

## City: Buffalo Grove



**Sharron Kelley**

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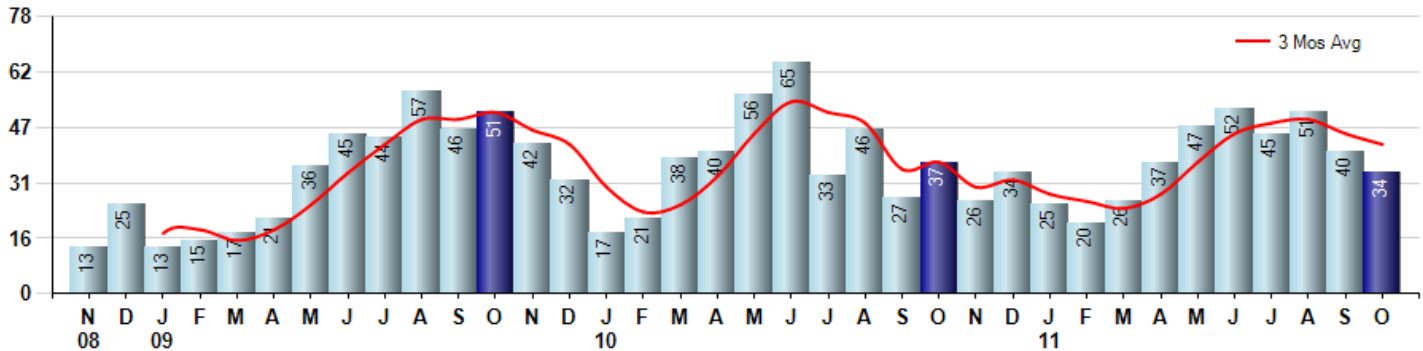
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$234,900	↓		↔				
Average List Price of all Current Listings	\$255,696	↓		↓				
October Median Sales Price	\$193,500	↓	↓	↓	↓	\$210,000	↓	↓
October Average Sales Price	\$198,606	↓	↓	↓	↓	\$228,482	↓	↓
Total Properties Currently for Sale (Inventory)	315	↓		↓				
October Number of Properties Sold	34	↓		↓		377	↔	
October Average Days on Market (Solds)	81	↑	↓	↓	↓	94	↑	↑
Asking Price per Square Foot (based on New Listings)	\$139	↓	↓	↓	↓	\$152	↓	↓
October Sold Price per Square Foot	\$125	↓	↓	↓	↓	\$130	↓	↓
October Month's Supply of Inventory	9.3	↑	↑	↓	↓	10.8	↓	↓
October Sale Price vs List Price Ratio	86.1%	↓	↓	↓	↓	87.7%	↓	↓

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

### Property Sales

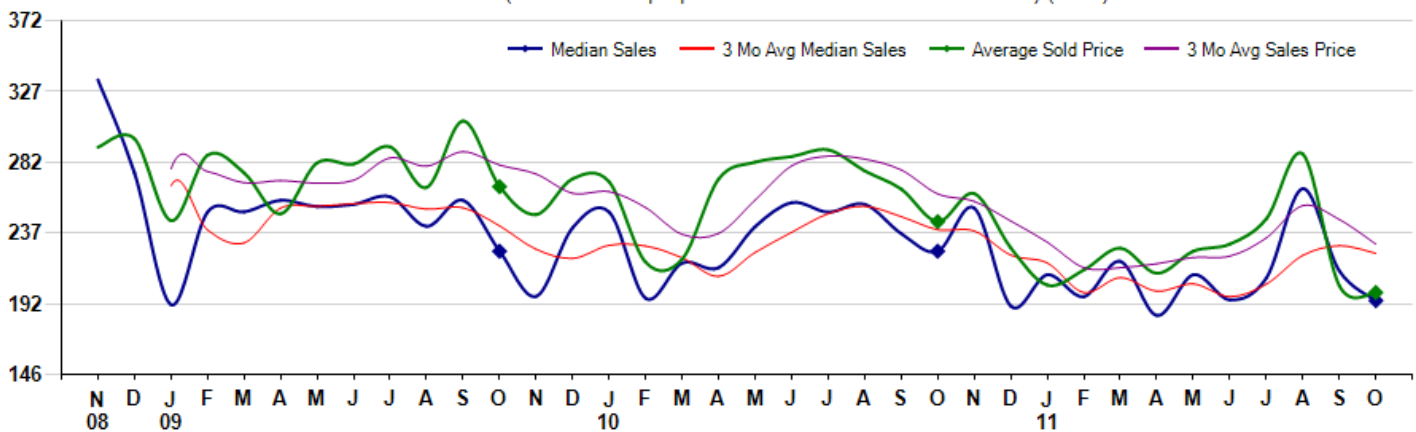
October Property sales were 34, down -8.1% from 37 in October of 2010 and -15.0% lower than the 40 sales last month. October 2011 sales were at their lowest level compared to October of 2010 and 2009. October YTD sales of 377 are running -0.8% behind last year's year-to-date sales of 380.



