.

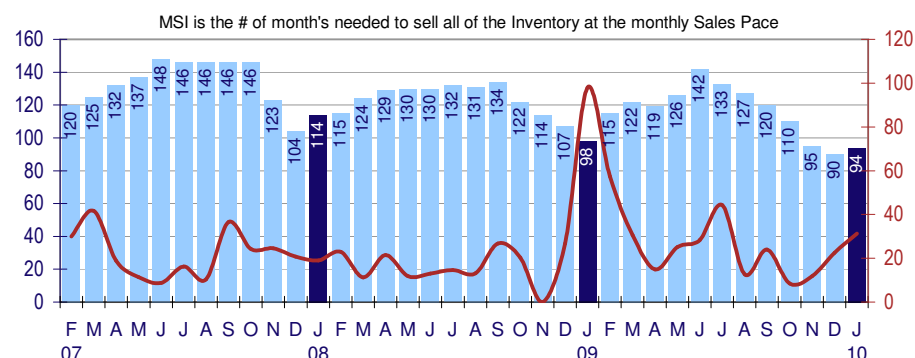
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 94, up 4.4% from 90 last month and down -4.1% from 98 in January of last year. January 2010 Inventory was at its lowest level compared with January of 2009 and 2008.

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



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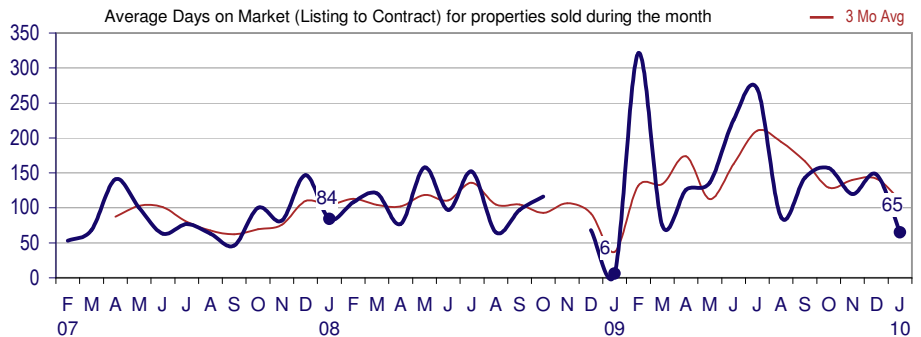


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Market Time

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 January was 65, down -56.1% from 148 days last month and up 983.3% from 6 days in January of last year. The January 2010 DOM was at a mid level compared with January of 2009 and 2008.

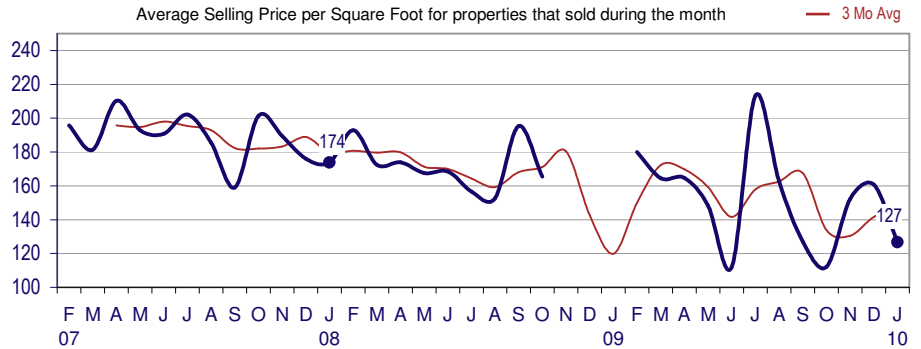
Days On Market for Sold Properties



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 \$127 was down -21.1% from \$161 last month and up from 0 in January of last year.

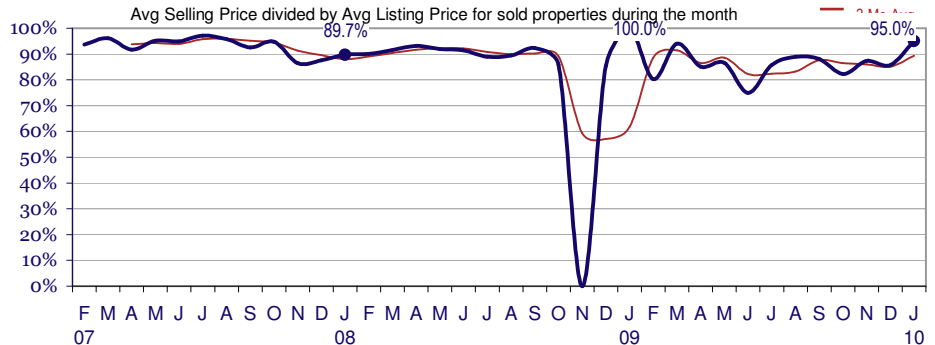
Selling Price per Square Foot



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 95.0% was up from 85.7% last month and down from 100.0% in January of last year.

