

Chicagoland's Market Pulse



Presentation on 4/4/2013

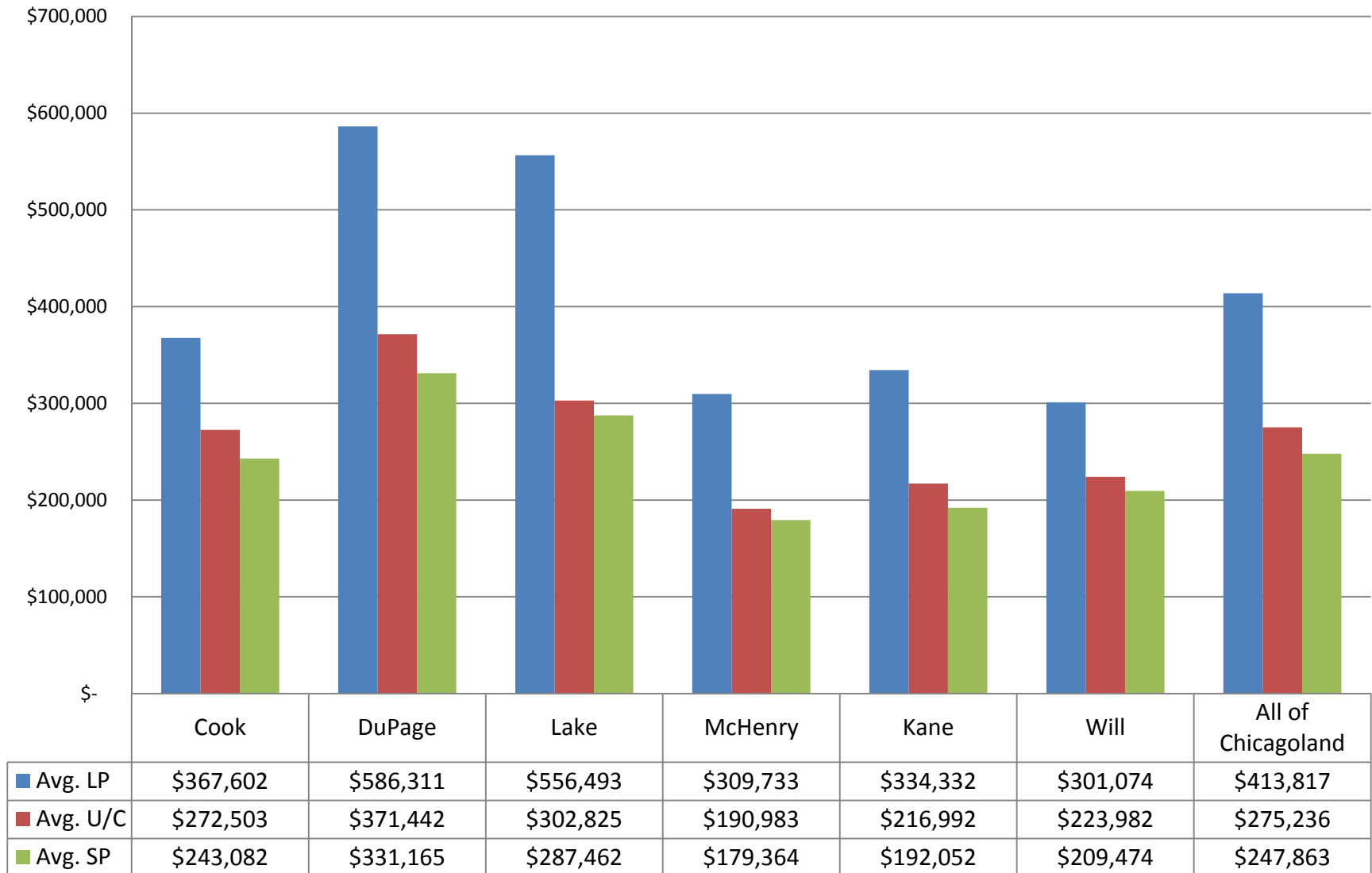


Chip Wagner, SRA, SCRIP, CDEI
Chip@WagnerAppraisal.com



A.L. Wagner Appraisal Group, Inc.
1807 S. Washington St., Ste 110
Naperville, IL 60565
(630) 416-6556
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Average List Price, Contract Price and Sales Price by County



