

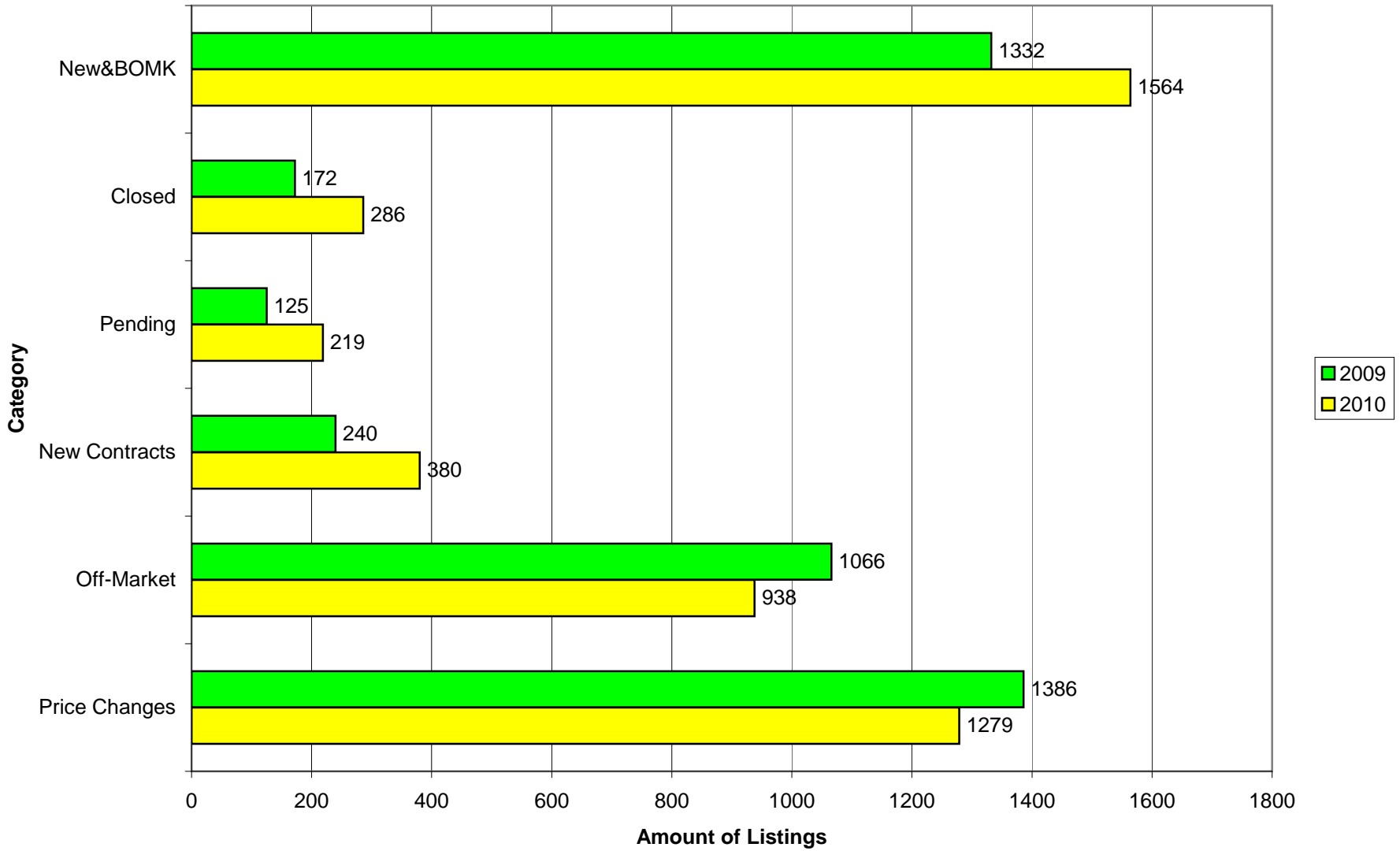


Legal

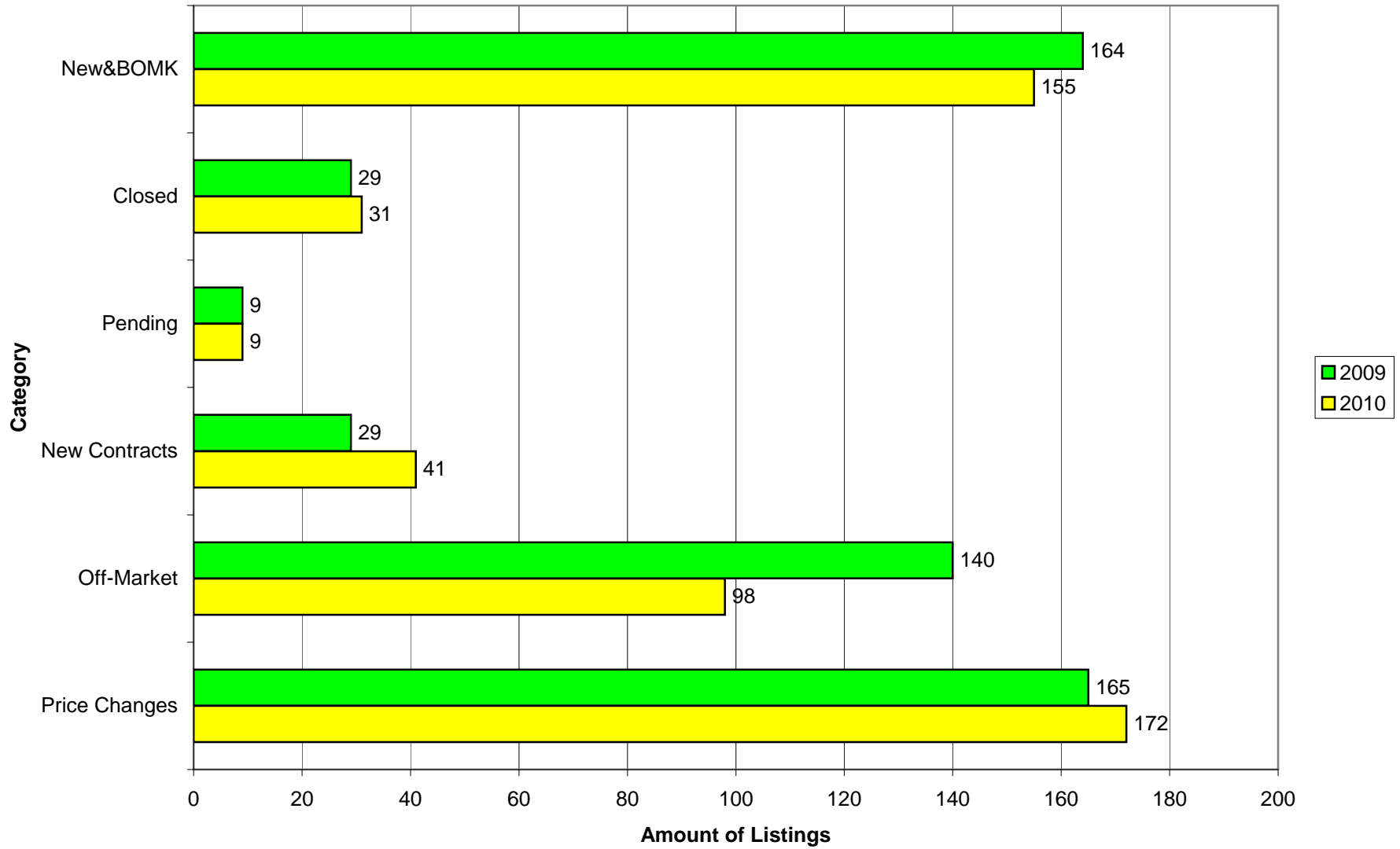
### Legal Information

The following representations are based in whole or in part on data supplied by various participants in the Midwest Real Estate Data, LLC (MRED). Neither North Shore Barrington Association of Realtors (NSBAR) nor the Midwest Real Estate Data LLC guarantees, nor is in any way responsible for its accuracy. Data maintained by the Midwest Real Estate Data, LLC may not reflect all real estate activity in the market.

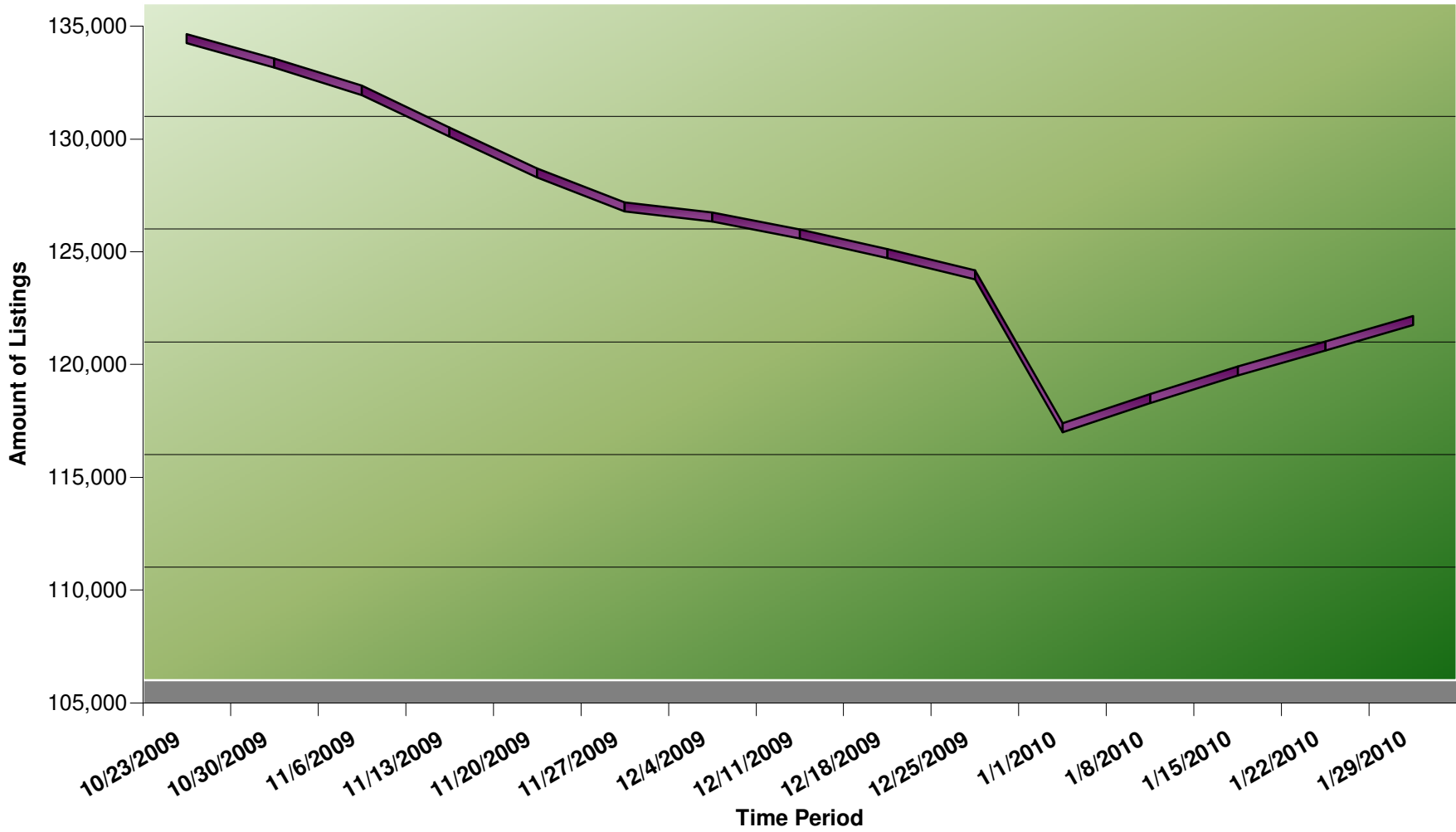
### North Shore Quick Data



### Barrington Quick Data

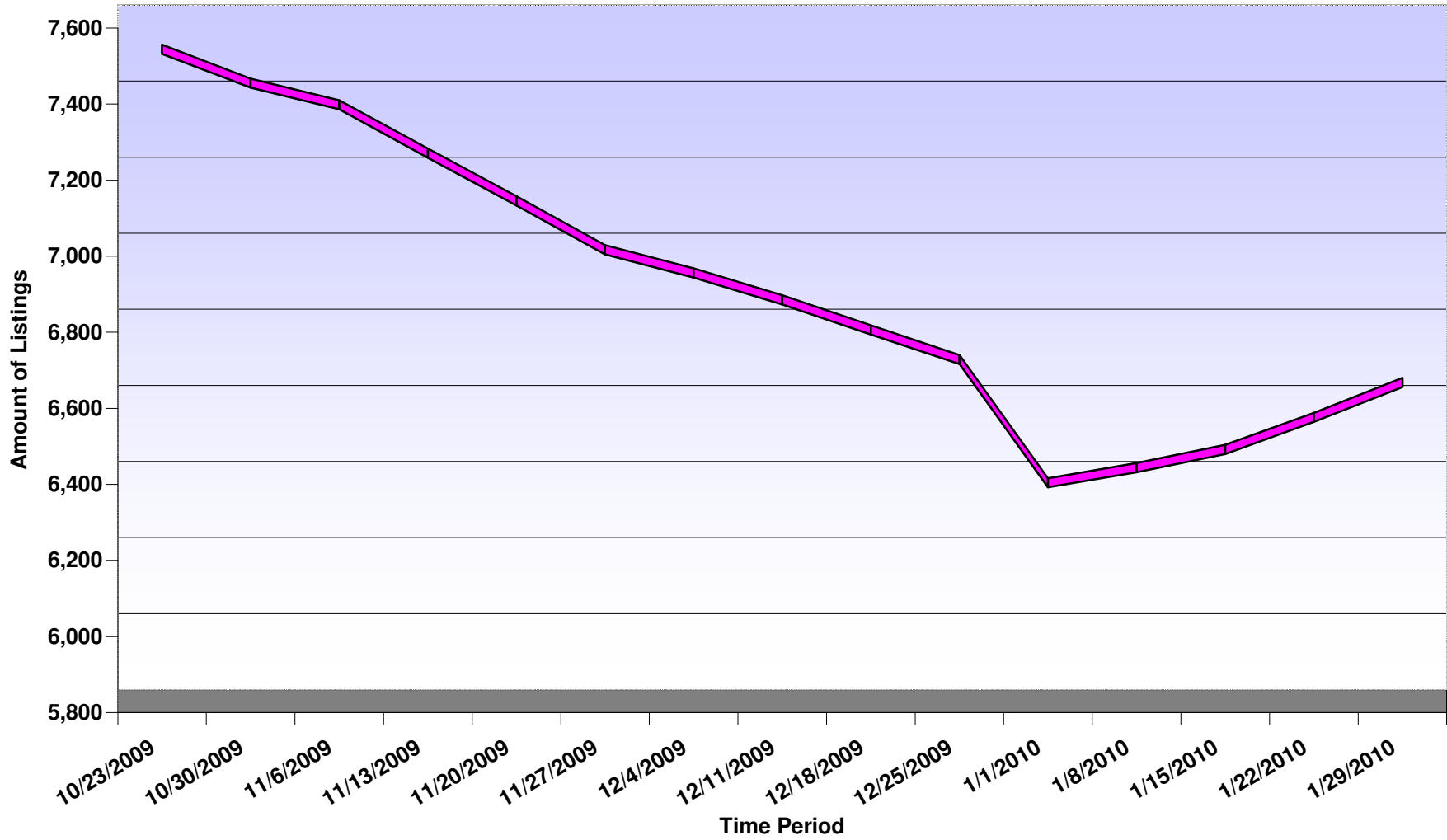


### MRED Active Listngs All Property Types

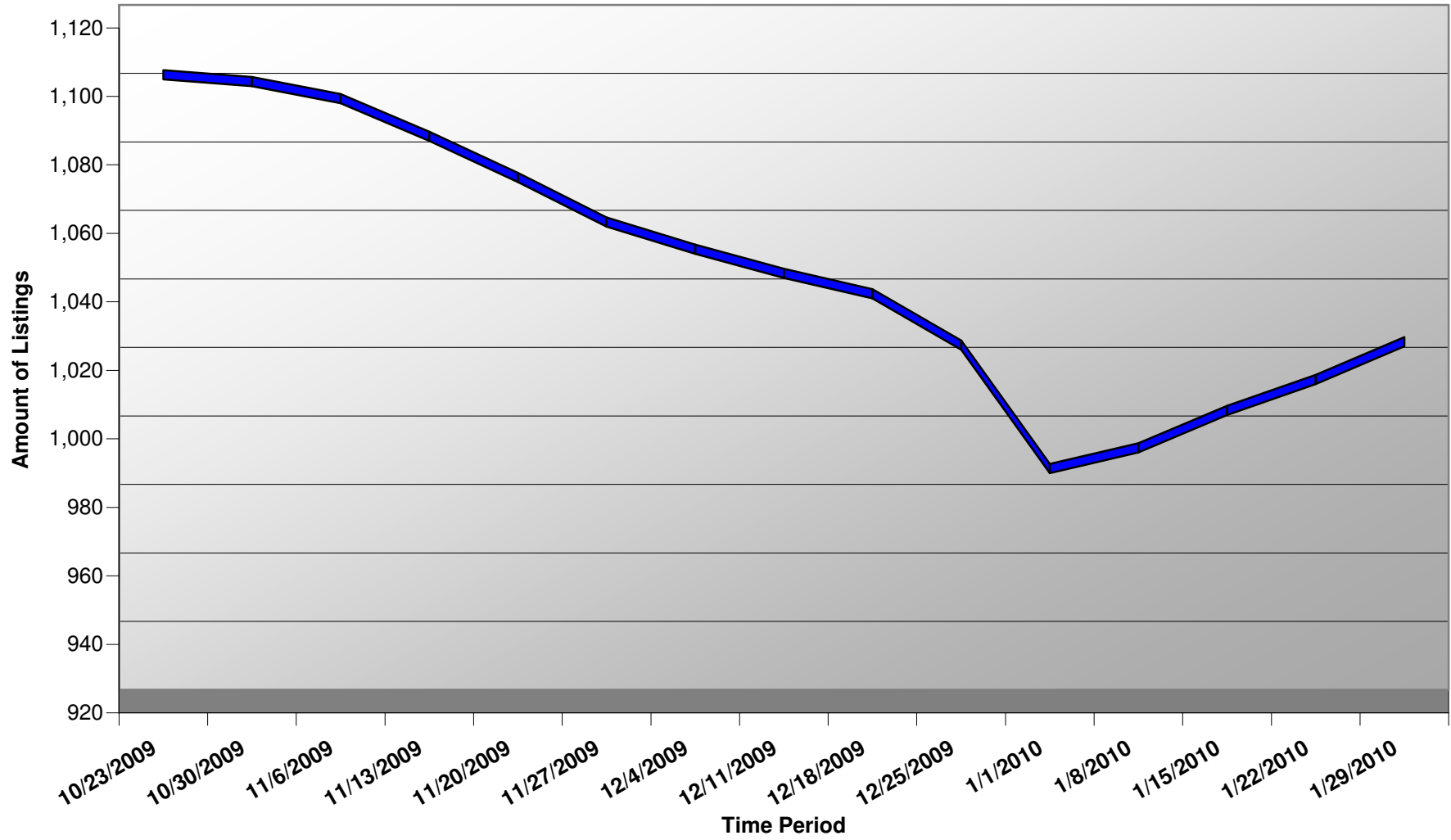


The tables show active listings for all MRED and for NSBAR for the last fifteen weeks. The NSBAR actives are broken down between North Shore and Barrington.

