

City: Vernon Hills



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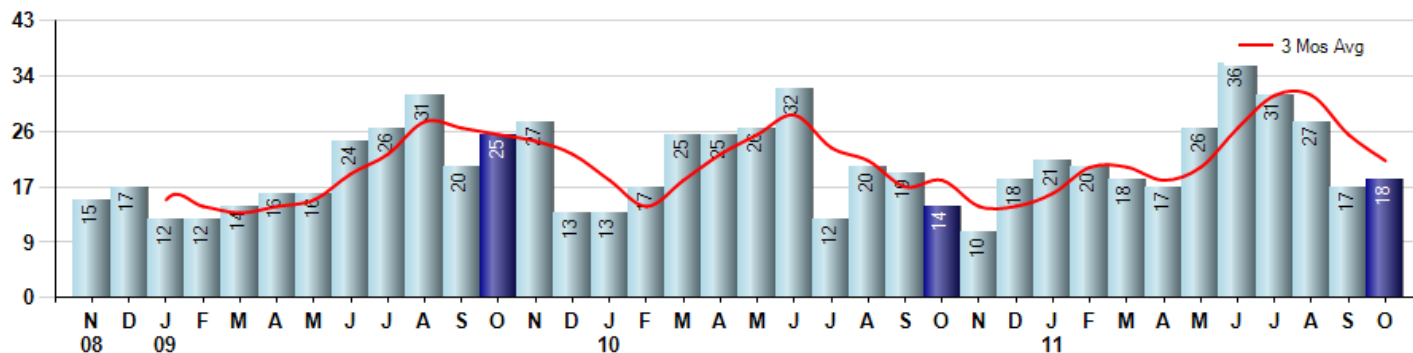
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$269,900	↔		↓				
Average List Price of all Current Listings	\$319,153	↓		↓				
October Median Sales Price	\$277,500	↑	↑	↓	↓	\$240,000	↓	↓
October Average Sales Price	\$305,295	↑	↑	↔	↑	\$259,246	↓	↓
Total Properties Currently for Sale (Inventory)	210	↓		↓				
October Number of Properties Sold	18	↑		↑		231	↑	
October Average Days on Market (Solds)	179	↑	↑	↑	↑	115	↑	↑
Asking Price per Square Foot (based on New Listings)	\$145	↑	↔	↓	↓	\$146	↓	↓
October Sold Price per Square Foot	\$127	↑	↑	↓	↓	\$124	↓	↓
October Month's Supply of Inventory	11.7	↓	↑	↓	↓	10.8	↓	↓
October Sale Price vs List Price Ratio	86.9%	↑	↓	↑	↓	88.0%	↓	↓

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

Property Sales

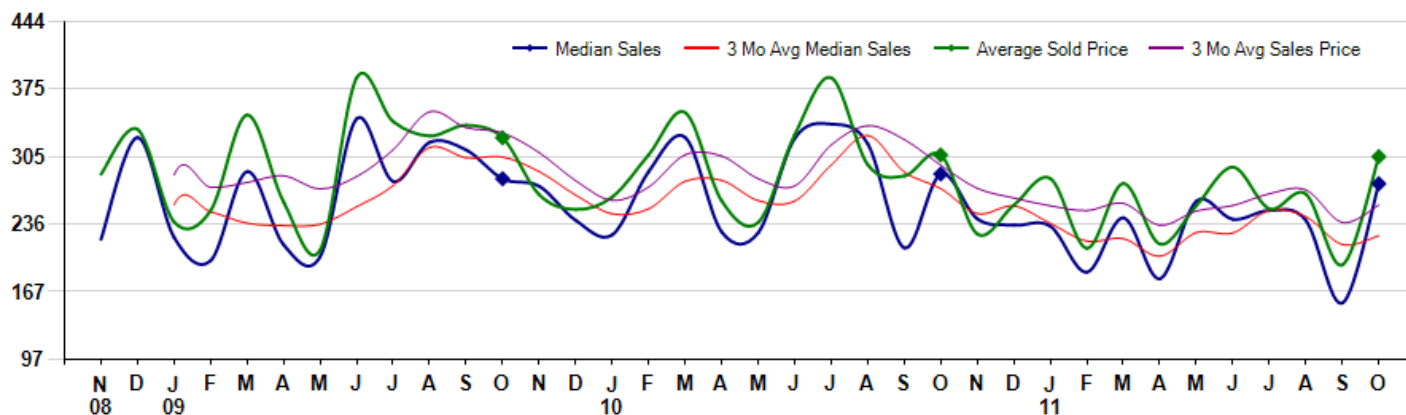
October Property sales were 18, up 28.6% from 14 in October of 2010 and 5.9% higher than the 17 sales last month. October 2011 sales were at a mid level compared to October of 2010 and 2009. October YTD sales of 231 are running 13.8% ahead of last year's year-to-date sales of 203.



