

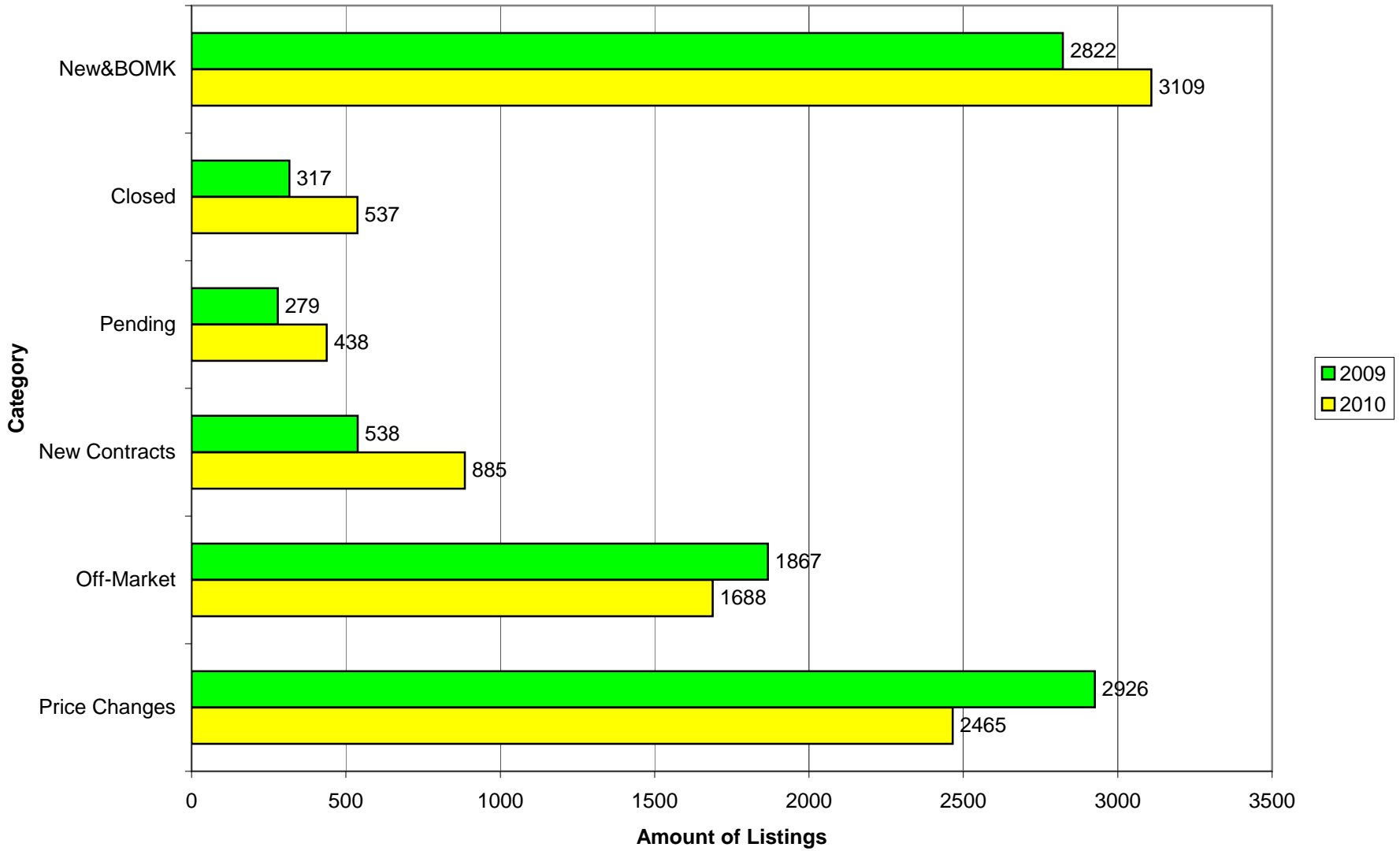


Legal

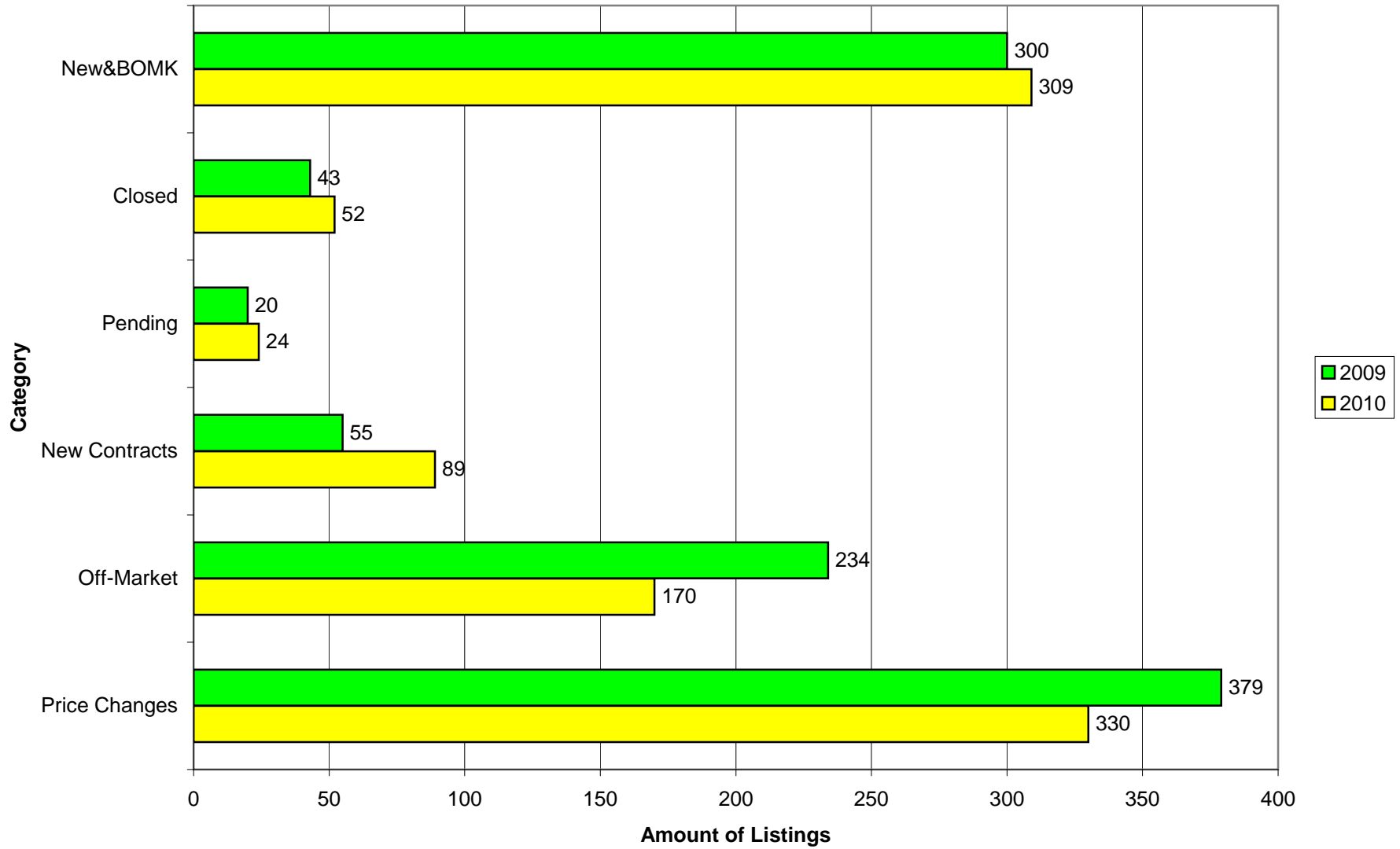
Legal Information

The following representations are based in whole or in part on data supplied by various participants in the Midwest Real Estate Data, LLC (MRED). 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.