### Prices

The Median Sales Price in October was \$193,500, down -14.0% from \$225,000 in October of 2010 and down -8.9% from \$212,450 last month. The Average Sales Price in October was \$198,606, down -18.6% from \$243,909 in October of 2010 and down -2.2% from \$202,977 last month. October 2011 ASP was at the lowest level compared to October of 2010 and 2009.

Median means Middle (the same # of properties sold above and below Median) (000's)



Based on information from Midwest Real Estate Data LLC for the period 11/1/2008 through 10/31/2011. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



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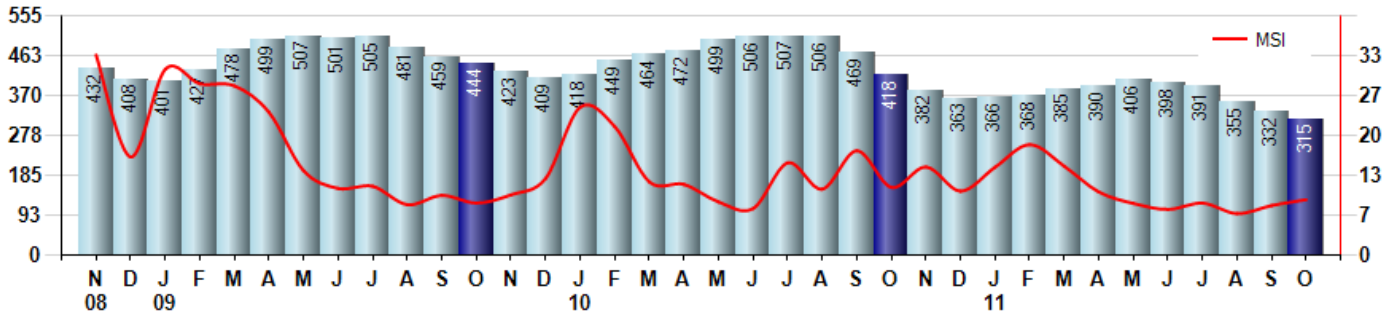
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### Inventory & MSI

The Total Inventory of Properties available for sale as of October was 315, down -5.1% from 332 last month and down -24.6% from 418 in October of last year. October 2011 Inventory was at the lowest level compared to October of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2011 MSI of 9.3 months was at a mid range compared with October of 2010 and 2009.

