

City: Buffalo Grove



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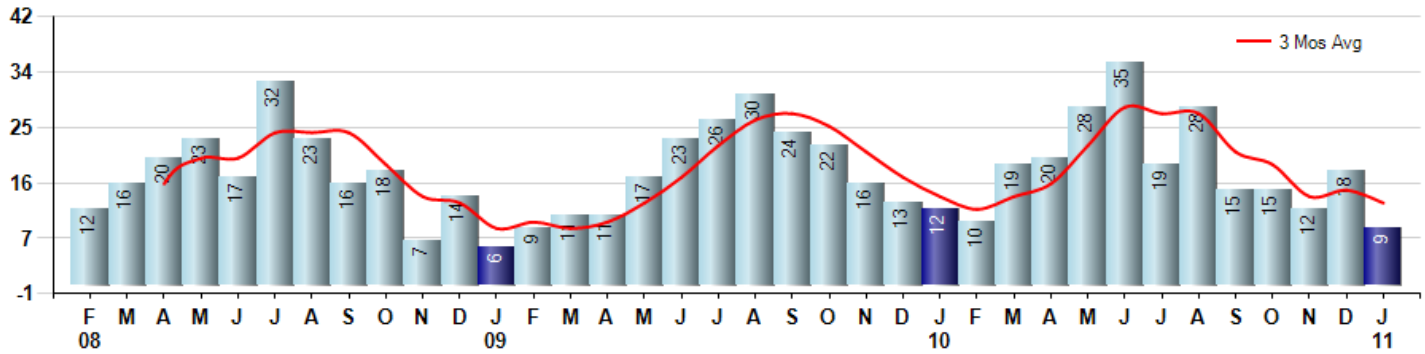
Price Range: ALL | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$361,450	↑						
Average List Price of all Current Listings	\$407,757	↑						
January Median Sales Price	\$273,000	↓	↓	↓	↓	\$273,000	↓	↓
January Average Sales Price	\$312,043	↑	↓	↔	↓	\$312,043	↔	↓
Total Properties Currently for Sale (Inventory)	122	↓		↓				
January Number of Properties Sold	9	↓		↓		9	↔	
January Average Days on Market (Solds)	51	↓	↓	↑	↓	51	↑	↓
Asking Price per Square Foot (based on New Listings)	\$170	↔	↔	↓	↓	\$170	↓	↓
January Sold Price per Square Foot	\$155	↑	↑	↑	↓	\$155	↑	↓
January Month's Supply of Inventory	13.6	↑	↑	↑	↑	13.6	↑	↑
January Sale Price vs List Price Ratio	89.3%	↑	↓	↓	↓	89.2%	↓	↓

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

Property Sales

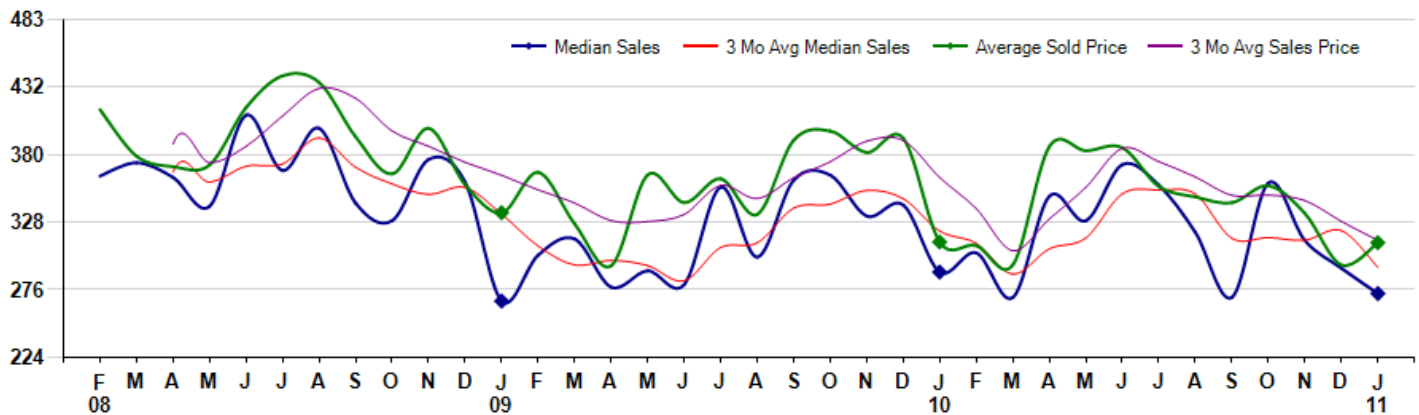
January Property sales were 9, down -25.0% from 12 in January of 2010 and -50.0% lower than the 18 sales last month. January 2011 sales were at a mid level compared to January of 2010 and 2009. January YTD sales of 9 are running -25.0% behind last year's year-to-date sales of 12.