Prices

The Median Sales Price in October was \$277,500, down -3.5% from \$287,500 in October of 2010 and up 79.0% from \$155,000 last month. The Average Sales Price in October was \$305,295, down -0.6% from \$307,086 in October of 2010 and up 57.2% from \$194,229 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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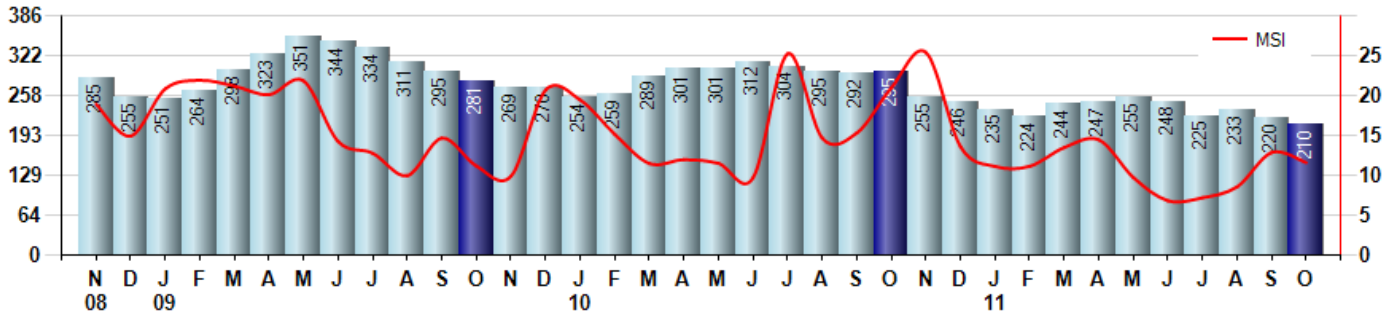
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Inventory & MSI

The Total Inventory of Properties available for sale as of October was 210, down -4.5% from 220 last month and down -28.8% from 295 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 11.7 months was at a mid range compared with October of 2010 and 2009.

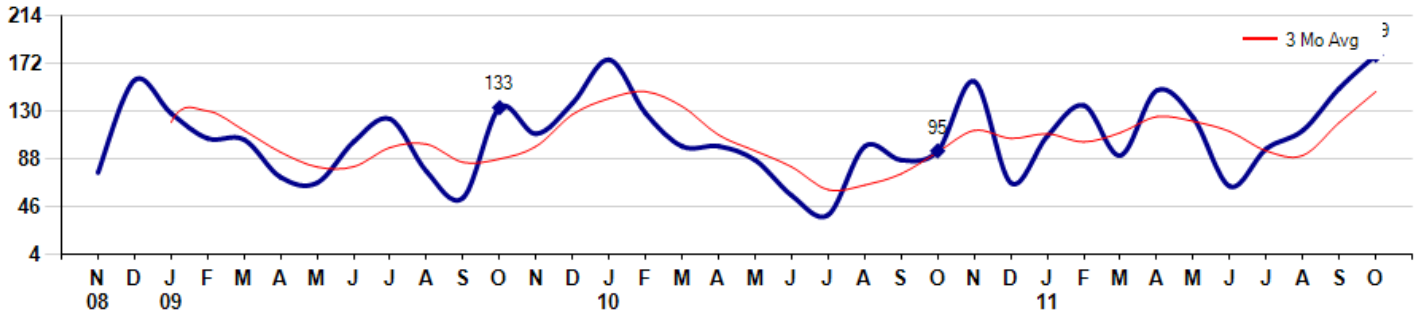
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 179, up 19.3% from 150 days last month and up 88.4% from 95 days in October of last year. The October 2011 DOM was at its highest level compared with October of 2010 and 2009.

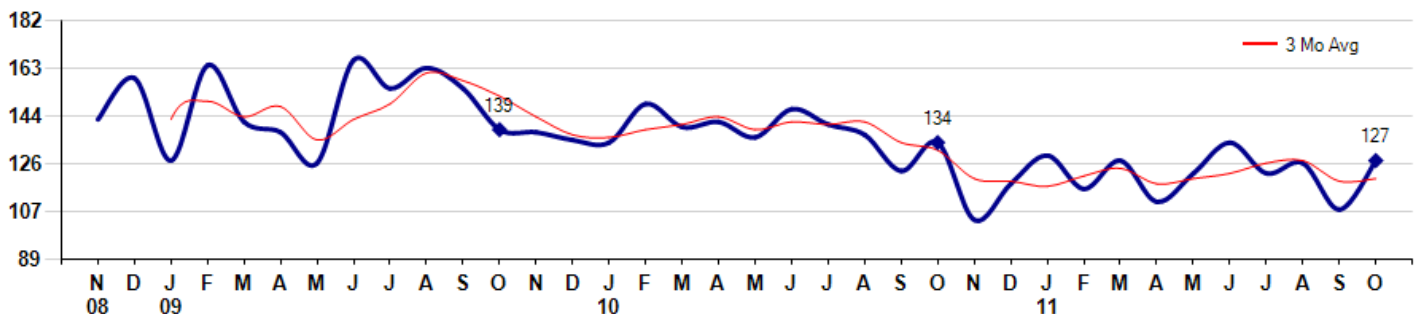
Average Days on Market (Listing to Contract) for properties sold during the month



