

MARKET ACTION REPORT

January 2010

City: *Vernon Hills*

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

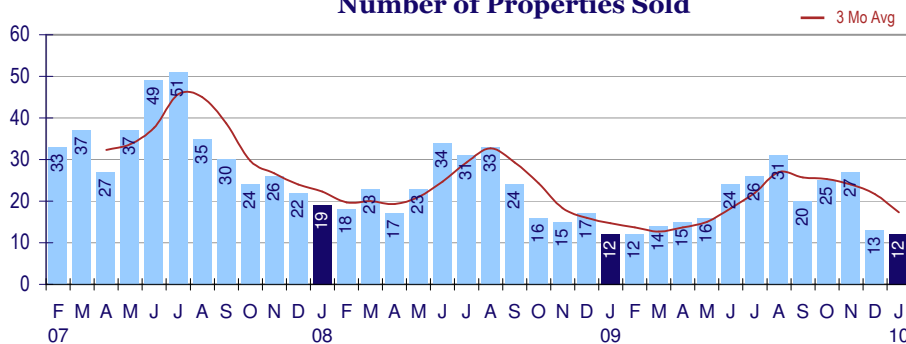
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$325,000	7%		-6%				
Average List Price of all Current Listings	\$349,479	4%		-7%				
January Median Sales Price	\$247,500	3%	-8%	11%	-10%	\$247,500	11%	
January Average Sales Price	\$275,808	10%	-3%	16%	-9%	\$275,808	16%	
Total Properties Currently for Sale (Inventory)	231	-9%		-8%				
January Number of Properties Sold	12	-8%		0%		12	0%	
January Average Days on Market (Solds)	180	31%	35%	41%	71%	180	41%	
Asking Price per Square Foot (based on New Listings)	\$135	-27%	-20%	-27%	-18%	\$135	-27%	
January Sold Price per Square Foot	\$140	4%	2%	11%	-4%	\$140	10%	
January Month's Supply of Inventory	19.3	-1%	19%	-8%	15%	19.3	-8%	
January Sale Price vs List Price Ratio	86.8%	.8%	1.5%	1.0%	-2.4%	86.0%	-2.1%	

* 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 12, equal to 12 in January of 2009 and -7.7% lower than the 13 sales last month. January 2010 sales were at their lowest level compared to January of 2009 and 2008. January YTD sales of 12 are running equal to last year's year-to-date sales of 12.

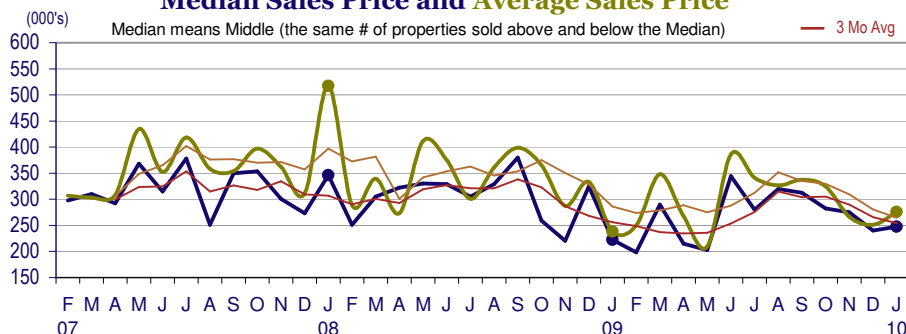
Number of Properties Sold



Prices

The Median Sales Price in January was \$247,500, up 11.2% from \$222,500 in January of 2009 and up 3.1% from \$240,000 last month. The Average Sales Price in January was \$275,808, up 15.7% from \$238,381 in January of 2009 and up 9.8% from \$251,146 last month. January 2010 ASP was at a mid range compared to January of 2009 and 2008.

Median Sales Price and Average Sales Price

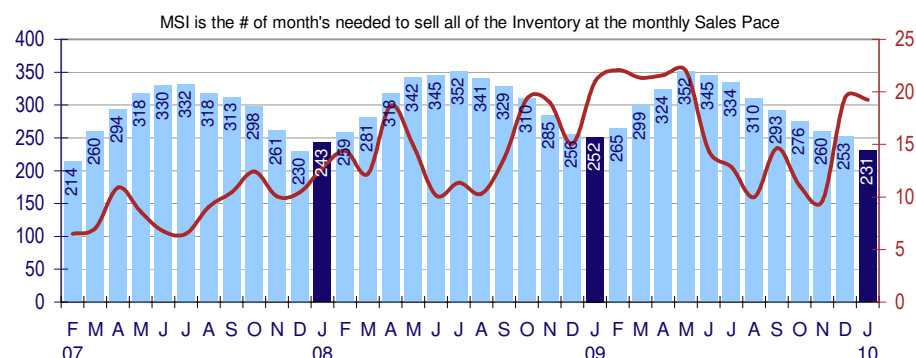


Inventory & MSI

The Total Inventory of Properties available for sale as of January was 231, down -8.7% from 253 last month and down -8.3% from 252 in January of last year. January 2010 Inventory was at its lowest 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 19.3 months was at a mid level compared with January of 2009 and 2008.