Prices

The Median Sales Price in January was \$273,000, down -5.7% from \$289,500 in January of 2010 and down -6.7% from \$292,500 last month. The Average Sales Price in January was \$312,043, down -0.2% from \$312,583 in January of 2010 and up 5.8% from \$294,932 last month. January 2011 ASP was at the lowest level compared to January 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 2/1/2008 through 1/31/2011. 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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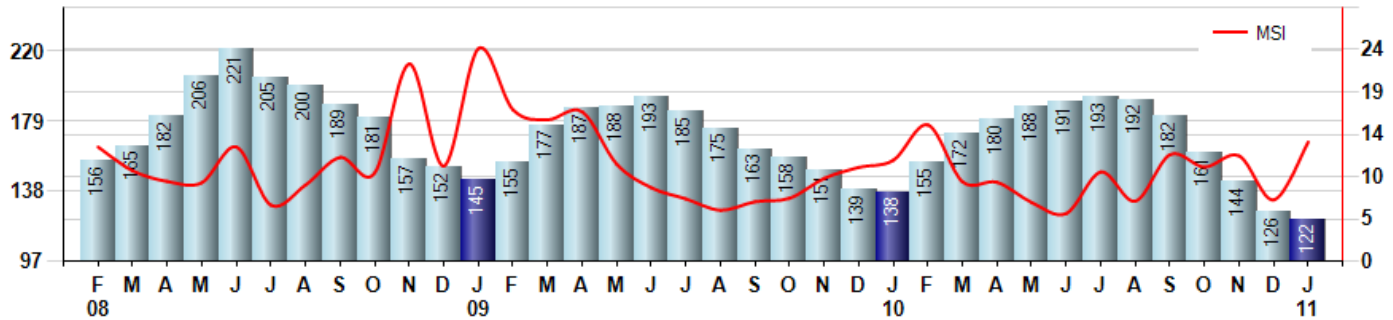
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 122, down -3.2% from 126 last month and down -11.6% from 138 in January of last year. January 2011 Inventory was at the lowest level compared to January of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2011 MSI of 13.6 months was at a mid range compared with January of 2010 and 2009.

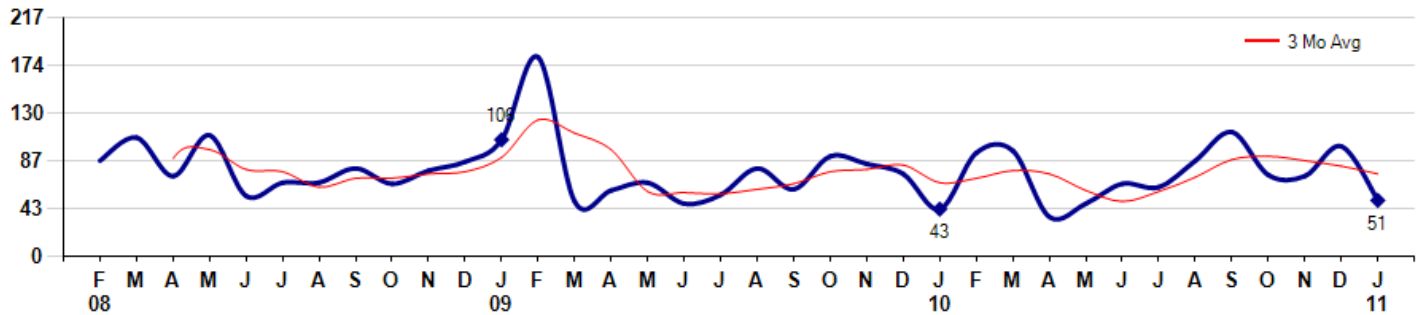
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 51, down -49.0% from 100 days last month and up 18.6% from 43 days in January of last year. The January 2011 DOM was at a mid range compared with January of 2010 and 2009.

