

Housing Market Data December 2008

Prepared by:

The North Shore – Barrington
Association of REALTORS®



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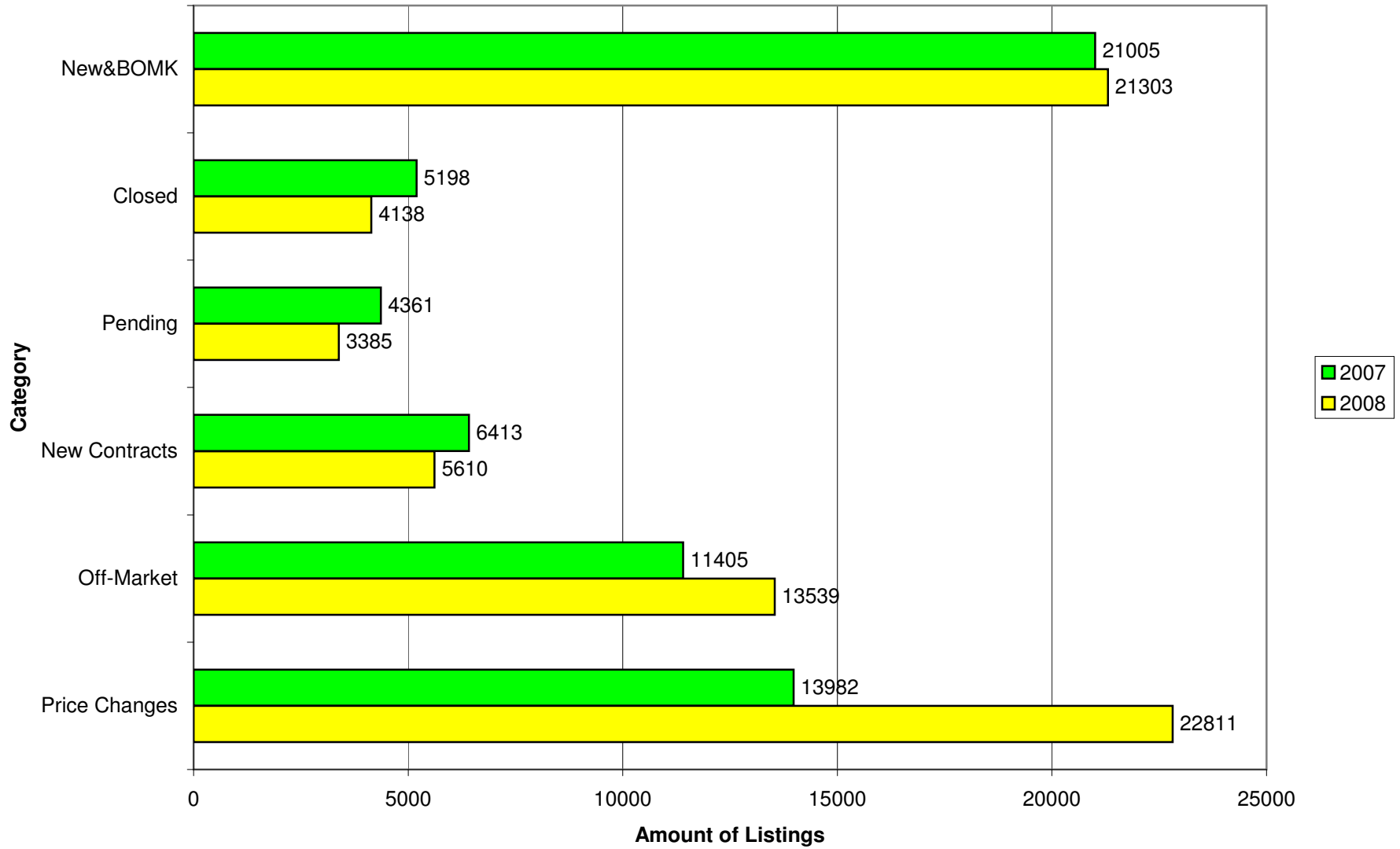


Legal

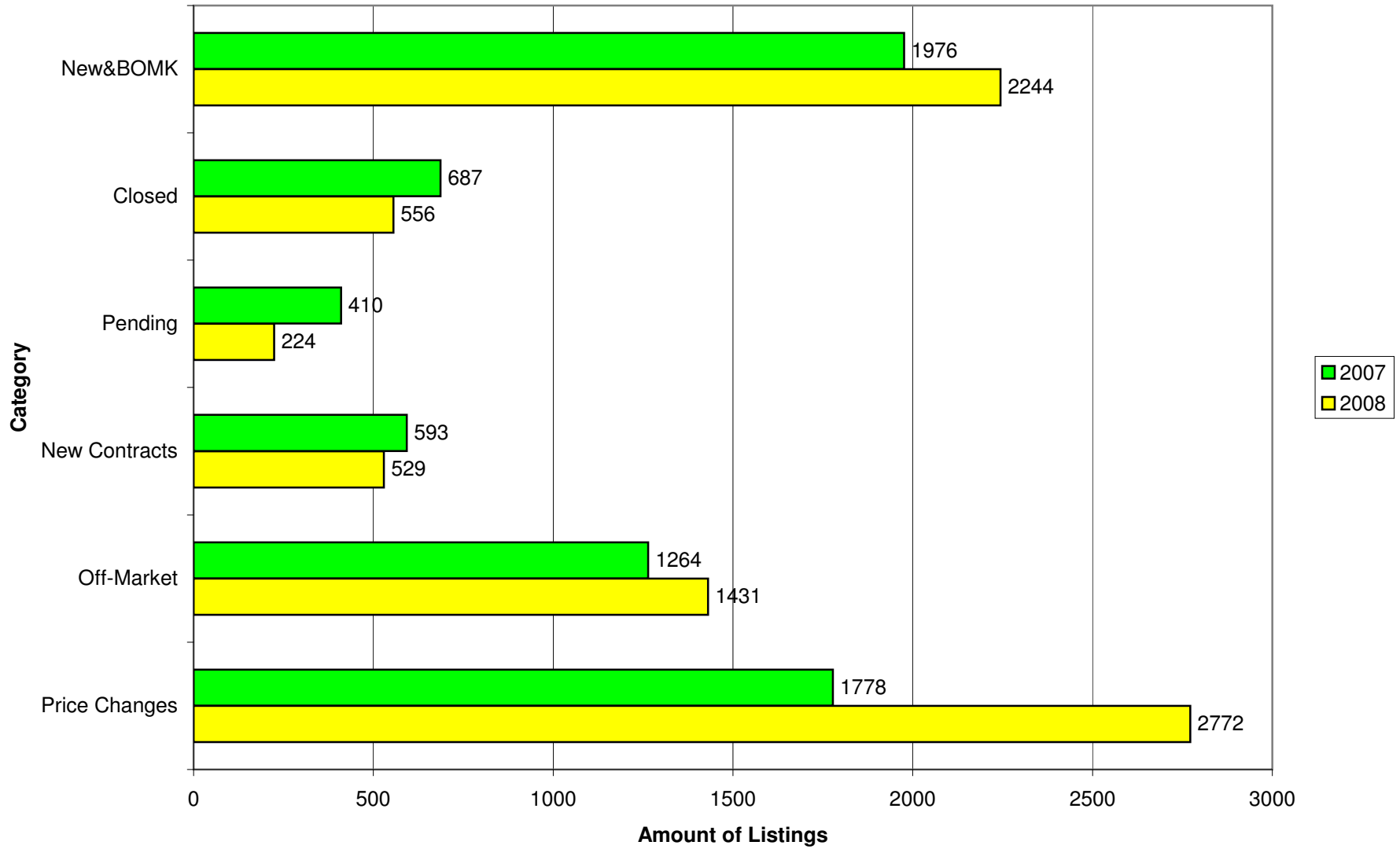
Legal Information

The following representations are based in whole or in part on data supplied by various participants in the Midwest Real Estate Data, LLC (MRED) for the period 9/06 thru 12/08. 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.