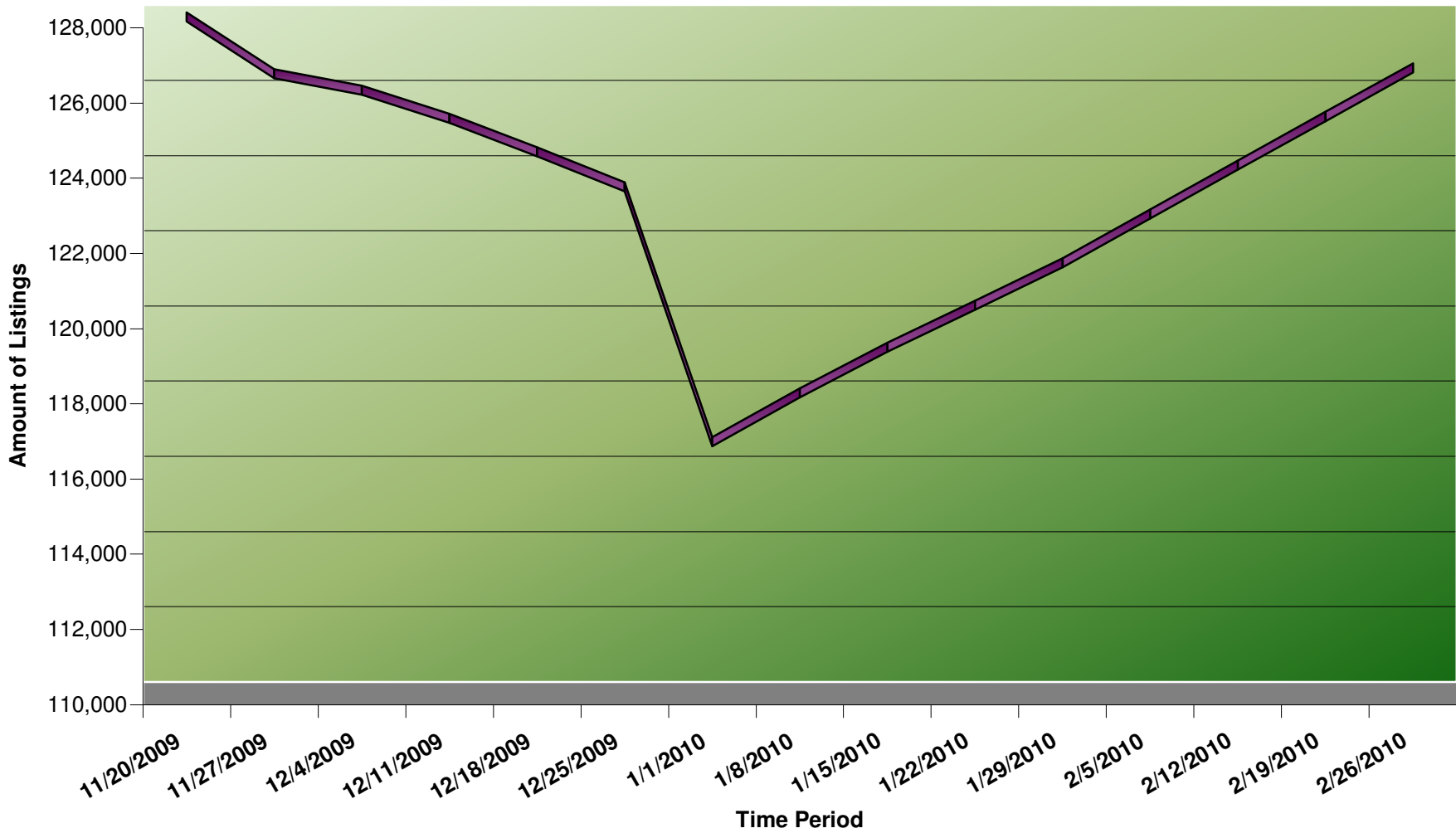
North Shore Quick Data



Barrington Quick Data

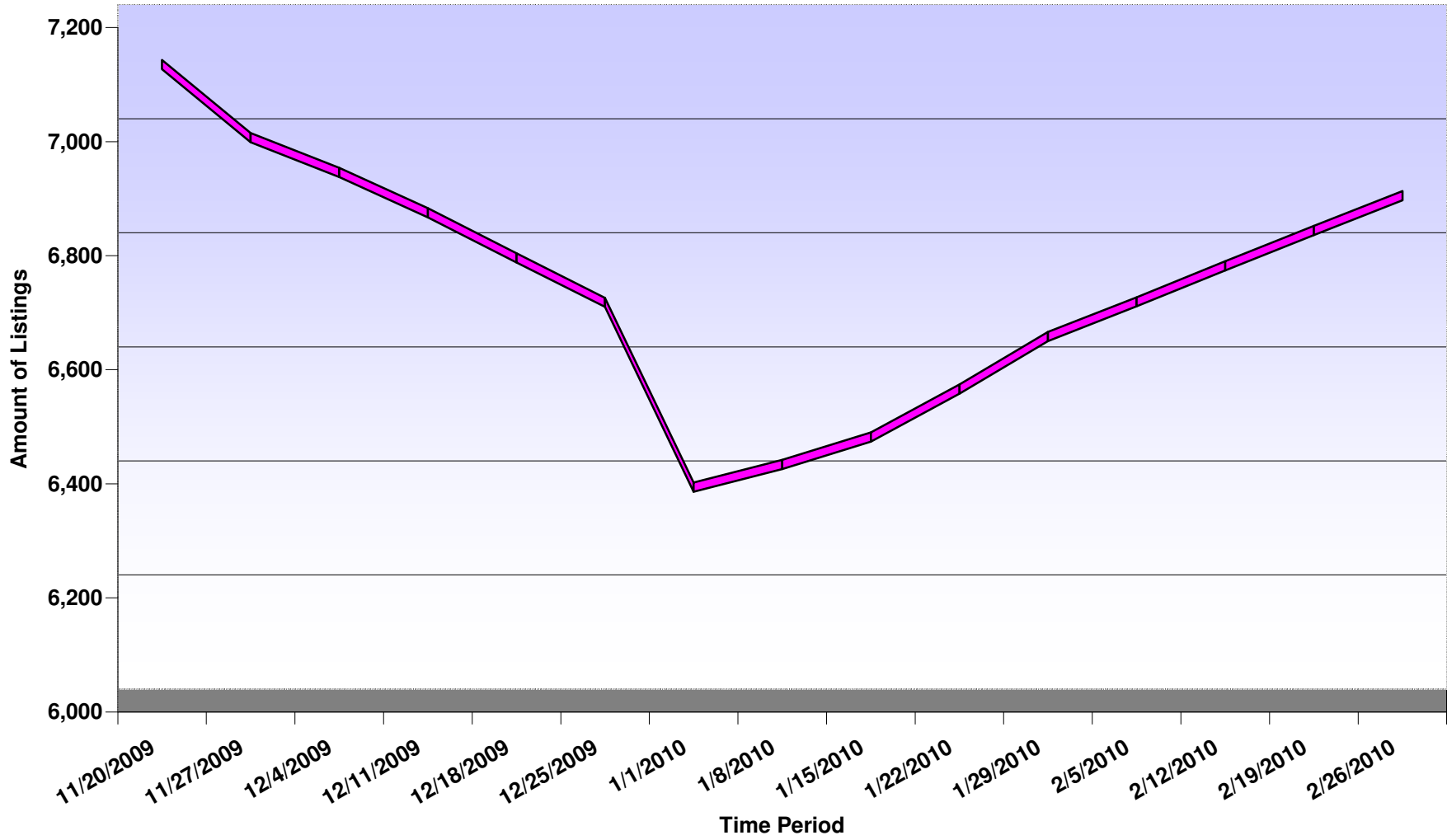


MRED Active Listngs All Property Types