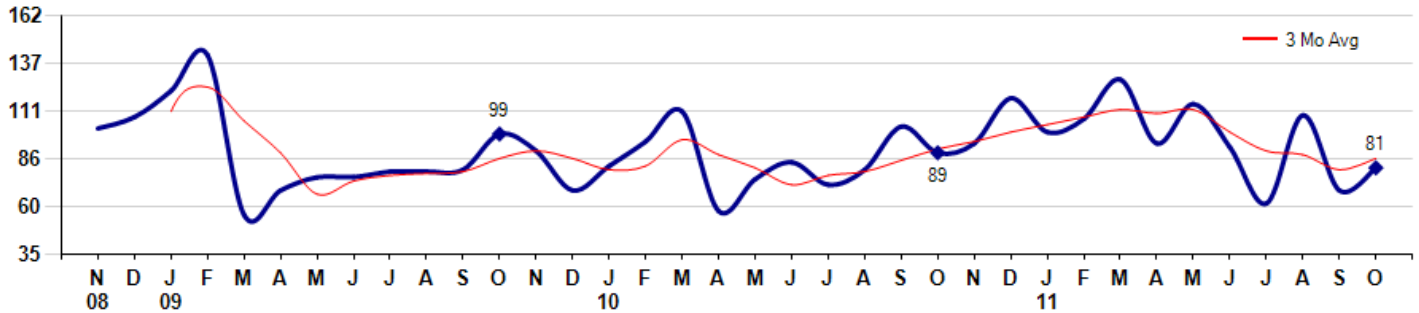
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 81, up 17.4% from 69 days last month and down -9.0% from 89 days in October of last year. The October 2011 DOM was at its lowest level compared with October of 2010 and 2009.

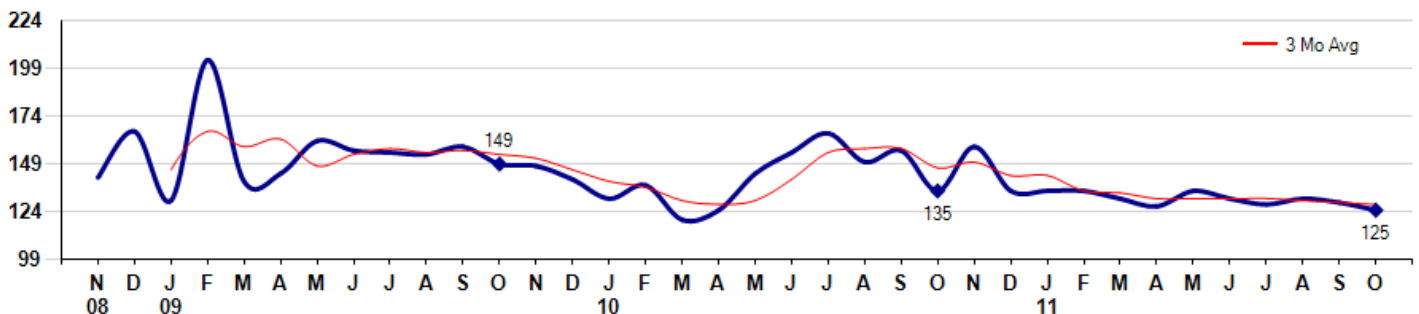
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 2011 Selling Price per Square Foot of \$125 was down -3.1% from \$129 last month and down -7.4% from \$135 in October of last year.

Average Selling Price per Square Foot for properties that sold during the month



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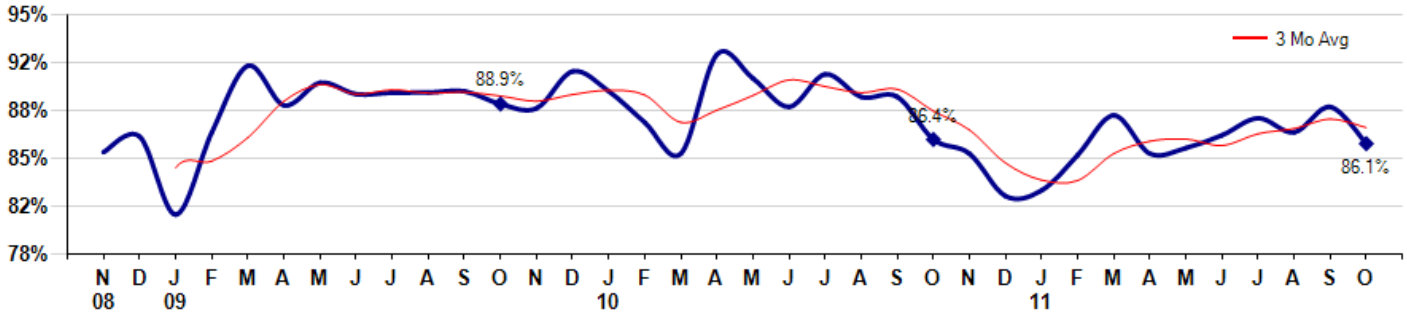