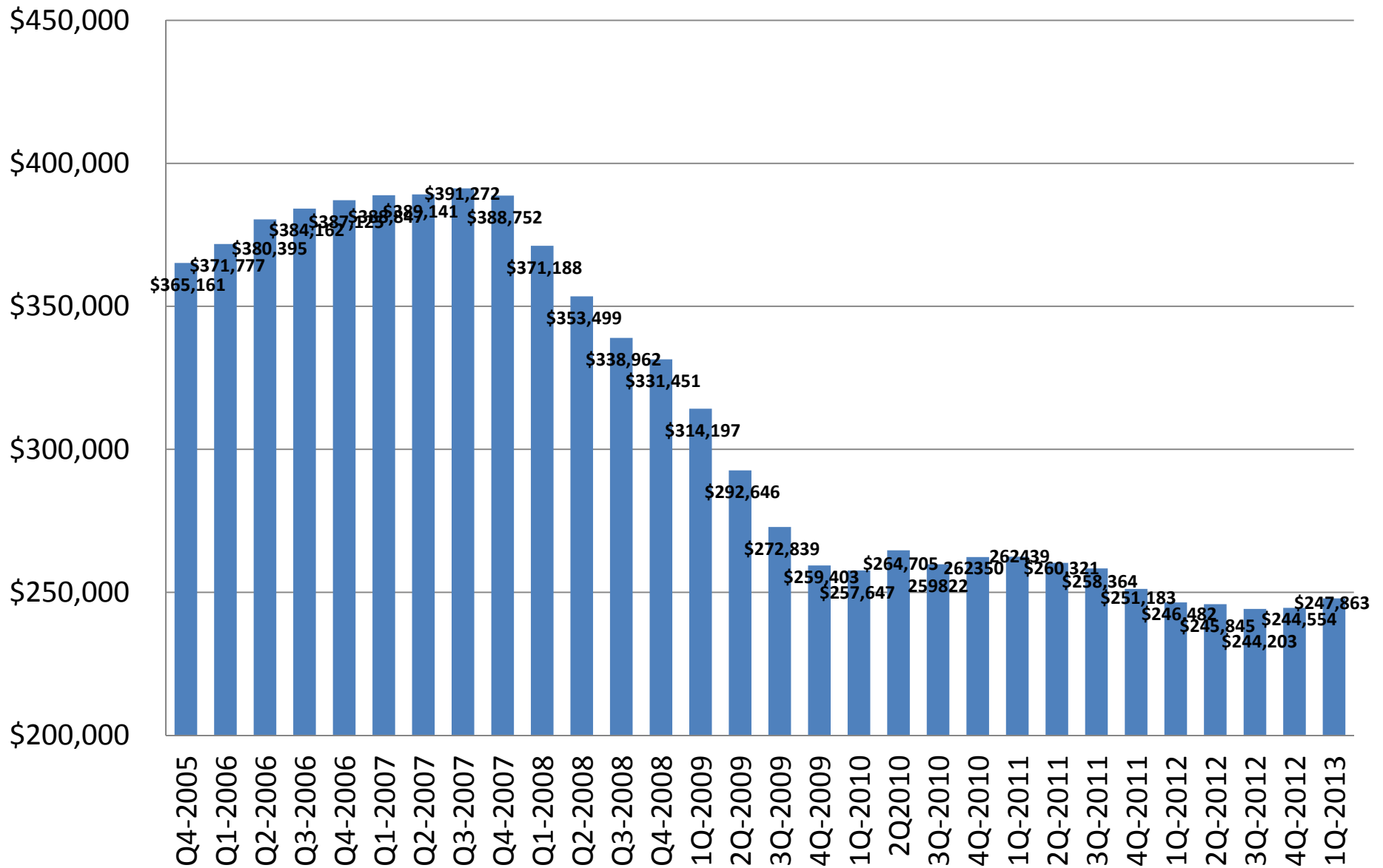
Source: MRED, LLC MLS 4/1/2013

Region's Sales-to-List Price Ratio

Chicagoland's SP:LP Ratio is 94.7%

- | COUNTY | AVG. LP | RATE | PROJECTED | % CH |
|---------------------|------------------|------------------|------------------|-----------------|
| Cook: | \$272,503 | * 94.7% = | \$258,060 | (+6.16%) |
| DuPage: | \$371,442 | * 94.7% = | \$351,756 | (+6.22%) |
| Lake: | \$302,825 | * 94.7% = | \$286,775 | (-0.24%) |
| McHenry: | \$190,983 | * 94.7% = | \$180,860 | (+0.83%) |
| Kane: | \$216,992 | * 94.7% = | \$205,491 | (+7.00%) |
| Will: | \$223,982 | * 94.7% = | \$212,110 | (+1.26%) |
| Chicagoland: | \$275,236 | * 94.7% = | \$260,648 | (+5.16%) |
- **Chip's BOLD Prediction...**
 - we will see a 5% increase by next quarter!