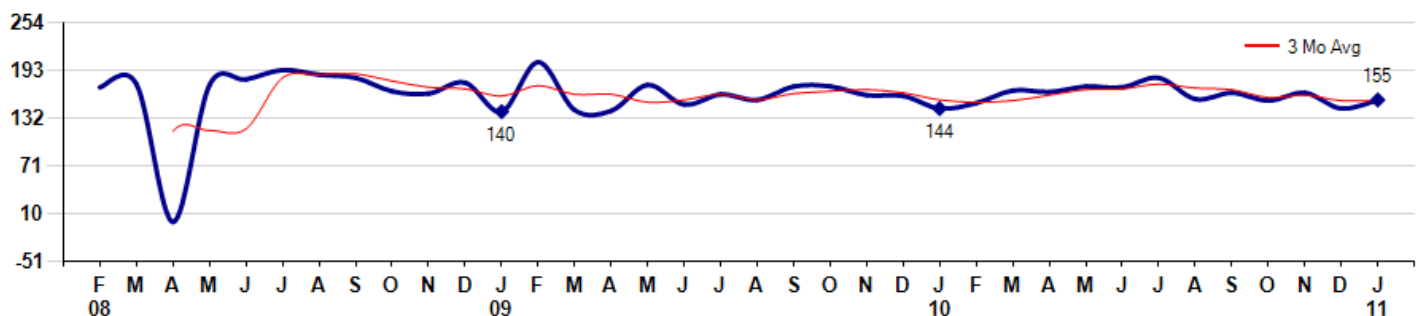
Average Days on Market (Listing to Contract) for properties sold during the month



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 January 2011 Selling Price per Square Foot of \$155 was up 7.6% from \$144 last month and up 7.6% from \$144 in January of last year.

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



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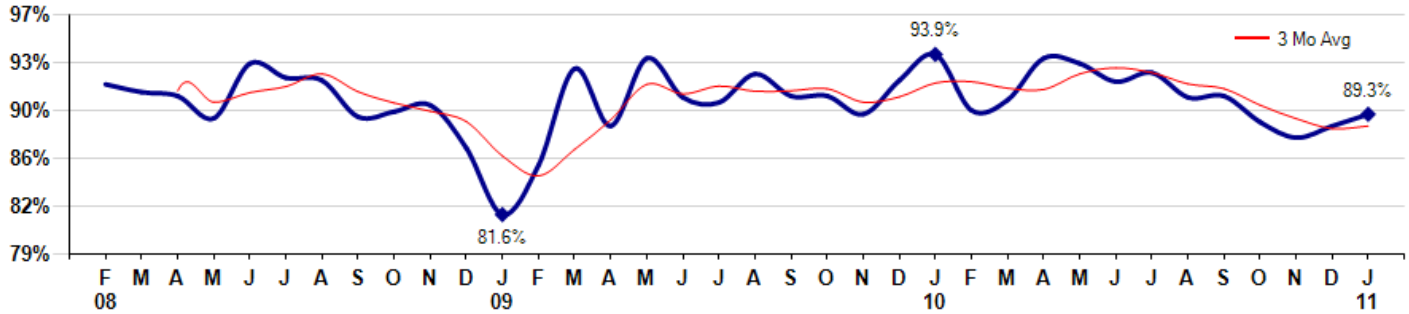