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 \$127 was up 17.6% from \$108 last month and down -5.2% from \$134 in October of last year.

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



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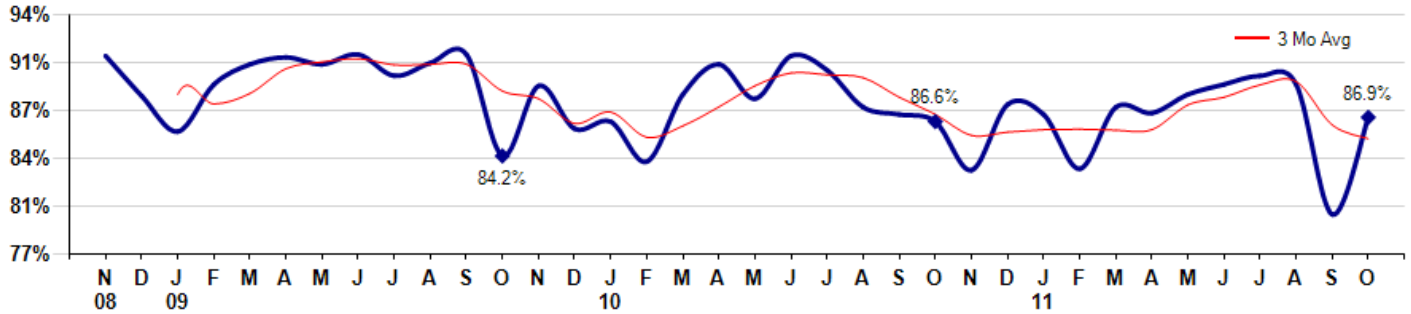


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Selling Price vs Original Listing Price

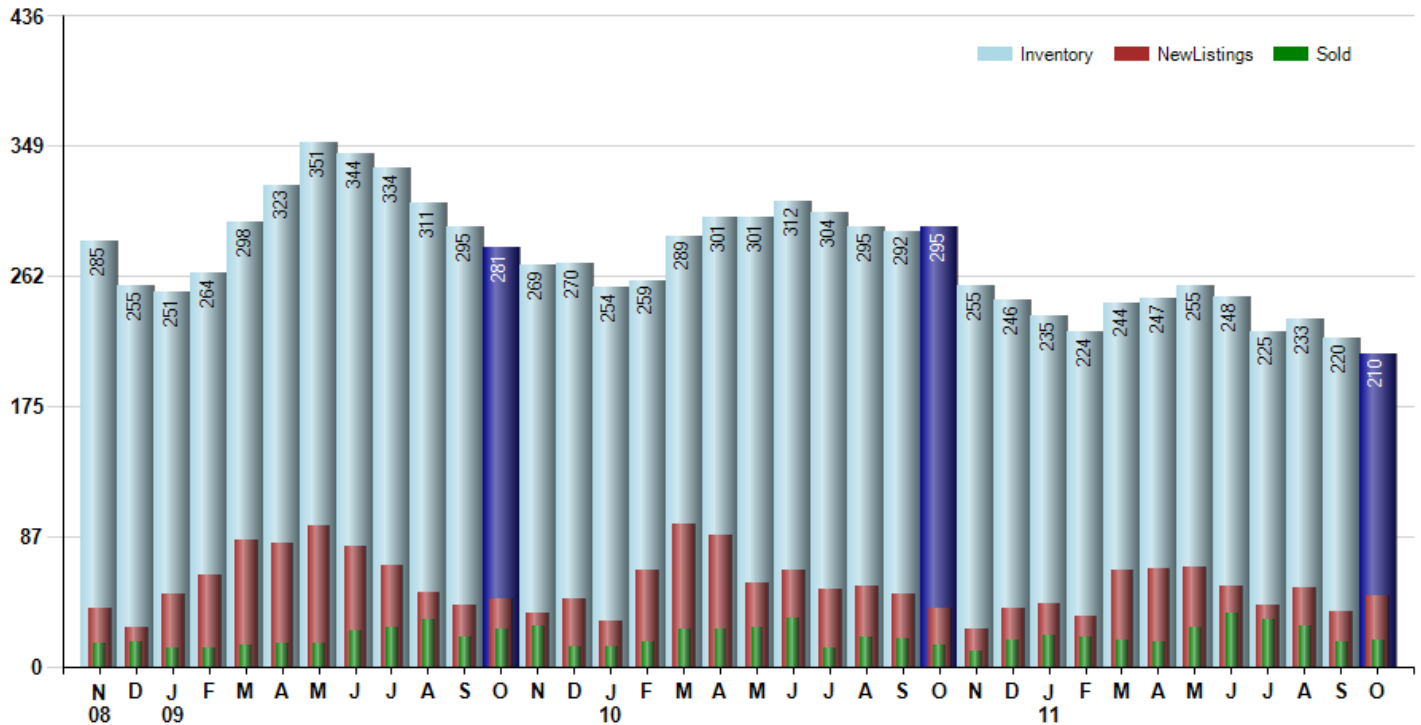
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The October 2011 Selling Price vs Original List Price of 86.9% was up from 80.1% last month and up from 86.6% 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 47, up 27.0% from 37 last month and up 20.5% from 39 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	15	17	12	12	14	16	16	24	26	31	20	25	27	13	13	17	25	25	26	32	12	20	19	14	10	18	21	20	18	17	26	36	31	27	17	18
3 Mo. Roll Avg			15	14	13	14	15	19	22	27	26	25	24	22	18	14	18	22	25	28	23	21	17	18	14	14	16	20	20	18	20	26	31	31	25	21