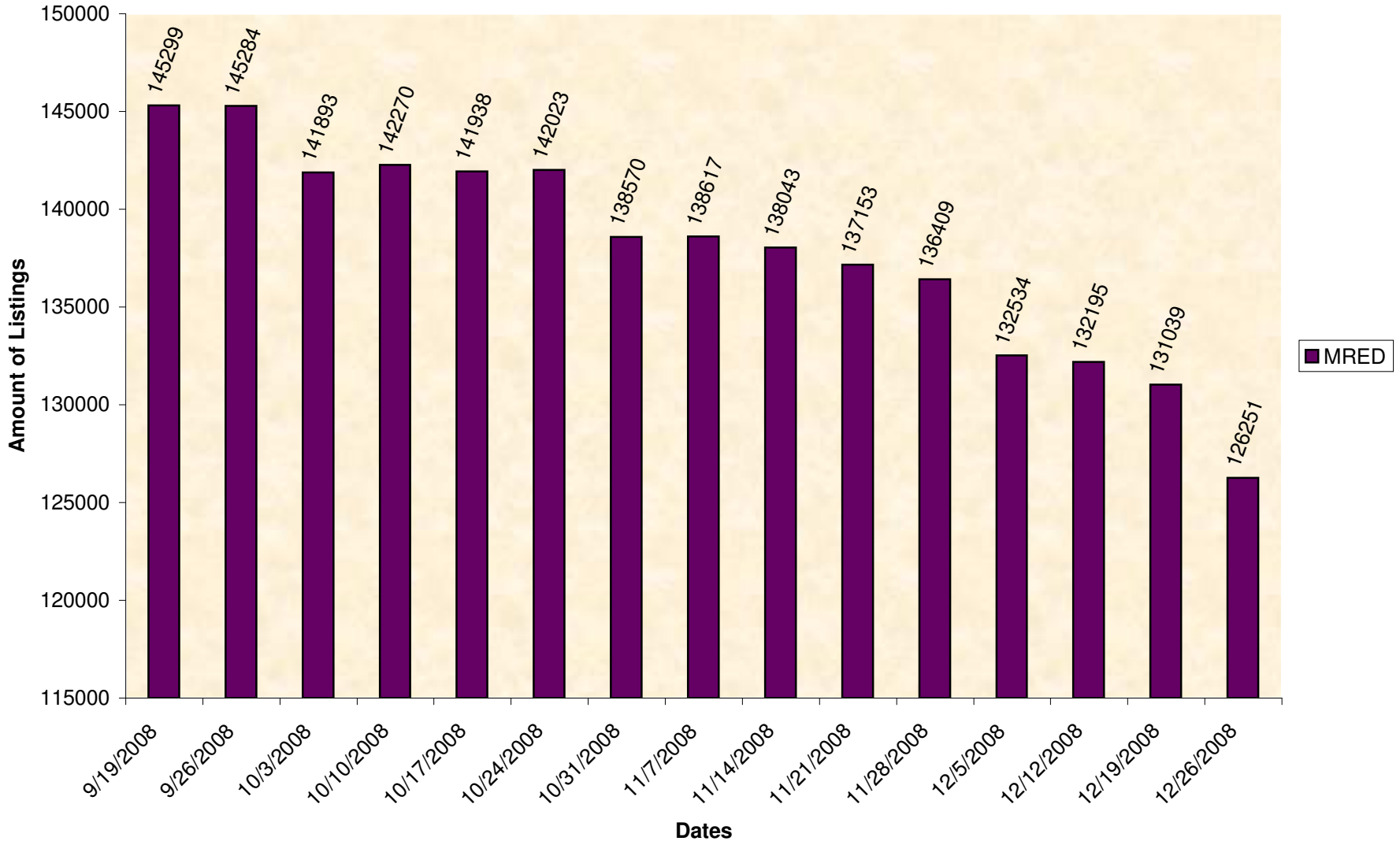
North Shore Quick Data



Barrington Quick Data

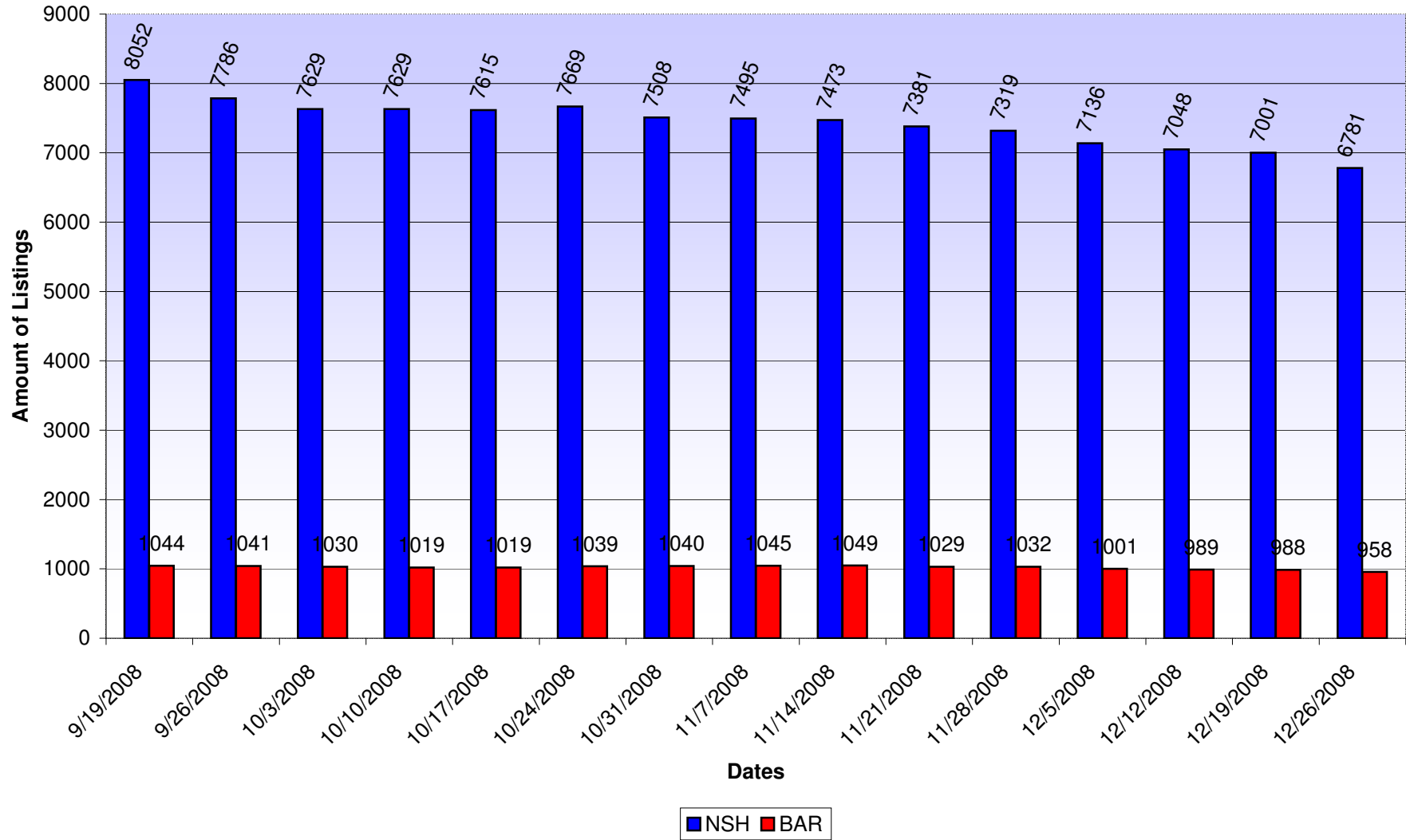


MRED Active Listngs All Property Types

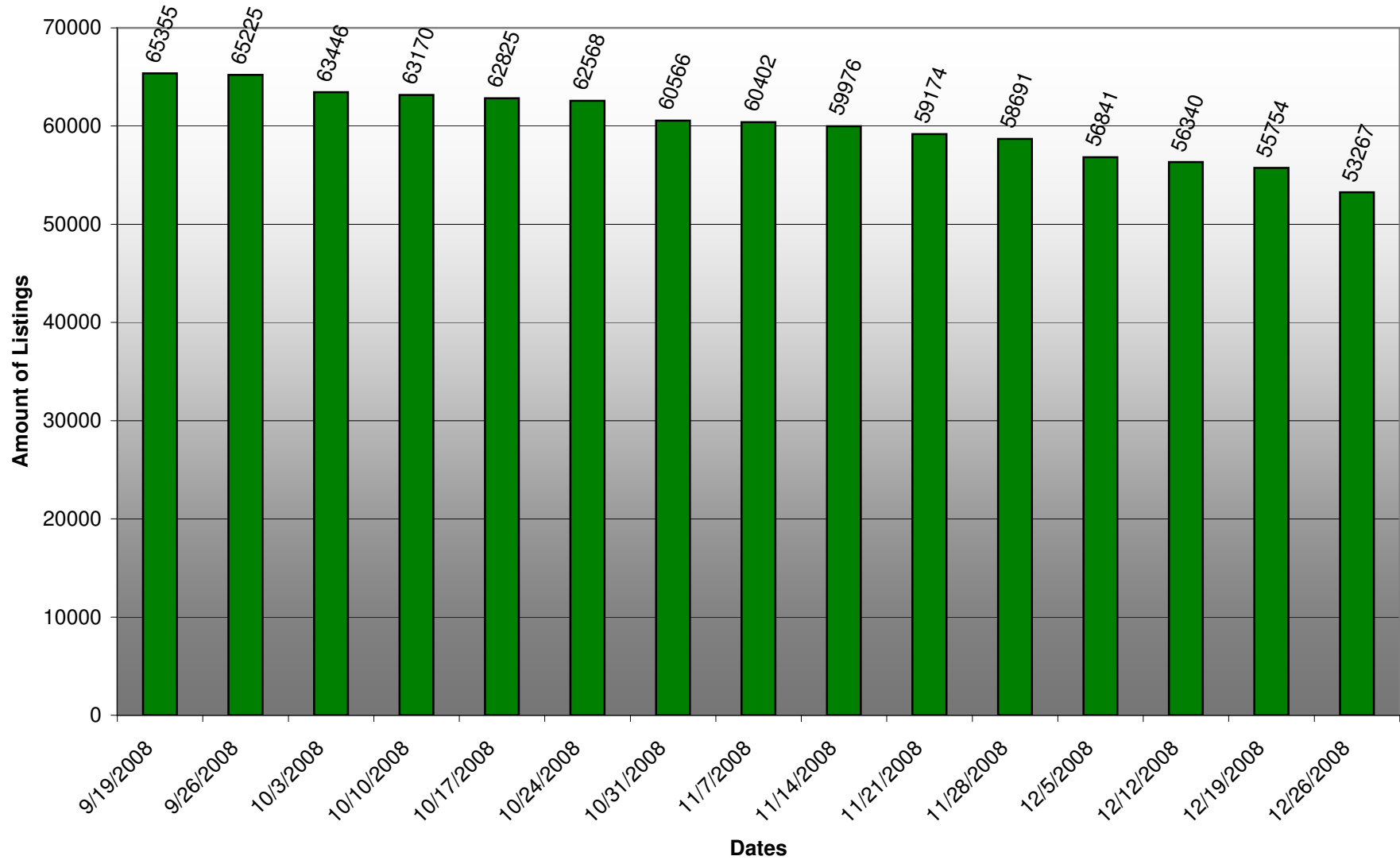


The next six tables show active listings for all MLSNI and for NSBAR for the last fifteen weeks. The NSBAR actives are broken down between North Shore and Barrington.

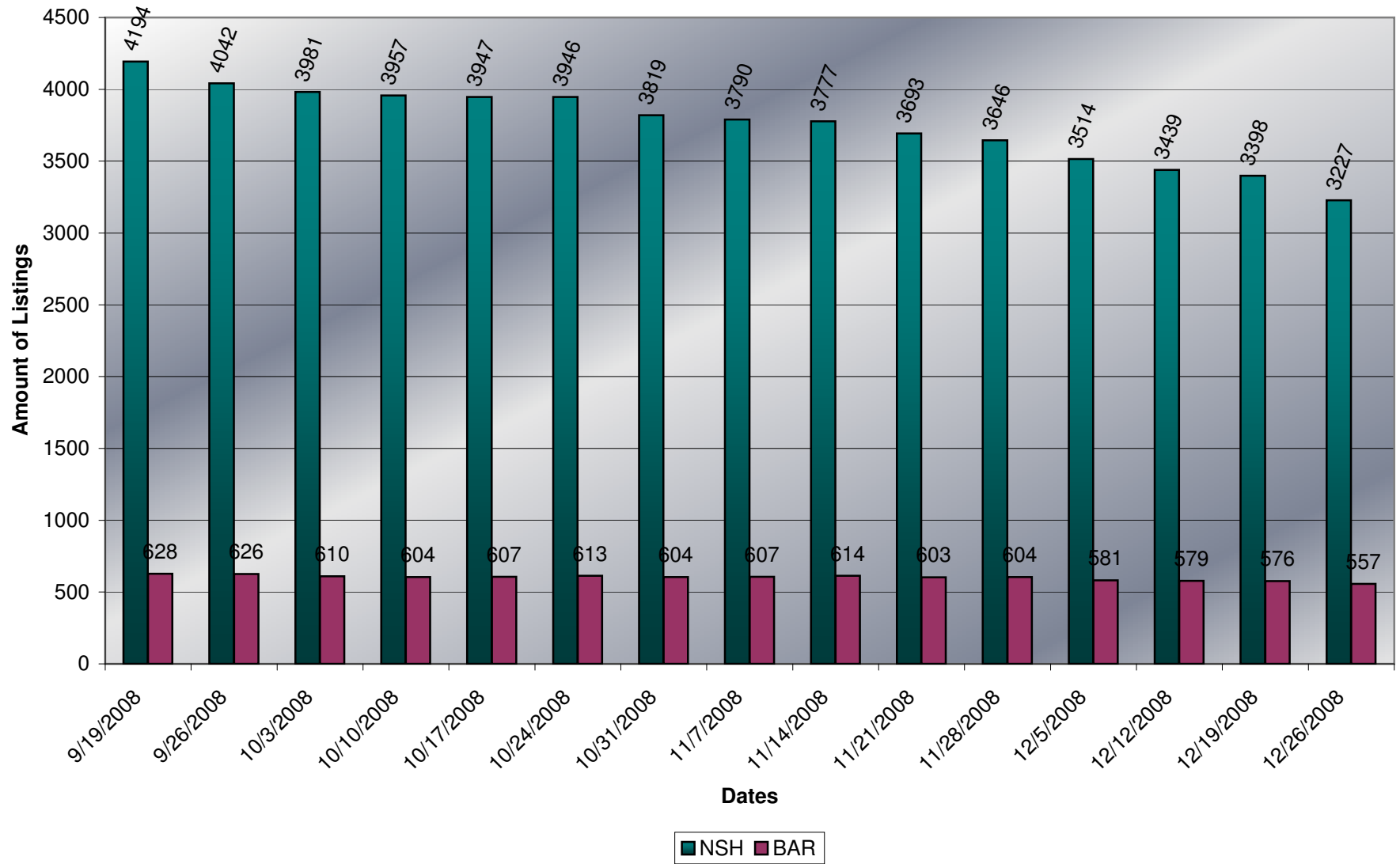
NSBAR Actives All Property Types



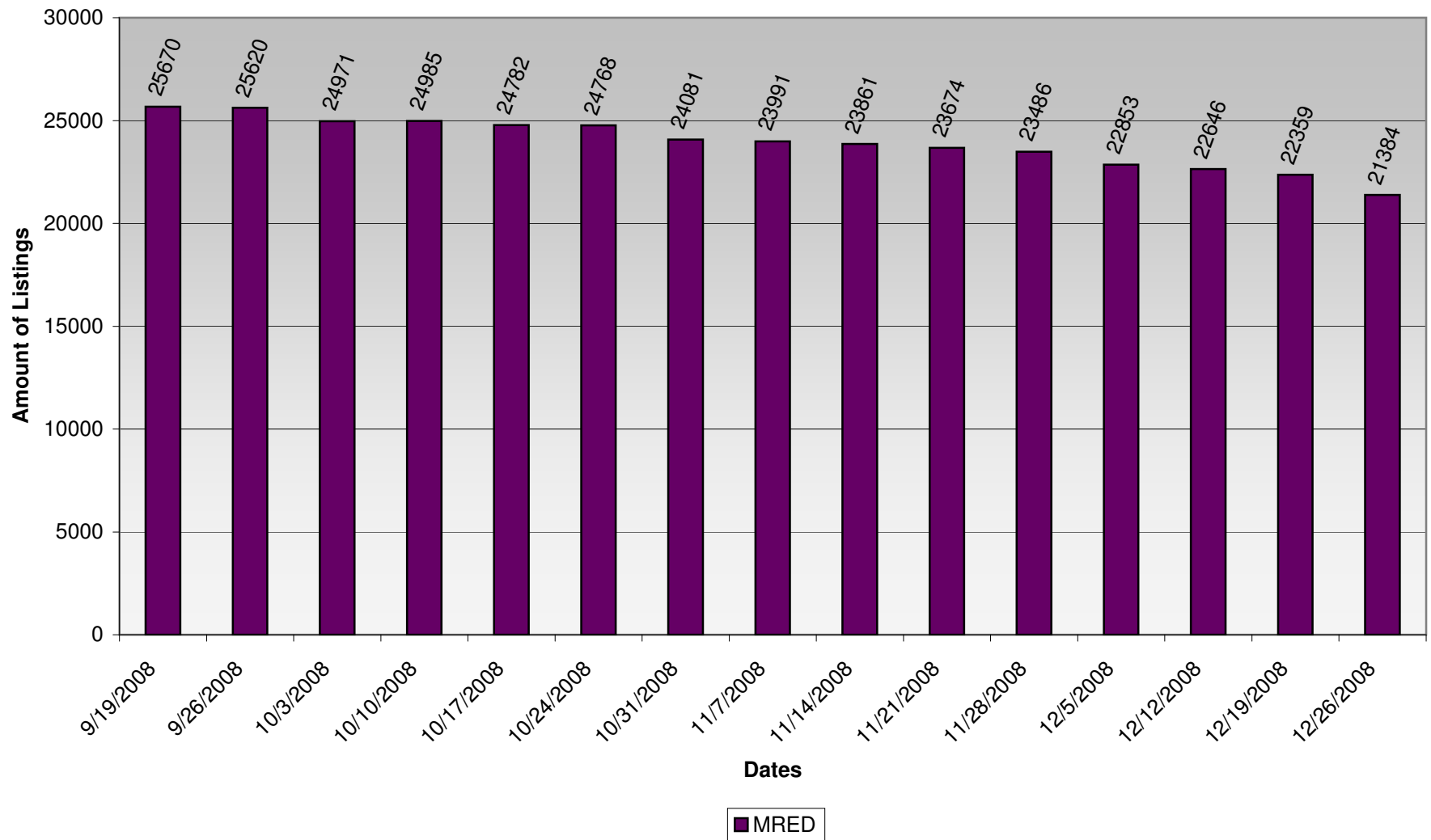
MRED Single Family Homes Active Listings