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### Selling Price vs Original Listing Price

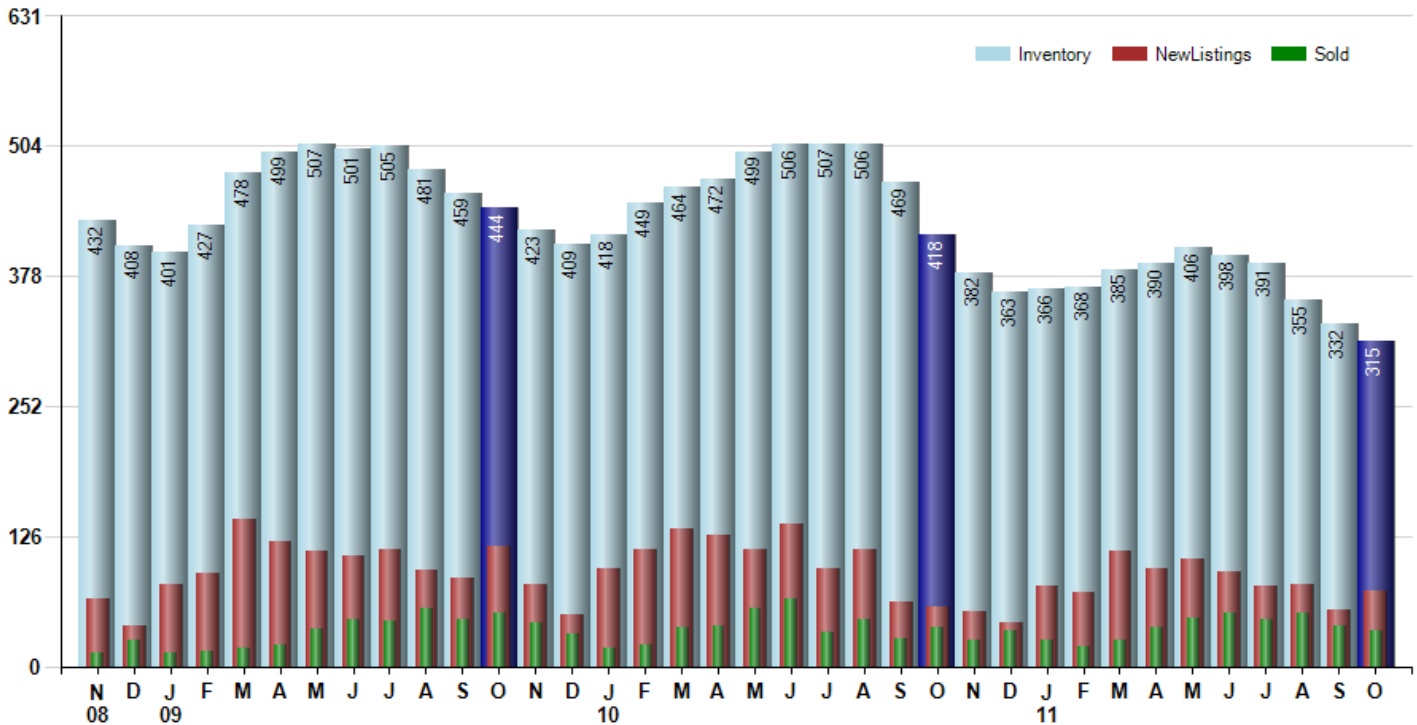
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The October 2011 Selling Price vs Original List Price of 86.1% was down from 88.7% last month and down from 86.4% in October of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 2011 was 73, up 32.7% from 55 last month and up 25.9% from 58 in October of last year.