	(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	221	325	223	199	290	215	203	344	280	320	312	283	275	240	225	290	325	228	227	324	339	319	212	288	242	235	234	187	243	180	260	241	250	240	155	278
3 Mo. Roll Avg			256	249	237	235	236	254	276	315	304	305	290	266	247	252	280	281	260	260	297	327	290	273	247	255	237	219	221	203	227	227	250	244	215	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	285	255	251	264	298	323	351	344	334	311	295	281	269	270	254	259	289	301	301	312	304	295	292	295	255	246	235	224	244	247	255	248	225	233	220	210
MSI	19	15	21	22	21	20	22	14	13	10	15	11	10	21	20	15	12	12	12	10	25	15	15	21	26	14	11	11	14	15	10	7	7	9	13	12

	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	76	157	128	106	105	72	67	103	123	77	54	133	110	137	175	128	99	99	87	56	39	99	87	95	156	67	108	135	91	148	124	64	97	113	150	179
3 Mo. Roll Avg			120	130	113	94	81	81	98	101	85	88	99	127	141	147	134	109	95	81	61	65	75	94	113	106	110	103	111	125	121	112	95	91	120	147

	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	143	159	127	164	142	138	126	166	155	163	155	139	138	135	134	149	140	142	136	147	141	137	123	134	104	118	129	116	127	111	122	134	122	126	108	127
3 Mo. Roll Avg			143	150	144	148	135	143	149	161	158	152	144	137	136	139	141	144	139	142	141	142	134	131	120	119	117	121	124	118	120	122	126	127	119	120

	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	0.912	0.884	0.859	0.892	0.906	0.911	0.906	0.913	0.898	0.907	0.913	0.842	0.891	0.861	0.866	0.838	0.885	0.906	0.882	0.912	0.902	0.876	0.871	0.866	0.832	0.878	0.871	0.833	0.876	0.872	0.885	0.892	0.898	0.892	0.801	0.869
3 Mo. Roll Avg			0.885	0.878	0.886	0.903	0.908	0.910	0.906	0.906	0.906	0.887	0.882	0.865	0.873	0.855	0.863	0.876	0.891	0.900	0.899	0.897	0.883	0.871	0.856	0.859	0.860	0.861	0.860	0.860	0.878	0.883	0.892	0.894	0.864	0.854

	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	39	26	48	61	85	83	94	81	68	50	41	45	36	45	30	65	95	88	56	64	52	54	48	39	25	39	42	34	64	66	67	54	41	53	37	47
Inventory	285	255	251	264	298	323	351	344	334	311	295	281	269	270	254	259	289	301	301	312	304	295	292	295	255	246	235	224	244	247	255	248	225	233	220	210
Sales	15	17	12	12	14	16	16	24	26	31	20	25	27	13	13	17	25	25	26	32	12	20	19	14	10	18	21	20	18	17	26	36	31	27	17	18

	(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	287	333	238	250	348	259	209	386	341	327	338	325	266	251	264	307	351	260	238	328	386	297	285	307	226	256	283	211	278	216	255	295	252	267	194	305
3 Mo. Roll Avg			286	274	279	286	272	285	312	351	335	330	309	281	260	274	307	306	283	275	317	337	323	297	273	263	255	250	257	235	250	255	267	271	238	256

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