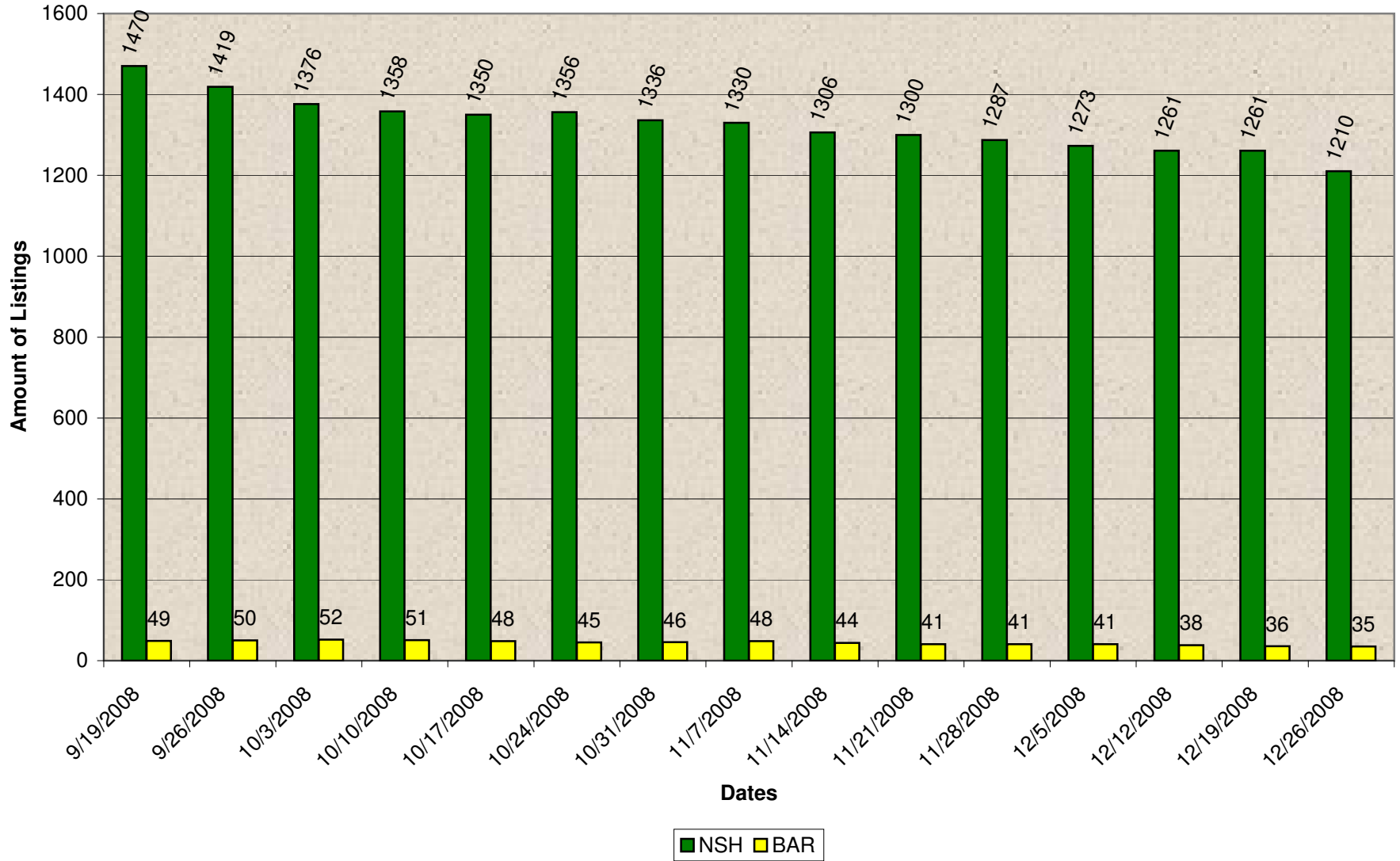
NSBAR Single Family Homes Active Listings



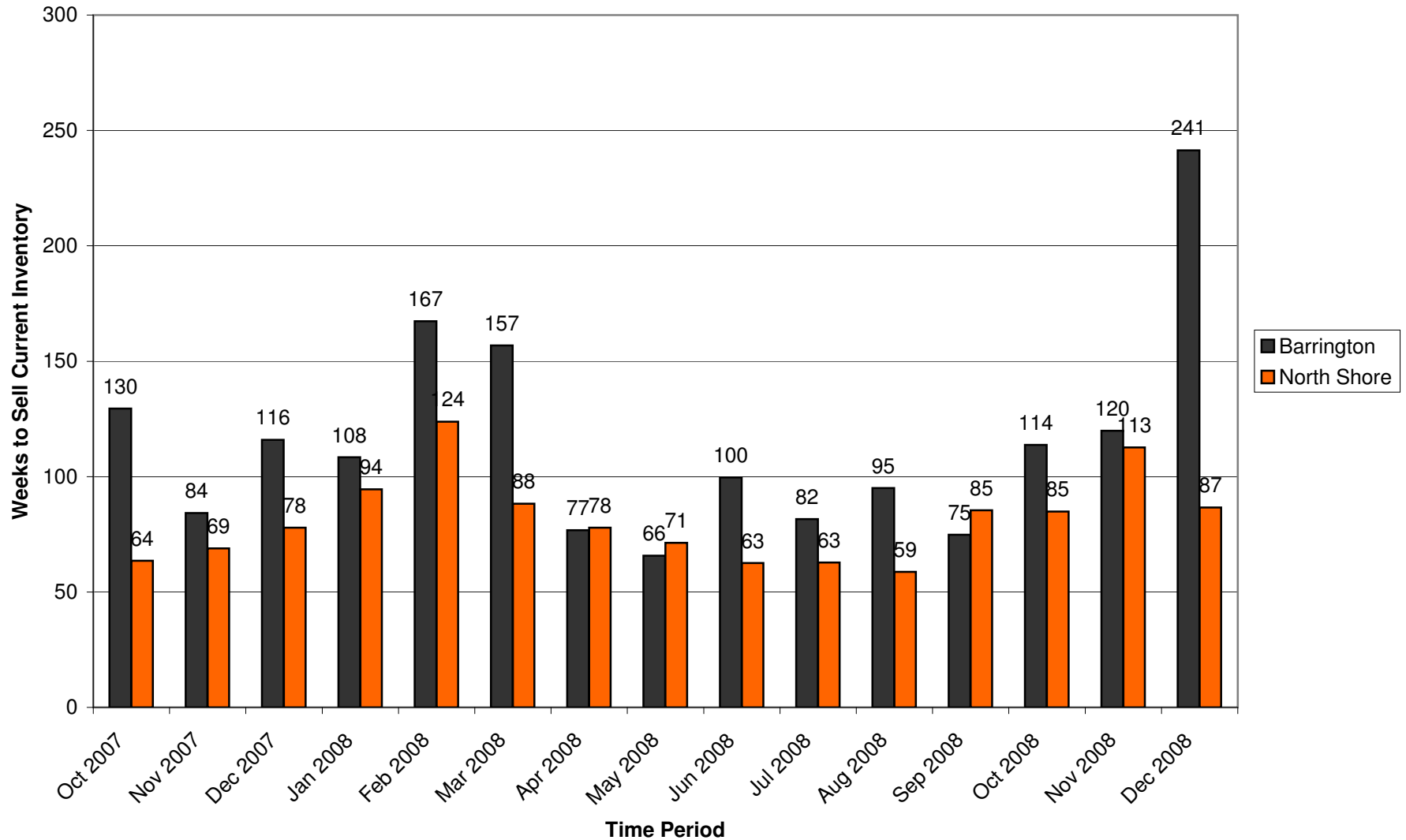
MRED
Active Condo Listings



NSBAR Condos Active Listings



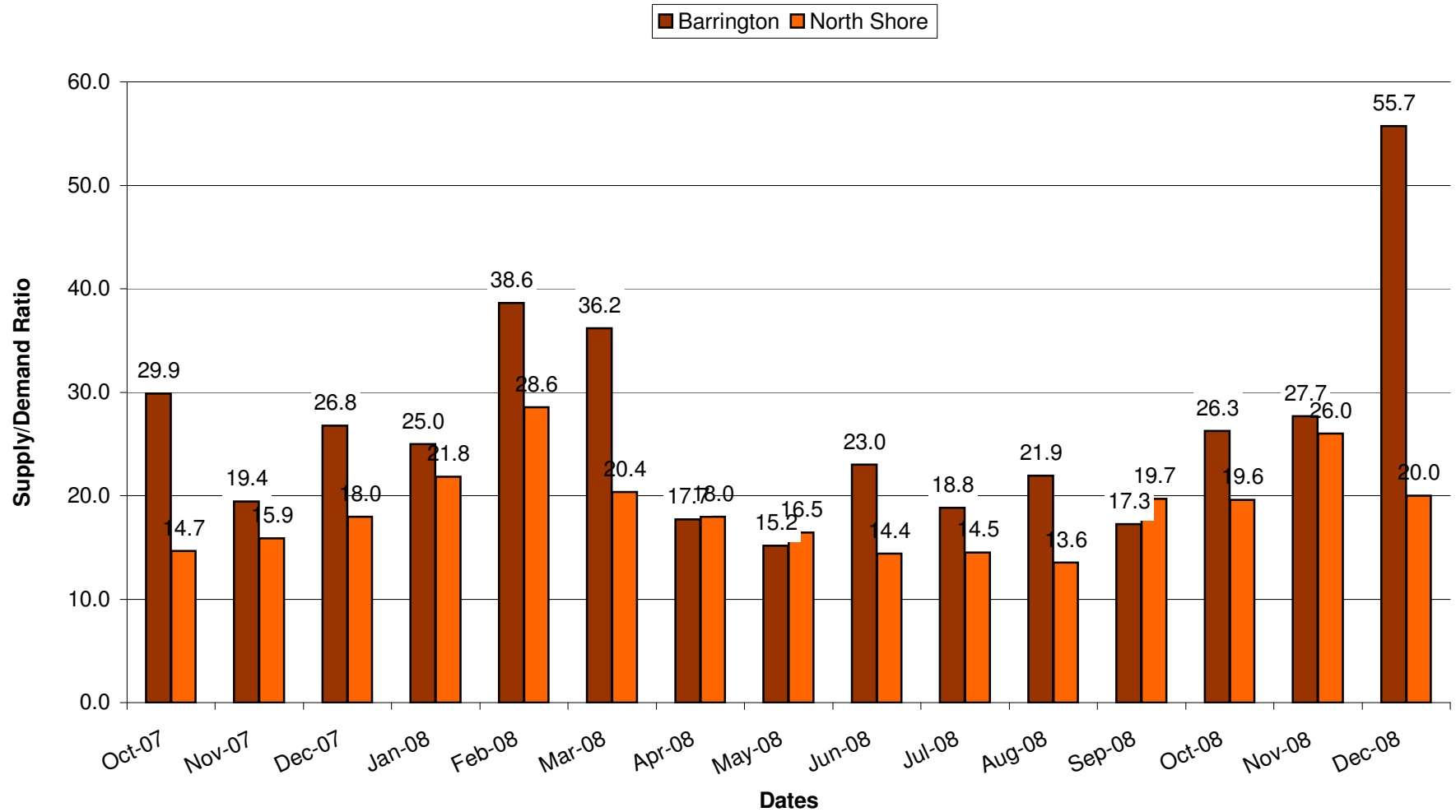
NSBAR Absorption Rate



This table shows the number of weeks inventory that exists in the NSBAR market area by month for the past 15 months broken out between North Shore and Barrington.

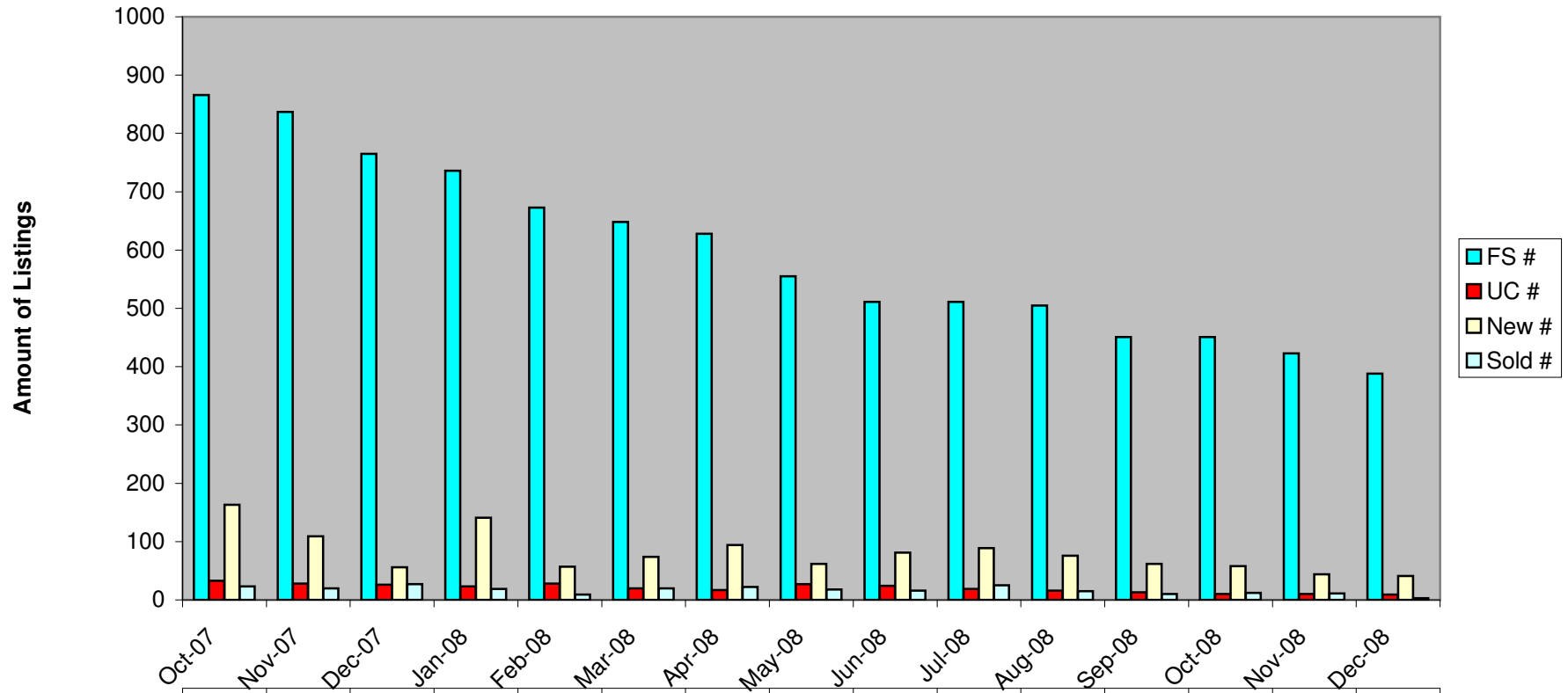
Produced by NSBAR from information in MRED