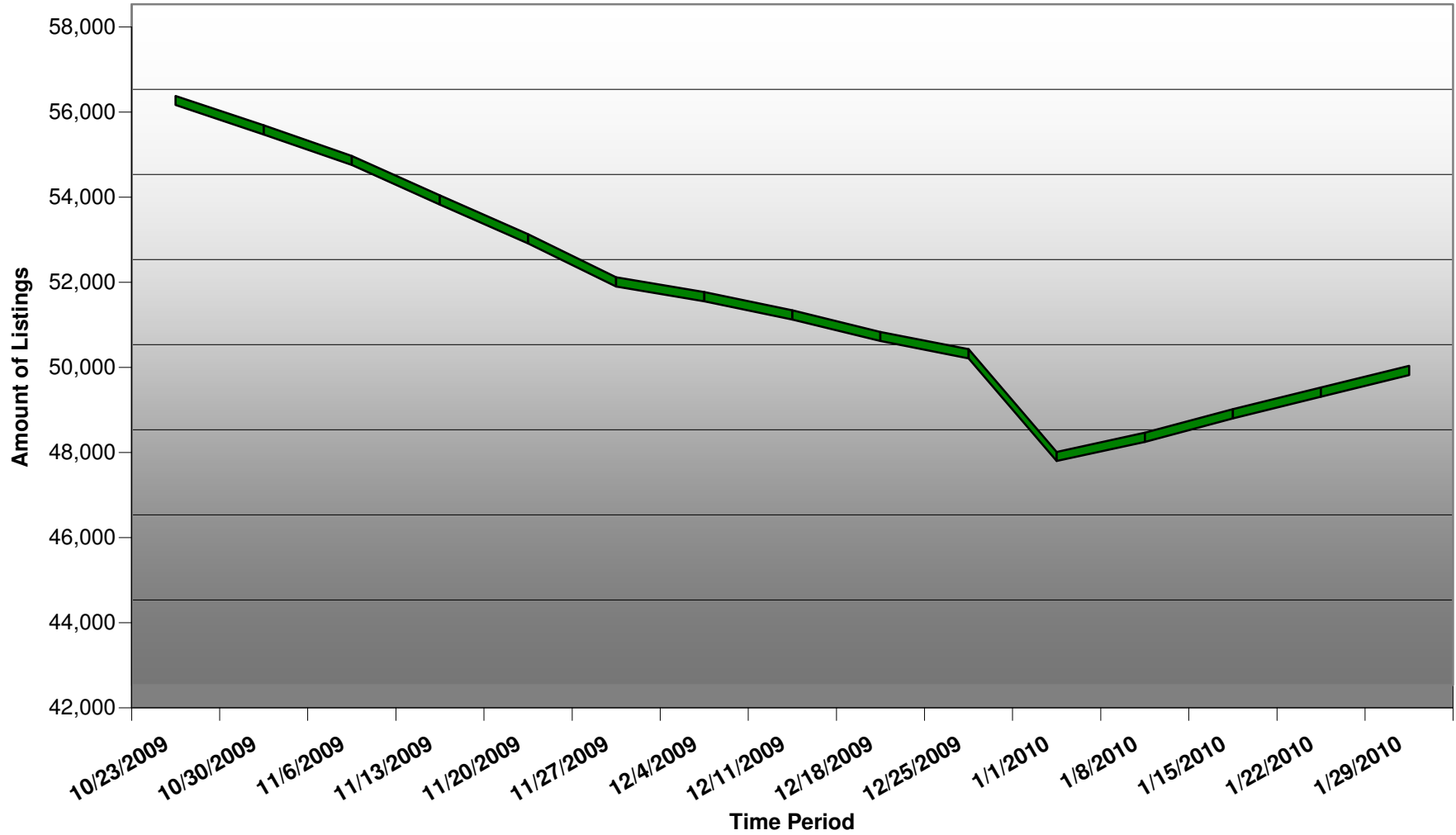
North Shore Area Active Listings All Property Types



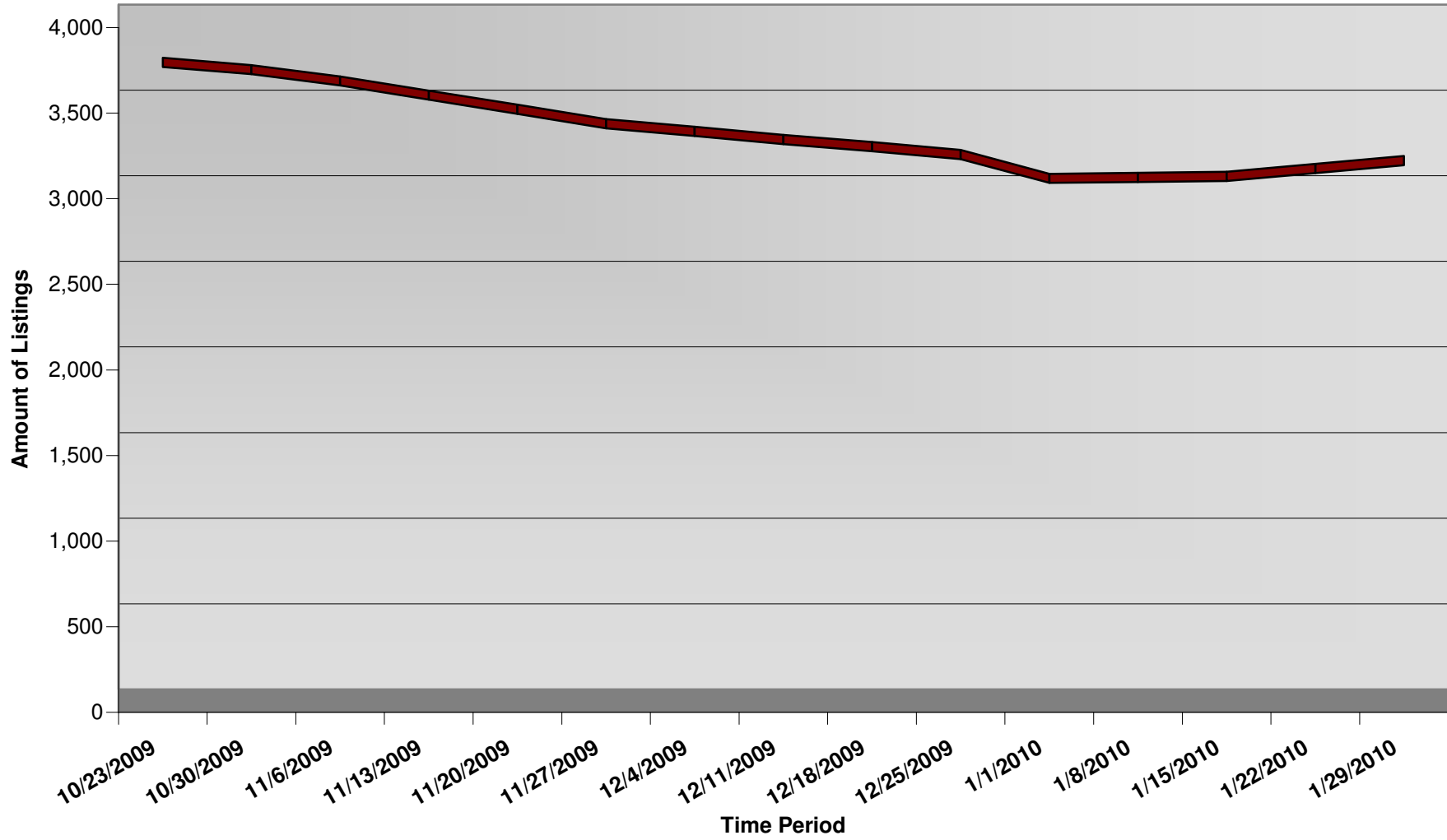
Barrington Area Active Listings - All Property Types



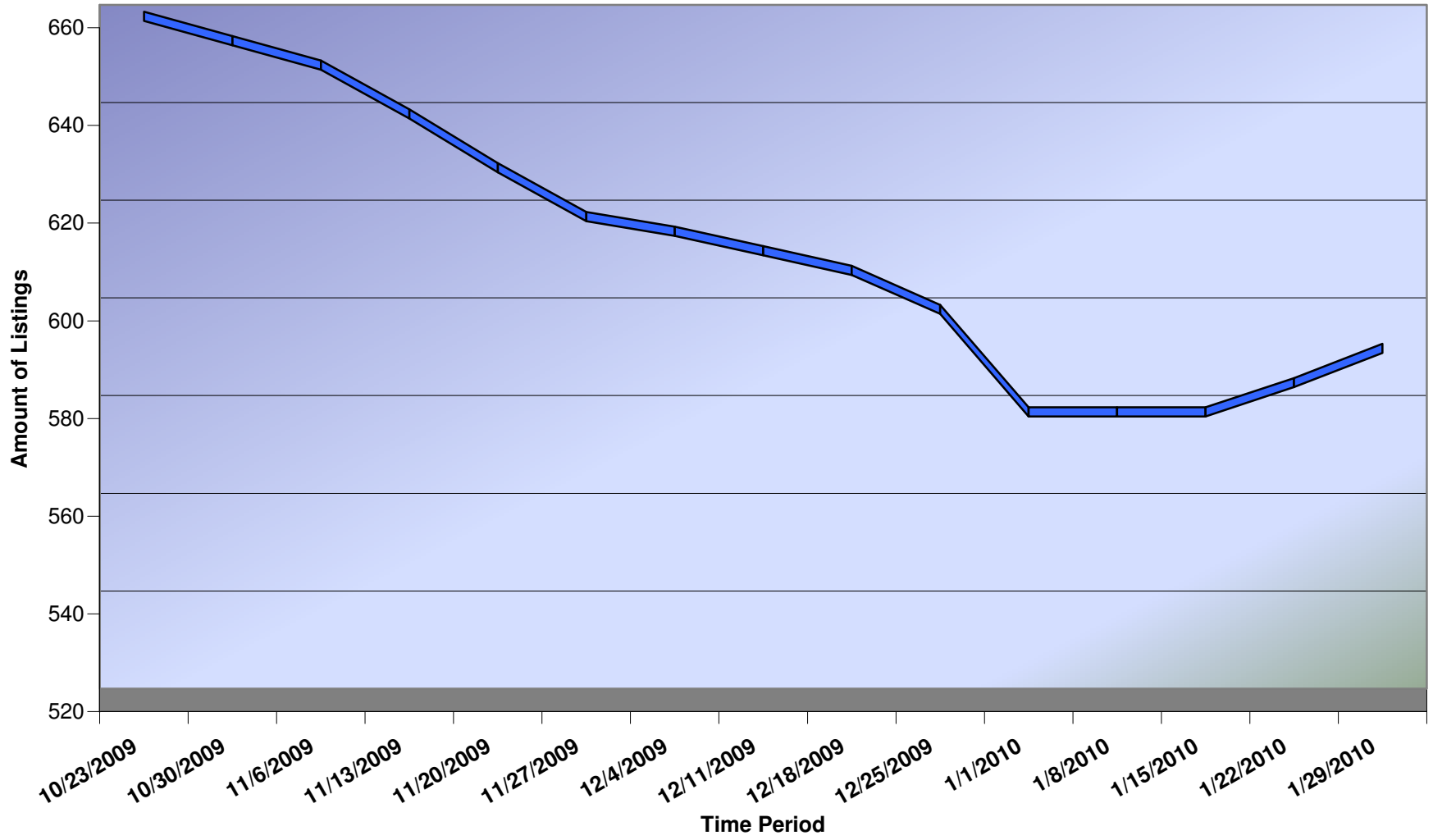
MRED Single Family Homes Active Listings (DE)



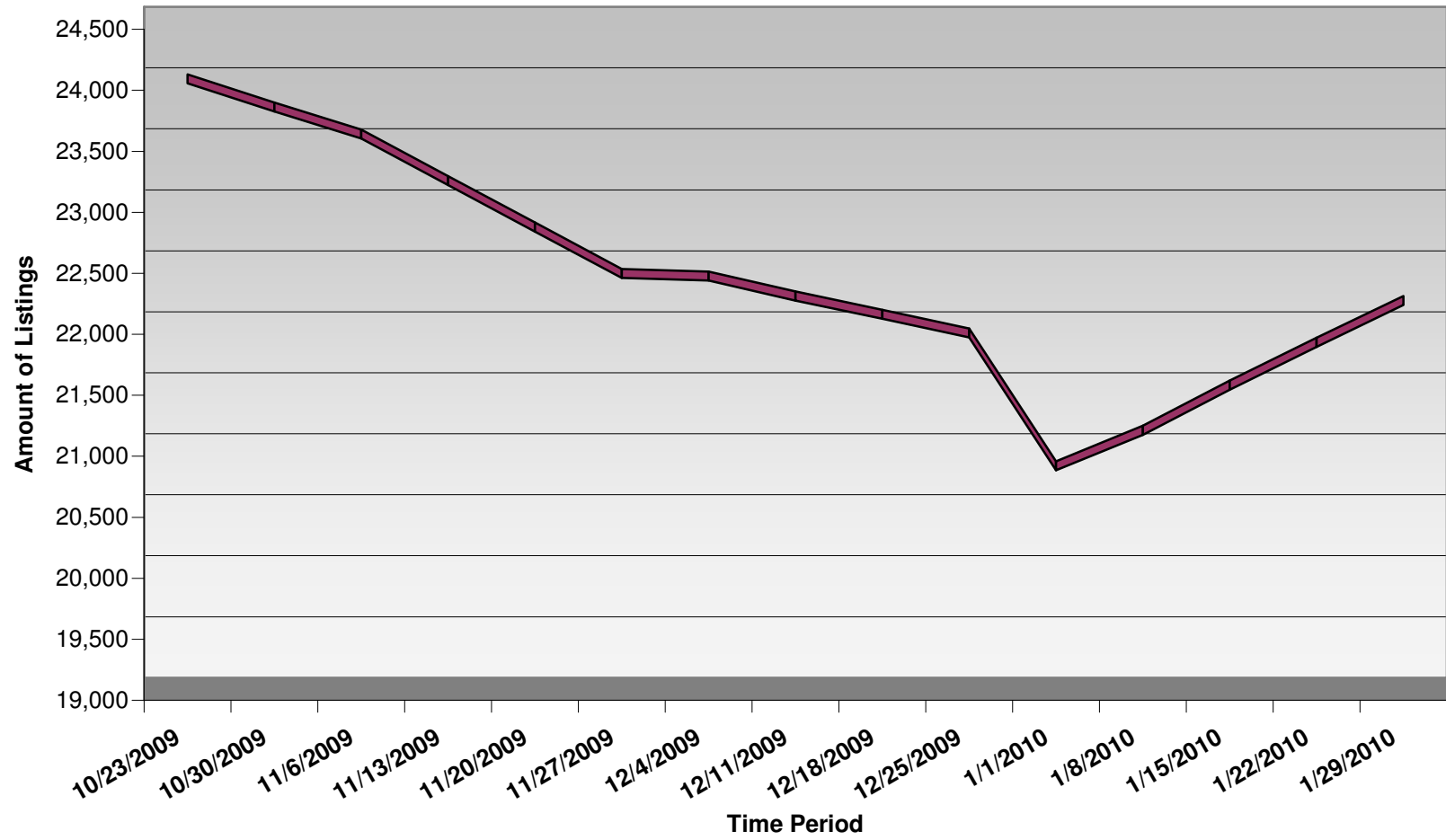
North Shore Area Single Family Homes Active Listings (DE)



Barrington Area Single Family Homes Active Listings (DE)

