

# 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*

**January 1, 2007 to December 31, 2007**

**Sponsored by:**

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#### January 1, 2008 Statistics

#### January 1, 2007 Statistics

Town	MLS Area	Actives	Average List Price	Under Contract	Under Contract	# of Sales Last 12 mos.	Average Sale Price	MONTHS SUPPLY	MONTHS SUPPLY	Percent Change	Average Sale Price	12 mo SP Percent Change
				(Ctg.)	(Pend)							
Wilmette	91	167	\$ 1,034,901	10	12	315	\$ 971,125	5.95	4.54	30.84%	\$ 941,319	3.17%
Evanston	201	221	\$ 647,396	15	16	368	\$ 655,943	6.65	4.79	38.76%	\$ 620,758	5.67%
Winnetka	93	138	\$ 2,123,964	12	15	210	\$ 1,686,643	6.99	7.21	-3.10%	\$ 1,640,233	2.83%
Gurnee	31	227	\$ 422,129	16	4	340	\$ 358,053	7.57	5.61	34.85%	\$ 343,909	4.11%
Deerfield	15	129	\$ 960,931	6	6	190	\$ 717,304	7.66	6.47	18.39%	\$ 689,119	4.09%
Kenilworth	43	31	\$ 2,149,832	1	1	44	\$ 1,995,891	8.09	17.28	-53.20%	\$ 1,490,248	33.93%
Northbrook	62	230	\$ 911,426	14	14	269	\$ 691,938	9.29	8.81	5.46%	\$ 746,529	-7.31%
Libertyville & Green Oaks	48	266	\$ 695,042	16	2	309	\$ 574,913	9.76	8.58	13.81%	\$ 585,343	-1.78%
Northfield	7193	42	\$ 1,117,710	2	2	46	\$ 1,168,252	10.08	8.64	16.67%	\$ 1,033,992	12.98%
Skokie	76	277	\$ 495,870	12	15	298	\$ 404,198	10.23	5.45	87.51%	\$ 436,151	-7.33%
Mundelein	60	270	\$ 426,085	13	2	289	\$ 327,027	10.66	4.83	120.56%	\$ 338,670	-3.44%
Lincolnshire	69	65	\$ 989,201	2	2	69	\$ 756,786	10.68	7.91	35.15%	\$ 707,998	6.89%
Glencoe	22	107	\$ 2,211,727	4	8	108	\$ 1,457,066	10.70	9.12	17.37%	\$ 1,326,996	9.80%
Glenview	25	343	\$ 962,890	12	14	349	\$ 788,458	10.98	7.98	37.53%	\$ 745,033	5.83%
Park Ridge	68	286	\$ 777,998	14	13	266	\$ 609,014	11.71	7.67	52.65%	\$ 610,759	-0.29%
Highland Park	35	309	\$ 1,107,404	13	30	267	\$ 821,897	11.96	9.32	28.40%	\$ 975,366	-15.73%
Lake Bluff	44	107	\$ 1,266,688	2	4	100	\$ 891,571	12.11	8.50	42.51%	\$ 866,564	2.89%
Lake Forest	45	281	\$ 2,334,010	8	9	225	\$ 1,533,453	13.93	8.37	66.41%	\$ 1,378,291	11.26%

		January 1, 2008 Statistics							January 1, 2007 Statistics			
	MLS		Average	Under	Under	# of Sales						12 mo SP
<u>Town</u>	<u>Area</u>	<u>Actives</u>	<u>List Price</u>	<u>Contract (Ctg.)</u>	<u>Contract (Pend)</u>	<u>Last 12 mos.</u>	<u>Average Sale Price</u>	<u>MONTHS SUPPLY</u>	<u>MONTHS SUPPLY</u>	<u>Percent Change</u>	<u>Average Sale Price</u>	<u>Percent Change</u>
TOTALS (all areas in report)		4,210	\$ 1,146,400	250	234	4,099	\$ 911,641	11.02	8.38	31.54%	\$ 859,849	8.07%
ALL AREAS <i>(including areas not listed above)</i>	ALL	44,570	\$ 441,482	2,725	1,721	50,516	\$ 365,211	9.73	6.18	57.42%	\$ 336,702	8.47%
<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>												