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.
 Produced by NSBAR from information in MRED

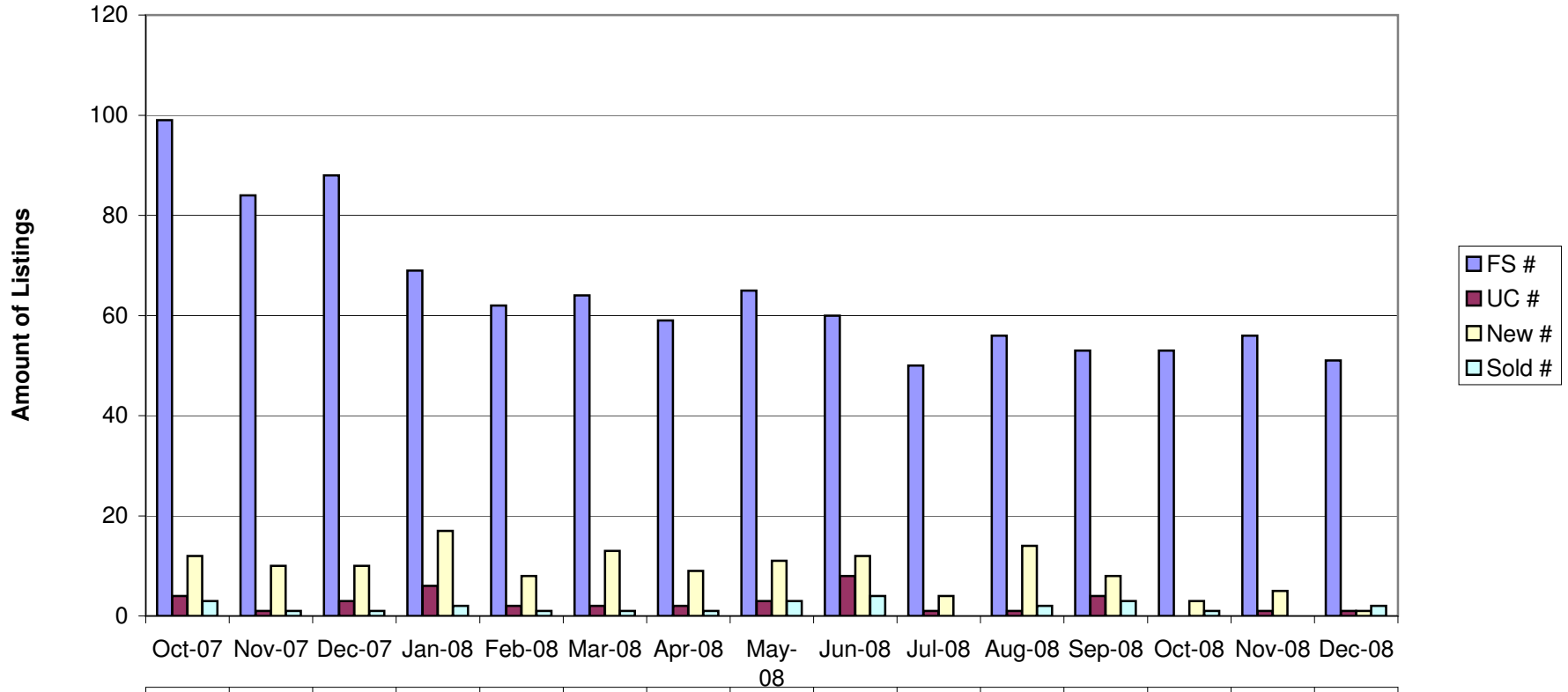
North Shore New Construction



	Oct-07	Nov-07	Dec-07	Jan-08	Feb-08	Mar-08	Apr-08	May-08	Jun-08	Jul-08	Aug-08	Sep-08	Oct-08	Nov-08	Dec-08
FS #	866	837	765	736	673	648	628	555	511	511	505	451	451	423	388
UC #	33	28	26	23	28	20	17	27	24	19	16	13	10	10	9
New #	163	109	56	141	57	74	94	62	81	89	76	62	58	44	41
Sold #	23	20	27	19	9	20	22	18	16	25	15	10	12	11	3

Dates

Barrington New Construction

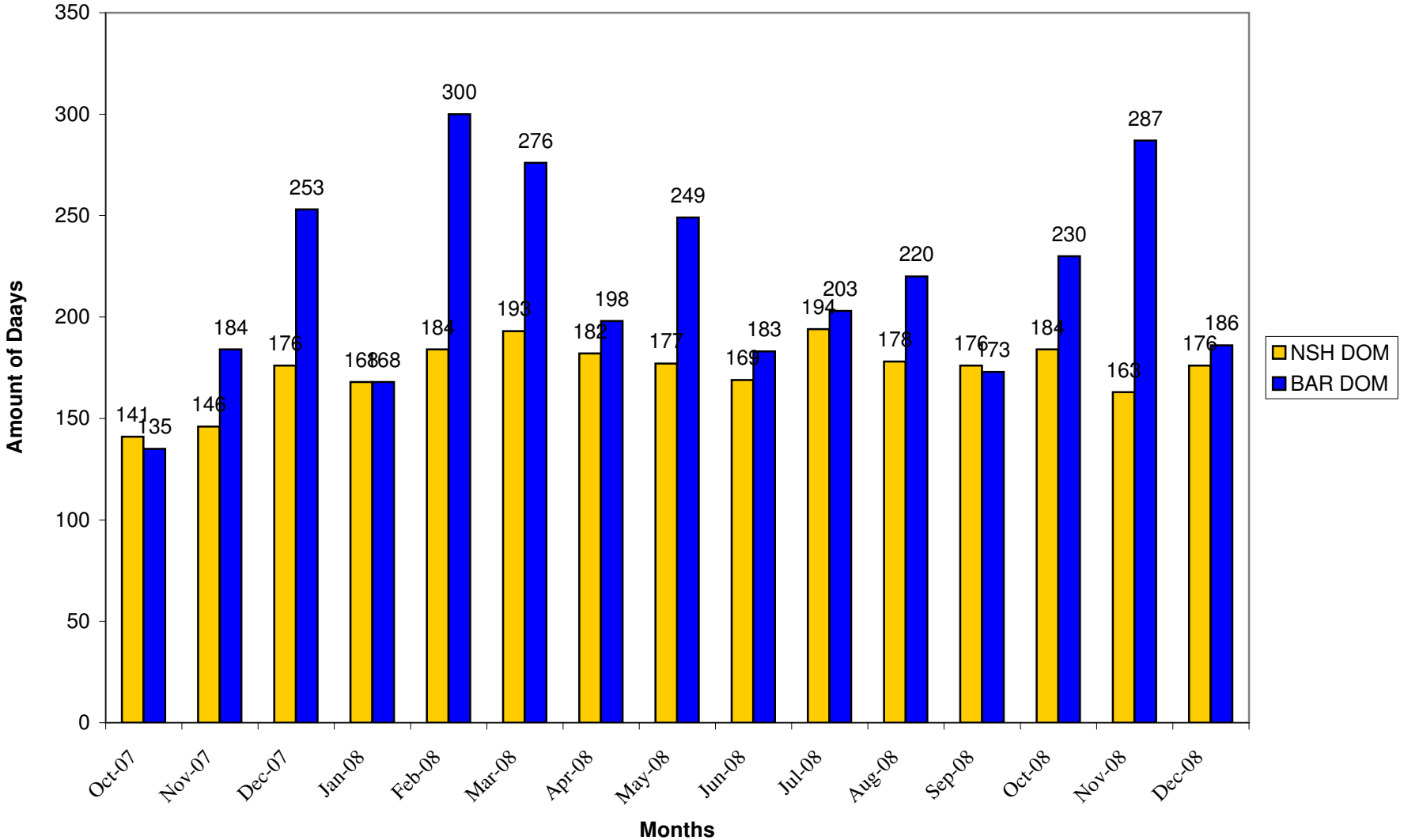


	Oct-07	Nov-07	Dec-07	Jan-08	Feb-08	Mar-08	Apr-08	May-08	Jun-08	Jul-08	Aug-08	Sep-08	Oct-08	Nov-08	Dec-08
FS #	99	84	88	69	62	64	59	65	60	50	56	53	53	56	51
UC #	4	1	3	6	2	2	2	3	8	1	1	4	0	1	1
New #	12	10	10	17	8	13	9	11	12	4	14	8	3	5	1
Sold #	3	1	1	2	1	1	1	3	4	0	2	3	1	0	2

Dates

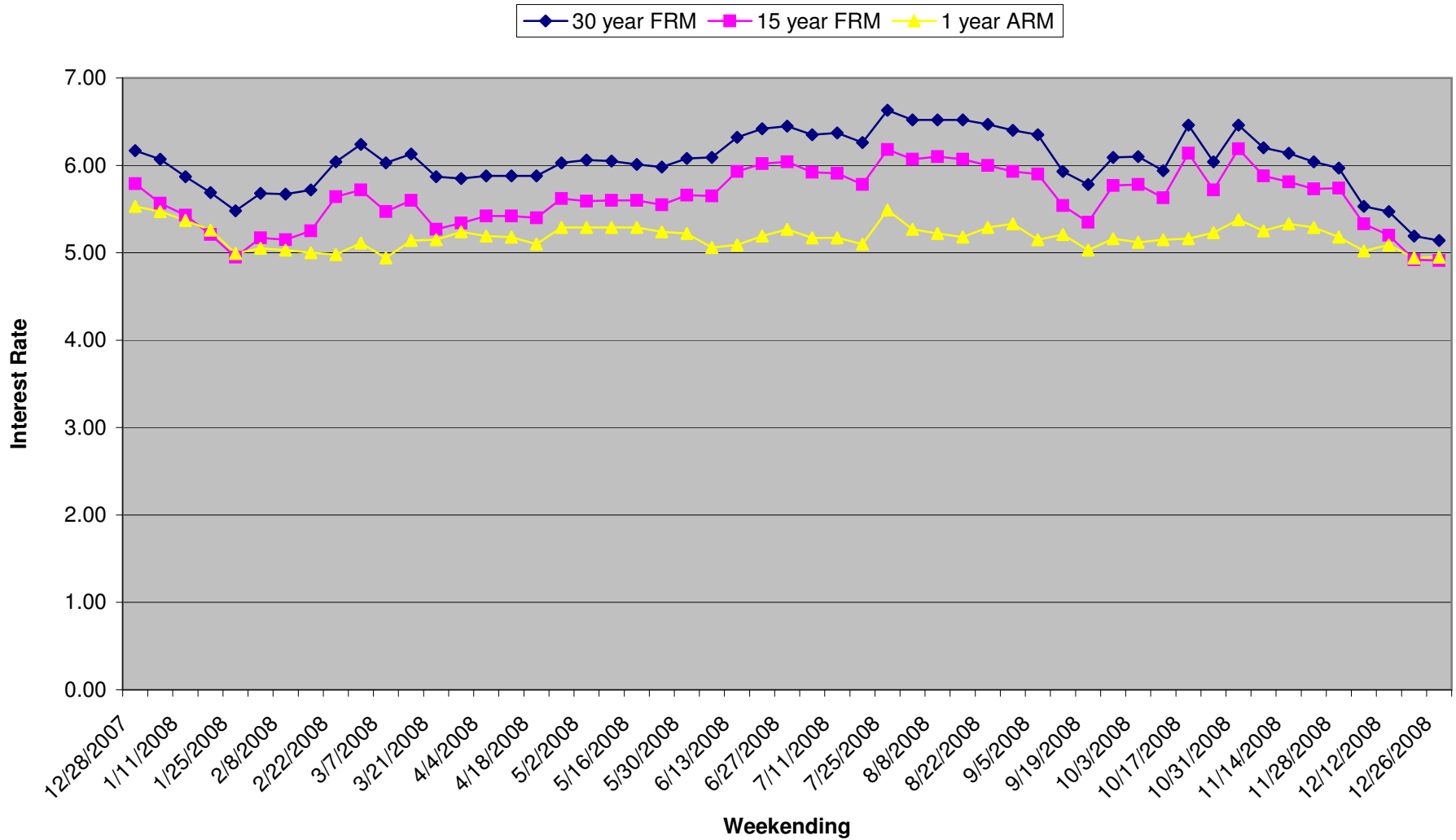
These two charts show, for the past fifteen months th number of new units on the market for North Shore and Barrington respectively. Produced by NSBAR from information in MRED