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



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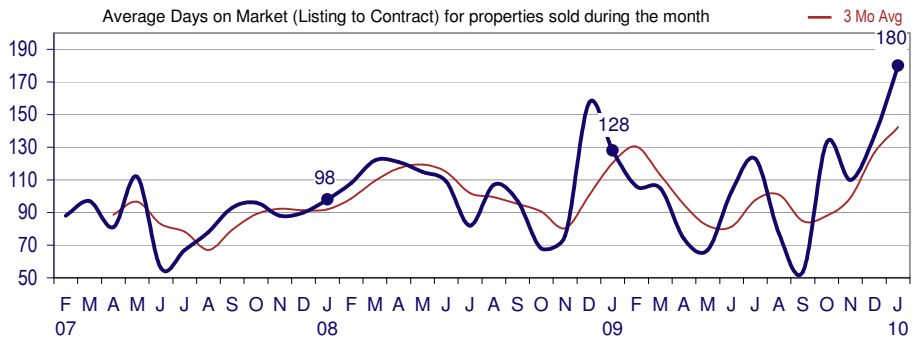


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Market Time

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 180, up 31.4% from 137 days last month and up 40.6% from 128 days in January of last year. The January 2010 DOM was at a mid level compared with January of 2009 and 2008.

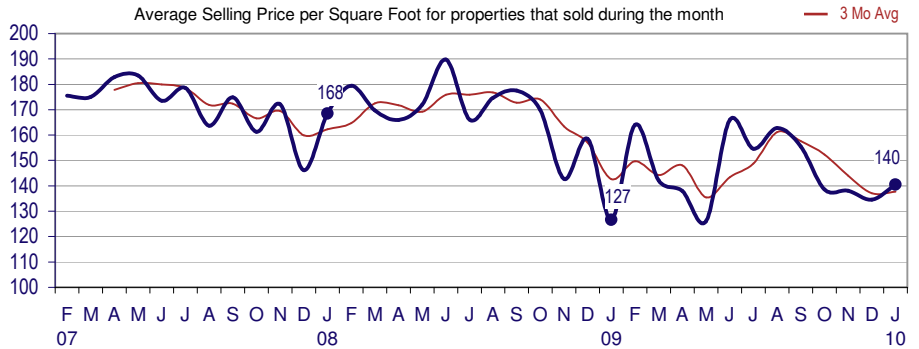
Days On Market for Sold Properties



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 \$140 was up 4.4% from \$135 last month and up 11.0% from 127 in January of last year.

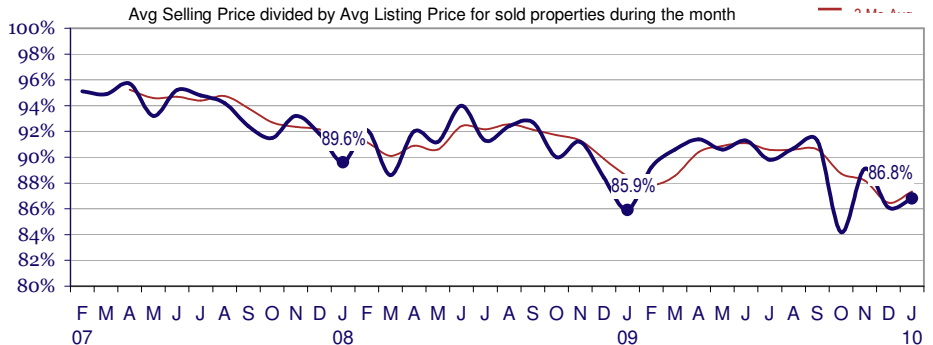
Selling Price per Square Foot



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 86.8% was up from 86.1% last month and up from 85.9% in January of last year.

