

HEADRICK-WAGNER APPRAISAL GROUP

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THE NORTH SUBURBAN QUARTERLY HOUSING REPORT

The analysis of absorption rates and percentage of change in Inventory Level and Average Sales Price

Single Family Detached Residences

April 1, 2006 to March 31, 2007

Compiled from MLS of Northern Illinois, Inc. by:

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Town	MLS Area	Actives	Average List Price	April 1, 2007 Statistics			Average Sale Price	MONTHS SUPPLY	April 1, 2006 Statistics			12 mo SP Percent Change
				Under Contract (Ctg.)	Under Contract (Pend)	# of Sales Last 12 mos.			MONTHS SUPPLY	Percent Change	Average Sale Price	
Evanston	201	214	\$ 673,525	52	35	423	\$ 647,211	5.04	2.76	82.32%	\$ 598,284	8.18%
Wilmette	91	192	\$ 1,114,164	30	41	332	\$ 974,718	5.72	4.06	40.73%	\$ 901,706	8.10%
Mundelein	60	227	\$ 401,459	42	13	379	\$ 338,526	6.28	3.48	80.40%	\$ 321,198	5.39%
Gurnee	31	241	\$ 430,981	45	8	403	\$ 344,040	6.34	3.43	84.98%	\$ 340,783	0.96%
Deerfield	15	146	\$ 945,309	20	19	208	\$ 694,131	7.09	4.07	74.37%	\$ 634,103	9.47%
Winnetka	93	152	\$ 2,334,840	20	29	204	\$ 1,663,698	7.21	6.25	15.39%	\$ 1,615,828	2.96%
Lake Bluff	44	93	\$ 1,036,302	13	5	112	\$ 877,973	8.58	5.37	59.97%	\$ 707,318	24.13%
Skokie	76	295	\$ 524,797	25	14	348	\$ 435,784	9.15	2.84	221.72%	\$ 423,030	3.01%
Libertyville & Green Oak:	48	271	\$ 712,377	59	7	287	\$ 593,186	9.21	5.57	65.44%	\$ 539,939	9.86%
Glenview	25	352	\$ 965,494	40	28	369	\$ 767,295	9.67	4.77	102.58%	\$ 686,240	11.81%
Glencoe	22	118	\$ 2,031,651	9	21	114	\$ 1,367,623	9.83	8.02	22.56%	\$ 1,480,554	-7.63%
Lincolnshire	69	69	\$ 962,568	7	3	72	\$ 716,208	10.10	3.78	166.86%	\$ 649,307	10.30%
Park Ridge	68	296	\$ 787,788	26	18	307	\$ 614,177	10.12	5.04	100.72%	\$ 627,458	-2.12%
Lake Forest	45	274	\$ 2,196,390	21	21	278	\$ 1,376,855	10.28	7.01	46.62%	\$ 1,295,139	6.31%
Northbrook	62	298	\$ 973,176	35	20	288	\$ 747,595	10.43	4.56	128.56%	\$ 679,762	9.98%
Highland Park	35	344	\$ 1,302,024	27	30	315	\$ 995,674	11.10	5.96	86.04%	\$ 766,961	29.82%
Northfield	7193	49	\$ 1,432,267	3	3	45	\$ 1,085,526	11.53	4.70	145.53%	\$ 930,252	16.69%
Kenilworth	43	41	\$ 2,705,683	3	10	29	\$ 1,523,997	11.71	5.86	99.89%	\$ 1,781,030	-14.43%
Overall Average of 18 communities analyzed		3,672	\$1,196,155	477	325	4,513	\$875,790	8.29	3.76	120.49%	\$ 832,161	5.24%

A balanced market typically has a 3.00 to 4.00 months supply. Less than that is undersupplied, more is oversupplied

Average Sales Price changes may be exaggerated if significant amount of New Construction is reported in the MLS

Average Sales Price noted from previous year to current year should not be construed as Appreciation - it is percent of change of average sales price.

Several examples of extreme sale prices occurred in MLS in 2006 that influenced value in upper bracket communities with low sales volume

Source: *MLSNI(4/1/2007)*

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