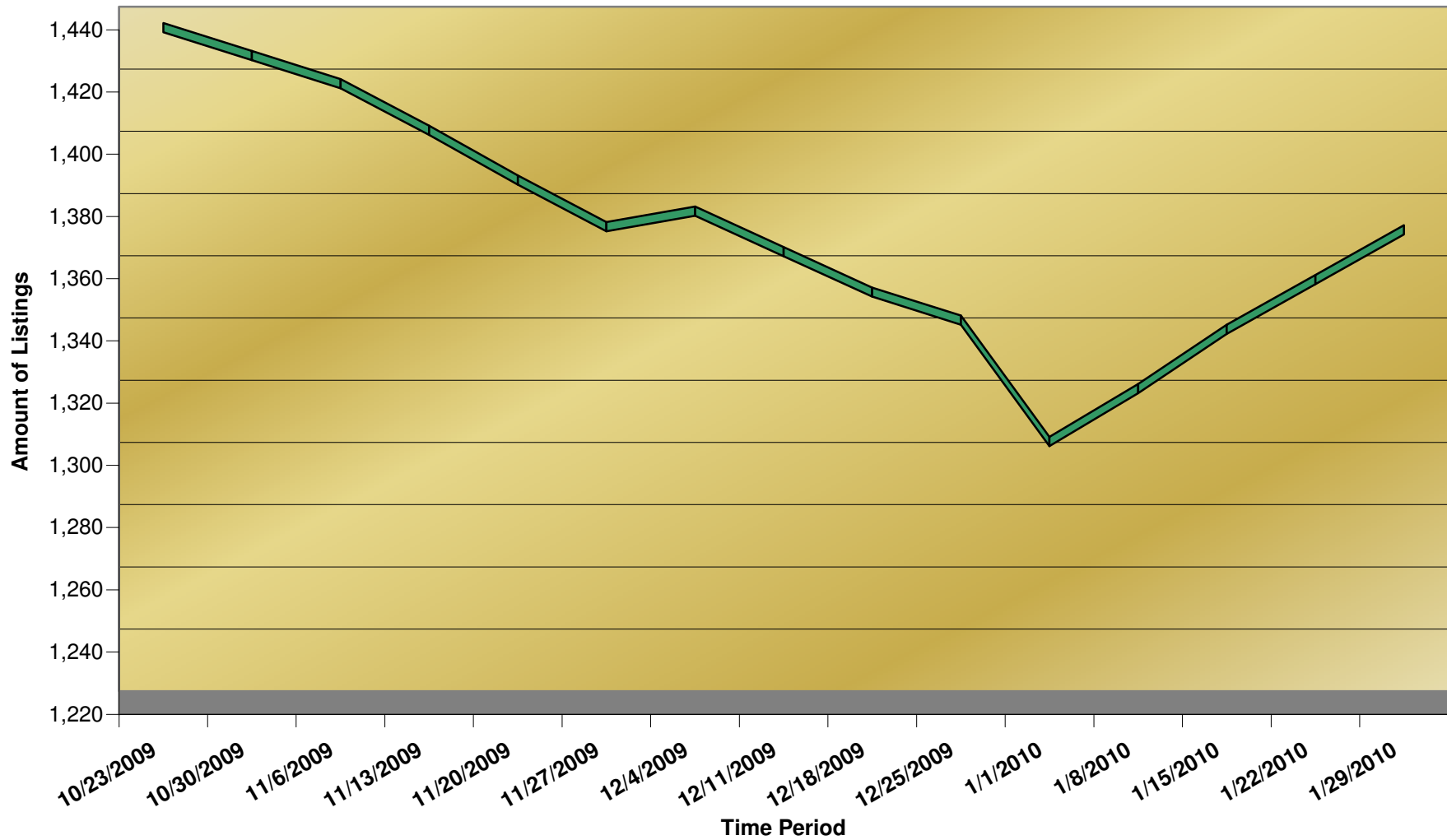


### MRED Active Condo Listings(AT-C)



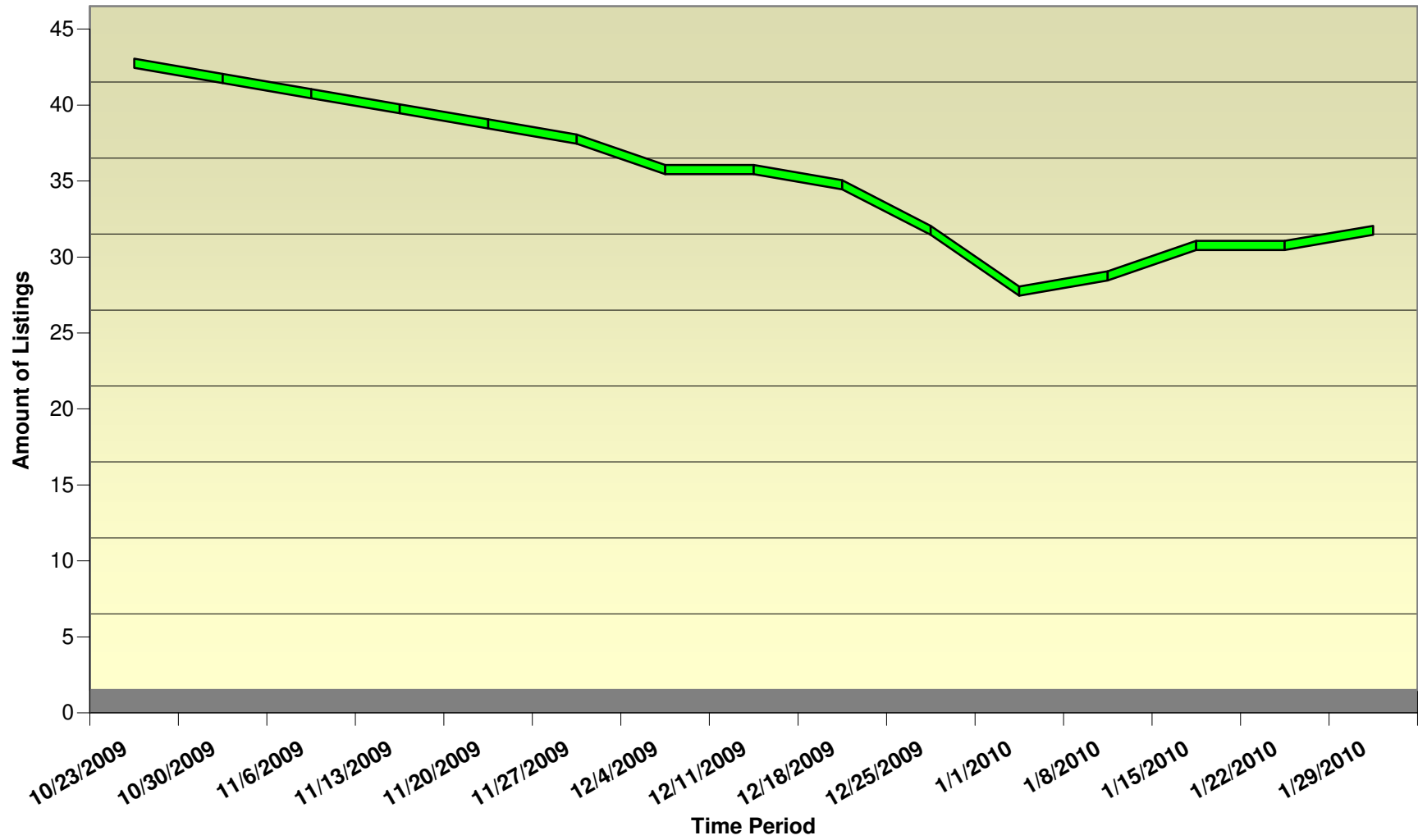
Information is for Property Type 2, Attached, for type of Property C for Condominium. This does not include townhouses, co-ops, or any other type of property listed under Attached Property types.

# North Shore Area Active Condo Listings



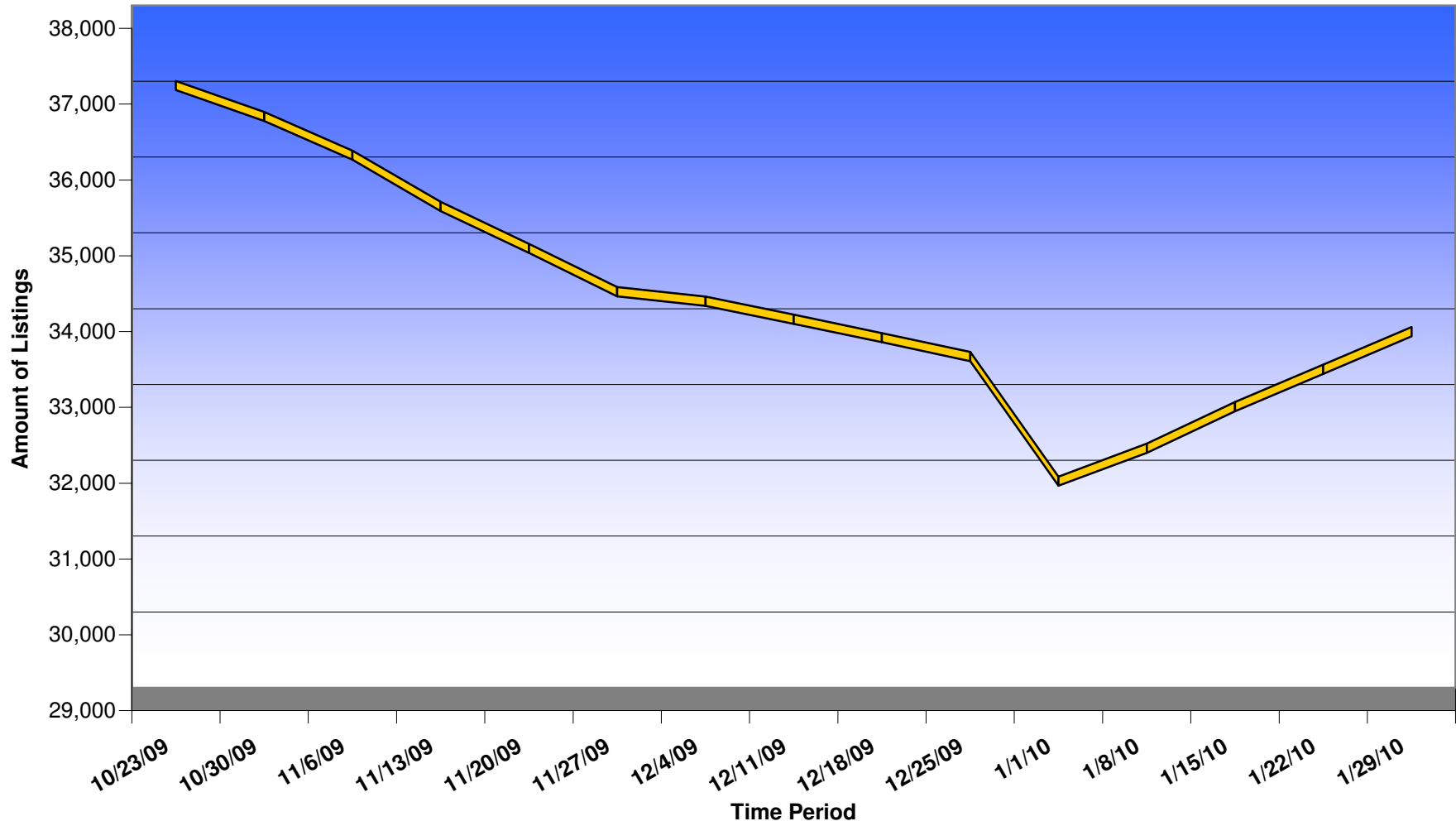
Information is for Property Type 2, Attached, for type of Property C for Condominium. This does not include townhouses, co-ops, or any other type of property listed under Attached Property types.

### Barrington Area Active Condo Listings



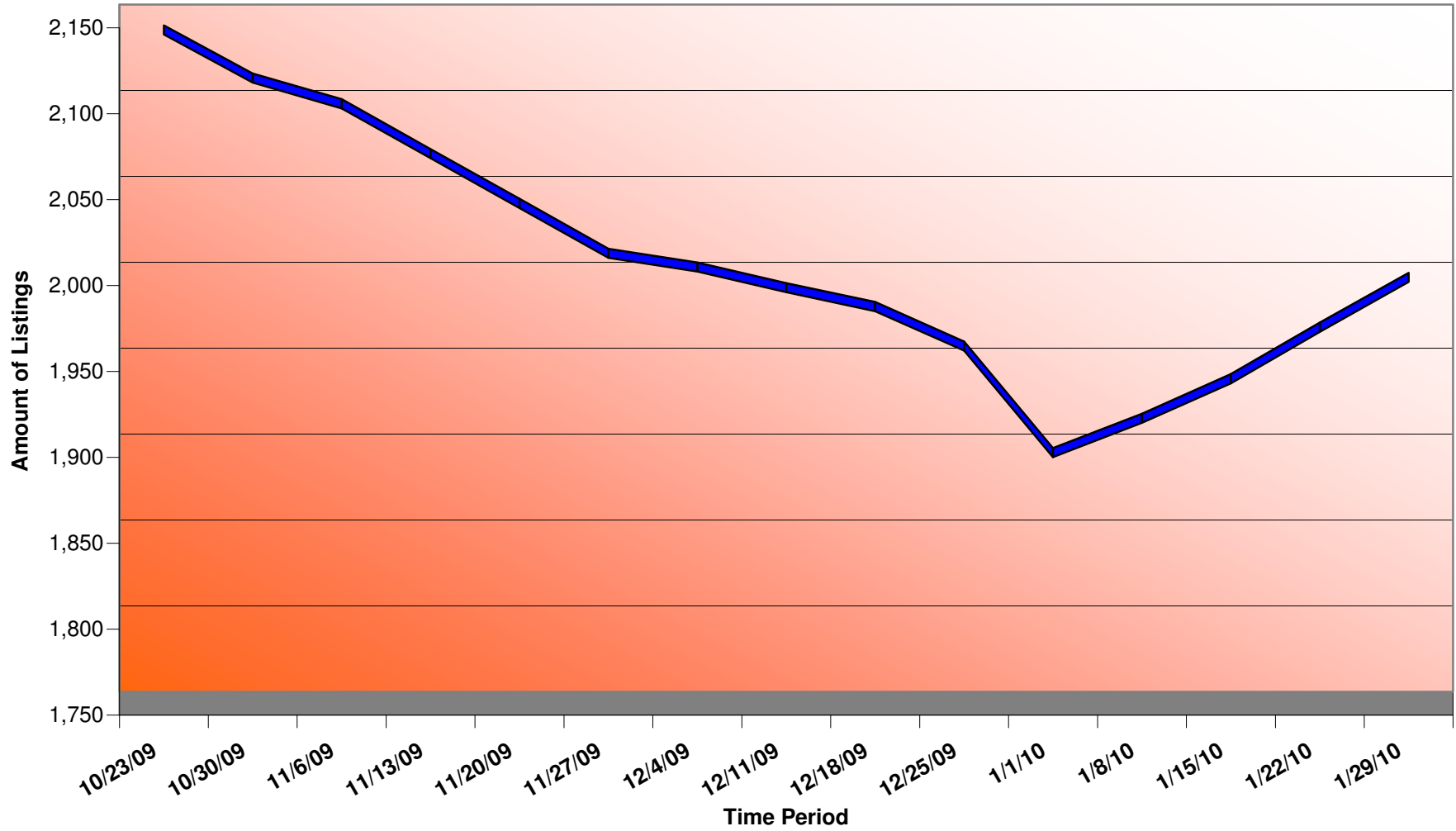
Information is for Property Type 2, Attached, for type of Property C for Condominium. This does not include townhouses, co-ops, or any other type of property listed under Attached Property types.

### MRED Attached Active Listings



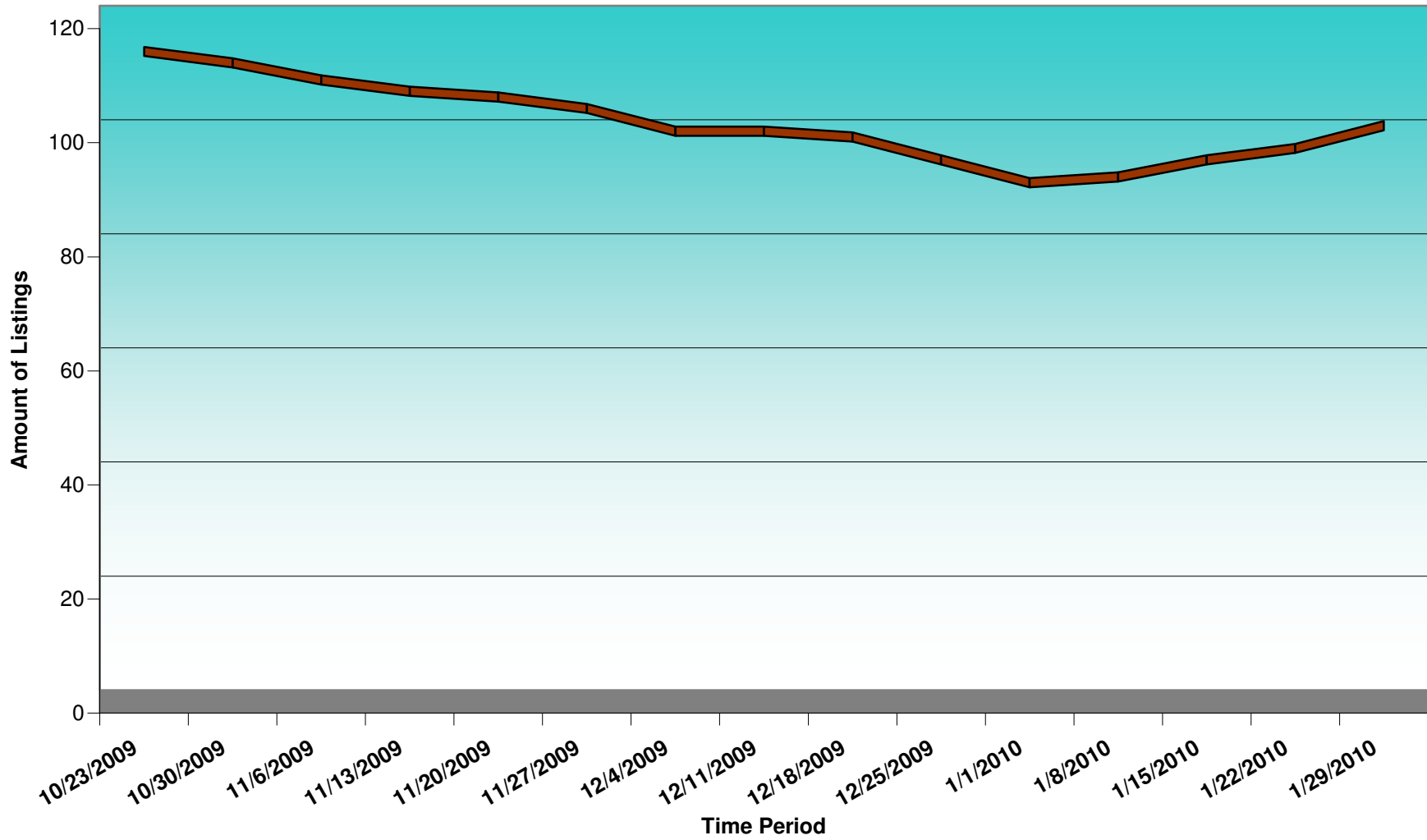
Information is for all types of properties listed under Attached, Property Type 2

### North Shore Area Active Attached Listings



Information is for all types of properties listed under Attached, Property Type 2

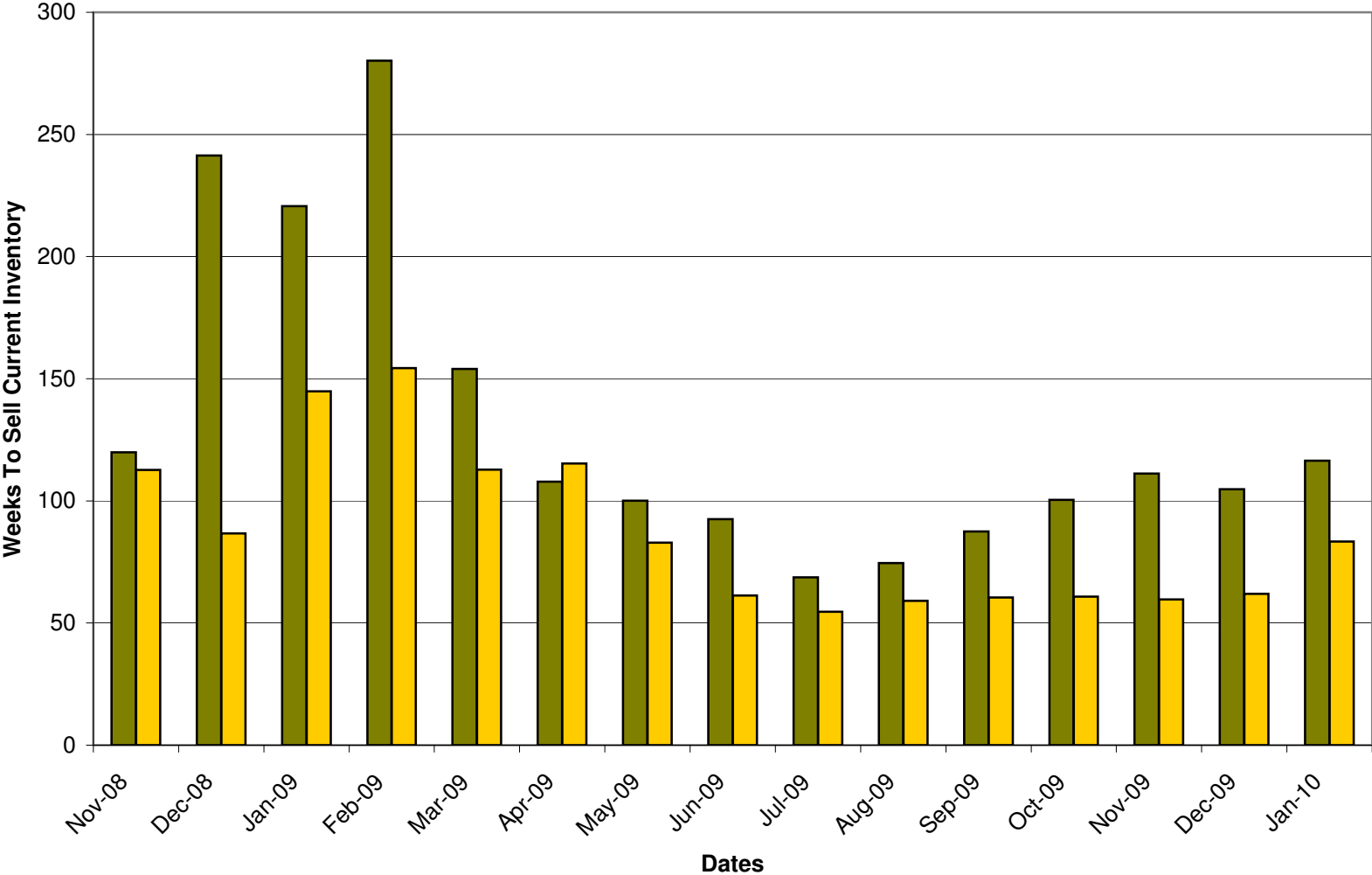
### Barrington Area Active Attached Listings