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# MARKET ACTION REPORT

October 2011

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	N 08	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O
Homes Sold	13	25	13	15	17	21	36	45	44	57	46	51	42	32	17	21	38	40	56	65	33	46	27	37	26	34	25	20	26	37	47	52	45	51	40	34
3 Mo. Roll Avg			17	18	15	18	25	34	42	49	49	51	46	42	30	23	25	33	45	54	51	48	35	37	30	32	28	26	24	28	37	45	48	49	45	42

	(000's) N 08	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O
Median Sale Price	334	275	191	250	250	258	253	255	260	241	258	225	196	240	250	195	218	215	241	256	250	255	236	225	253	190	210	196	219	184	210	194	208	265	212	194
3 Mo. Roll Avg			267	239	230	253	254	255	256	252	253	241	226	220	229	228	221	209	224	237	249	254	247	239	238	223	218	199	208	200	204	196	204	222	228	224

	N 08	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O
Inventory	432	408	401	427	478	499	507	501	505	481	459	444	423	409	418	449	464	472	499	506	507	506	469	418	382	363	366	368	385	390	406	398	391	355	332	315
MSI	33	16	31	28	28	24	14	11	11	8	10	9	10	13	25	21	12	12	9	8	15	11	17	11	15	11	15	18	15	11	9	8	9	7	8	9

	N 08	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O
Days On Market	102	108	122	141	56	69	76	76	79	79	80	99	90	69	82	95	111	58	75	84	72	80	103	89	94	118	100	107	128	94	115	92	62	109	69	81
3 Mo. Roll Avg			111	124	106	89	67	74	77	78	79	86	90	86	80	82	96	88	81	72	77	79	85	91	95	100	104	108	112	110	112	100	90	88	80	86

	N 08	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O
Price per Sq Ft	142	166	130	203	140	144	161	156	155	154	158	149	148	141	131	138	120	125	144	155	165	150	156	135	158	135	135	135	131	127	135	131	128	131	129	125
3 Mo. Roll Avg			146	166	158	162	148	154	157	155	156	154	152	146	140	137	130	128	130	141	155	157	157	147	150	143	143	135	134	131	131	131	131	130	129	128

	N 08	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O
Sale to List Price	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	0.876	0.854	0.924	0.907	0.887	0.910	0.894	0.894	0.864	0.854	0.824	0.828	0.853	0.881	0.854	0.858	0.867	0.879	0.869	0.887	0.861
3 Mo. Roll Avg			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	0.895	0.876	0.885	0.895	0.906	0.901	0.897	0.899	0.884	0.871	0.847	0.835	0.835	0.854	0.863	0.864	0.860	0.868	0.872	0.878	0.872

	N 08	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O
New Listings	66	40	80	90	142	121	111	107	114	93	86	117	79	50	95	114	133	127	114	138	95	113	63	58	53	42	78	71	111	95	104	92	78	80	55	73
Inventory	432	408	401	427	478	499	507	501	505	481	459	444	423	409	418	449	464	472	499	506	507	506	469	418	382	363	366	368	385	390	406	398	391	355	332	315
Sales	13	25	13	15	17	21	36	45	44	57	46	51	42	32	17	21	38	40	56	65	33	46	27	37	26	34	25	20	26	37	47	52	45	51	40	34

	(000's) N 08	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O
Avg Sale Price	291	297	244	286	275	249	281	281	292	266	308	266	248	271	269	218	220	271	282	285	290	276	265	244	262	227	203	213	227	211	225	230	246	287	203	199
3 Mo. Roll Avg			278	276	269	270	268	270	285	279	288	280	274	262	263	253	236	236	258	279	286	284	277	262	257	244	231	215	214	217	221	222	233	254	245	230