NSBAR Market Time



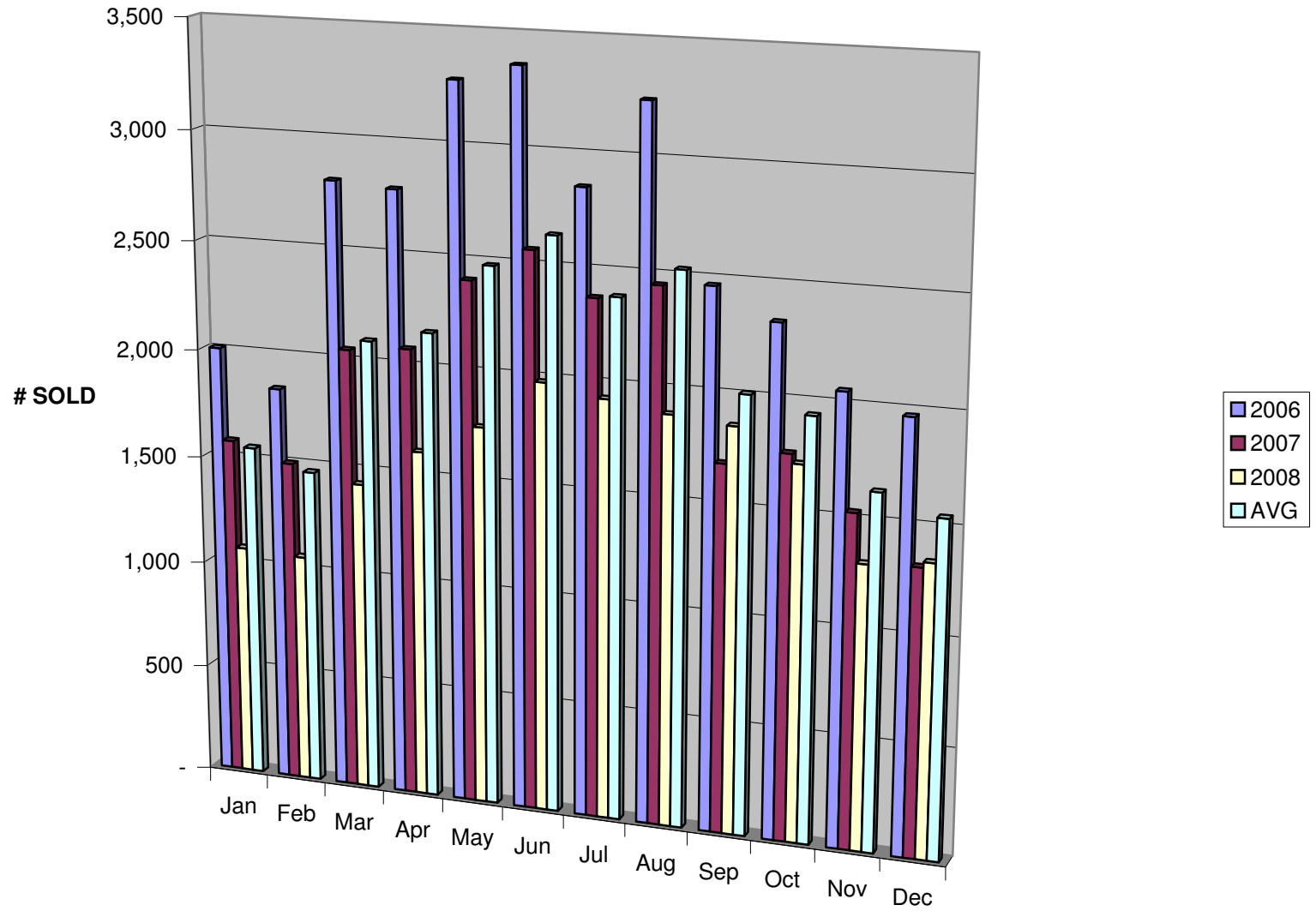
The graph shows the days on the market for both North Shore and Barrington for the past fifteen months. Produced by NSBAR from information in MRED

Mortgage Rate Trends

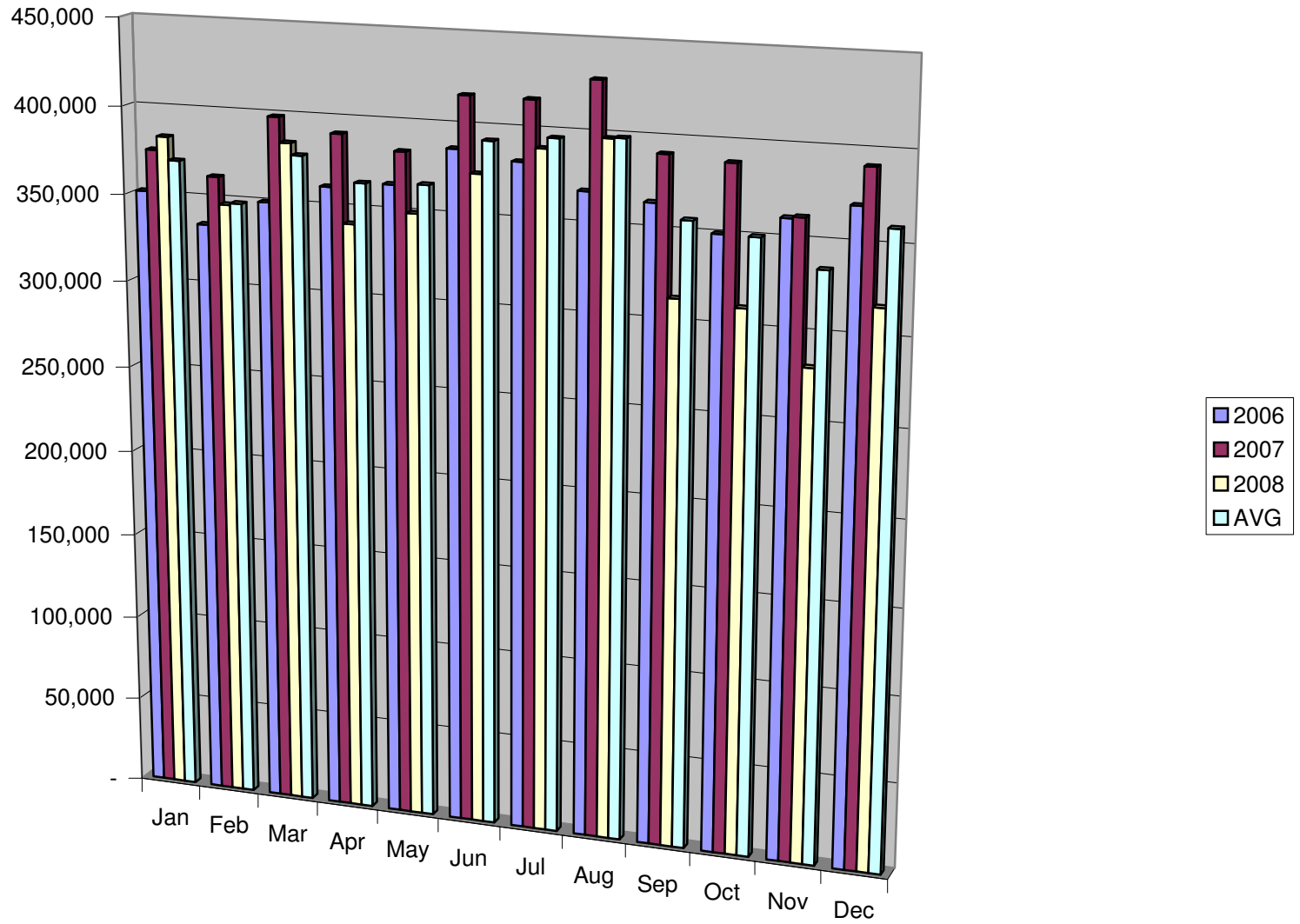


This graph lays out the rates on thirty- and fifteen-year fixed rate mortgages and one-year ARMS for the past year. Produced by NSBAR from information in MRED

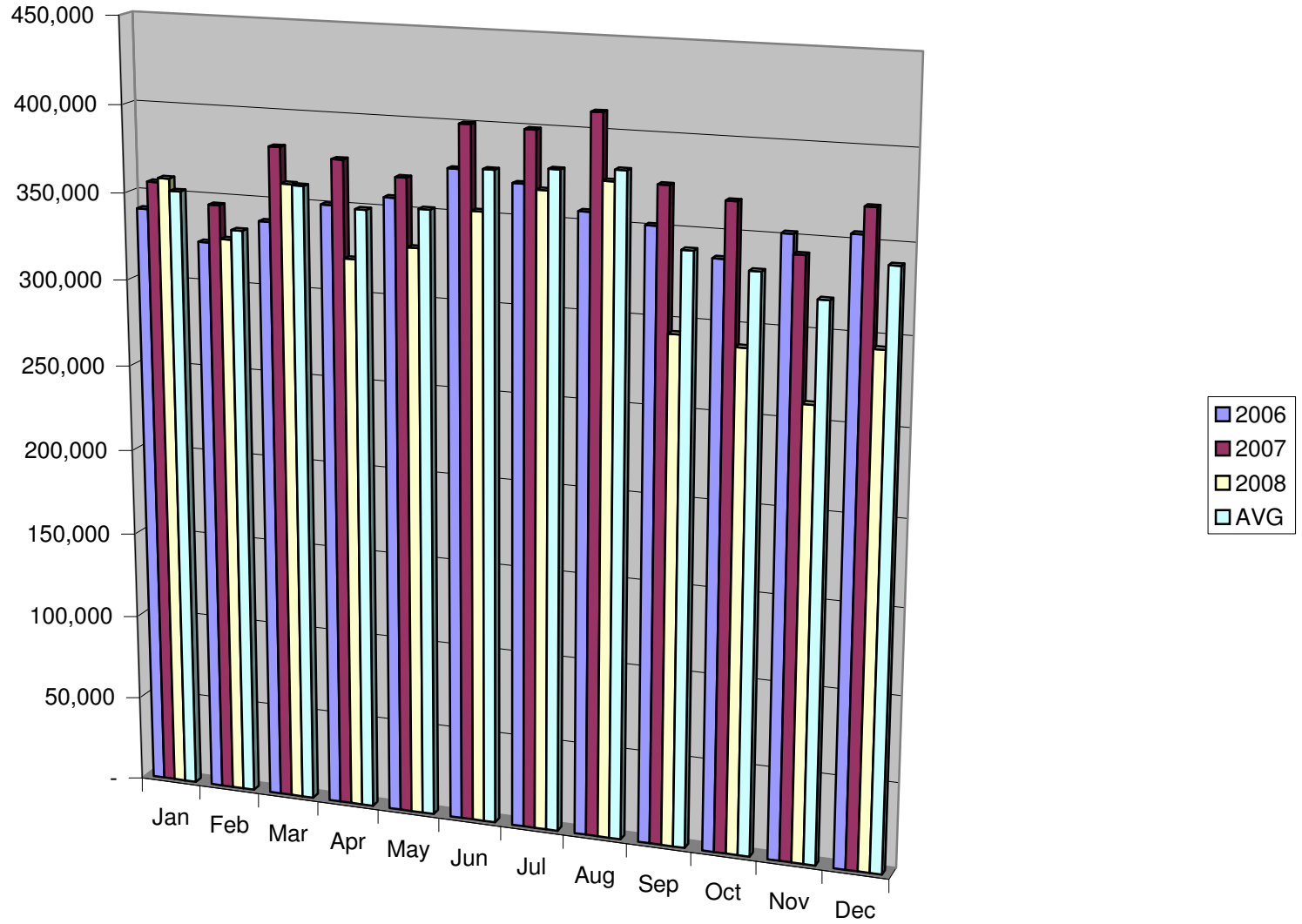
Cook County - # HOUSES SOLD BY MONTH



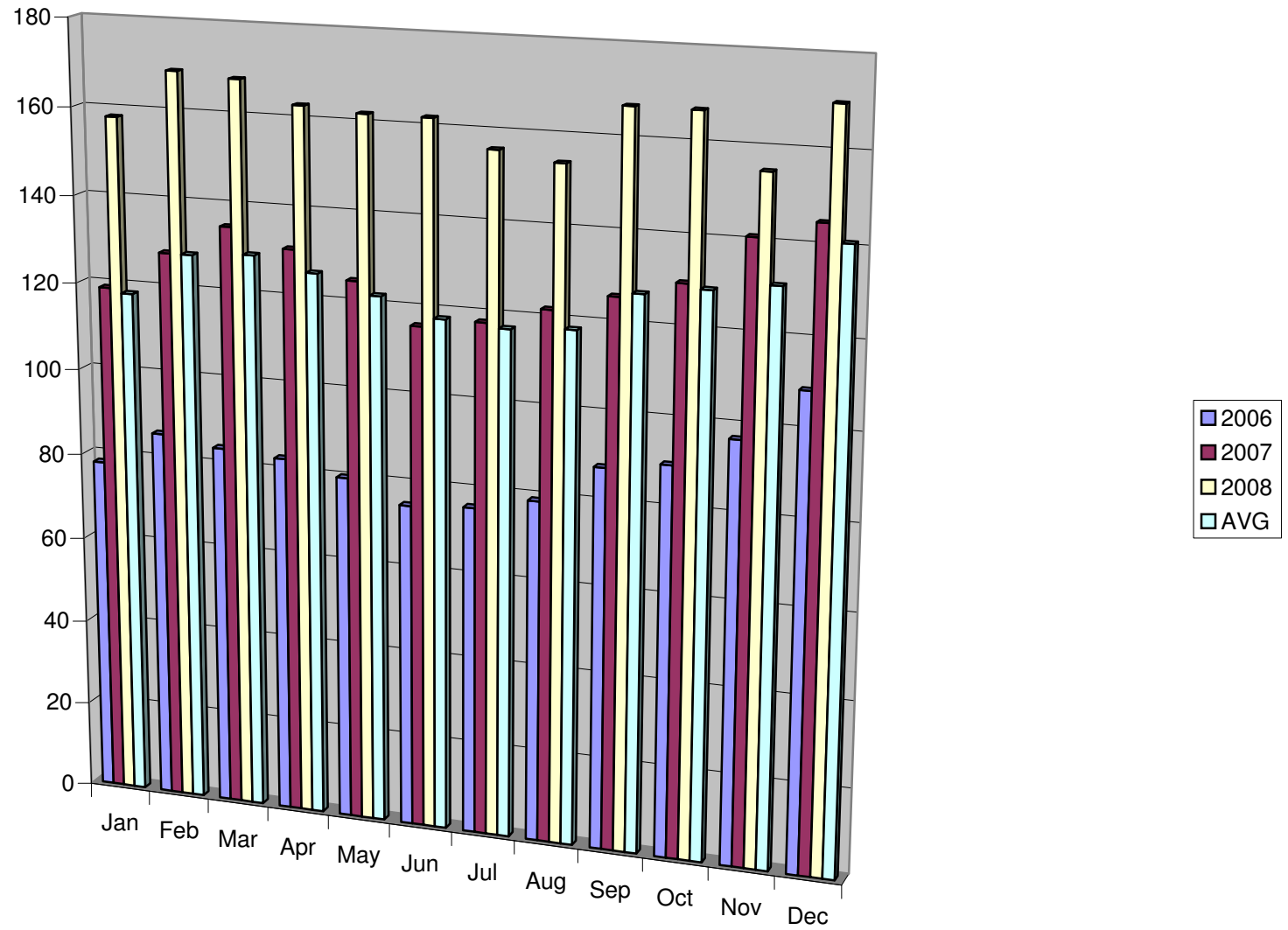
Cook County - AVERAGE LIST PRICE BY MONTH