Chicagoland - Average Sales Price



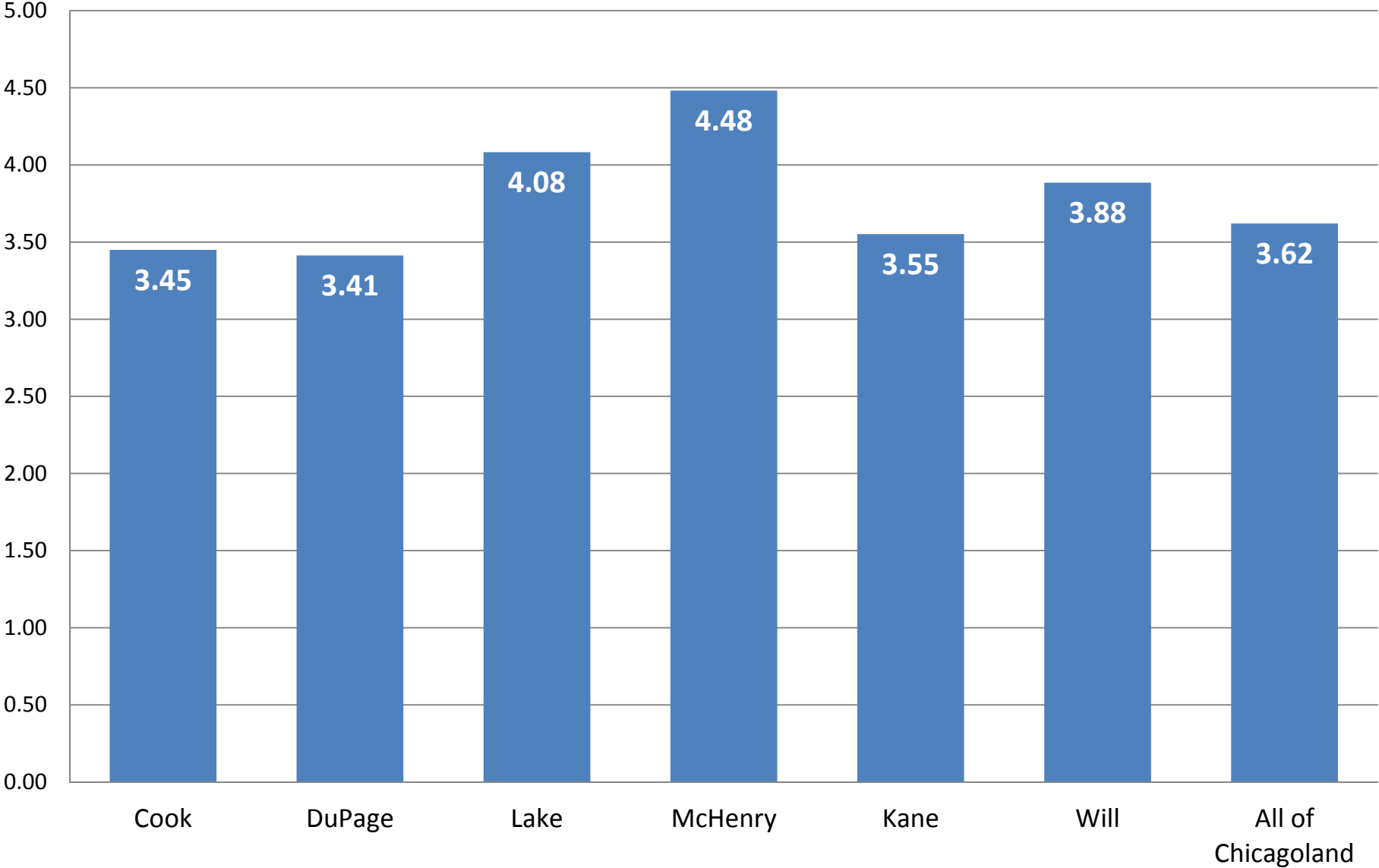
Source: MRED, LLC MLS 4/1/2013

Chicagoland Average Sales Price

- The Bad:
 - 37.59% from 3rd Q 2007 to 3rd Q 2012
- The Good:
 - +1.50% over past 2 quarters