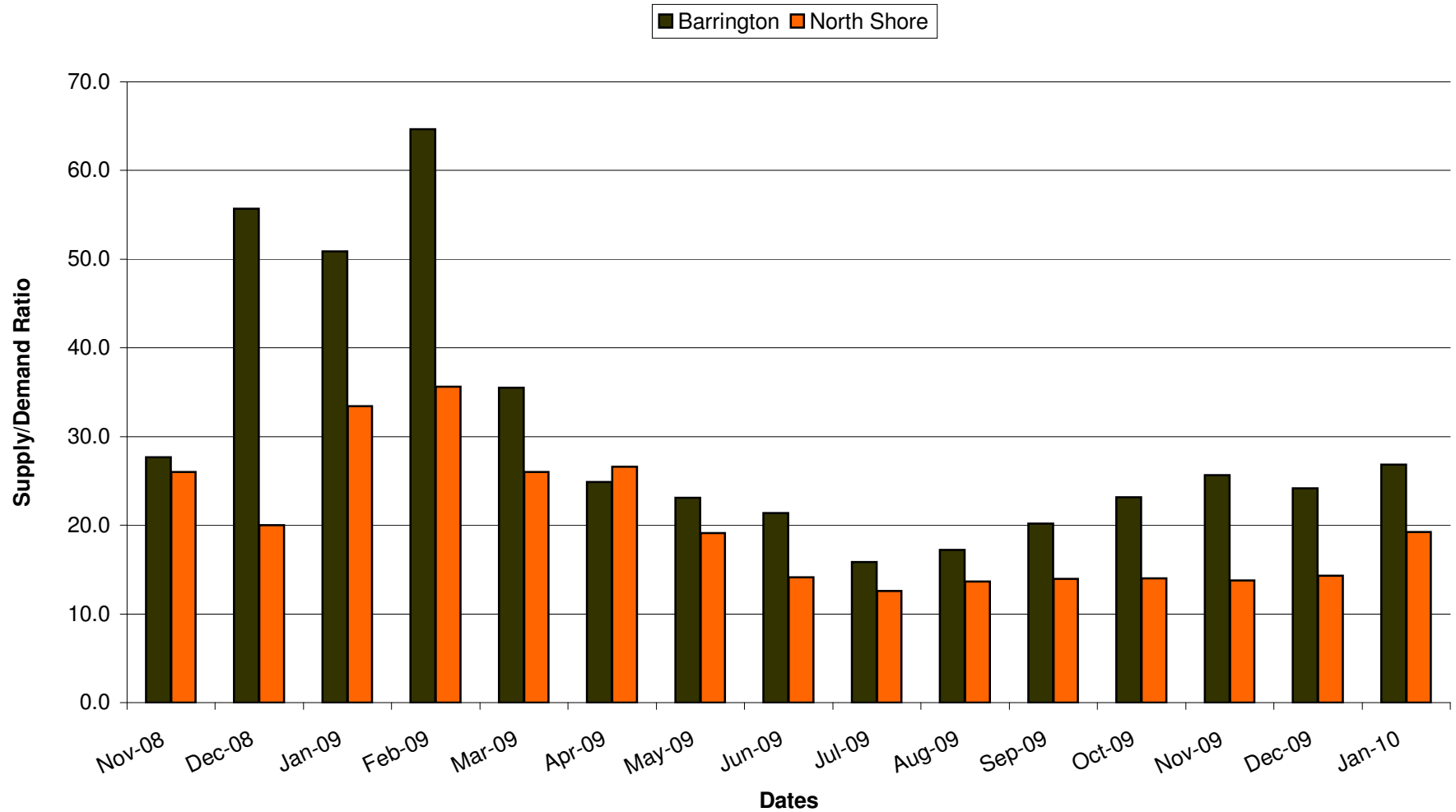
Information is for all types of properties listed under Attached, Property Type 2

### NSBAR Absorption Rate for Detached Single Family Homes

■ Barrington ■ NorthShore

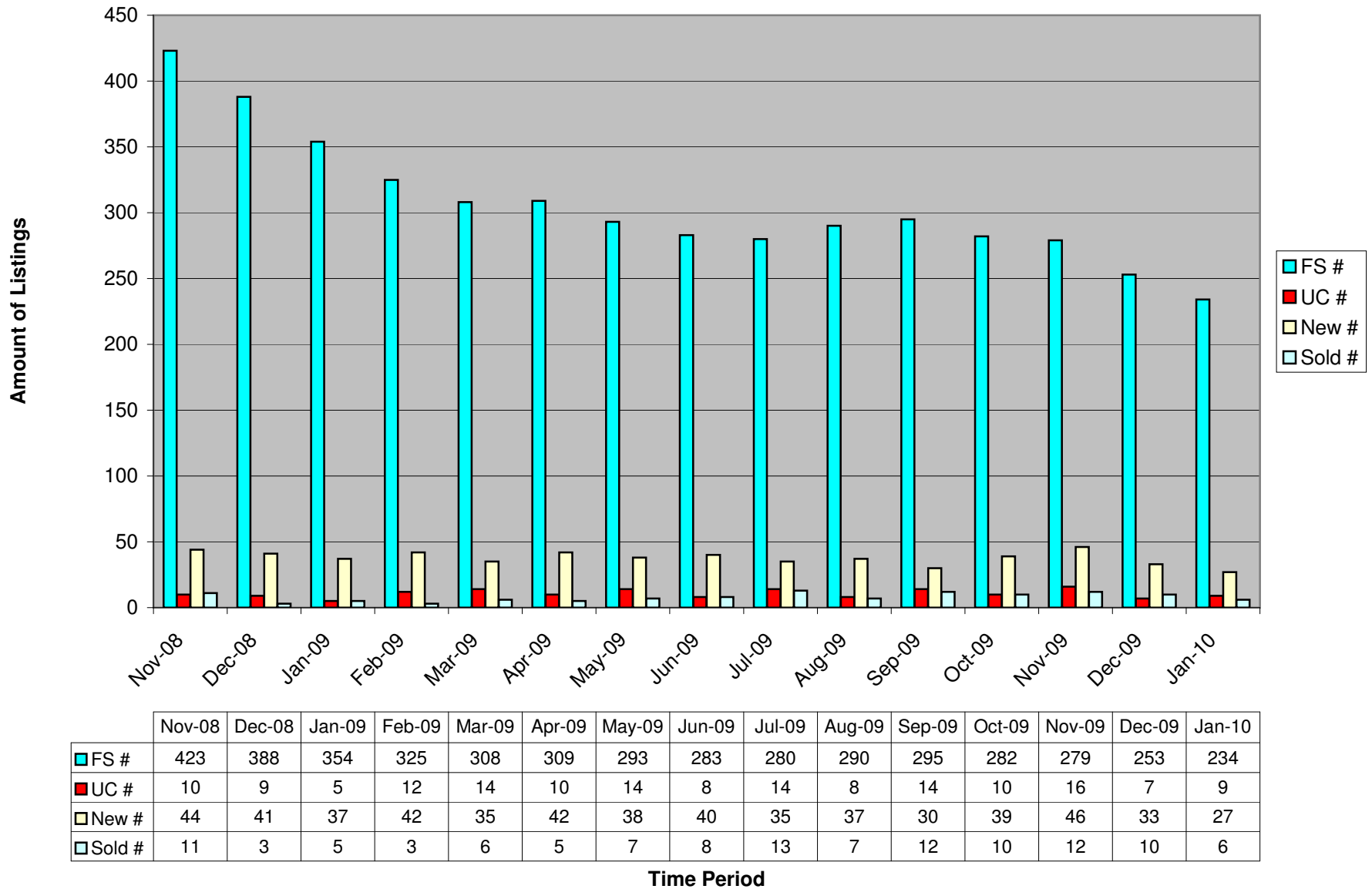


## NSBAR Supply Demand Ratio for Single Family Homes



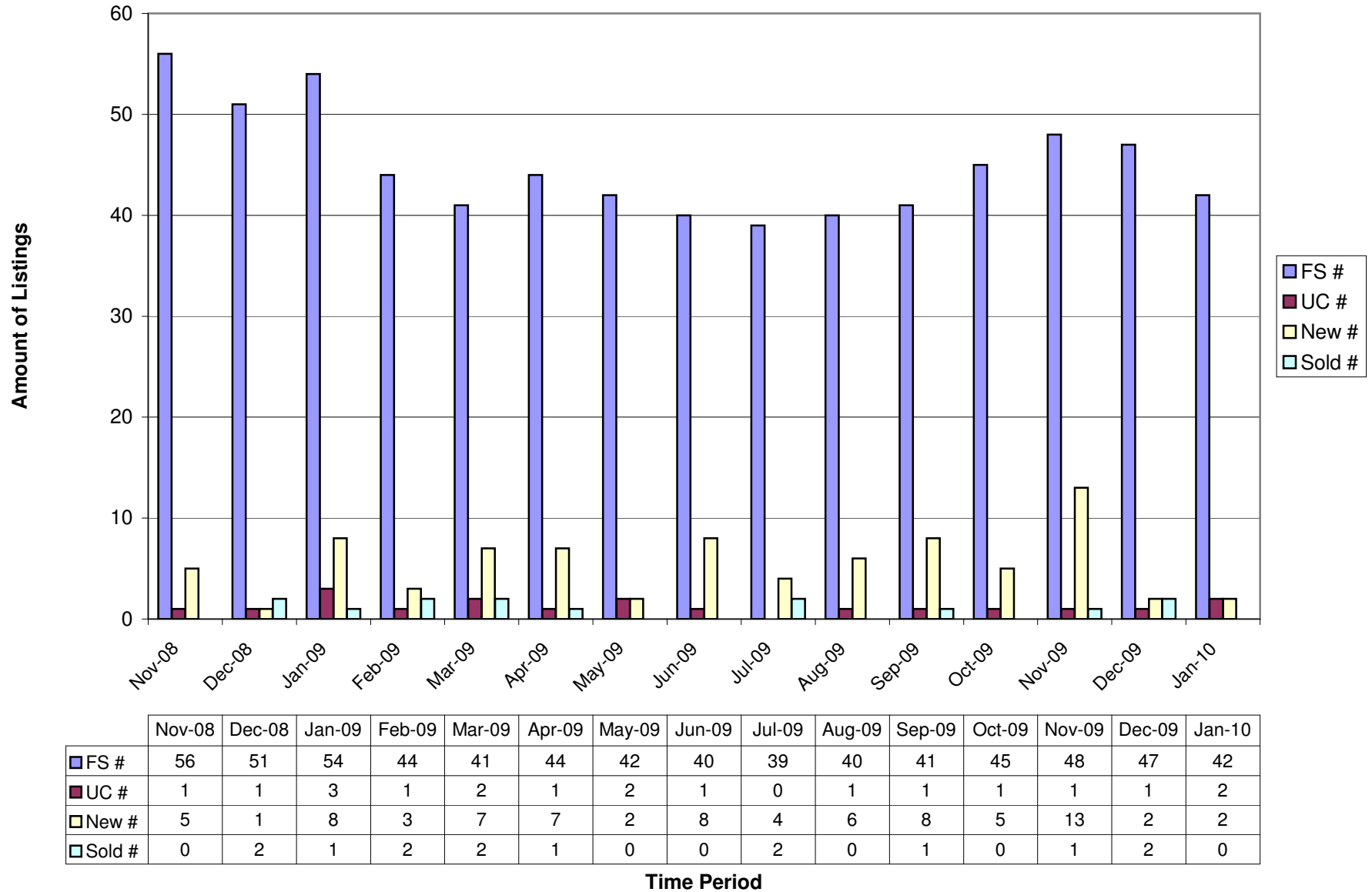
The numbers in the chart represent the ratio of the number of homes for sale to the number of homes sold. The higher the S/D ratio, the more supply there is relative to demand. Optimal S/D ratio is 6.0. Produced by NSBAR from information in MRED

## North Shore Area New Construction for All Property Types



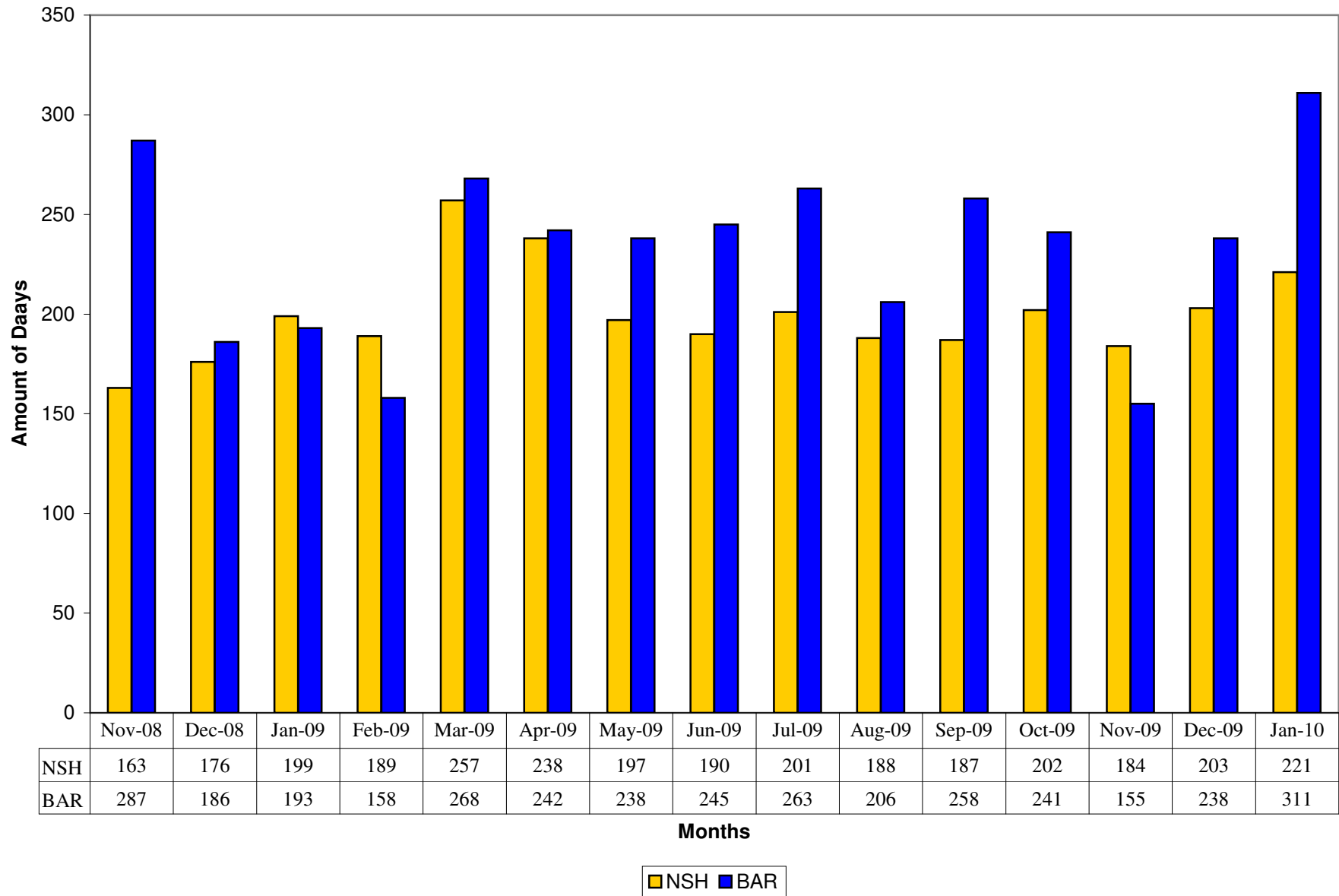
These chart shows new construction data for the past fifteen months th number of new homes in the North Shore area for all property types both Residential and Commerical..  
 Produced by NSBAR from information in MRED

## Barrington Area New Construction for All Property Types



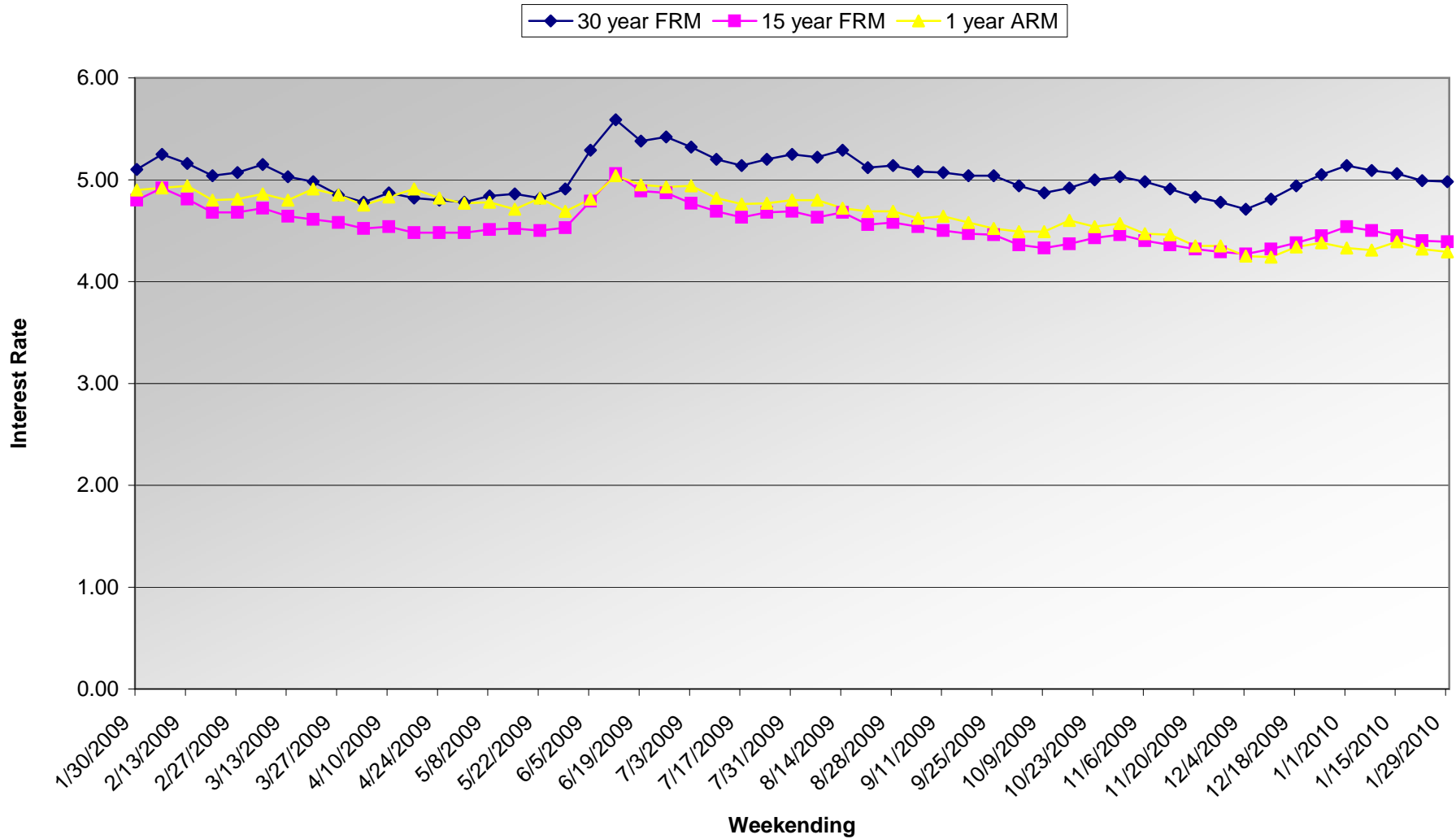
These chart shows new construction data for the past fifteen months th number of new homes Barrington for all property types both Residential and Commerical..  
 Produced by NSBAR from information in MRED

# NSBAR Market Time



The graph shows the days on the market for both North Shore and Barrington for the past fifteen months for property types Attached and Detached. Produced by NSBAR from information in MRED

# Mortgage Rate Trends



This graph lays out the rates on thirty- and fifteen-year fixed rate mortgages and one-year ARMS for the past year. Produced by NSBAR from information in MRED