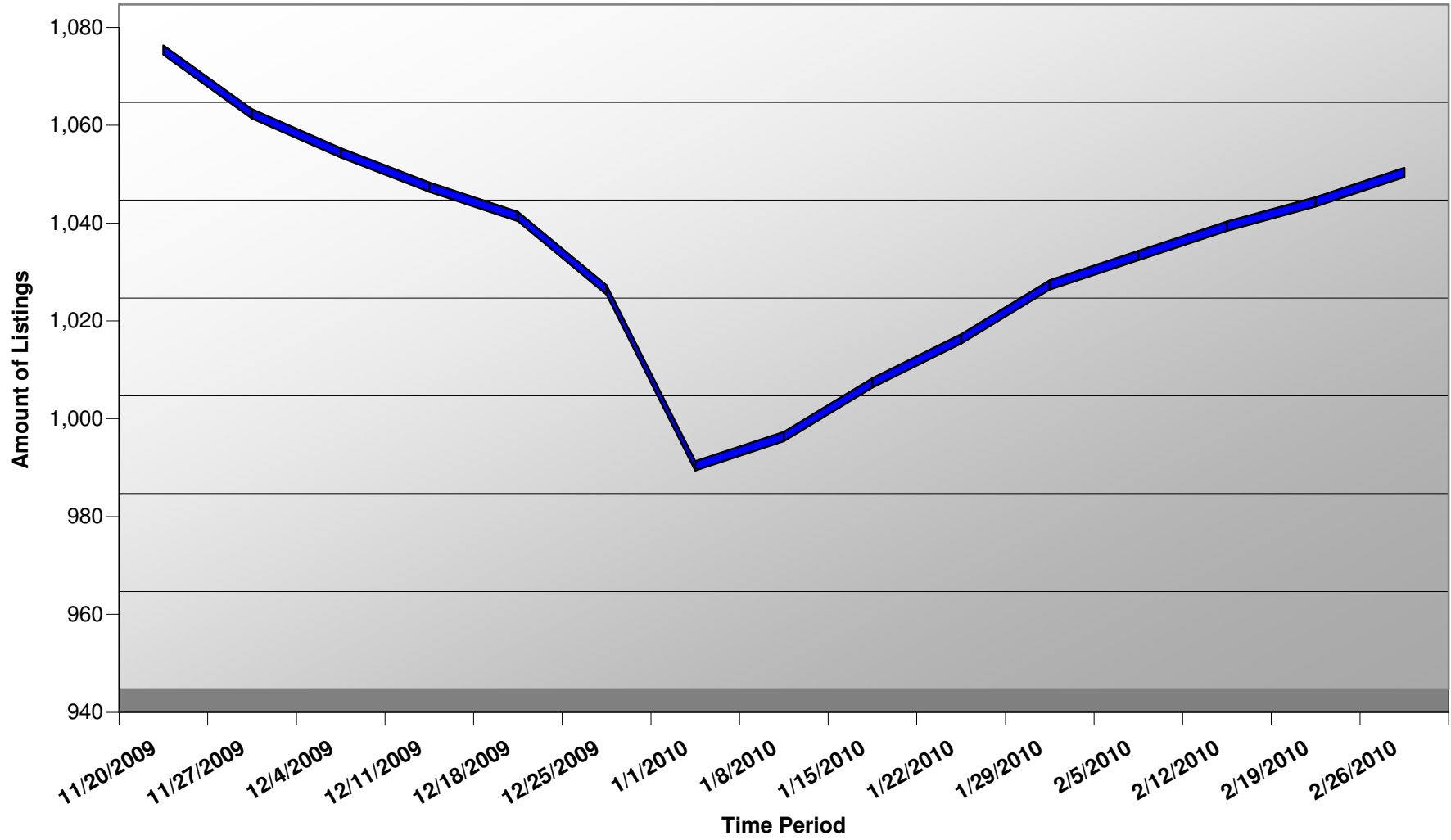


The tables show active listings for all MRED and for NSBAR for the last fifteen weeks. The NSBAR