Bold Prediction: +5% +/- over the next quarter

Months Supply of Inventory



Source: MRED, LLC MLS 4/1/2013

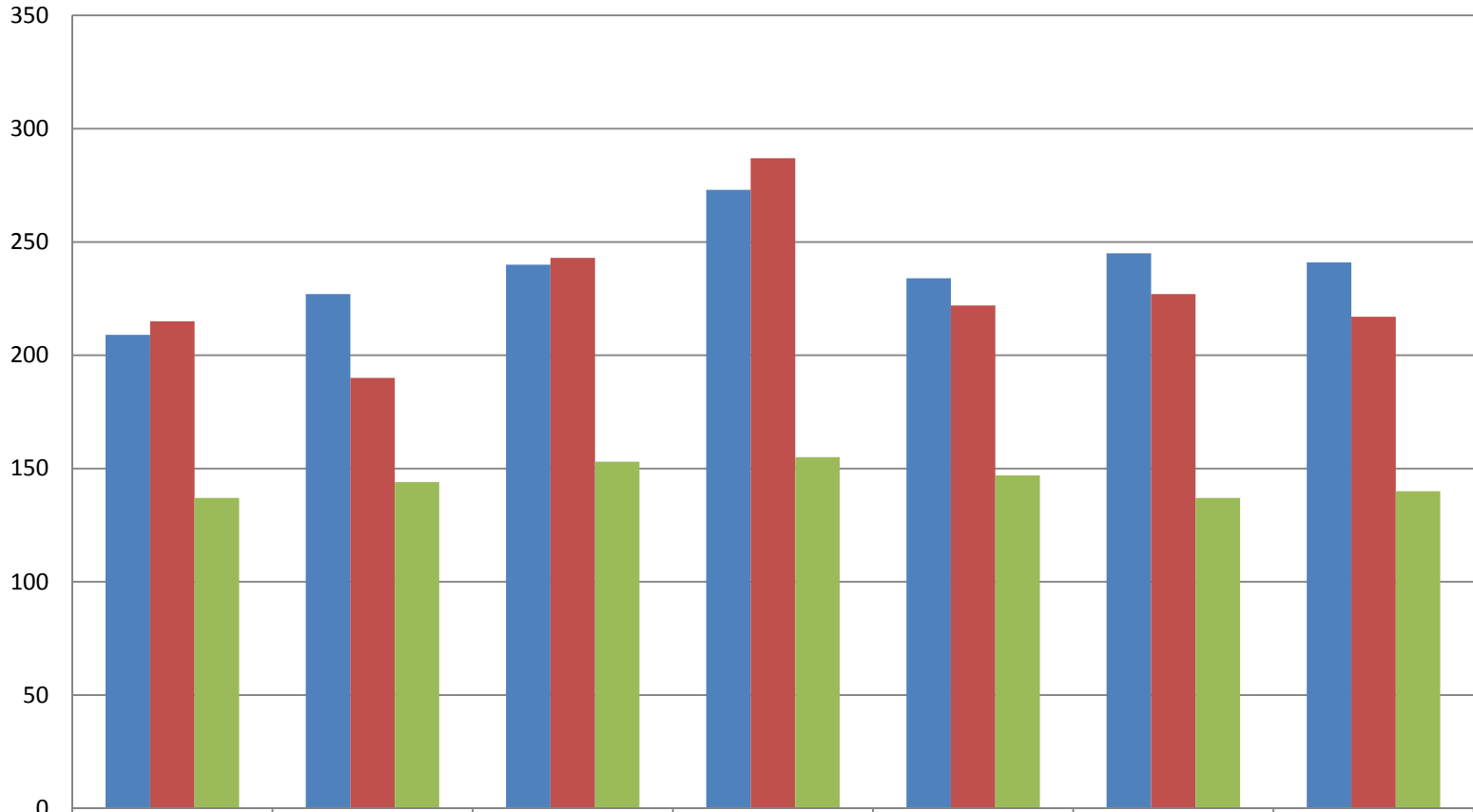
Months Supply of Inventory

- | | <u>4/2013</u> | <u>4/2012</u> | <u>4/2011</u> | <u>12/31/05</u> |
|---------------|---|---------------|---------------|-----------------|
| • Cook | 3.45 | 6.45 | 8.05 | |
| – | -46.5% in past year; -57.1% past 2 years | | | |
| • DuPage | 3.41 | 6.29 | 9.27 | |
| – | -45.8% in past year; -63.2% past 2 years | | | |
| • Kane | 3.55 | 5.88 | 8.23 | |
| – | -39.6% in past year; -56.9% past 2 years | | | |
| • Lake | 4.08 | 7.70 | 10.19 | |
| – | -47.0% in past year; -60.0% past 2 years | | | |
| • McHenry | 4.48 | 7.56 | 11.22 | |
| – | -40.7% in past year; -60.1% past 2 years | | | |
| • Will | 3.88 | 6.48 | 9.46 | |
| – | -40.1% in past year; -59.0% past 2 years | | | |
| • Chicagoland | 3.62 | 6.42 | 8.65 | 3.73 |
| – | -43.6% in past year; -58.2% past 2 years; LOWER than the end of the year in 2005!!! | | | |

Subtle Things to Watch for in the Recovery

- **Watch the Days on Market (DOM)**
 - Take time to understand if an area's high DOM may be due to stale listings of homes that are overpriced, distressed and/or in inferior condition.
- **Trend the increasing Sales Price-to-List Price ratios**
 - In many sub-markets this has increased from 93% to 96% or higher just in the past year.
- **Track the number of pendings in relationship to the number of listings**
 - One appraiser friend of mine tracks this and calls this "market momentum." Right now, some areas where there have more pendings than listings in a given sub-market.
- **Are the pendings priced higher than the previous sales prices?**
 - Another indication of an increasing market that I am seeing in many areas. Apply the SP:LP Ratio to predict the future.

DOM for Actives, Under Contract and Sales by County



	Cook	DuPage	Lake	McHenry	Kane	Will	All of Chicagoland
■ Actives DOM	209	227	240	273	234	245	241
■ U/C DOM	215	190	243	287	222	227	217
■ Sales DOM	137	144	153	155	147	137	140

Source: MRED, LLC MLS 4/1/2013

Chip's Predictions...