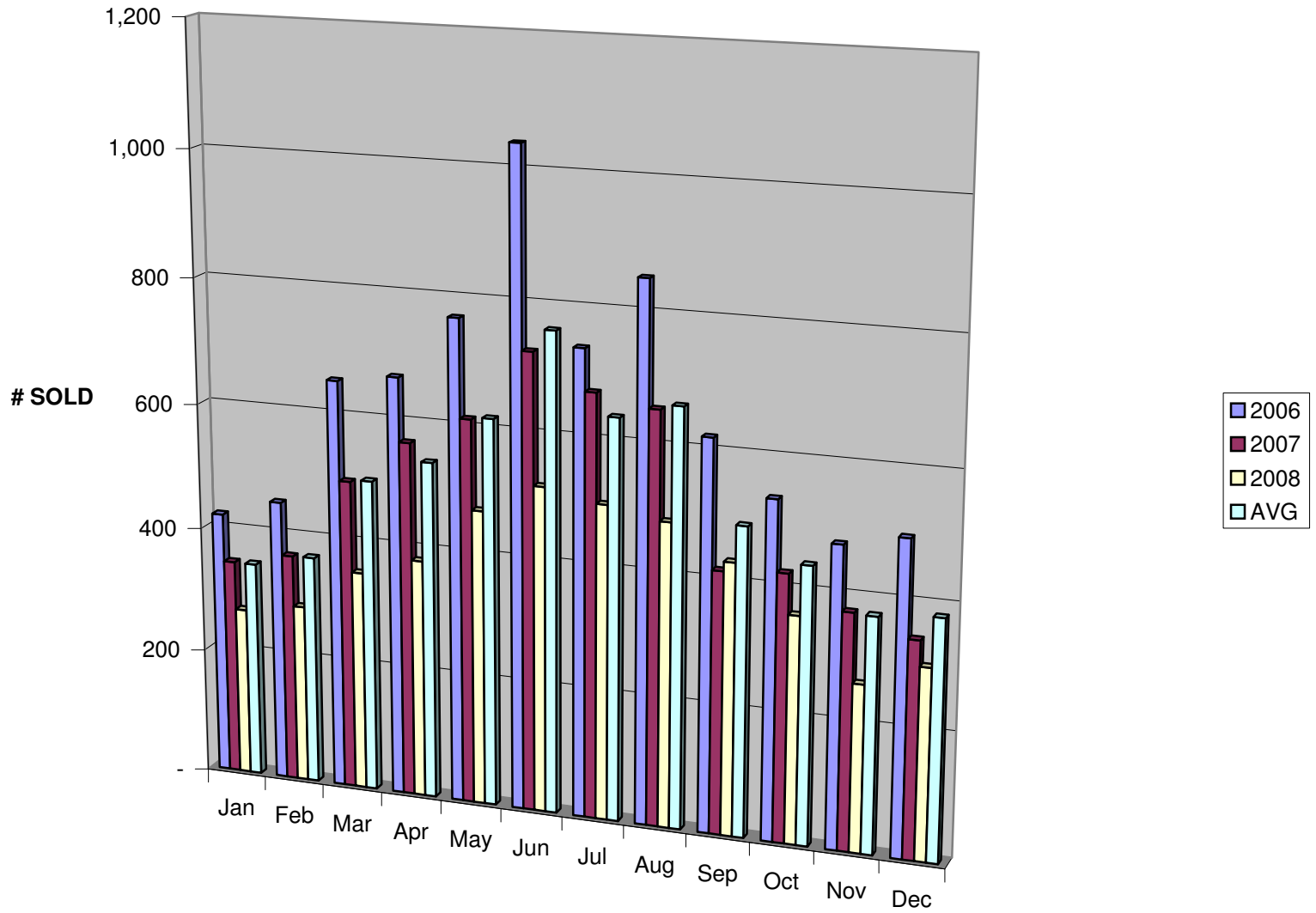
Cook County - AVERAGE SALE PRICE BY MONTH



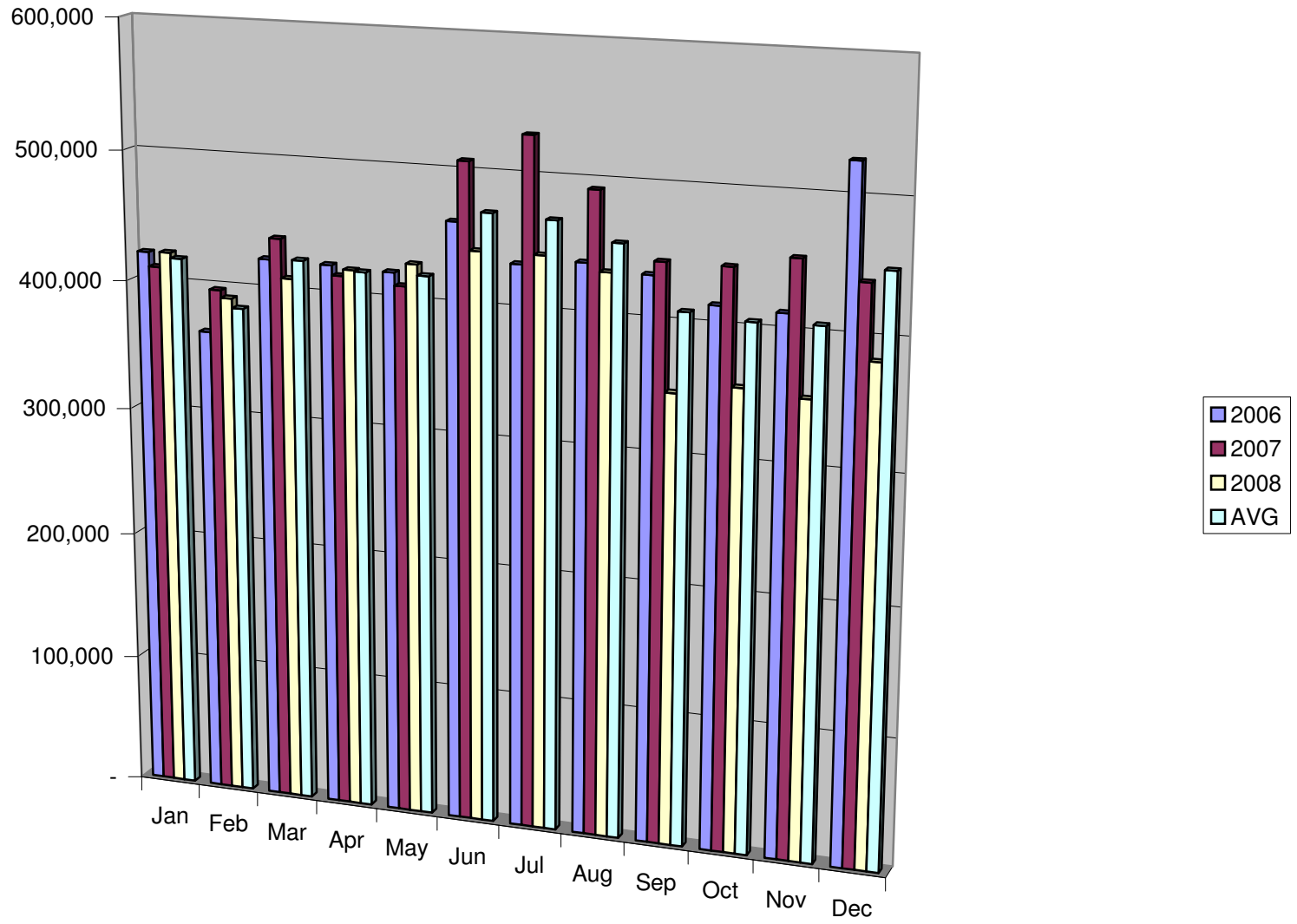
Cook County - AVERAGE TIME ON MARKET BY MONTH



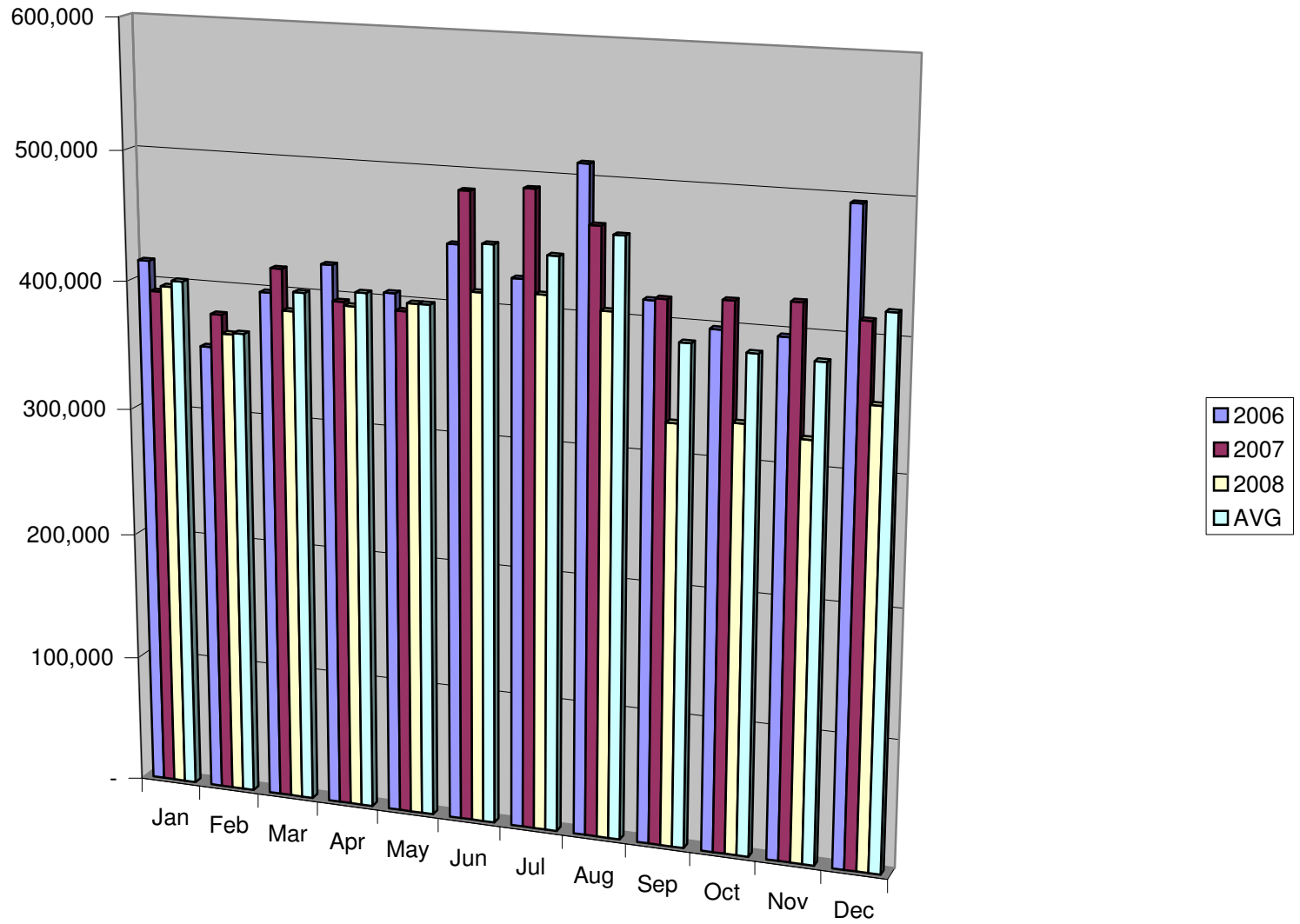
Lake County - # HOUSES SOLD BY MONTH



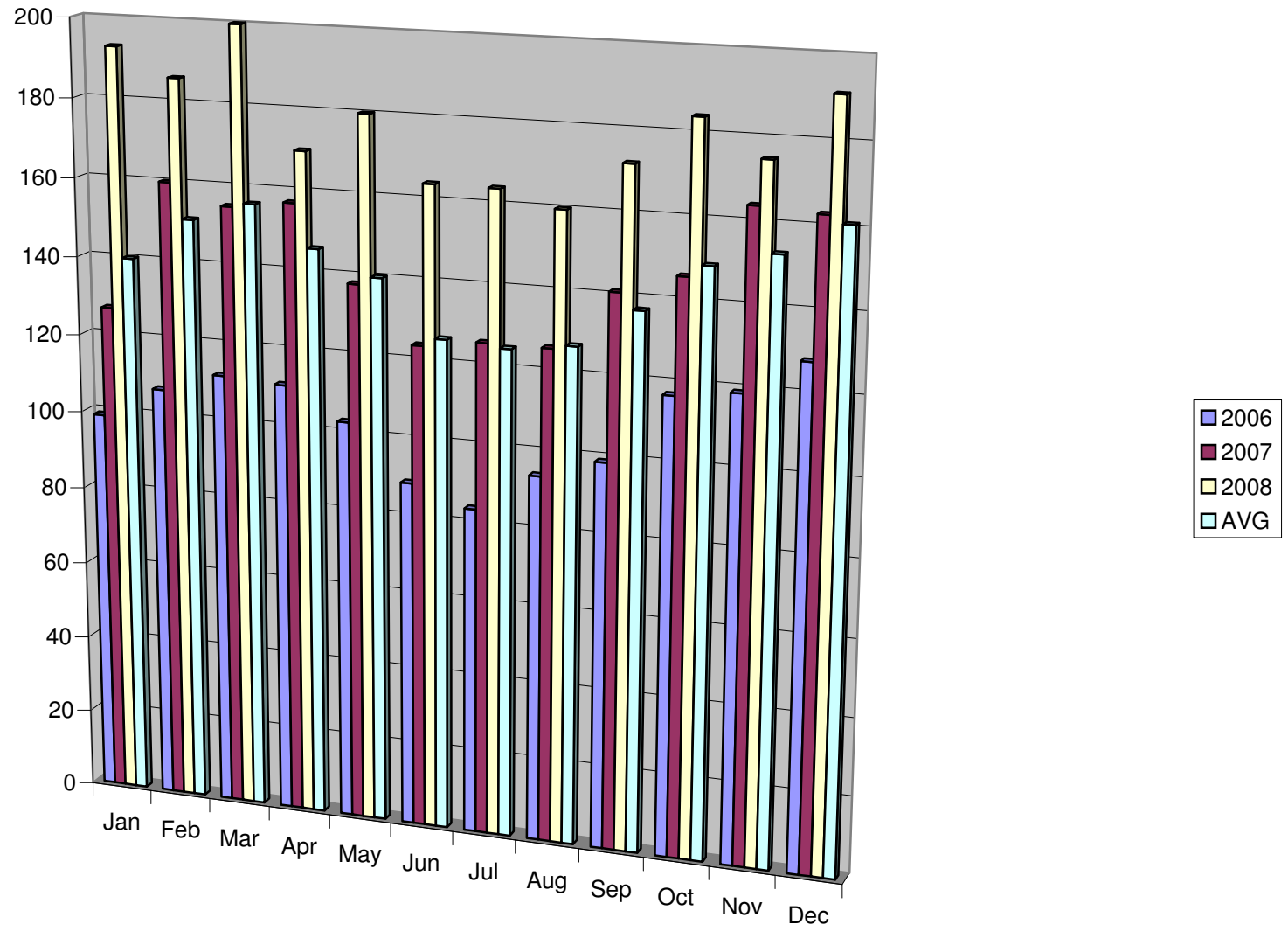
Lake County - AVERAGE LIST PRICE BY MONTH