Detached Homes Under Contract

City	Jan-09	Jan-10	%change	YTD-09	YTD-10	%change
Algonquin	14	26	85.7%	14	26	85.7%
Arlington Heights	20	24	20.0%	20	24	20.0%
Barrington	8	22	175.0%	8	22	175.0%
Barrington Hills	1	1	0.0%	1	1	0.0%
Buffalo Grove	13	20	53.8%	13	20	53.8%
Cary	3	21	600.0%	3	21	600.0%
Chicago - Lake View	5	15	200.0%	5	15	200.0%
Chicago - Near North Side	1	1	0.0%	1	1	0.0%
Chicago - Rogers Park	1	3	200.0%	1	3	200.0%
Chicago - West Ridge	4	13	225.0%	4	13	225.0%
Crystal Lake	31	56	80.6%	31	56	80.6%
Deer Park	0	2	100.0%	0	2	100.0%
Deerfield	6	7	16.7%	6	7	16.7%
DeKalb	8	15	87.5%	8	15	87.5%
Des Plaines	19	35	84.2%	19	35	84.2%
Evanston	14	18	28.6%	14	18	28.6%
Glencoe	8	9	12.5%	8	9	12.5%
Glenview	20	31	55.0%	20	31	55.0%
Golf	0	2	100.0%	0	2	100.0%
Grayslake	10	20	100.0%	10	20	100.0%
Green Oaks	0	3	100.0%	0	3	100.0%
Gurnee	16	23	43.8%	16	23	43.8%
Hainesville	2	2	0.0%	2	2	0.0%
Hawthorn Woods	4	6	50.0%	4	6	50.0%
Highland Park	7	25	257.1%	7	25	257.1%
Highwood	0	1	100.0%	0	1	100.0%
Hoffman Estates	16	19	18.8%	16	19	18.8%
Island Lake	1	4	300.0%	1	4	300.0%
Kenilworth	1	1	0.0%	1	1	0.0%
Kildeer	1	2	100.0%	1	2	100.0%
Lake Barrington	0	3	100.0%	0	3	100.0%
Lake Bluff	4	8	100.0%	4	8	100.0%
Lake Forest	7	19	171.4%	7	19	171.4%

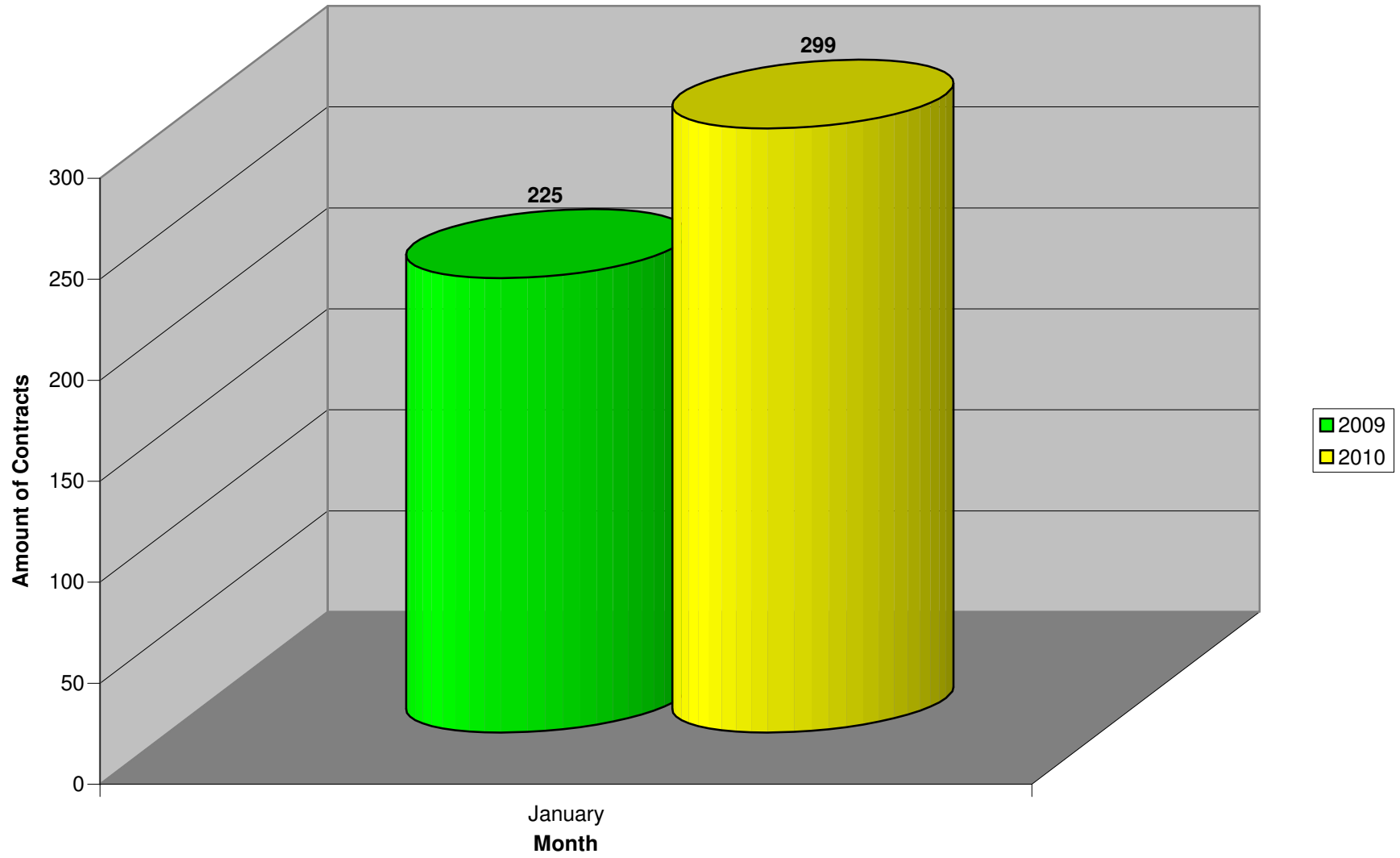
Detached Homes Under Contract

City	Jan-09	Jan-10	%change	YTD-09	YTD-10	%change
Lake In The Hills	16	26	62.5%	16	26	62.5%
Lake Zurich	11	23	109.1%	11	23	109.1%
Lakemoor	1	5	400.0%	1	5	400.0%
Lakewood	3	6	100.0%	3	6	100.0%
Libertyville	8	12	50.0%	8	12	50.0%
Lincolnshire	4	2	-50.0%	4	2	-50.0%
Lincolnwood	6	11	83.3%	6	11	83.3%
Long Grove	4	9	125.0%	4	9	125.0%
McHenry	21	27	28.6%	21	27	28.6%
Morton Grove	9	20	122.2%	9	20	122.2%
Mount Prospect	7	23	228.6%	7	23	228.6%
Mundelein	9	20	122.2%	9	20	122.2%
North Barrington	1	2	100.0%	1	2	100.0%
Northbrook	19	18	-5.3%	19	18	-5.3%
Northfield	1	2	100.0%	1	2	100.0%
Palatine	14	17	21.4%	14	17	21.4%
Riverwoods	2	5	150.0%	2	5	150.0%
Round Lake	11	24	118.2%	11	24	118.2%
Round Lake Beach	13	28	115.4%	13	28	115.4%
Round Lake Heights	6	2	-66.7%	6	2	-66.7%
Round Lake Park	2	2	0.0%	2	2	0.0%
Schaumburg	12	10	-16.7%	12	10	-16.7%
Skokie	16	30	87.5%	16	30	87.5%
South Barrington	1	3	200.0%	1	3	200.0%
Sycamore	5	8	60.0%	5	8	60.0%
Vernon Hills	8	9	12.5%	8	9	12.5%
Wauconda	8	17	112.5%	8	17	112.5%
Waukegan	33	57	72.7%	33	57	72.7%
Wheeling	5	12	140.0%	5	12	140.0%
Wilmette	13	17	30.8%	13	17	30.8%
Winnetka	7	13	85.7%	7	13	85.7%
Total	521	917	76.0%	521	917	76.0%

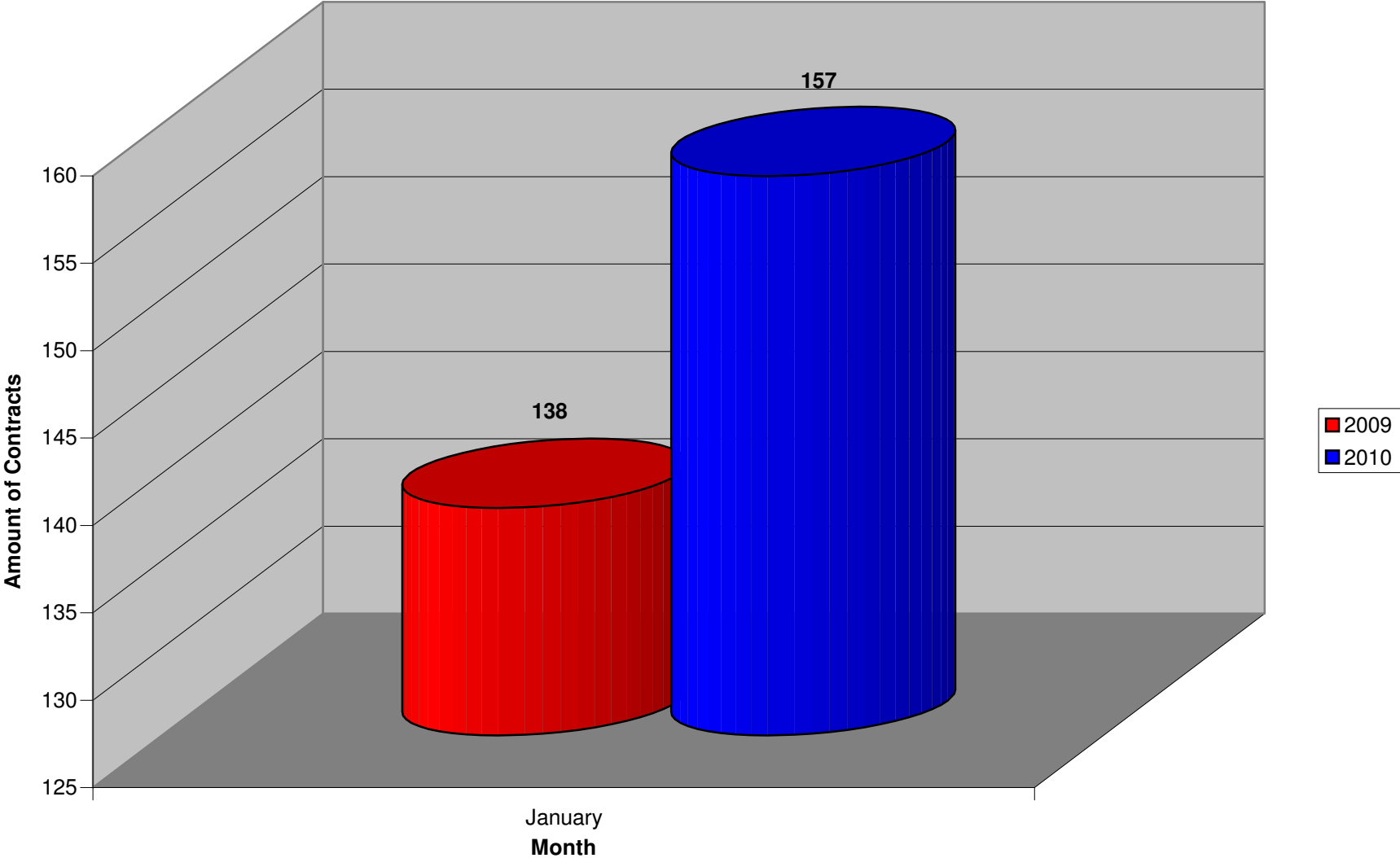
## Attached Homes Under Contract

City	Jan-09	Jan-10	%change	YTD-09	YTD-10	%change
Algonquin	6	5	-16.7%	6	5	-16.7%
Arlington Heights	9	31	244.4%	9	31	244.4%
Barrington	1	4	300.0%	1	4	300.0%
Buffalo Grove	9	19	111.1%	9	19	111.1%
Cary	6	5	-16.7%	6	5	-16.7%
Chicago - Lake View (8006)	54	81	50.0%	54	81	50.0%
Chicago - Near North Side (8008)	125	172	37.6%	125	172	37.6%
Chicago - Rogers Park (8001)	13	44	238.5%	13	44	238.5%
Chicago - West Ridge (8002)	26	61	134.6%	26	61	134.6%
Crystal Lake	4	11	175.0%	4	11	175.0%
Deer Park	1	2	100.0%	1	2	100.0%
Deerfield	5	7	40.0%	5	7	40.0%
DeKalb	3	3	0.0%	3	3	0.0%
Des Plaines	21	33	57.1%	21	33	57.1%
Evanston	19	40	110.5%	19	40	110.5%
Glencoe	0	4	100.0%	0	4	100.0%
Glenview	5	12	140.0%	5	12	140.0%
Grayslake	7	7	0.0%	7	7	0.0%
Gurnee	3	11	266.7%	3	11	266.7%
Hainesville	1	5	400.0%	1	5	400.0%
Highland Park	1	4	300.0%	1	4	300.0%
Highwood	1	0	-100.0%	1	0	-100.0%
Hoffman Estates	7	7	0.0%	7	7	0.0%
Lake Barrington	1	1	0.0%	1	1	0.0%
Lake Bluff	1	3	200.0%	1	3	200.0%
Lake Forest	1	3	200.0%	1	3	200.0%
Lake In The Hills	9	11	22.2%	9	11	22.2%
Lake Zurich	4	0	-100.0%	4	0	-100.0%
Lakemoor	2	3	50.0%	2	3	50.0%
Libertyville	3	5	66.7%	3	5	66.7%
Lincolnshire	1	2	100.0%	1	2	100.0%
McHenry	7	5	-28.6%	7	5	-28.6%
Morton Grove	2	5	150.0%	2	5	150.0%
Mount Prospect	7	15	114.3%	7	15	114.3%
Mundelein	2	7	250.0%	2	7	250.0%
Northbrook	7	10	42.9%	7	10	42.9%
Northfield	1	0	-100.0%	1	0	-100.0%
Palatine	21	47	123.8%	21	47	123.8%
Round Lake	9	15	66.7%	9	15	66.7%
Round Lake Beach	3	6	100.0%	3	6	100.0%
Schaumburg	18	47	161.1%	18	47	161.1%
Skokie	12	18	50.0%	12	18	50.0%
Sycamore	1	7	600.0%	1	7	600.0%
Vernon Hills	11	18	63.6%	11	18	63.6%
Wauconda	4	4	0.0%	4	4	0.0%
Waukegan	13	4	-69.2%	13	4	-69.2%
Wheeling	8	17	112.5%	8	17	112.5%
Wilmette	3	3	0.0%	3	3	0.0%
Winnetka	2	2	0.0%	2	2	0.0%
Total	480	826	72.1%	480	826	72.1%

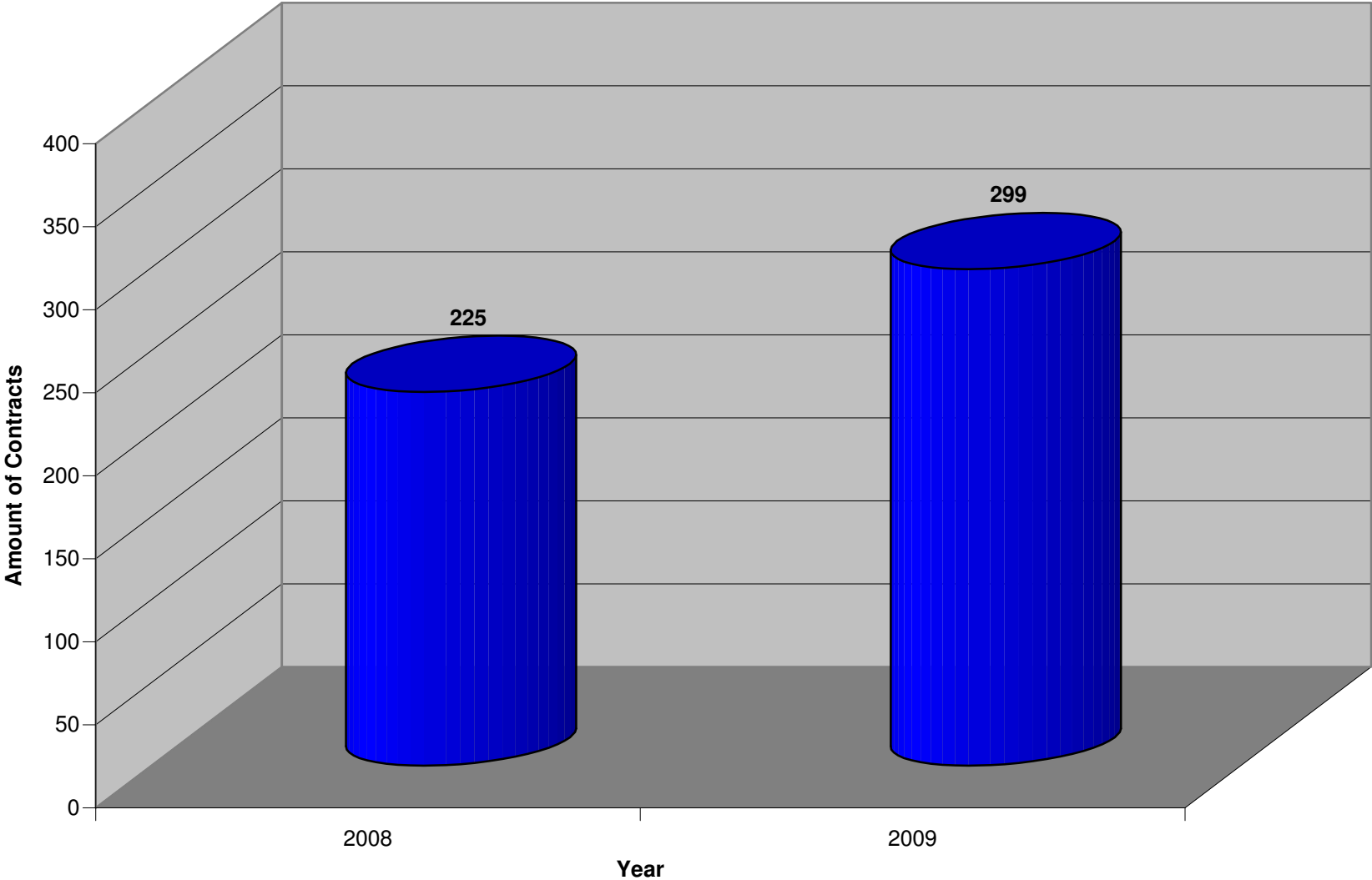
### Contracts for Detached Homes by NSBAR Agents



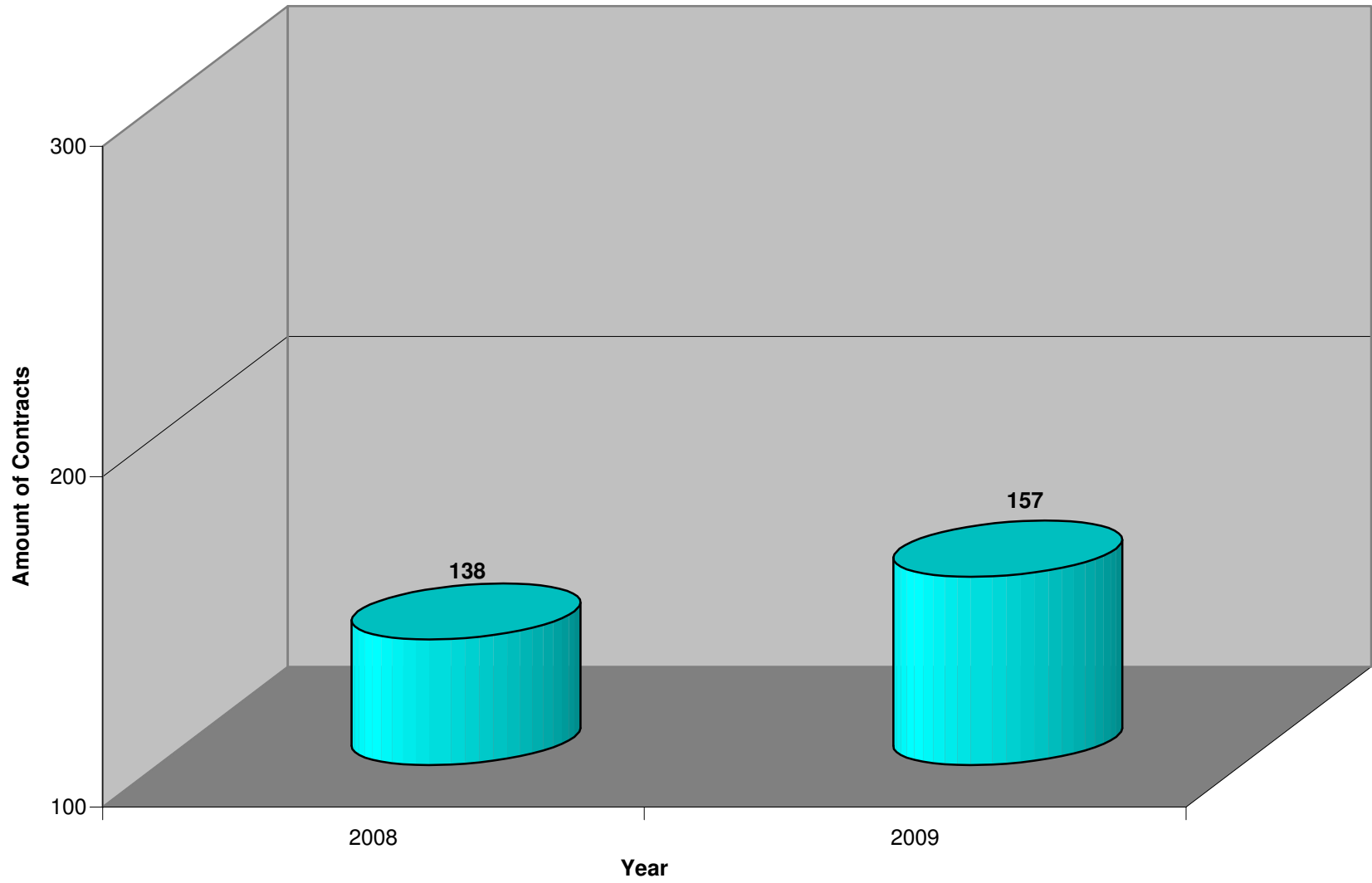
### Contracts for Attached Homes by NSBAR Agents