- Inventory Levels will remain undersupplied (< 4 mos.)
- Good homes tough to find
- Prices will increase +5% in the next quarter
- Current price change will not be sustainable
- Watch the Metra communities
- Real Estate is Local

The Wagner Report

- Monthly Market Pulse
 - Selected suburbs and Chicago neighborhoods
 - Detached housing and Attached housing
 - Price Brackets
 - Three Month Trend

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THE CHICAGOLAND MONTHLY HOUSING MARKET PULSE										
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<i>Offices in Naperville, Plainfield, Chicago, Flossmoor</i>										
as of January 1, 2013			as of February 1, 2013			as of March 1, 2013				
# Actives	DOM	Months Supply	# Actives	DOM	Months Supply	# Actives	DOM	Months Supply		
Evanston - 201										
\$ 0	\$ 299,999	35	159	2.86	29	122	2.23	26	156	1.97
\$ 300,000	\$ 499,999	18	209	1.51	17	147	1.45	21	119	1.68
\$ 500,000	\$ 999,999	34	118	2.60	36	108	2.67	33	117	2.26
\$1,000,000	\$1,999,999	12	278	4.80	16	287	6.40	16	231	6.19
\$2,000,000	and up	2	630	3.43	2	661	4.00	3	467	7.20
	ALL	101	178	2.50	100	159	2.42	99	157	2.29

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1807 S. Washington St, Ste 110
Naperville, IL 60565
p: 630.416.6556
f: 630.416.6591



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Alvin "Chip" Wagner III, SRA, SCRPA, CDEI

President / 3rd Generation Appraiser

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Current News

NEW March 2013

Chip Wagner has earned the CDEI designation from the International Distance Education Certification Center.

View our most current Quarterly and Monthly Market Reports. [Click Here!](#)

July 2012

Chip Wagner was prominently featured throughout Liz Weston's article in the CNN/Money article called "Ten Homes First-time Buyers Should Avoid" [Click Here!](#)

View our most current Quarterly and Monthly Market Reports. [Click Here!](#)

May 2011

Chip Wagner was inducted into Worldwide ERC's Hall of Leaders. He was the 48th inductee since 1990, out of over 15,000 members.

May 2011



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