actives are broken down between North Shore and Barrington.

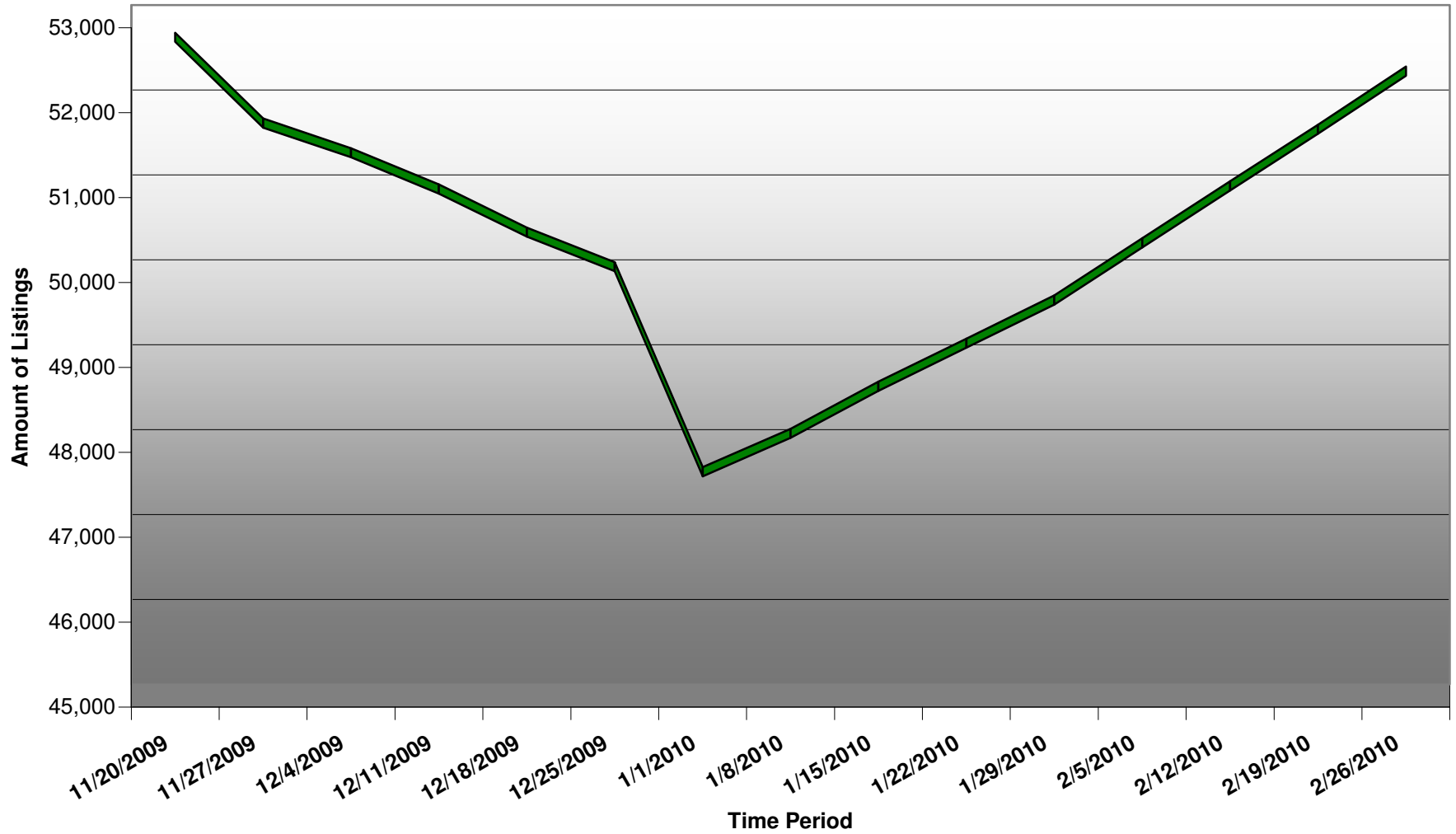
North Shore Area Active Listings All Property Types