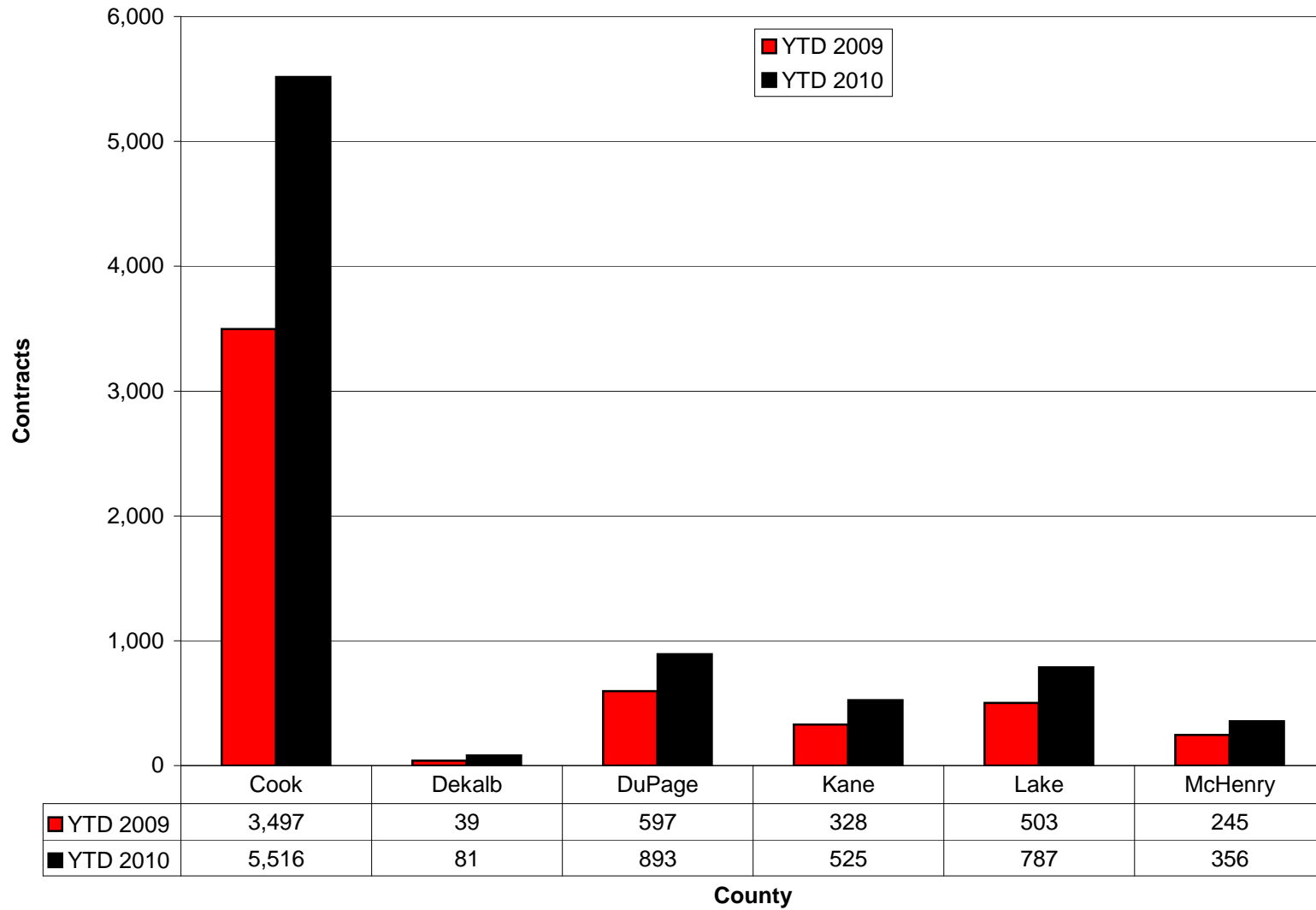
**Contracts for Detached Homes by NSBAR Agents YTD**



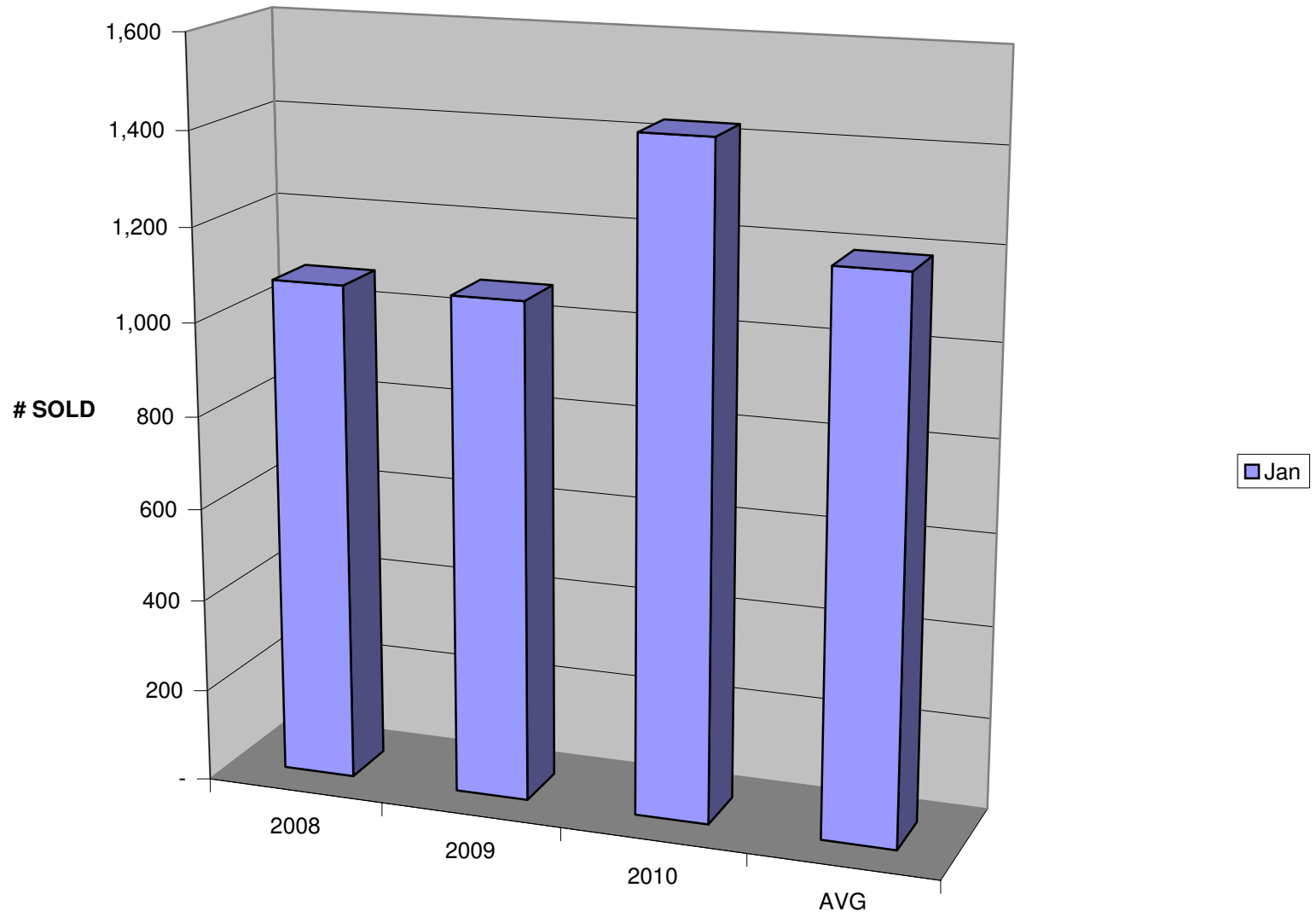
**Contracts for Attached Homes by NSBAR Agents YTD**



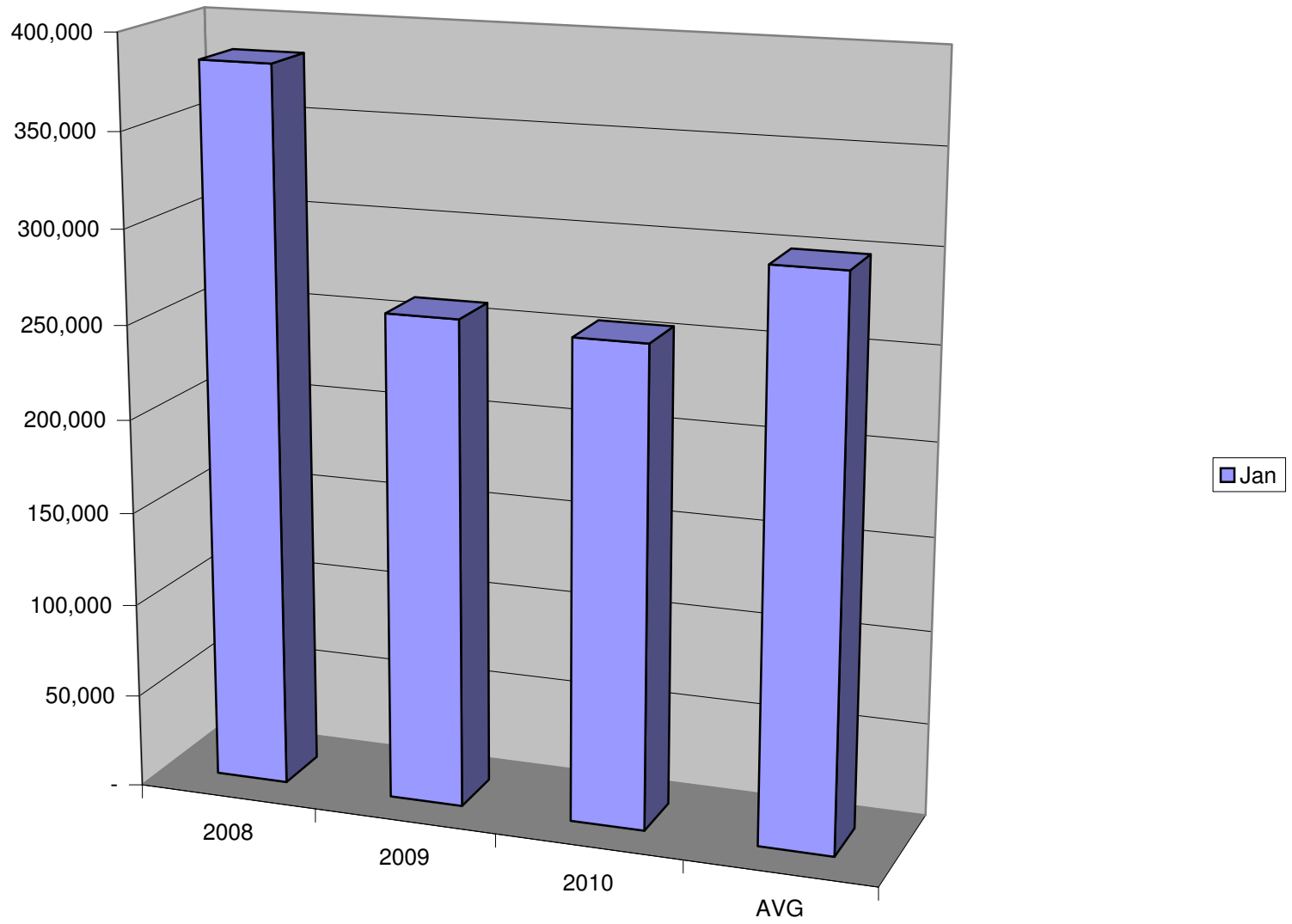
### Contracts by County YTD All Property Types



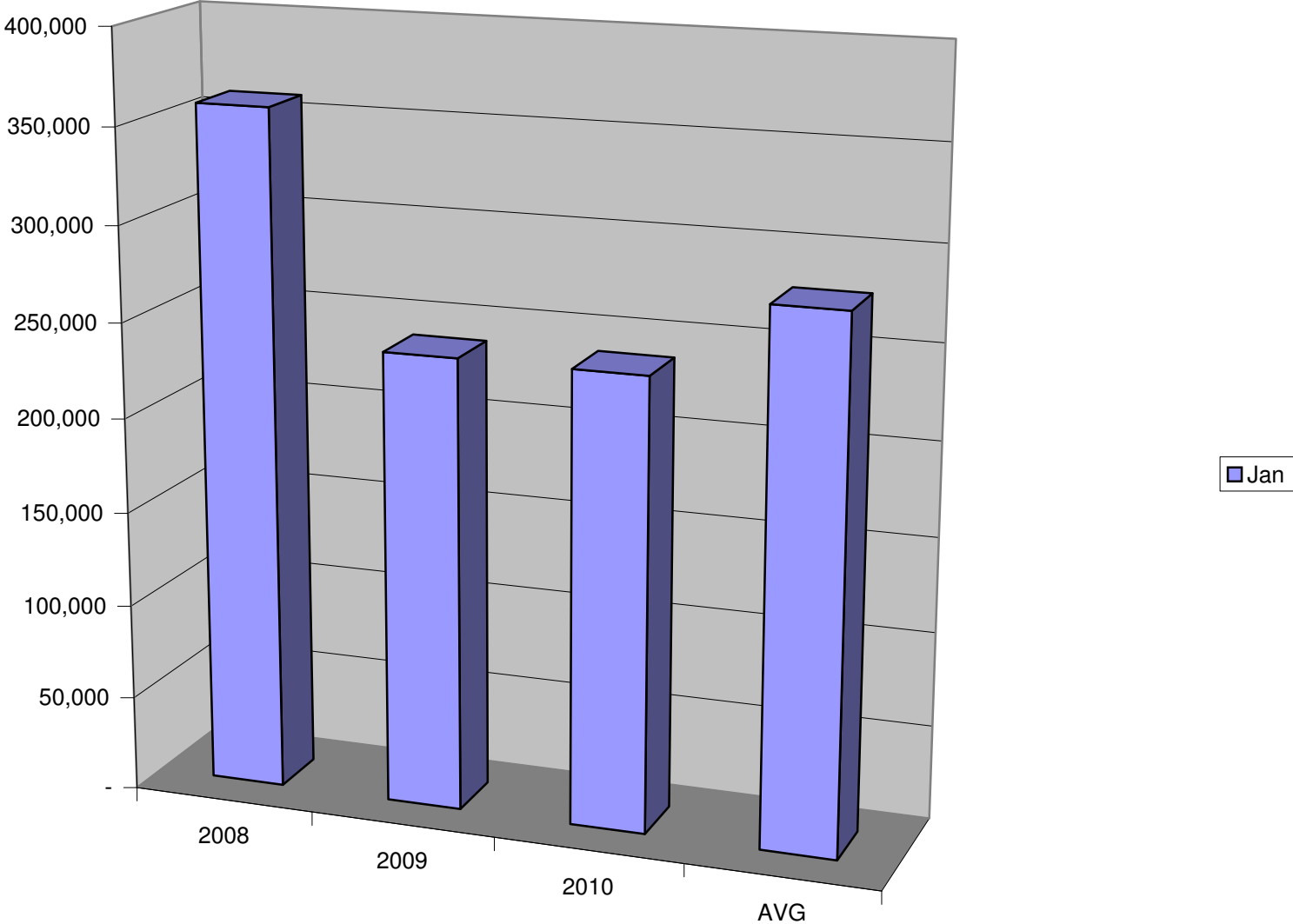
Cook County - # HOUSES SOLD BY MONTH



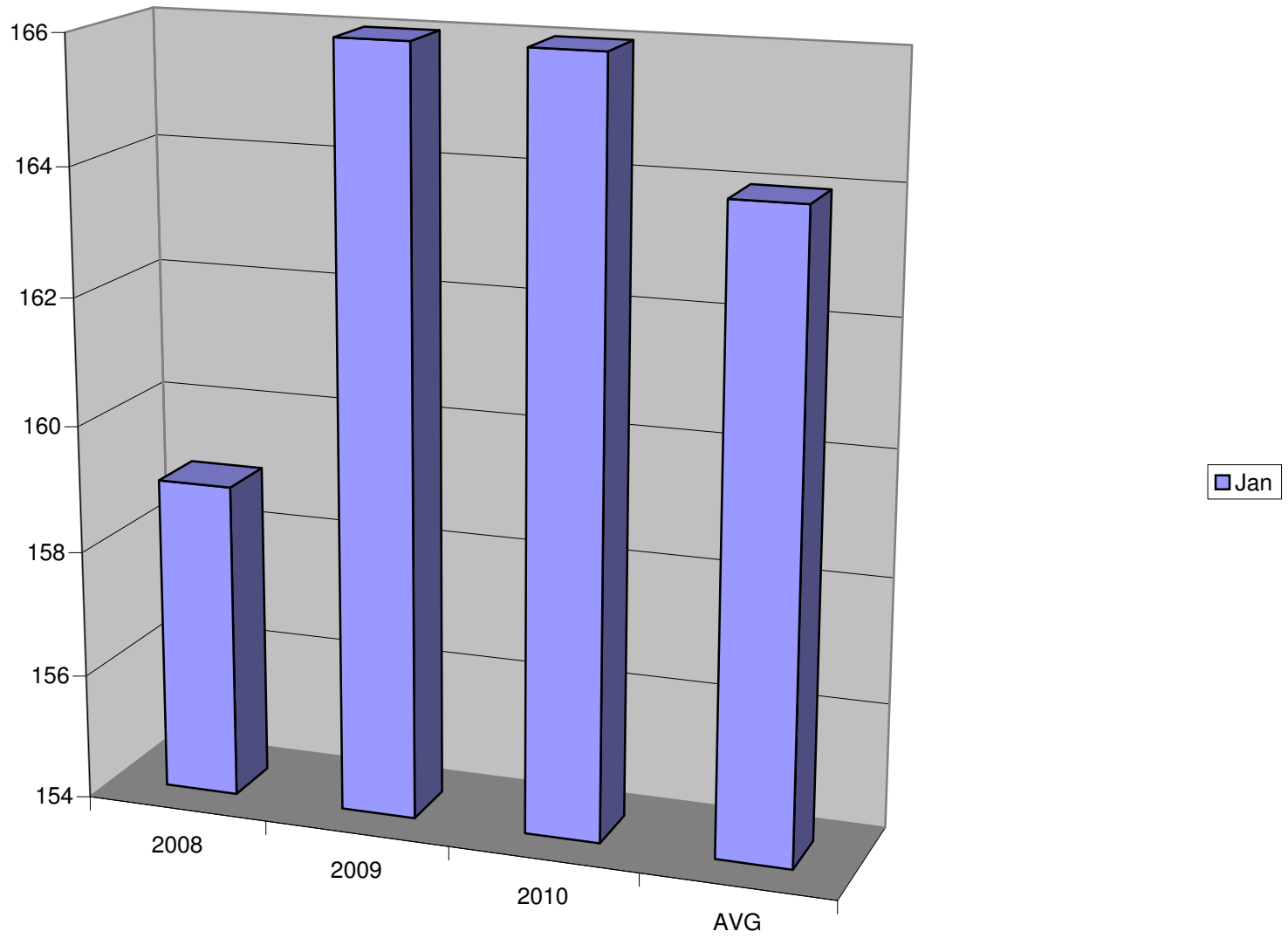
Cook County - AVERAGE LIST PRICE BY MONTH