Lake County - AVERAGE SALE PRICE BY MONTH



Lake County - AVERAGE TIME ON MARKET BY MONTH



Year End Home Sales

AREA	CITY	Avg OLP			Avg SP			Avg MT		
		2006	2007	2008	2006	2007	2008	2006	2007	2008
5	ARLINGTON HEIGHTS	489,403	498,983	467,421	460,966	464,063	426,620	90	151	181
10	BARRINGTON	670,845	661,345	646,483	628,897	606,436	569,518	100	175	202
10	BARRINGTON HILLS	1,378,028	1,141,691	1,631,570	1,196,154	999,702	1,402,763	252	260	275
10	DEER PARK	632,427	705,822	666,890	594,654	654,000	627,564	97	122	112
10	LAKE BARRINGTON	746,271	883,690	721,878	712,845	836,220	649,722	124	136	262
10	NORTH BARRINGTON	968,915	1,008,890	1,013,079	869,438	893,090	882,686	220	267	306
10	PORT BARRINGTON	347,492	319,750	329,916	329,796	292,975	297,039	172	218	242
10	SOUTH BARRINGTON	1,199,647	1,170,899	1,310,354	1,106,764	1,087,686	1,182,754	120	176	205
10	TOWER LAKES	621,725	629,873	428,300	594,375	571,833	362,333	198	223	207
13	CARY	351,980	351,625	317,121	336,244	329,687	281,886	107	153	184
13	OAKWOOD HILLS	239,257	359,571	221,614	219,143	333,471	183,786	63	116	226
14	CRYSTAL LAKE	313,905	330,969	312,329	298,737	308,249	278,019	102	151	176
14	LAKEMOOD	589,118	567,991	545,262	556,784	514,095	478,673	192	182	294
14	PRAIRIE GROVE	628,780	718,800	745,033	573,400	712,667	659,782	283	241	230
15	DEERFIELD	741,860	772,801	742,290	692,090	717,304	652,800	101	140	206
16	DES PLAINES	373,604	373,475	333,676	355,347	348,564	295,201	73	117	162
22	GLENCOE	1,451,026	1,633,745	1,501,236	1,340,220	1,458,768	1,307,631	153	224	225
25	GLENVIEW	793,227	867,849	829,688	746,734	790,074	727,456	94	158	183
25	GOLF	869,000	731,475	925,857	847,250	652,500	829,286	319	252	338
30	GAGES LAKE	215,086	149,885	152,983	203,500	138,500	136,500	94	92	110
30	GRAYSLAKE	313,814	291,193	315,877	299,640	273,554	286,222	84	117	155
30	HAINESVILLE	262,447	246,557	233,864	251,207	233,708	219,154	72	88	180
30	THIRD LAKE	343,873	340,208	280,227	329,909	320,462	257,327	72	156	78
30	WILDWOOD	222,746	225,660	241,922	211,688	211,734	221,562	78	80	130
31	GURNEE	362,807	382,288	366,891	344,042	357,396	324,779	88	140	167
35	HIGHLAND PARK	1,109,489	933,642	911,468	984,994	821,302	777,950	123	202	227
40	HIGHWOOD	476,494	473,362	320,200	446,500	446,769	252,406	115	71	171
42	ISLAND LAKE	229,492	254,218	225,788	219,340	245,389	203,564	88	125	186
43	KENILWORTH	1,623,680	2,269,170	2,422,550	1,490,248	1,995,891	2,065,370	78	242	208
44	LAKE BLUFF	932,104	1,066,492	728,914	857,916	891,571	642,709	123	170	192
45	LAKE FOREST	1,545,622	1,755,372	1,478,168	1,364,217	1,545,732	1,275,165	152	195	195
47	HAWTHORN WOODS	699,468	731,232	690,891	659,840	687,853	622,355	115	186	191
47	KILDEER	919,579	854,553	891,622	863,597	789,825	770,936	146	130	212
47	LAKE ZURICH	400,774	386,458	388,289	382,293	362,549	355,871	89	130	143
47	LONG GROVE	996,750	932,514	980,389	937,263	854,719	853,968	149	186	261
48	GREEN OAKS	775,540	818,881	769,338	727,502	754,627	659,038	124	153	255
48	LIBERTYVILLE	602,953	589,940	577,328	571,593	551,231	518,435	131	163	210
50	HOLIDAY HILLS	248,700	185,150	131,583	222,750	170,950	125,983	90	157	53
50	JOHNSBURG	313,182	345,988	309,206	304,336	325,453	271,369	93	128	150
50	LAKEMOOR	236,258	255,310	198,353	243,260	252,535	174,711	88	135	159
50	MCCULLOM LAKE	179,920	119,810	132,600	164,900	109,600	124,643	122	74	89
50	MCHENRY	258,870	262,149	229,713	246,246	243,825	206,315	94	130	157
50	RINGWOOD	399,722	477,838	389,950	386,500	435,188	345,250	64	227	232

Information compares YTD sales of the following years 2005, 2006, 2007

		Avg OLP			Avg SP			Avg MT		
AREA	CITY	2006	2007	2008	2006	2007	2008	2006	2007	2008
53	MORTON GROVE	450,353	448,040	422,974	427,992	418,104	372,967	68	124	161
56	MOUNT PROSPECT	415,765	420,805	387,703	396,601	389,664	347,179	65	125	152
60	IVANHOE	956,164	889,829	810,550	904,243	796,114	681,683	217	201	408
60	MUNDELEIN	335,651	335,688	309,277	320,232	315,088	275,668	96	126	174
61	INDIAN CREEK	503,875	485,278	461,414	474,219	452,278	410,643	121	145	127
61	VERNON HILLS	535,446	548,730	549,404	510,507	508,718	495,330	82	143	150
62	NORTHBROOK	807,937	759,076	747,207	749,827	691,115	664,940	97	142	174
67	PALATINE	460,823	471,925	477,087	441,098	444,692	433,909	90	133	158
69	LINCOLNSHIRE	744,584	22,875,178	690,151	707,568	756,786	618,180	78	122	245
73	ROUND LAKE	275,749	270,237	240,353	269,209	248,487	206,239	82	156	168
73	ROUND LAKE BEACH	185,289	184,448	164,033	177,219	174,124	145,665	68	111	158
73	ROUND LAKE HEIGHTS	214,280	187,388	167,479	206,936	175,535	148,439	95	93	185
73	ROUND LAKE PARK	161,349	171,587	138,001	154,190	159,901	122,123	93	92	107
76	SKOKIE	459,334	437,979	386,092	434,851	403,266	344,767	71	119	151
84	WAUCONDA	317,059	294,631	301,798	312,324	274,368	270,380	98	136	150
85	PARK CITY	219,193	213,750	193,359	211,369	210,250	175,250	109	127	129
85	WAUKEGAN	174,057	169,633	141,553	164,006	157,278	122,673	94	120	161
89	BUFFALO GROVE	465,330	447,482	440,693	443,233	417,033	399,722	67	114	135
90	WHEELING	333,273	307,402	283,442	320,779	290,542	252,241	61	125	166
91	WILMETTE	1,012,457	1,049,400	1,022,298	938,044	970,438	912,425	97	131	151
93	WINNETKA	1,802,901	1,872,768	1,711,498	1,638,262	1,686,643	1,498,457	138	192	196
102	ALGONQUIN	346,860	347,028	327,167	329,732	327,384	292,663	97	139	183
115	DEKALB	215,429	212,266	207,601	207,332	198,922	188,107	68	95	137
156	LAKE IN THE HILLS	286,081	288,438	251,825	277,834	272,834	228,022	82	118	150
178	SYCAMORE	267,186	276,901	283,180	255,696	259,823	253,147	107	138	195
193	SCHAUMBURG	409,418	389,648	372,900	391,127	365,264	337,458	83	137	162
194	HOFFMAN ESTATES	375,747	395,295	354,430	360,763	382,108	328,610	75	91	157
201	EVANSTON	657,758	703,403	676,401	621,531	655,236	618,724	72	115	134
645	LINCOLNWOOD	639,782	779,709	640,034	598,338	709,562	541,822	105	156	165
7115	BANNOCKBURN	1,752,571	2,427,800	1,474,000	1,536,786	2,089,000	1,381,250	445	370	335
7145	METTAWA	1,546,667	1,674,000	1,874,950	1,330,000	1,550,000	1,490,000	106	289	127
7167	INVERNESS	883,903	785,637	772,574	807,248	725,146	688,520	153	235	161
7169	PRAIRIE VIEW	420,173	278,580	280,950	395,682	250,600	247,750	104	90	135
7193	NORTHFIELD	1,116,834	1,327,329	1,064,294	1,033,993	1,146,991	950,374	110	185	151
7215	RIVERWOODS	991,324	940,585	1,092,981	936,561	864,129	952,370	126	130	257
8001	CHICAGO	521,788	501,092	462,613	490,237	475,333	398,200	122	88	213
8002	CHICAGO	453,005	462,840	421,404	431,479	430,534	371,606	77	129	132
8006	CHICAGO	1,268,359	1,281,754	1,419,219	1,202,220	1,200,528	1,289,404	135	166	167
8008	CHICAGO	3,076,338	2,977,454	3,586,039	2,526,622	2,644,680	3,071,473	303	223	308
	Average	527,349	564,022	530829	493,064	517,997	471,356	96	140	172
	% change from previous year		6.95%	-5.89%		5.06%	-9.00%		45.83%	22.86%

Information compares YTD sales of the following years 2005, 2006, 2007

AREA	CITY	# Listed			#Sold			Volume		
		2006	2007	2008	2006	2007	2008	2006	2007	2008
5	ARLINGTON HEIGHTS	1684	1475	1204	560	546	400	258,141,104	253,378,413	170,648,074
10	BARRINGTON	624	543	492	259	195	143	162,884,425	118,255,023	81,441,010
10	BARRINGTON HILLS	171	140	165	65	34	36	77,750,022	33,989,879	50,499,475
10	DEER PARK	56	46	71	26	18	24	15,461,000	11,772,000	15,061,547
10	LAKE BARRINGTON	75	81	83	31	29	27	22,098,200	24,250,387	17,542,500
10	NORTH BARRINGTON	114	118	124	46	39	28	39,994,150	34,830,500	24,715,216
10	PORT BARRINGTON	74	89	68	25	12	15	8,244,912	3,515,700	4,455,583
10	SOUTH BARRINGTON	85	127	153	36	37	33	39,843,500	40,244,375	39,030,869
10	TOWER LAKES	30	25	13	4	15	3	2,377,500	8,577,500	1,087,000
13	CARY	696	634	522	310	235	207	104,235,622	77,476,334	58,350,418
13	OAKWOOD HILLS	27	41	16	7	17	7	1,534,000	5,669,000	1,286,500
14	CRYSTAL LAKE	1350	1282	1091	619	445	332	184,918,161	137,170,701	92,302,417
14	LAKESWOOD	141	139	142	49	43	27	27,282,400	22,106,100	12,924,168
14	PRAIRIE GROVE	28	36	30	5	6	9	2,867,000	4,276,000	5,938,041
15	DEERFIELD	501	487	471	228	190	128	157,796,619	136,287,838	83,558,425
16	DES PLAINES	1187	1160	1047	450	315	250	159,906,057	109,797,673	73,800,252
22	GLENCOE	336	296	280	112	107	92	150,104,659	156,088,137	120,302,050
25	GLENVIEW	1206	1181	976	385	347	290	287,492,408	274,155,770	210,962,284
25	GOLF	18	22	27	2	4	7	1,694,500	2,610,000	5,805,000
30	GAGES LAKE	21	21	25	7	6	12	1,424,500	831,000	1,638,000
30	GRAYSLAKE	700	640	552	339	295	238	101,577,824	80,698,513	68,120,775
30	HAINESVILLE	77	71	70	47	30	28	11,806,739	7,011,250	6,136,300
30	THIRD LAKE	17	23	26	11	13	6	3,629,000	4,166,000	1,543,962
30	WILDWOOD	91	75	55	44	39	26	9,314,260	8,257,610	5,760,600
31	GURNEE	881	774	697	405	342	260	139,337,141	122,229,493	84,442,427
35	HIGHLAND PARK	935	833	725	343	270	239	337,852,898	221,751,450	185,930,003
40	HIGHWOOD	43	64	43	17	13	8	7,590,500	5,808,000	2,019,250
42	ISLAND LAKE	294	265	217	120	94	59	26,320,844	23,066,574	12,010,300
43	KENILWORTH	93	71	78	25	44	18	37,256,212	87,819,200	37,176,663
44	LAKE BLUFF	248	255	201	113	100	76	96,944,500	89,157,145	48,845,900
45	LAKE FOREST	621	624	565	286	228	156	390,166,132	352,426,895	198,925,664
47	HAWTHORN WOODS	291	281	245	80	82	80	52,787,163	56,403,953	49,788,413
47	KILDEER	140	130	160	61	44	37	52,679,400	34,752,302	28,524,625
47	LAKE ZURICH	589	509	457	265	225	176	101,307,731	81,573,422	62,633,324
47	LONG GROVE	339	327	279	99	107	59	92,789,030	91,454,953	50,384,095
48	GREEN OAKS	90	107	90	30	38	26	21,825,060	28,675,833	17,135,000
48	LIBERTYVILLE	711	673	556	256	270	190	146,327,819	148,832,435	98,502,616
50	HOLIDAY HILLS	16	16	12	4	4	6	891,000	683,800	755,900
50	JOHNSBURG	218	224	203	86	60	45	26,172,908	19,527,198	12,211,605
50	LAKEMOOR	157	152	117	82	53	29	19,947,354	13,384,369	5,066,630
50	MCCULLOM LAKE	10	15	16	5	5	7	824,500	548,000	872,500
50	MCHENRY	1226	1204	988	582	463	344	143,314,974	112,891,203	70,972,418
50	RINGWOOD	23	16	22	9	8	2	3,478,500	3,481,500	690,500