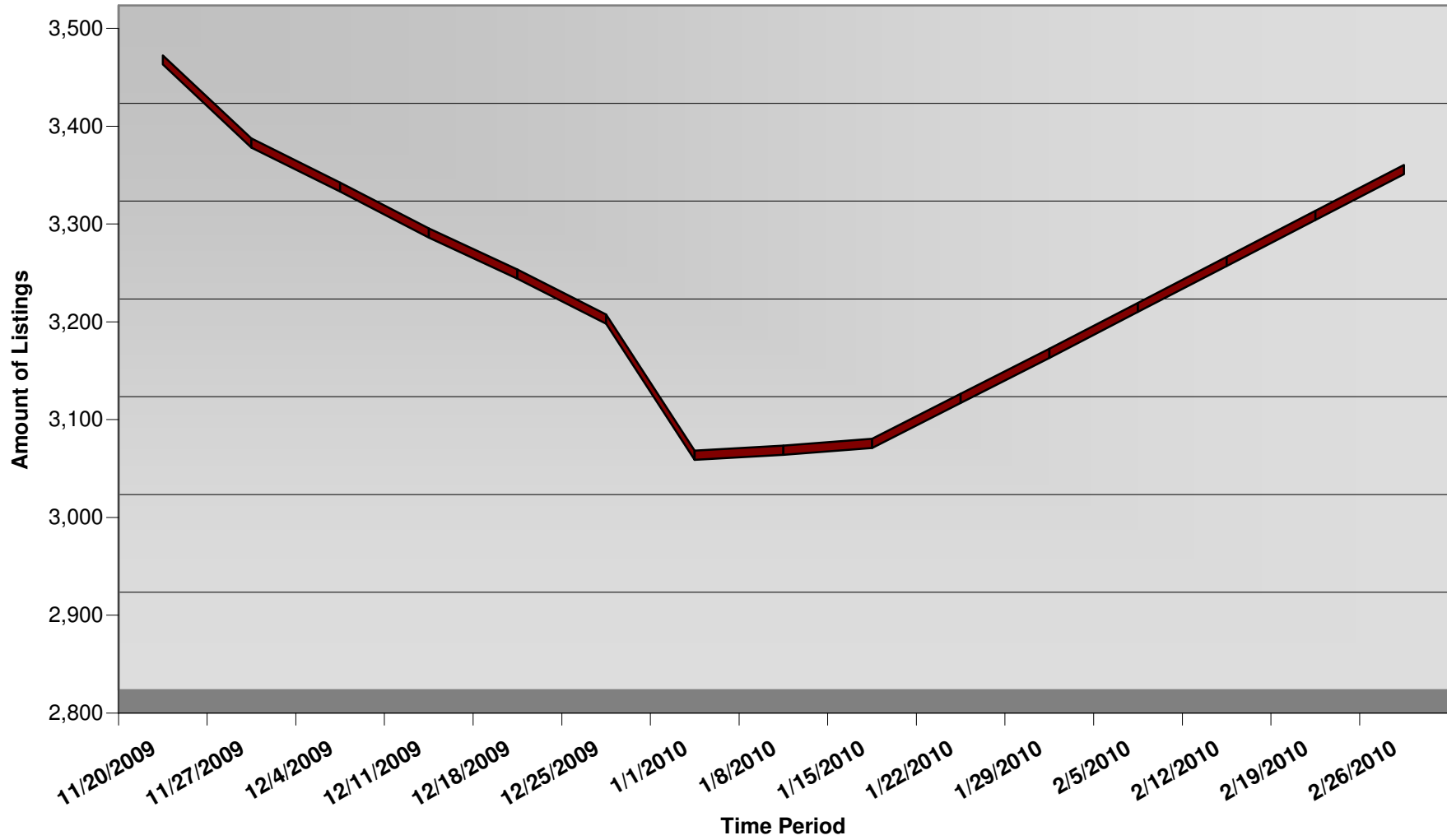
Barrington Area Active Listings - All Property Types



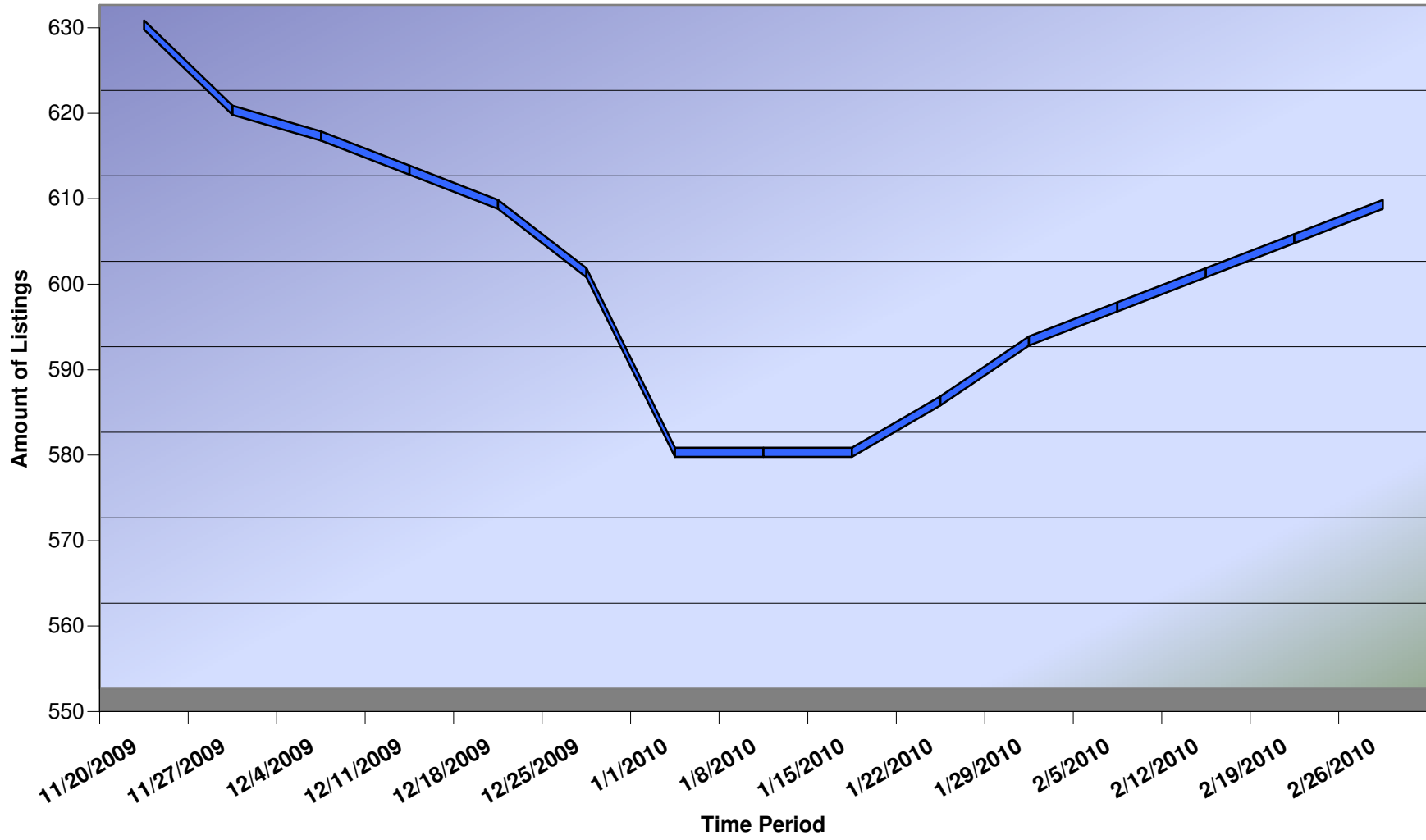
MRED Single Family Homes Active Listings (DE)