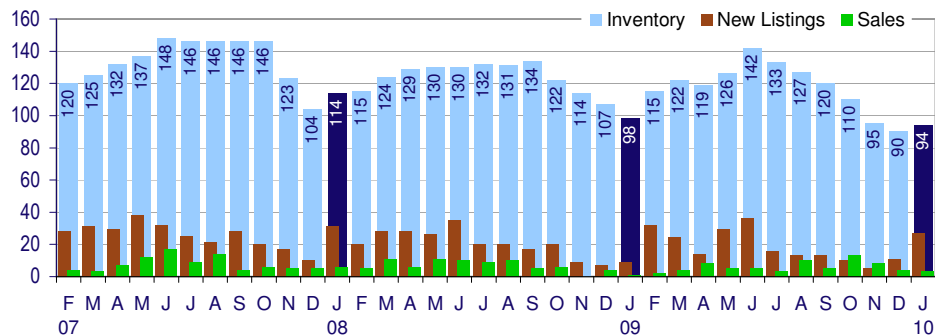
Selling Price versus Listing Price Ratio



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 27, up 145.5% from 11 last month and up 200.0% from 9 in January of last year.

Inventory / New Listings / Sales



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	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	4	3	7	12	17	9	14	4	6	5	5	6	5	11	6	11	10	9	10	5	6	0	4	1	2	4	8	5	5	3	10	5	13	8	4	3
3 Mo. Roll Avg			5	7	12	13	13	9	8	5	5	5	5	7	7	9	9	10	10	8	7	4	3	2	2	2	5	6	6	4	6	6	9	9	8	5

(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	489	644	645	648	668	618	673	546	473	678	545	610	698	740	471	565	533	622	603	685	509	0	610	350	437	530	439	470	430	450	535	618	400	400	594	469
3 Mo. Roll Avg			592	645	653	644	653	612	564	565	565	611	617	682	636	592	523	573	586	637	599	398	373	320	466	439	468	479	446	450	472	534	518	473	465	488

	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	120	125	132	137	148	146	146	146	146	123	104	114	115	124	129	130	130	132	131	134	122	114	107	98	115	122	119	126	142	133	127	120	110	95	90	94
MSI	30	42	19	11	9	16	10	37	24	25	21	19	23	11	22	12	13	15	13	27	20	#DIV/0!	27	98	58	31	15	25	28	44	13	24	8	12	23	31

	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	53	68	141	100	63	77	63	46	100	82	147	84	108	121	77	158	97	152	65	97	116		68	6	321	75	126	136	226	270	87	143	157	120	148	65
3 Mo. Roll Avg			87	103	101	80	68	62	70	76	110	104	113	104	102	119	111	136	105	105	93	107	92	37	132	134	174	112	163	211	194	167	129	140	142	111

	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	196	181	210	193	191	202	185	159	201	189	176	174	193	172	174	168	168	157	153	195	165		120		180	164	165	148	112	213	163	127	112	152	161	127
3 Mo. Roll Avg			196	195	198	195	193	182	182	183	189	180	181	180	180	171	170	164	159	168	171	180	143	120	150	172	170	159	142	158	163	168	134	130	142	147

	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	0.937	0.961	0.917	0.951	0.949	0.972	0.958	0.925	0.948	0.865	0.876	0.897	0.901	0.916	0.932	0.919	0.914	0.890	0.894	0.923	0.857	0.000	0.854	1.000	0.803	0.940	0.851	0.866	0.750	0.857	0.890	0.881	0.823	0.874	0.857	0.950
3 Mo. Roll Avg			0.938	0.943	0.939	0.957	0.960	0.952	0.944	0.913	0.896	0.879	0.891	0.905	0.916	0.922	0.922	0.908	0.899	0.902	0.891	0.593	0.570	0.618	0.886	0.914	0.865	0.886	0.822	0.824	0.832	0.876	0.865	0.859	0.851	0.894

	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	28	31	29	38	32	25	21	28	20	17	10	31	20	28	28	26	35	20	20	17	20	9	7	9	32	24	14	29	36	16	13	13	10	5	11	27
Inventory	120	125	132	137	148	146	146	146	146	123	104	114	115	124	129	130	130	132	131	134	122	114	107	98	115	122	119	126	142	133	127	120	110	95	90	94
Sales	4	3	7	12	17	9	14	4	6	5	5	6	5	11	6	11	10	9	10	5	6	0	4	1	2	4	8	5	5	3	10	5	13	8	4	3

(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	727	710	703	670	743	662	659	609	523	699	684	634	731	708	517	639	561	631	585	641	465	0	594	350	437	536	495	509	491	463	542	676	424	429	678	434
3 Mo. Roll Avg			713	694	705	691	688	643	597	610	635	672	683	691	652	621	572	610	592	619	564	369	353	315	460	441	489	513	499	488	499	560	547	510	511	514

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