Cook County - AVERAGE SALE PRICE BY MONTH

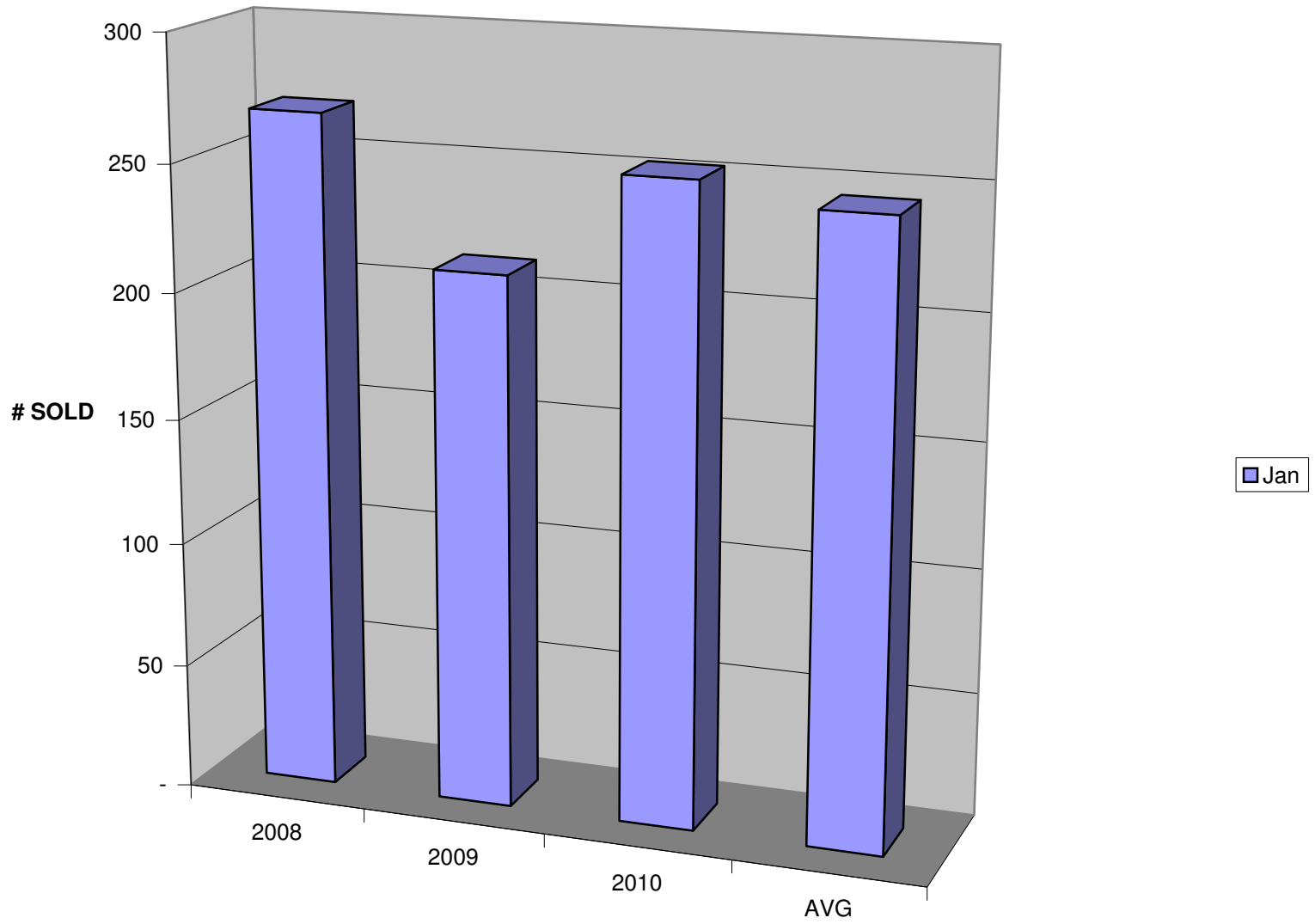


Cook County - AVERAGE TIME ON MARKET BY MONTH

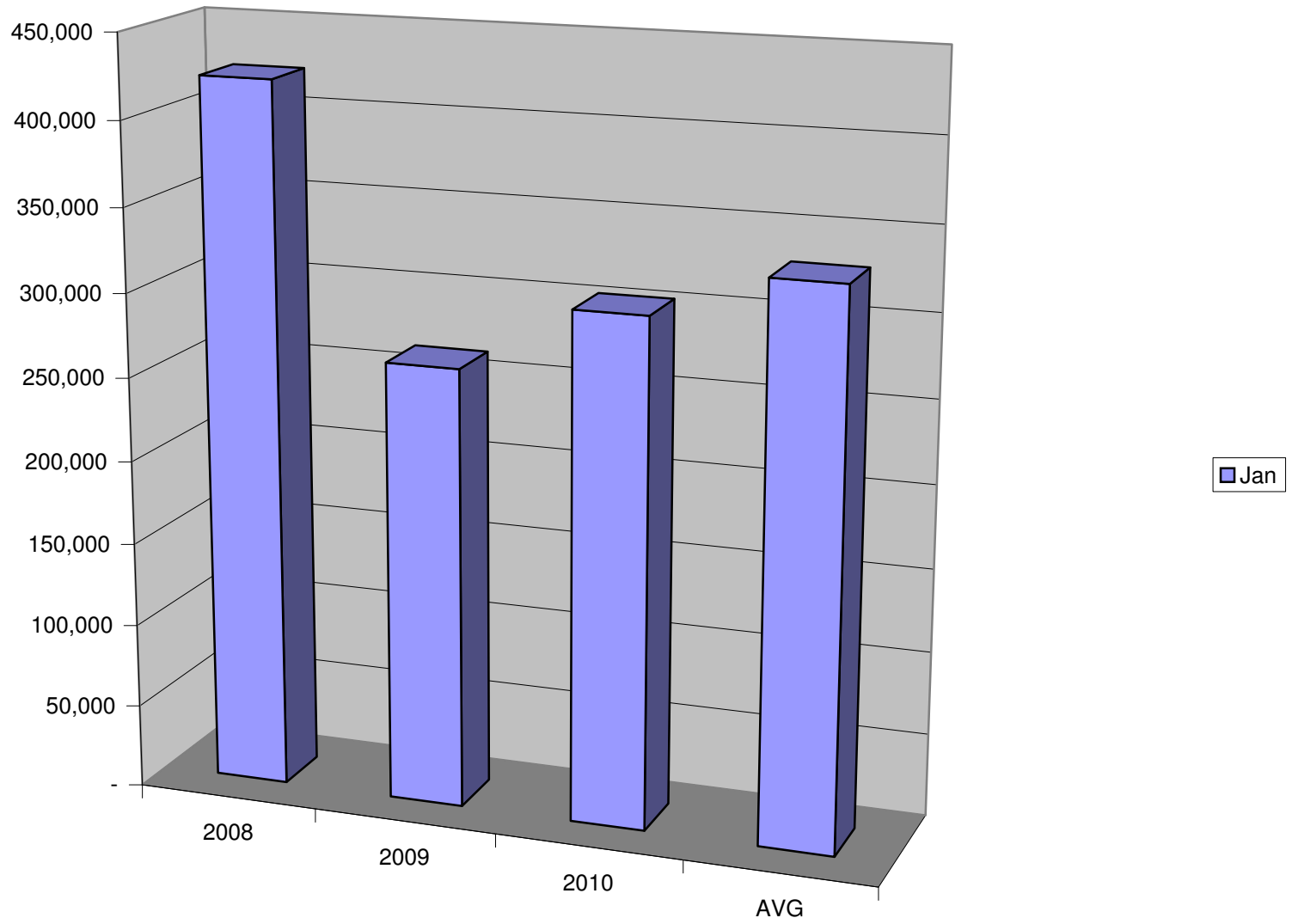




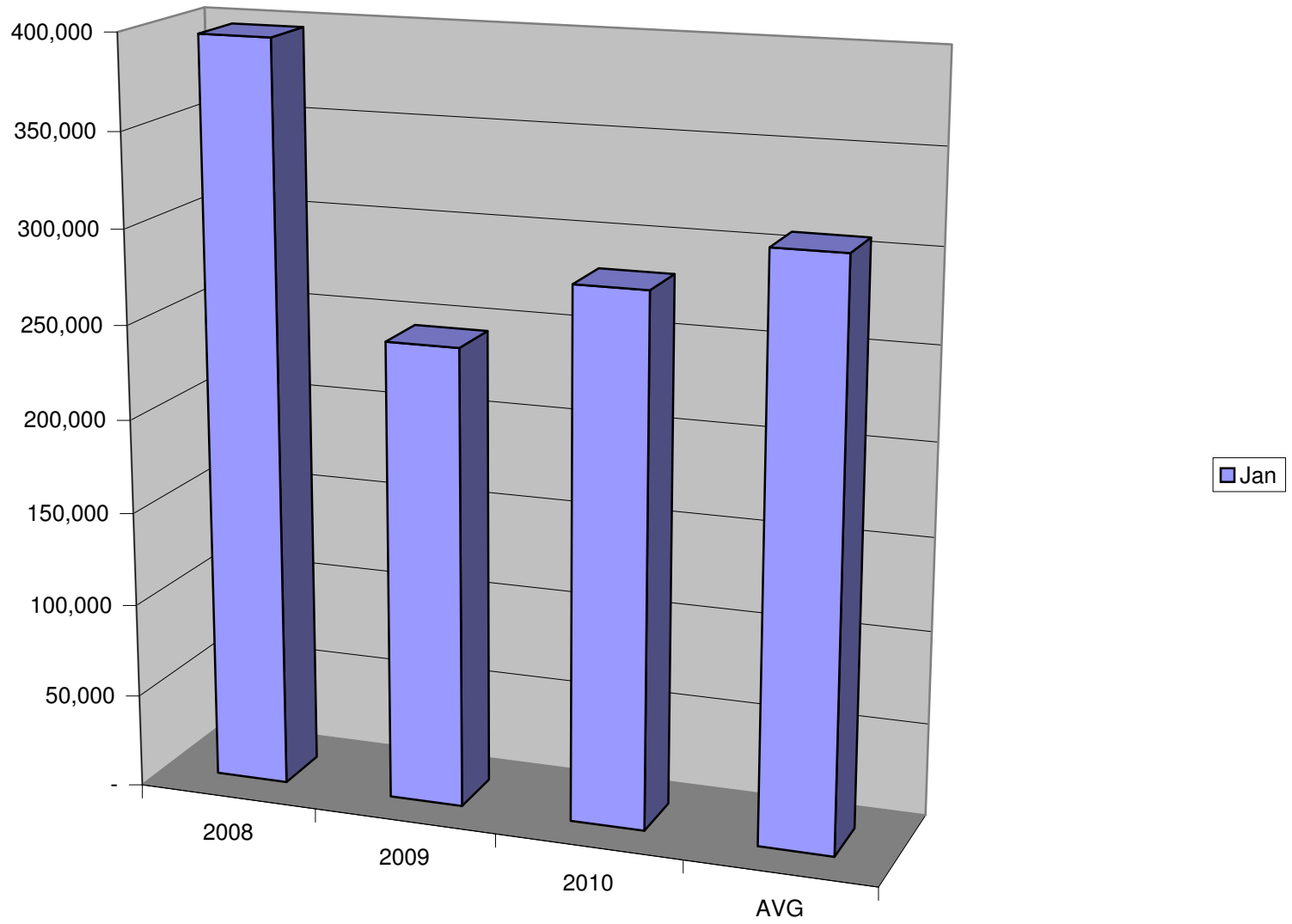
Lake County - # HOUSES SOLD BY MONTH



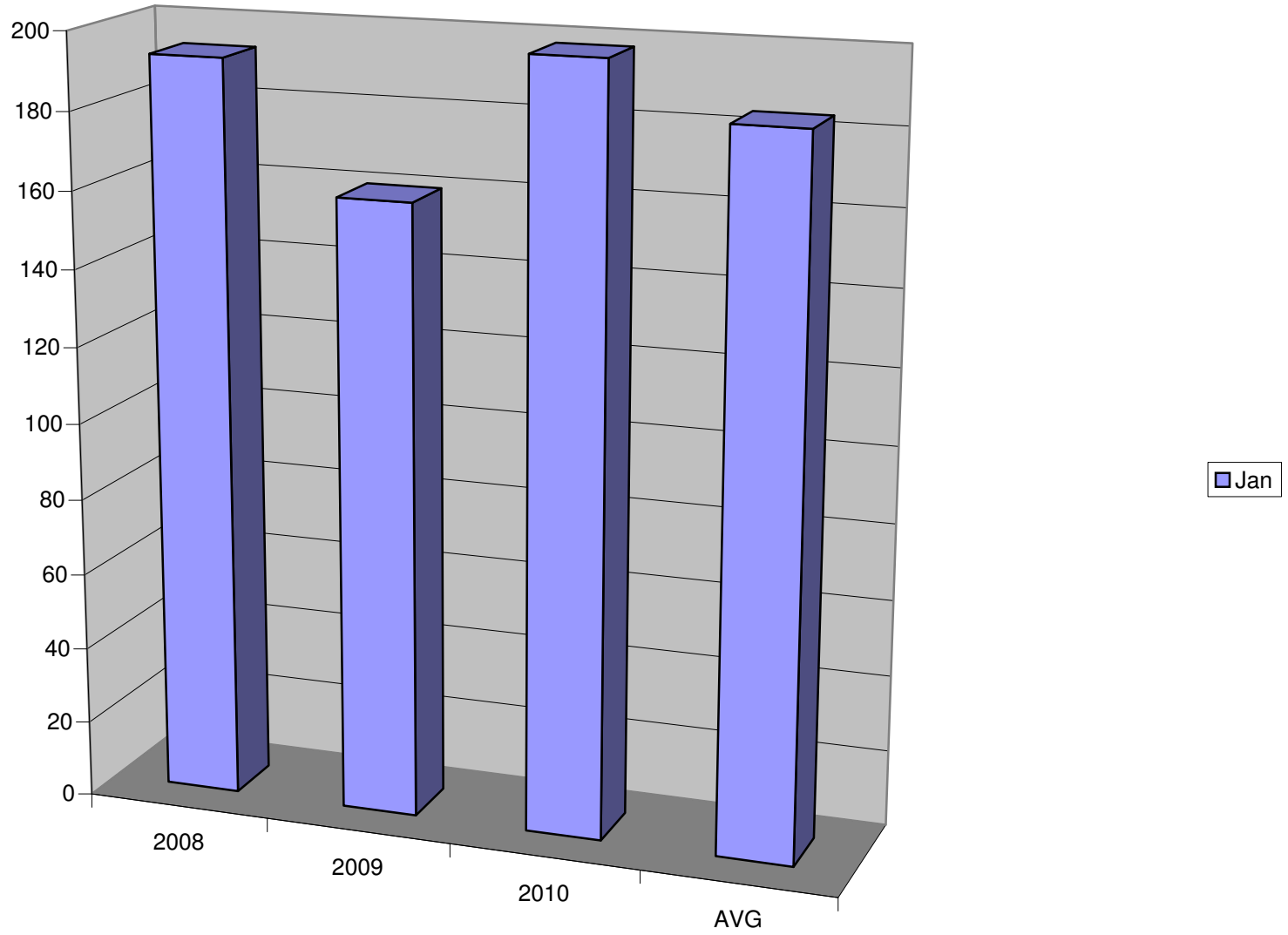
Lake County - AVERAGE LIST PRICE BY MONTH



Lake County - AVERAGE SALE PRICE BY MONTH



Lake County - AVERAGE TIME ON MARKET BY MONTH





## Homes Sold Year to Date - January

Area	City	Avg OLP			Avg SP				Avg MT		
		2008	2009	2010	2008	2009	2010		2008	2009	2010
5	Arlington Heights	454,595	381,682	419,664	417,500	336,125	366,730		166	148	154
<b>10</b>	<b>Barrington</b>	1,150,243	521,760	532,063	968,500	455,200	436,938		224	150	475
<b>10</b>	<b>Barrington Hills</b>	1,434,500	525,000	2,904,725	1,265,000	400,000	2,211,875		88	465	427
<b>10</b>	<b>North Barrington</b>	1,205,000	0	194,900	1,142,083	0	185,000		130	0	28
<b>10</b>	<b>South Barrington</b>	1,435,375	644,948	1,437,250	1,316,995	562,500	1,248,250		170	134	259
13	Cary	268,025	358,950	279,400	233,417	305,000	238,082		137	391	291
14	Crystal Lake	268,811	267,650	231,944	245,631	227,728	205,737		147	301	160
14	Lakewood	550,000	662,250	399,000	520,000	487,500	348,000		166	594	538
<b>15</b>	<b>Deerfield</b>	649,180	335,180	649,986	616,810	285,600	563,143		205	292	310
16	Des Plaines	292,000	320,461	319,907	269,850	261,922	284,886		147	210	183
<b>22</b>	<b>Glencoe</b>	2,123,800	1,668,240	1,330,422	1,662,000	1,434,500	1,053,056		204	387	268
<b>25</b>	<b>Glenview</b>	1,250,382	686,810	668,416	1,088,582	571,136	585,673		103	192	208
30	Grayslake	288,137	419,350	212,222	250,258	383,118	187,761		214	136	278
30	Hainesville	213,500	227,000	229,900	199,000	190,000	189,950		135	45	96
31	Gurnee	362,708	335,333	297,118	328,617	292,473	258,886		159	133	318
<b>35</b>	<b>Highland Park</b>	772,044	693,750	760,468	710,750	571,250	625,000		178	124	324
<b>40</b>	<b>Highwood</b>	0	250,000	107,400	0	135,000	107,500		0	378	68
42	Island Lake	258,540	129,900	219,300	218,040	80,000	188,500		244	98	41
<b>43</b>	<b>Kenilworth</b>	2,600,000	0	1,193,000	2,350,000	0	996,667		12	0	243
<b>44</b>	<b>Lake Bluff</b>	796,580	825,000	724,350	725,600	795,325	591,250		127	8	245
<b>45</b>	<b>Lake Forest</b>	1,100,989	861,650	964,175	934,833	685,333	822,000		159	273	165
47	Hawthorn Woods	713,896	349,900	458,942	633,583	350,000	433,833		237	7	66
47	Kildeer	959,900	881,300	644,500	850,000	751,667	576,250		293	392	183
47	Lake Zurich	430,096	315,122	411,033	391,917	280,156	354,083		307	152	280
47	Long Grove	1,067,975	537,400	630,700	960,000	515,000	506,500		362	54	122
48	Green Oaks	399,900	707,450	792,000	340,000	547,500	752,000		338	336	258
48	Libertyville	747,345	509,467	612,732	668,455	467,000	536,993		207	128	111
50	Johnsburg	622,450	358,263	225,000	490,000	310,357	250,000		231	80	3
50	Lakemoor	130,000	154,999	251,267	82,500	153,500	190,833		295	5	375
50	McHenry	222,466	180,894	194,307	199,449	151,954	168,931		130	123	127