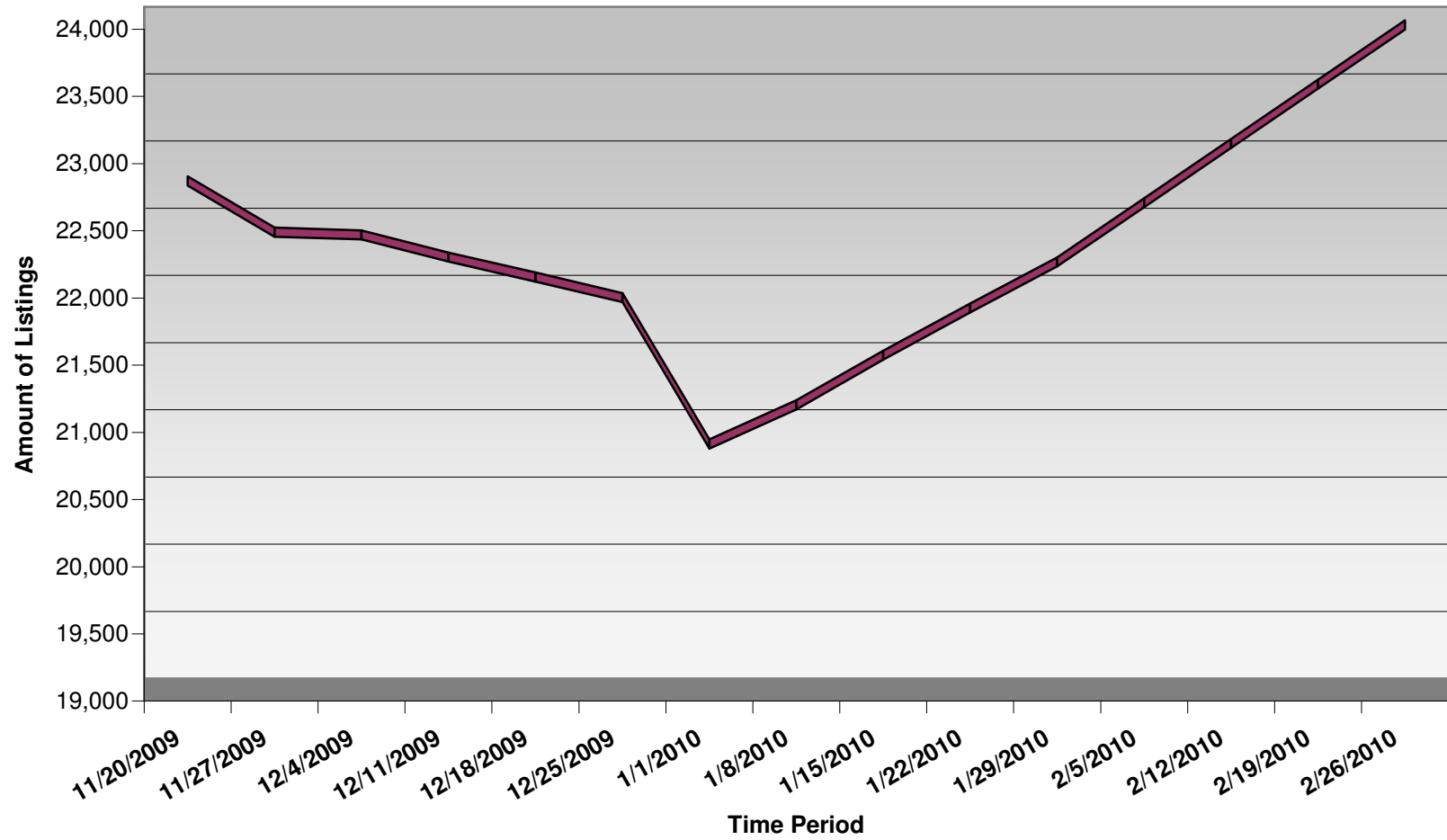
North Shore Area Single Family Homes Active Listings (DE)



Barrington Area Single Family Homes Active Listings (DE)

