

HEADRICK-WAGNER CONSULTING GROUP

Presents

THE CHICAGOLAND QUARTERLY HOUSING REPORT

NORTH SUBURBAN MARKET AREA

The Analysis of Absorption Rates and Percentage of Change in Inventory Level

Single Family Detached Residences

October 1, 2006 to September 30, 2007

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October 1, 2007 Statistics

October 1, 2006 Statistics

Town	MLS	Actives	Average	Under	Under	# of Sales	Average	MONTHS	MONTHS	Percent	Average	12 mo SP
	Area		List Price	Contract	Contract	Last	Sale Price	SUPPLY			Change	
Wilmette	91	227	\$ 1,113,755	18	24	320	\$ 973,945	7.52	6.52	15.37%	\$ 939,848	3.63%
Evanston	201	283	\$ 671,458	10	20	406	\$ 647,029	7.79	5.60	39.09%	\$ 619,831	4.39%
Kenilworth	43	31	\$ 2,374,513	1	5	40	\$ 1,930,635	8.09	18.43	-56.12%	\$ 1,559,068	23.83%
Deerfield	15	160	\$ 965,640	13	15	192	\$ 701,153	8.73	6.69	30.52%	\$ 677,478	3.49%
Gurnee	31	282	\$ 413,363	19	3	358	\$ 357,949	8.91	6.39	39.33%	\$ 343,316	4.26%
Winnetka	93	175	\$ 2,153,290	10	18	200	\$ 1,602,115	9.21	9.24	-0.31%	\$ 1,696,450	-5.56%
Libertyville & Green Oaks	48	317	\$ 696,818	21	5	326	\$ 577,947	10.81	10.40	3.89%	\$ 570,908	1.23%
Mundelein	60	329	\$ 433,456	31	10	310	\$ 322,190	11.25	5.98	88.24%	\$ 336,639	-4.29%
Lincolnshire	69	79	\$ 824,091	3	4	76	\$ 769,111	11.42	9.13	25.09%	\$ 663,373	15.94%
Hanover Park	103	215	\$ 267,846	18	5	199	\$ 243,266	11.62	5.15	125.58%	\$ 247,445	-1.69%
Glencoe	22	130	\$ 2,022,213	3	7	115	\$ 1,547,448	12.48	11.34	10.02%	\$ 1,275,301	21.34%
Northbrook	62	308	\$ 933,370	20	17	256	\$ 723,627	12.61	9.38	34.55%	\$ 718,625	0.70%
Highland Park	35	364	\$ 1,175,821	20	41	283	\$ 944,657	12.70	9.93	27.88%	\$ 891,888	5.92%
Northfield	7193	57	\$ 1,217,061	2	3	47	\$ 1,153,812	13.15	11.77	11.72%	\$ 994,328	16.04%
Skokie	76	368	\$ 513,945	21	15	294	\$ 412,114	13.38	7.53	77.70%	\$ 438,295	-5.97%
Lake Bluff	44	124	\$ 1,078,966	9	4	96	\$ 929,804	13.65	8.31	64.19%	\$ 829,293	12.12%
Glenview	25	448	\$ 935,407	22	22	349	\$ 773,030	13.68	9.26	47.69%	\$ 725,014	6.62%
Park Ridge	68	362	\$ 716,051	21	12	267	\$ 633,383	14.48	9.51	52.30%	\$ 618,056	2.48%

		October 1, 2007 Statistics							October 1, 2006 Statistics				
	MLS		Average	Under	Under	# of Sales					12 mo SP		
Town	Area	Actives	List Price	Contract (Ctg.)	Contract (Pend)	Last 12 mos.	Average Sale Price	MONTHS SUPPLY	MONTHS SUPPLY	Percent Change	Average Sale Price	Percent Change	
Lake Forest	45	313	\$ 2,243,865	9	16	232	\$ 1,509,536	14.61	10.27	42.37%	\$ 1,356,536	11.28%	
TOTALS (all areas in report)		4,210	\$ 1,092,154	250	234	4,099	\$ 881,724	11.02	8.38	31.54%	\$ 815,879	8.07%	
ALL AREAS IN MLSNI <i>(including areas not listed above)</i>	ALL	54,424	\$ 452,897	3,875	2,159	54,217	\$ 361,889	10.84	6.83	58.70%	\$ 335,038	8.01%	
<i>A balanced market typically has a 3.00 to 4.00 months supply. Less than that is undersupplied, more is oversupplied.</i>													
<i>Average Sales Price changes may be exaggerated if significant amount of New Construction is reported in the MLS.</i>													
<i>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.</i>													
<i>Several examples of extreme sale prices occurred in MLS in 2006 that influenced value in upper bracket communities with low sales volume.</i>													