Information compares YTD sales of the following years 2005, 2006, 2007

AREA	CITY	# Listed				#Sold				Volume		
		2006	2007	2008		2006	2007	2008		2006	2007	2008
53	MORTON GROVE	676	619	466	224	170	127	95,870,155	71,077,650	47,366,830		
56	MOUNT PROSPECT	955	909	768	323	304	221	128,102,007	118,457,859	76,726,595		
60	IVANHOE	37	34	23	14	7	6	12,659,400	5,572,800	4,090,099		
60	MUNDELEIN	829	781	691	401	284	199	128,413,214	89,484,908	54,858,024		
61	INDIAN CREEK	35	20	29	8	9	7	3,793,750	4,070,500	2,874,500		
61	VERNON HILLS	477	368	305	231	175	127	117,927,076	89,025,706	62,906,950		
62	NORTHBROOK	926	864	804	309	270	251	231,696,611	186,601,123	166,899,890		
67	PALATINE	989	952	887	417	301	267	183,937,704	133,852,357	115,853,580		
69	LINCOLNSHIRE	210	218	166	77	69	43	54,482,750	52,218,263	26,581,750		
73	ROUND LAKE	718	636	530	293	168	151	78,878,340	41,745,732	31,142,164		
73	ROUND LAKE BEACH	759	698	612	388	260	190	68,761,041	45,272,206	27,676,349		
73	ROUND LAKE HEIGHTS	119	93	79	44	33	26	9,105,183	5,792,650	3,859,419		
73	ROUND LAKE PARK	185	194	134	102	69	43	15,727,370	11,033,145	5,251,280		
76	SKOKIE	1155	1151	910	369	301	242	160,459,838	121,383,001	83,433,576		
84	WAUCONDA	422	401	420	188	157	108	58,716,945	43,075,746	29,201,049		
85	PARK CITY	22	19	20	16	4	10	3,381,900	841,000	1,752,500		
85	WAUKEGAN	1530	1471	1202	755	491	409	123,824,819	77,223,339	50,173,440		
89	BUFFALO GROVE	727	638	511	312	269	206	138,288,575	112,181,881	82,342,754		
90	WHEELING	341	343	346	153	95	86	49,079,200	27,601,446	21,692,700		
91	WILMETTE	713	698	619	341	314	244	319,873,015	304,717,388	222,631,654		
93	WINNETKA	434	423	420	198	210	147	324,375,930	354,195,080	220,273,200		
102	ALGONQUIN	859	780	641	386	253	208	127,276,531	82,828,042	60,873,979		
115	DEKALB	488	477	480	325	256	194	67,382,778	50,924,148	36,492,740		
156	LAKE IN THE HILLS	918	830	670	447	301	227	124,191,658	82,122,939	51,761,088		
178	SYCAMORE	462	427	353	238	203	163	60,855,655	52,744,160	41,262,910		
193	SCHAUMBURG	819	792	589	356	279	236	139,241,361	101,908,538	79,640,151		
194	HOFFMAN ESTATES	905	909	743	376	342	246	135,646,795	130,681,106	80,837,999		
201	EVANSTON	923	897	792	459	368	333	285,282,650	241,127,021	206,034,960		
645	LINCOLNWOOD	381	422	371	91	68	67	54,448,800	48,250,200	36,302,100		
7115	BANNOCKBURN	27	33	23	7	5	2	10,757,500	10,445,000	2,762,500		
7145	METTAWA	15	26	22	3	2	2	3,990,000	3,100,000	2,980,000		
7167	INVERNESS	236	231	202	83	76	40	67,001,575	55,111,113	27,540,795		
7169	PRAIRIE VIEW	41	35	20	11	5	4	4,352,500	1,253,000	991,000		
7193	NORTHFIELD	116	137	131	47	45	35	48,597,660	51,614,600	33,263,100		
7215	RIVERWOODS	124	127	142	49	34	26	45,891,500	29,380,400	24,761,625		
8001	CHICAGO	101	80	84	34	24	24	16,668,050	11,408,000	9,556,794		
8002	CHICAGO	368	367	275	131	115	87	56,523,700	49,511,400	32,329,735		
8006	CHICAGO	465	420	401	160	128	106	192,355,140	153,667,556	136,676,819		
8008	CHICAGO	97	116	98	34	37	23	85,905,155	97,853,170	70,643,869		
	Total	35,838	33,928	29,353	14,935	11,968	9,318	7,363,916,059	6,199,237,601	4,392,098,766		
	% change from previous year		-5.33%	-13.48%		-19.87%	-22.14%		-15.82%	-29.15%		

Information compares YTD sales of the following years 2005, 2006, 2007

Area	City	2006	2007	2008
62	NORTHBROOK	323,667	331,212	297,643
67	PALATINE	165,825	171,743	166,922
69	LINCOLNSHIRE	404,290	368,813	367,425
73	ROUND LAKE	143,121	156,843	153,780
73	ROUND LAKE BEACH	122,461	123,502	125,241
76	SKOKIE	262,831	278,593	237,792
84	WAUCONDA	176,170	185,300	184,261
85	WAUKEGAN	103,440	109,467	102,183
89	BUFFALO GROVE	184,850	187,819	190,440
90	WHEELING	181,124	191,417	220,661
91	WILMETTE	368,947	442,735	508,060
93	WINNETKA	463,806	561,623	600,857
102	ALGONQUIN	194,086	202,860	207,900
156	LAKE IN THE HILLS	132,073	134,729	135,680
178	SYCAMORE	146,871	155,245	156,017
193	SCHAUMBURG	169,862	166,692	170,275
194	HOFFMAN ESTATES	129,386	128,377	119,985
201	EVANSTON	311,678	330,095	319,525
645	LINCOLNWOOD	341,352	357,676	358,960
7193	NORTHFIELD	311,871	372,653	497,092
8001	CHICAGO	226,454	235,402	233,264
8002	CHICAGO	222,896	230,305	194,236
8006	CHICAGO	356,706	368,812	377,929
8008	CHICAGO	503,303	545,793	594,530
	Average	320,054	354,859	382,257
	%change from previous year		10.87%	7.72%

#Listed

2006	2007	2008		2006	2007	2008
302,519	299,298	253,034		103	156	208
159,889	162,983	151,302		90	117	129
385,950	327,625	314,475		184	175	266
135,435	146,571	124,900		89	108	161
118,985	119,478	117,000		82	62	143
254,249	262,122	213,370		75	146	209
167,348	174,508	165,167		101	132	193
103,322	106,126	88,283		77	90	151
175,739	174,300	169,856		105	142	151
173,465	181,331	188,590		93	122	134
346,831	413,867	477,960		108	152	98
427,823	535,682	541,714		123	96	237
186,700	189,614	196,750		100	136	78
127,875	128,168	131,605		54	112	98
144,717	149,859	151,754		40	129	113
163,623	163,840	161,358		67	65	90
124,300	121,258	106,882		74	114	155
299,978	313,428	293,706		126	149	172
314,967	312,250	302,500		164	291	389
300,248	354,518	475,769		44	114	117
224,178	227,444	217,587		108	147	183
216,318	221,829	176,192		112	137	179
347,245	358,766	361,991		91	101	107
487,487	530,042	572,096		90	112	129
309,236	340,840	362,502		92	118	137
	10.22%	6.36%			28.26%	16.10%

#Sold

Volume

AREA	CITY	2006	2007	2008
5	ARLINGTON HEIGHTS	971	923	794
10	BARRINGTON	61	42	37
10	LAKE BARRINGTON	42	39	45
14	CRYSTAL LAKE	232	293	187
15	DEERFIELD	72	72	53
16	DES PLAINES	1563	1525	1146
22	GLENCOE	14	16	8
25	GLENVIEW	388	373	312
30	GRAYSLAKE	127	66	78
30	HAINESVILLE	18	11	5
30	WILDWOOD	110	27	21
31	GURNEE	140	108	89
35	HIGHLAND PARK	148	120	119
40	HIGHWOOD	7	9	9
42	ISLAND LAKE	2	2	4
44	LAKE BLUFF	56	43	29
45	LAKE FOREST	43	91	50
47	LAKE ZURICH	16	19	24
48	LIBERTYVILLE	78	75	62
50	MCHENRY	90	119	83
53	MORTON GROVE	153	201	167
56	MOUNT PROSPECT	461	441	366
60	MUNDELEIN	48	98	71
61	VERNON HILLS	207	191	153

2006	2007	2008		2006	2007	2008
414	338	191		74,367,693	61,780,887	36,740,154
39	11	6		10,647,854	2,689,388	1,565,500
19	15	18		5,535,300	4,299,100	4,049,150
131	115	84		19,918,335	16,459,904	12,247,786
41	45	22		11,987,200	12,609,149	5,386,000
549	363	250		97,996,935	63,368,622	40,520,590
7	8	2		2,186,000	2,421,400	776,000
159	132	76		38,254,525	31,510,813	15,911,400
58	19	10		11,093,460	4,308,488	1,851,050
5	2	2		831,500	324,000	282,500
35	9	2		4,864,959	1,172,775	268,800
90	51	27		12,366,049	7,502,139	3,380,750
76	53	31		33,116,550	25,582,460	15,172,350
2	5	1		509,900	1,705,900	372,500
1	1	2		276,000	176,000	255,000
46	10	10		9,258,432	1,812,500	1,807,000
24	37	17		9,015,000	31,091,284	7,899,362
9	7	11		1,824,400	1,584,180	2,680,005
45	38	27		9,986,050	8,222,400	4,998,450
64	62	40		8,090,759	7,839,480	5,274,200
49	44	35		11,355,010	10,900,650	7,080,619
306	115	70		50,592,003	22,136,687	11,380,175
18	17	15		2,652,137	2,722,250	2,598,200
108	87	47		19,536,590	15,838,625	8,294,674

AREA	CITY	#Listed		
		2006	2007	2008
62	NORTHBROOK	263	300	245
67	PALATINE	1230	1182	961
69	LINCOLNSHIRE	19	41	48
73	ROUND LAKE	27	23	16
73	ROUND LAKE BEACH	72	70	62
76	SKOKIE	738	677	528
84	WAUCONDA	75	49	48
85	WAUKEGAN	129	97	71
89	BUFFALO GROVE	453	356	353
90	WHEELING	435	349	313
91	WILMETTE	83	95	139
93	WINNETKA	31	26	25
102	ALGONQUIN	19	23	12
156	LAKE IN THE HILLS	103	90	70
178	SYCAMORE	111	118	118
193	SCHAUMBURG	421	615	452
194	HOFFMAN ESTATES	308	274	208
201	EVANSTON	1382	1242	1054
645	LINCOLNWOOD	58	48	36
7193	NORTHFIELD	40	33	46
8001	CHICAGO	1951	1928	1507
8002	CHICAGO	1691	1653	1281
8006	CHICAGO	4269	4077	3532
8008	CHICAGO	6213	5925	5297
	Total	25,185	24,212	20,358
	% change from previous year		-3.86%	-15.92%

2006	2007	2008		Volume		
				2006	2007	2008
94	103	59		28,436,800	30,827,722	14,929,000
453	318	218		72,429,800	51,828,593	32,983,773
10	8	4		3,859,500	2,621,000	1,257,900
14	7	5		1,896,090	1,026,000	624,500
49	32	16		5,830,289	3,823,300	1,872,000
292	177	89		74,240,811	46,395,571	18,989,890
53	20	15		8,869,465	3,490,150	2,477,500
29	31	17		2,996,345	3,289,913	1,500,810
189	116	83		33,214,715	20,218,799	14,098,040
140	107	76		24,285,068	19,402,368	14,332,848
45	35	58		15,607,400	14,485,338	27,721,665
16	22	7		6,845,175	11,785,000	3,792,000
7	14	1		1,306,900	2,654,600	196,750
52	41	21		6,649,500	5,254,900	2,763,700
71	62	36		10,274,895	9,291,255	5,463,143
222	315	141		36,324,356	51,609,447	22,751,534
129	89	48		16,034,732	10,791,950	5,130,357
668	541	329		200,385,275	169,564,794	96,629,363
15	17	5		4,724,500	5,308,250	1,512,500
21	17	13		6,305,200	6,026,800	6,185,000
910	646	386		204,001,754	146,928,847	83,988,605
471	457	238		101,885,587	101,375,718	41,933,801
2,299	2,132	1,613		798,316,733	764,889,916	583,891,173
2,985	2,805	2,128		1,455,148,622	1,486,768,353	1,217,421,109
11,531	9,708	6,602		3,566,527,403	3,309,593,965	2,393,239,176
	-15.81%	-31.99%			-7.20%	-27.69%

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

AI - 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