Area	City	Avg OLP			Avg SP			Avg MT		
		2008	2009	2010	2008	2009	2010	2008	2009	2010
<b>53 Morton Grove</b>		565,409	243,475	288,767	474,200	252,500	286,544	176	13	238
56 Mount Prospect		381,956	333,040	308,562	340,611	280,440	272,877	103	144	163
60 Mundelein		315,101	275,627	284,408	297,893	234,633	250,333	171	170	230
61 Vernon Hills		936,080	366,950	429,580	817,500	340,500	378,240	169	141	231
<b>62 Northbrook</b>		901,016	560,150	580,714	802,288	466,250	495,909	115	177	167
67 Palatine		502,238	352,367	428,459	466,585	317,333	390,177	149	177	199
<b>69 Lincolnshire</b>		649,800	519,000	518,450	583,333	400,000	444,000	410	217	179
73 Round Lake		237,925	179,475	147,920	218,053	171,417	145,560	111	144	124
73 Round Lake Beach		159,489	249,177	101,585	150,111	115,436	79,160	68	96	218
73 Round Lake Heights		229,900	0	199,000	207,500	0	155,000	81	0	175
73 Round Lake Park		117,838	0	91,482	106,294	0	62,470	68	0	121
<b>76 Skokie</b>		425,173	317,644	318,444	387,036	278,463	259,822	134	143	136
84 Wauconda		283,233	244,983	182,950	245,833	220,466	171,350	236	110	61
85 Waukegan		165,512	103,085	85,238	150,598	82,794	62,669	174	132	150
89 Buffalo Grove		480,850	411,350	334,392	441,563	335,067	312,583	252	285	128
90 Wheeling		283,975	321,820	242,000	220,625	282,000	203,905	211	205	170
<b>91 Wilmette</b>		1,017,500	901,680	713,415	853,700	781,800	596,202	229	280	220
<b>93 Winnetka</b>		1,871,727	1,866,936	1,976,000	1,559,950	1,631,755	1,570,833	181	177	292
102 Algonquin		333,000	247,011	280,043	297,053	225,767	263,857	146	334	79
115 Dekalb		215,839	170,806	177,900	198,085	147,988	164,408	75	118	388
156 Lake In The Hills		297,355	224,844	242,417	260,300	204,089	218,276	178	222	116
178 Sycamore		337,950	314,267	175,060	310,973	253,417	144,700	176	190	203
193 Schaumburg		479,586	305,338	375,027	417,322	271,438	333,955	266	144	150
194 Hoffman Estates		348,386	297,982	304,008	314,604	267,136	262,892	224	145	271
<b>201 Evanston</b>		848,629	487,926	724,794	770,824	426,922	615,206	142	134	203
<b>645 Lincolnwood</b>		446,333	381,975	298,295	420,667	352,125	278,714	32	105	123
<b>7115 Bannockburn</b>		0	0	0	0	0	0	0	0	0
7167 Inverness		919,000	1,187,950	628,100	756,667	1,034,950	552,941	250	131	370
<b>7193 Northfield</b>		819,000	1,264,967	849,000	751,250	945,167	669,000	139	209	70
<b>7215 Riverwoods</b>		0	773,500	512,450	0	607,000	452,000	0	384	441
8001 Chicago		349,900	0	279,000	349,900	0	235,000	329	0	51
8002 Chicago		586,632	422,700	381,180	538,333	347,375	340,000	121	122	460
8006 Chicago		1,804,327	1,303,333	1,354,667	1,632,351	1,183,167	1,131,938	94	262	193
8008 Chicago		950,000	1,695,000	1,999,000	812,500	1,110,000	1,500,000	265	93	578
Average		585,004	446,875	479,361	517,852	380,497	407,332	167	185	207
%change from previous year			-23.61%	7.27%		-26.52%	7.05%		10.78%	11.89%

Area	City	#Listed			#Sold			\$ Volume		
		2008	2009	2010	2008	2009	2010	2008	2009	2010
	5 Arlington Heights	92	58	90	22	12	5,134,220	9,185,001	4,033,500	14
	<b>10 Barrington</b>	41	41	34	7	5	3,495,500	6,779,500	2,276,000	8
	<b>10 Barrington Hills</b>	14	9	10	2	1	8,847,500	2,530,000	400,000	4
	<b>10 North Barrington</b>	8	11	10	3	0	185,000	3,426,250	0	1
	<b>10 South Barrington</b>	18	8	9	5	2	4,993,000	6,584,975	1,125,000	4
	13 Cary	41	1	32	12	2	1,666,575	2,801,000	610,000	7
	14 Crystal Lake	98	64	101	27	21	4,731,950	6,632,025	4,782,287	23
	14 Lakewood	15	16	17	1	2	348,000	520,000	975,000	1
	<b>15 Deerfield</b>	37	46	29	5	5	3,942,000	3,084,050	1,428,000	7
	16 Des Plaines	100	56	67	14	18	5,982,600	3,777,900	4,714,588	21
	<b>22 Glencoe</b>	26	28	19	5	5	9,477,500	8,310,000	7,172,500	9
	<b>25 Glenview</b>	78	48	66	11	11	14,056,150	11,974,400	6,282,500	24
	30 Grayslake	31	37	1	19	4	1,689,850	4,754,900	1,532,472	9
	30 Hainesville	7	2	47	1	1	379,900	199,000	190,000	2
	31 Gurnee	55	48	45	12	15	3,624,400	3,943,400	4,387,100	14
	<b>35 Highland Park</b>	68	52	53	16	4	10,625,000	11,372,000	2,285,000	17
	<b>40 Highwood</b>	2	2	3	0	1	215,000	0	135,000	2
	42 Island Lake	30	18	12	5	1	565,500	1,090,200	80,000	3
	<b>43 Kenilworth</b>	15	8	9	1	0	2,990,000	2,350,000	0	3
	<b>44 Lake Bluff</b>	14	12	20	5	1	2,365,000	3,628,000	795,325	4
	<b>45 Lake Forest</b>	52	24	52	9	6	4,932,000	8,413,500	4,112,000	6
	47 Hawthorn Woods	28	8	26	6	1	1,301,500	3,801,500	350,000	3
	47 Kildeer	20	10	14	2	3	1,152,500	1,700,000	2,255,000	2
	47 Lake Zurich	23	27	44	6	9	2,124,500	2,351,500	2,521,400	6
	47 Long Grove	20	18	23	4	2	1,013,000	3,840,000	1,030,000	2
	48 Green Oaks	8	8	4	1	2	752,000	340,000	1,095,000	1
	48 Libertyville	46	28	31	11	6	7,517,899	7,353,000	2,802,000	14
	50 Johnsburg	16	15	0	2	3	250,000	980,000	931,072	1
	50 Lakemoor	6	5	6	1	1	572,500	82,500	153,500	3
	50 McHenry	84	58	74	21	13	4,054,350	4,188,437	1,975,407	24

Area	City	#Listed			#Sold			\$ Volume		
		2008	2009	2010	2008	2009	2010	2008	2009	2010
<b>53 Morton Grove</b>		27	28	28	10	2	9	4,742,000	505,000	2,578,900
56 Mount Prospect		75	50	65	9	5	13	3,065,500	1,402,200	3,547,400
60 Mundelein		52	38	52	10	15	12	2,978,931	3,519,500	3,004,000
61 Vernon Hills		17	16	12	10	4	5	8,175,000	1,362,000	1,891,200
<b>62 Northbrook</b>		62	56	63	13	6	22	10,429,750	2,797,500	10,910,000
67 Palatine		76	50	68	13	6	15	6,065,600	1,904,000	5,852,650
<b>69 Lincolnshire</b>		8	15	14	3	1	4	1,750,000	400,000	1,776,000
73 Round Lake		44	28	43	4	6	5	872,211	1,028,500	727,800
73 Round Lake Beach		52	43	39	9	11	20	1,351,001	1,269,800	1,583,200
73 Round Lake Heights		10	5	5	1	0	1	207,500	0	155,000
73 Round Lake Park		12	5	4	4	0	5	425,175	0	312,350
<b>76 Skokie</b>		70	62	65	22	16	9	8,514,800	4,455,400	2,338,400
84 Wauconda		29	30	23	3	6	4	737,500	1,322,795	685,400
85 Waukegan		106	92	89	27	28	22	4,066,139	2,318,223	1,378,710
89 Buffalo Grove		44	38	37	8	6	12	3,532,500	2,010,403	3,751,000
90 Wheeling		22	14	32	4	10	10	882,500	2,820,000	2,039,045
<b>91 Wilmette</b>		45	28	41	10	10	13	8,537,000	7,818,000	7,750,632
<b>93 Winnetka</b>		49	34	30	11	11	9	17,159,450	17,949,300	14,137,500
102 Algonquin		57	34	59	17	9	7	5,049,900	2,031,900	1,847,000
115 Dekalb		37	34	36	11	8	3	2,178,930	1,183,900	493,225
156 Lake In The Hills		72	38	37	9	9	12	2,342,700	1,836,800	2,619,310
178 Sycamore		26	21	32	8	6	5	2,487,780	1,520,500	723,500
193 Schaumburg		48	38	46	9	8	11	3,755,900	2,171,500	3,673,500
194 Hoffman Estates		70	50	52	15	11	12	4,719,066	2,938,500	3,154,700
<b>201 Evanston</b>		63	67	51	17	11	17	13,104,000	4,696,137	10,458,510
<b>645 Lincolnwood</b>		38	20	16	3	4	7	1,262,000	1,408,500	1,951,000
<b>7115 Bannockburn</b>		3	1	3	0	0	0	0	0	0
7167 Inverness		25	13	20	3	2	7	2,270,000	2,069,900	3,870,587
<b>7193 Northfield</b>		11	12	9	2	3	2	1,502,500	2,835,500	1,338,000
<b>7215 Riverwoods</b>		17	6	14	0	2	2	0	1,214,000	904,000
8001 Chicago		10	4	4	1	0	1	349,900	0	235,000
8002 Chicago		17	19	17	3	8	5	1,615,000	2,779,000	1,700,000
8006 Chicago		46	25	25	11	6	6	17,955,857	7,099,000	6,791,625
8008 Chicago		6	10	6	1	1	1	812,500	1,110,000	1,500,000
<b>Totals</b>		2442	1849	2093	520	394	527	269,723,528	149,185,409	214,664,038
%change from previous year			<b>-24.28%</b>	<b>13.20%</b>		<b>-24.23%</b>	<b>33.76%</b>		<b>-44.69%</b>	<b>43.89%</b>



Area	City	Avg OLP			Avg SP			Avg MT		
		2008	2009	2010	2008	2009	2010	2008	2009	2010
62	Northbrook	375,725	375,000	262,343	315,500	315,000	210,771	218	209	151
67	Palatine	160,300	134,683	129,250	134,197	123,867	110,300	132	145	77
69	Lincolnshire	0	249,999	398,500	0	140,000	325,000	0	331	303
73	Round Lake	0	0	82,633	0	0	62,220	0	0	50
73	Round Lake Beach	0	0	71,950	0	0	67,750	0	0	223
76	Skokie	229,450	291,538	199,931	219,750	281,000	164,168	176	113	255
84	Wauconda	156,000	0	79,900	150,000	0	70,000	33	0	432
85	Waukegan	60,950	119,900	39,900	45,750	88,000	31,762	252	258	187
89	Buffalo Grove	192,744	191,875	189,700	169,939	151,000	156,750	94	197	238
90	Wheeling	194,900	122,833	88,100	183,750	94,333	64,667	77	66	438
91	Wilmette	532,633	0	337,725	454,000	0	283,500	122	0	249
93	Winnetka	0	535,000	0	0	495,000	0	0	169	0
156	Lake In The Hills	152,100	129,400	74,700	144,000	115,000	73,000	146	113	9
178	Sycamore	125,900	0	94,500	117,500	0	85,000	114	0	31
193	Schaumburg	161,822	141,300	122,260	154,098	130,667	112,167	78	165	143
194	Hoffman Estates	105,900	113,950	65,767	101,500	80,250	47,633	214	221	66
201	Evanston	376,629	389,250	335,617	339,357	369,672	312,667	184	154	210
645	Lincolnwood	0	0	199,950	0	0	155,000	0	0	250
7193	Northfield	0	290,000	0	0	250,000	0	0	159	0
8001	Chicago	226,723	154,245	155,097	207,290	102,664	131,171	230	174	171
8002	Chicago	126,828	138,674	100,537	115,527	101,250	81,725	101	106	140
8006	Chicago	374,673	364,934	410,866	353,221	328,869	385,281	120	120	121
8008	Chicago	600,935	679,277	564,432	572,087	635,555	512,357	107	122	132
	Average	401,810	411,013	329,697	377,441	375,110	296,192	123	138	158
	% change from previous year		<b>2.29%</b>	<b>-19.78%</b>		<b>-0.62%</b>	<b>-21.04%</b>		<b>12.20%</b>	<b>14.49%</b>



Area	City	#Listed			#Sold			Volume		
		2008	2009	2010	2008	2009	2010	2008	2009	2010
62	Northbrook	30	11	26	4	4	7	1,262,000	315,000	1475400
67	Palatine	90	58	51	15	12	8	2,012,950	1,486,400	882400
69	Lincolnshire	2	11	1	0	1	1	0	140,000	325000
73	Round Lake	1	3	3	0	0	3	0	0	186660
73	Round Lake Beach	3	6	6	0	0	2	0	0	135500
76	Skokie	46	40	42	6	2	8	1,318,500	562,000	1313345
84	Wauconda	4	2	3	1	0	1	150,000	0	70000
85	Waukegan	7	3	5	2	1	1	91,500	88,000	31762
89	Buffalo Grove	35	18	31	9	4	4	1,529,450	604,000	627000
90	Wheeling	21	26	18	2	3	3	367,500	283,000	194000
91	Wilmette	12	6	16	3	0	4	1,362,000	0	1134000
93	Winnetka	3	4	7	0	1	0	0	495,000	0
156	Lake In The Hills	8	5	8	3	2	2	432,000	230,000	146000
178	Sycamore	9	4	3	1	0	1	117,500	0	85000
193	Schaumburg	48	36	34	13	3	6	2,003,280	392,000	673000
194	Hoffman Estates	23	23	19	2	2	3	203,000	160,500	142900
201	Evanston	122	63	71	7	10	12	2,375,500	3,696,719	3752000
645	Lincolnwood	1	3	4	0	0	2	0	0	310000
7193	Northfield	3	2	3	0	1	0	0	250,000	0
8001	Chicago	157	80	114	15	11	18	3,109,355	1,129,300	2361075
8002	Chicago	120	86	79	11	8	26	1,270,800	810,000	2124850
8006	Chicago	338	272	292	62	38	45	21,899,685	12,497,009	17337650
8008	Chicago	488	383	464	163	85	99	93,250,218	54,022,203	50723298
Totals		1,906	1,405	1,585	389	221	311	144,436,997	82,899,335	92,115,579
%change from previous year			<b>-26.29%</b>	<b>12.81%</b>		<b>-43.19%</b>	<b>40.72%</b>		<b>-42.61%</b>	<b>11.12%</b>

## Glossary of Terms and Abbreviations

### Absorption Rate:

Absorption rates are used to determine the amount of weeks that it will take to sell the current inventory at the present rate of sales.

Twenty six weeks is considered neutral. When the absorption is rate is higher than 26 weeks, it is considered a buyer's market and sale prices become stagnant. When the rate is lower, homes are selling faster and sales prices increase.

### To formulate Absorption Rate you need to know 2 figures.

- 1) How many listings are currently on the market?
- 2) How many listings sold last month?

### Then

- A.) Multiple the number of solds last month by 12 (months).
- B.) Divided by the current listings equals # of Units that would sell each week.
- C.) Divide the # or units that should sell each week into the number available = absorption rate.

### Supply Demand Ratio

The amount of homes for sales divided by the amount of sold properties for a given time period. When there are six active listings for every sold listing, the market is considered to be at its equilibrium, homes are being sold at the exact right price.

### Listing

Listing in MRED - when the current titleholders of the property have signed an exclusive or exclusive right to sell agreement and the agreement is in effect with an MRED office.

### Statuses for Active Listings

#### ACTV - An A

ctive listing is where an agreement and an owner of real property and a real estate agent, whereby the agent agrees to secure a buyer or tenant for specific property at a certain price and terms in return for a fee or commission.

**BOMK** - Back on Market: A listing previously showing Off-Market (Canceled, Closed, Expired, or Rented) status is now active again.

**CTG** - Contingent on a contract pending – A valid sales contract has been signed by a Buyer and Seller with provisions to be met before a contract can become binding.

#### *CONTINGENCY FLAGS*

*A/I* - Attorney Approval/Home Inspection

*CTGO* - Denotes other contingency that may apply. Call Listing Agent for specifics of contingency

*FIN* - Financing

*HC\*\** - Buyer has home to close. Code is followed by number of hours in kick out period

*HS\*\** - Buyer has home to sell. Code is followed by number of hours in kick out period

**NEW** - A New listing.

**PCHG** - Price Change: A listing showing a change in list price – new list price is required.

**RACT** Reactivate: A listing that was previously showing as Contingent, Pending or Temporarily Off-Market

**TEMP** - Active -Temporarily Off-Market (still listed) exclusive brokerage agreement in effect, property unable to be shown, except for reasonable restrictions noted on the listing in the showing instructions.

**BOMK, NEW, PCHG & RACT** - statuses will show on MRED® for 5 days (unless a status change is made to the listing) and then revert to an ACTV status.

## **OFF-MARKET LISTING**

**Closed** property in MRED is when an active listing has been sold and the title has changed from the seller titleholder to the new title holder.

**Expired** listing in MRED is an active listing which has reached its expiration date and has moved from active status to expired and the listing agreement is no longer in effect.

**Temporary off the market/withdrawn** is a listing in MRED which still has a valid listing agreement but the titleholders have asked the property be taken out of MRED.

**Cancelled** listing in MRED is when seller titleholders and the real estate company have cancelled the listing agreement and the property is no longer for sale with that company.

## **OFF MARKET STATUSES**

**CANC** - A Canceled listing - cancellation date is required

**CLSD** - A Closed listing - must be reported within 72 hours of closing. Selling Price, Contract Date, Closed Date, Seller's Concessions Y/N (if Y is entered, Seller's Concessions \$ amount is required (PNT)), and Selling Agent are required.

**EXP** - An Expired listing.

**PEND** - Pending: A fully executed purchase contract with no contingencies other than closing. Property must be placed in Pending in order to report it closed and show the correct Market Time. Requires entry/confirmation of the Contract Date and Selling Agent ID.

**RNTD** - Rented: Property type 6 only - requires Rental Date, Selling Agent and Rented Price.

**Median Sale Price** - The median price is the price that is midway between the least expensive and most expensive home sold in an area during a given period of time. During that time, half the buyers bought homes that cost more than the median price and half bought homes for less than the median price.

**Average Sale Price** - The average home price is the sum of prices of all homes sold in a certain area in a certain period, divided by the number of properties sold in the same area in that period.

**Days On Market (DOM) or Market Time (MT)** - The number of days a listing is active in a multiple listing service before it is entered into "pending" status. Pending status is when an offer has been accepted by the seller but the transaction is not yet closed. Many agents refer to "average days on market," which is derived by adding all the days on market of each listing and dividing by the number of listings. In a buyer's market, the DOM are generally higher because inventory takes longer to sell. In a seller's market, the DOM are fewer.

Additional Abbreviations:

**FS**= For Sale or Active Property

**UC**= Under Contract, Property under contract but has not had all contingencies met.

**OLP** = Original List Price

**LP** = List Price

**LLP** = Last List Price