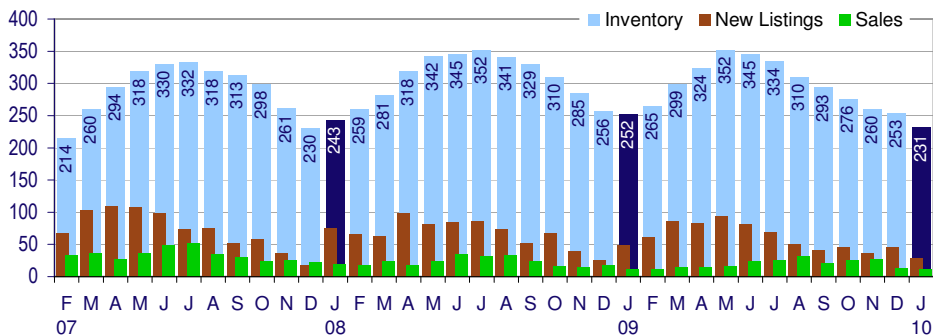
Selling Price versus Listing Price Ratio



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 29, down -35.6% from 45 last month and down -39.6% from 48 in January of last year.

Inventory / New Listings / Sales



	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	33	37	27	37	49	51	35	30	24	26	22	19	18	23	17	23	34	31	33	24	16	15	17	12	12	14	15	16	24	26	31	20	25	27	13	12
3 Mo. Roll Avg			32	34	38	46	45	39	30	27	24	22	20	20	19	21	25	29	33	29	24	18	16	15	14	13	14	15	18	22	27	26	25	24	22	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
Median Sale Price	297	310	292	368	315	378	251	350	354	301	274	346	251	305	322	330	329	305	329	380	259	221	325	223	199	290	215	203	344	280	320	312	283	275	240	248
3 Mo. Roll Avg			300	323	325	354	315	326	318	335	309	307	290	301	293	319	327	321	321	338	323	287	268	256	249	237	235	236	254	276	315	304	305	290	266	254

	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	214	260	294	318	330	332	318	313	298	261	230	243	259	281	318	342	345	352	341	329	310	285	256	252	265	299	324	352	345	334	310	293	276	260	253	231
MSI	6	7	11	9	7	7	9	10	12	10	10	13	14	12	19	15	10	11	10	14	19	19	15	21	22	21	22	22	14	13	10	15	11	10	19	19

	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	88	97	81	112	56	67	78	93	96	88	90	98	108	122	121	115	109	82	107	97	68	76	157	128	106	105	74	67	103	123	77	54	133	110	137	180
3 Mo. Roll Avg			89	97	83	78	67	79	89	92	91	92	99	109	117	119	115	102	99	95	91	80	100	120	130	113	95	82	81	98	101	85	88	99	127	142

	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	175	175	183	184	174	179	164	175	161	172	146	168	179	170	166	172	190	166	175	178	170	143	159	127	164	142	138	126	166	155	163	155	139	138	135	140
3 Mo. Roll Avg			178	180	180	179	172	172	167	169	160	162	165	173	172	169	176	176	177	173	174	163	157	143	150	144	148	135	143	149	161	158	152	144	137	138

	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	0.951	0.949	0.957	0.932	0.952	0.948	0.942	0.924	0.915	0.932	0.918	0.896	0.921	0.886	0.920	0.912	0.940	0.913	0.924	0.927	0.900	0.912	0.884	0.859	0.892	0.906	0.914	0.906	0.913	0.898	0.907	0.913	0.842	0.891	0.861	0.868
3 Mo. Roll Avg			0.952	0.946	0.947	0.944	0.947	0.938	0.927	0.924	0.922	0.915	0.912	0.901	0.909	0.906	0.924	0.922	0.926	0.921	0.917	0.913	0.899	0.885	0.878	0.886	0.904	0.909	0.911	0.906	0.906	0.906	0.887	0.882	0.865	0.873

	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	67	103	109	108	99	73	75	52	57	36	18	75	66	62	99	81	84	86	73	51	67	39	26	48	61	85	83	94	81	68	50	41	45	36	45	29
Inventory	214	260	294	318	330	332	318	313	298	261	230	243	259	281	318	342	345	352	341	329	310	285	256	252	265	299	324	352	345	334	310	293	276	260	253	231
Sales	33	37	27	37	49	51	35	30	24	26	22	19	18	23	17	23	34	31	33	24	16	15	17	12	12	14	15	16	24	26	31	20	25	27	13	12

(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	307	303	308	434	352	419	358	354	397	362	311	517	289	340	273	412	375	301	361	399	365	287	333	238	250	348	268	209	386	341	327	338	325	266	251	276
3 Mo. Roll Avg			306	349	365	402	376	377	370	371	357	397	373	382	301	342	353	362	345	354	375	351	329	286	274	279	289	275	288	312	351	335	330	309	281	264