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Selling Price vs Original Listing Price

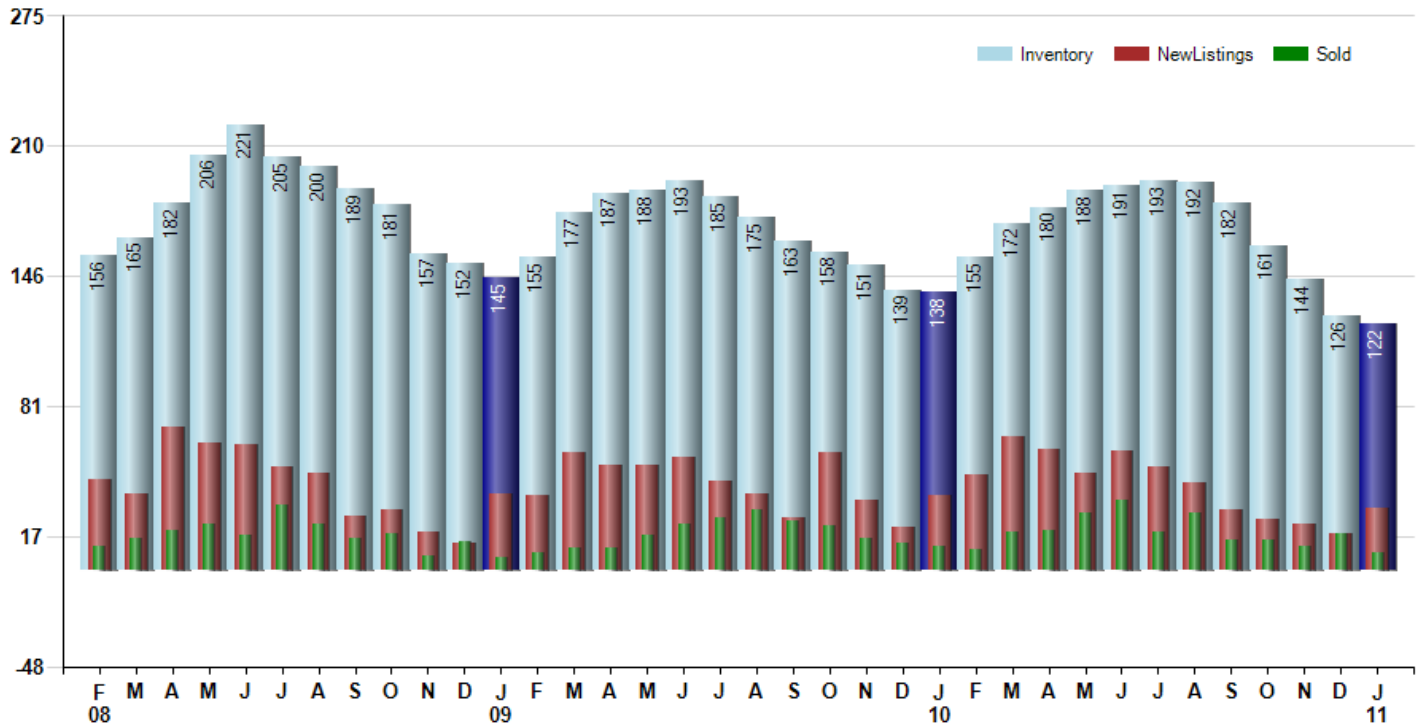
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The January 2011 Selling Price vs Original List Price of 89.3% was up from 88.4% last month and down from 93.9% in January 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 January 2011 was 31, up 72.2% from 18 last month and down -16.2% from 37 in January of last year.