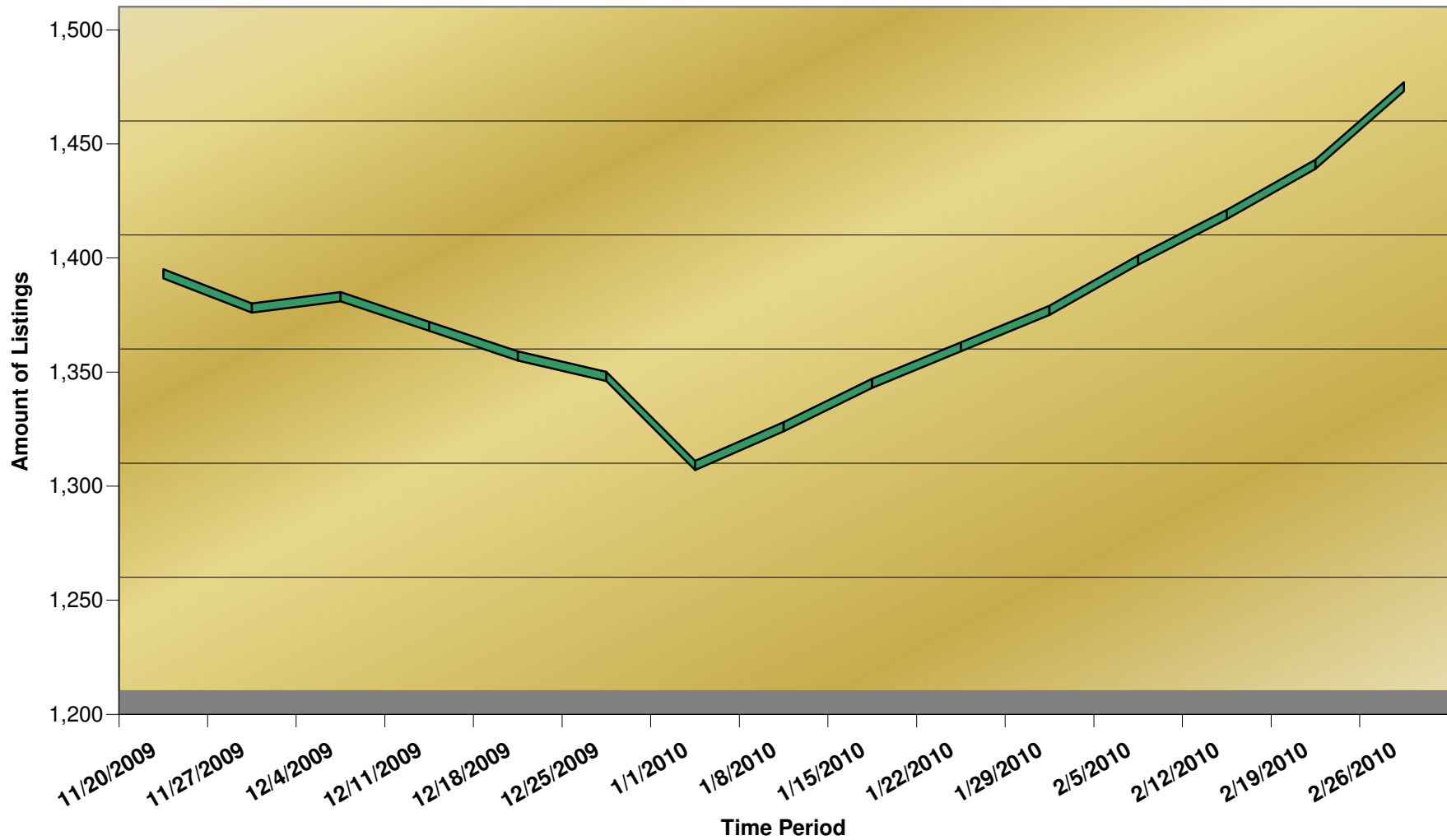


MRED Active Condo Listings(AT-C)



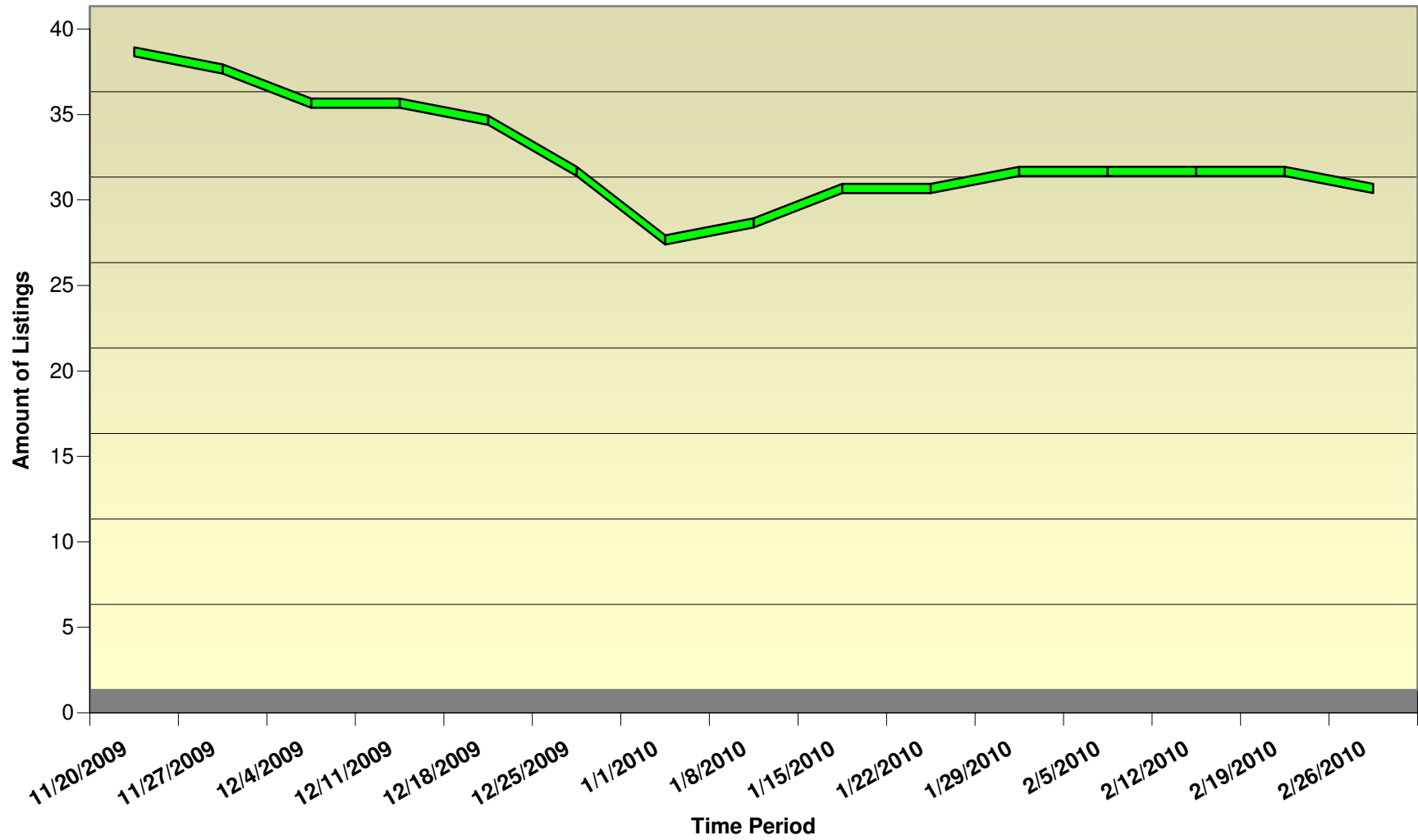
Information is for Property Type 2, Attached, for type of Property C for Condominium. This does not include townhouses, co-ops, or any other type of property listed under Attached Property types.