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	F 08	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	F	M	A	M	J	J	A	S	O	N	D	J 11
Homes Sold	12	16	20	23	17	32	23	16	18	7	14	6	9	11	11	17	23	26	30	24	22	16	13	12	10	19	20	28	35	19	28	15	15	12	18	9
3 Mo. Roll Avg			16	20	20	24	24	24	19	14	13	9	10	9	10	13	17	22	26	27	25	21	17	14	12	14	16	22	28	27	27	21	19	14	15	13

	(000's) F 08	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	F	M	A	M	J	J	A	S	O	N	D	J 11
Median Sale Price	363	374	362	340	410	368	400	343	329	376	359	267	303	315	278	291	280	355	301	360	364	333	341	290	304	270	348	329	372	356	320	270	358	314	293	273
3 Mo. Roll Avg			366	359	371	373	393	370	357	349	355	334	309	295	299	295	283	308	312	339	342	352	346	321	312	288	307	316	350	352	349	315	316	314	321	293

	F 08	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	F	M	A	M	J	J	A	S	O	N	D	J 11
Inventory	156	165	182	206	221	205	200	189	181	157	152	145	155	177	187	188	193	185	175	163	158	151	139	138	155	172	180	188	191	193	192	182	161	144	126	122
MSI	13	10	9	9	13	6	9	12	10	22	11	24	17	16	17	11	8	7	6	7	7	9	11	12	16	9	9	7	5	10	7	12	11	12	7	14

	F 08	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	F	M	A	M	J	J	A	S	O	N	D	J 11
Days On Market	87	108	73	110	55	67	67	80	66	78	86	106	181	50	60	67	48	56	80	61	91	84	75	43	94	96	36	48	66	63	87	113	74	73	100	51
3 Mo. Roll Avg			89	97	79	77	63	71	71	75	77	90	124	112	97	59	58	57	61	66	77	79	83	67	71	78	75	60	50	59	72	88	91	87	82	75

	F 08	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	F	M	A	M	J	J	A	S	O	N	D	J 11
Price per Sq Ft	171	175	0	174	181	193	187	183	166	163	177	140	203	142	141	174	149	162	155	172	172	161	160	144	151	167	165	172	171	183	156	164	154	164	144	155
3 Mo. Roll Avg			115	116	118	183	187	188	179	171	169	160	173	162	162	152	155	162	155	163	166	168	164	155	152	154	161	168	169	175	170	168	158	161	154	154

	F 08	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	F	M	A	M	J	J	A	S	O	N	D	J 11
Sale to List Price	0.916	0.910	0.907	0.890	0.932	0.921	0.919	0.891	0.895	0.900	0.867	0.816	0.854	0.928	0.884	0.936	0.906	0.902	0.924	0.907	0.907	0.893	0.919	0.939	0.896	0.904	0.936	0.932	0.918	0.925	0.906	0.907	0.887	0.875	0.884	0.893
3 Mo. Roll Avg			0.911	0.902	0.910	0.914	0.924	0.910	0.902	0.895	0.887	0.861	0.846	0.866	0.889	0.916	0.909	0.915	0.911	0.911	0.913	0.902	0.906	0.917	0.918	0.913	0.912	0.924	0.929	0.925	0.916	0.913	0.900	0.890	0.882	0.884

	F 08	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	F	M	A	M	J	J	A	S	O	N	D	J 11
New Listings	45	38	71	63	62	51	48	27	30	19	13	38	37	58	52	52	56	44	38	26	58	35	21	37	47	66	60	48	59	51	43	30	25	23	18	31
Inventory	156	165	182	206	221	205	200	189	181	157	152	145	155	177	187	188	193	185	175	163	158	151	139	138	155	172	180	188	191	193	192	182	161	144	126	122
Sales	12	16	20	23	17	32	23	16	18	7	14	6	9	11	11	17	23	26	30	24	22	16	13	12	10	19	20	28	35	19	28	15	15	12	18	9

	(000's) F 08	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	F	M	A	M	J	J	A	S	O	N	D	J 11
Avg Sale Price	414	379	371	372	416	440	435	393	365	400	357	335	366	327	294	364	343	361	334	391	398	381	392	313	310	295	386	383	385	355	347	343	356	335	295	312
3 Mo. Roll Avg			388	374	386	409	430	423	398	386	374	364	353	343	329	328	334	356	346	362	374	390	391	362	338	306	330	355	385	374	363	348	349	344	328	314