North Shore Area Active Condo Listings



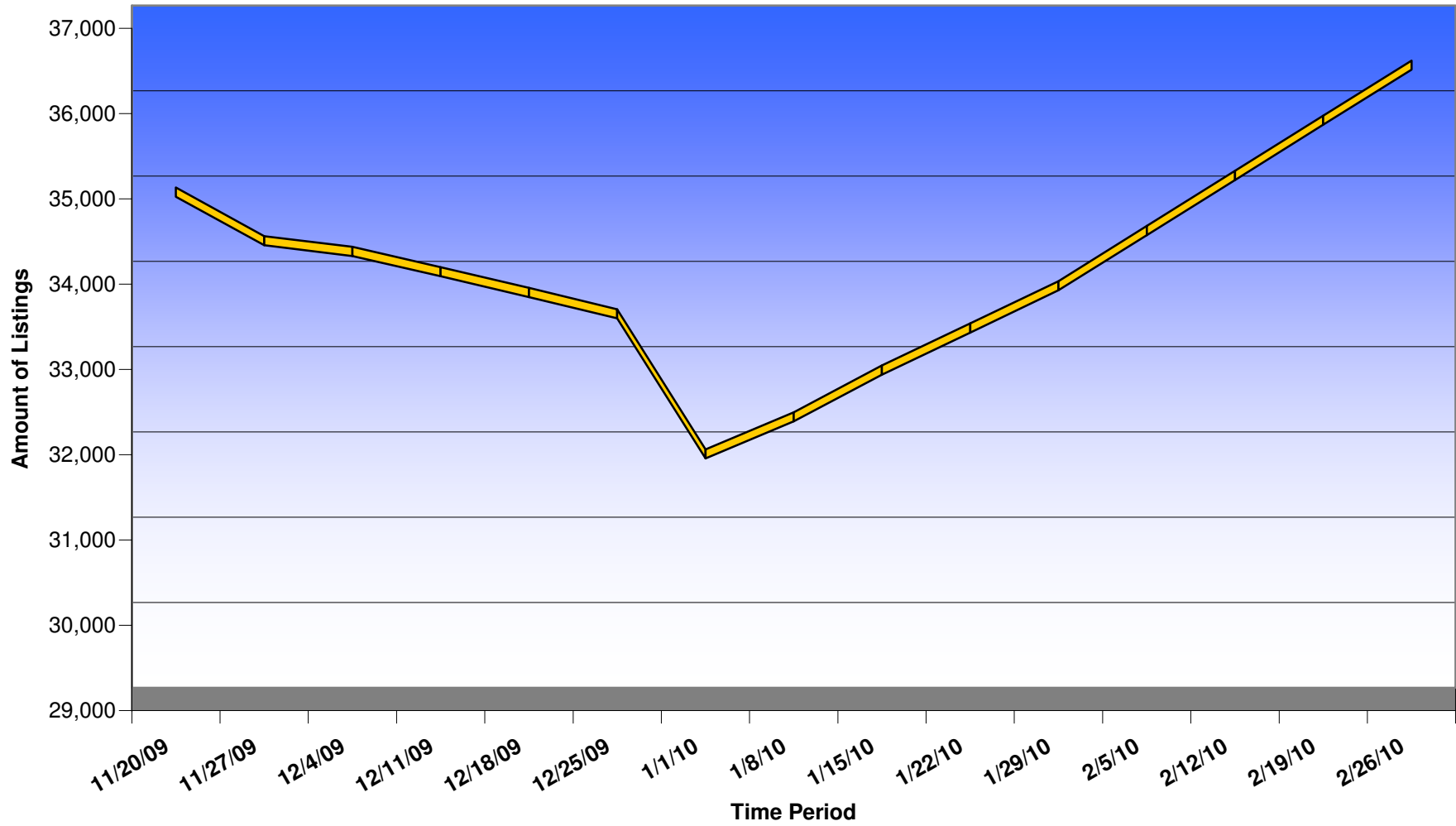
Information is for Property Type 2, Attached, for type of Property C for Condominium. This does not include townhouses, co-ops, or any other type of property listed under Attached Property types.

Barrington Area Active Condo Listings



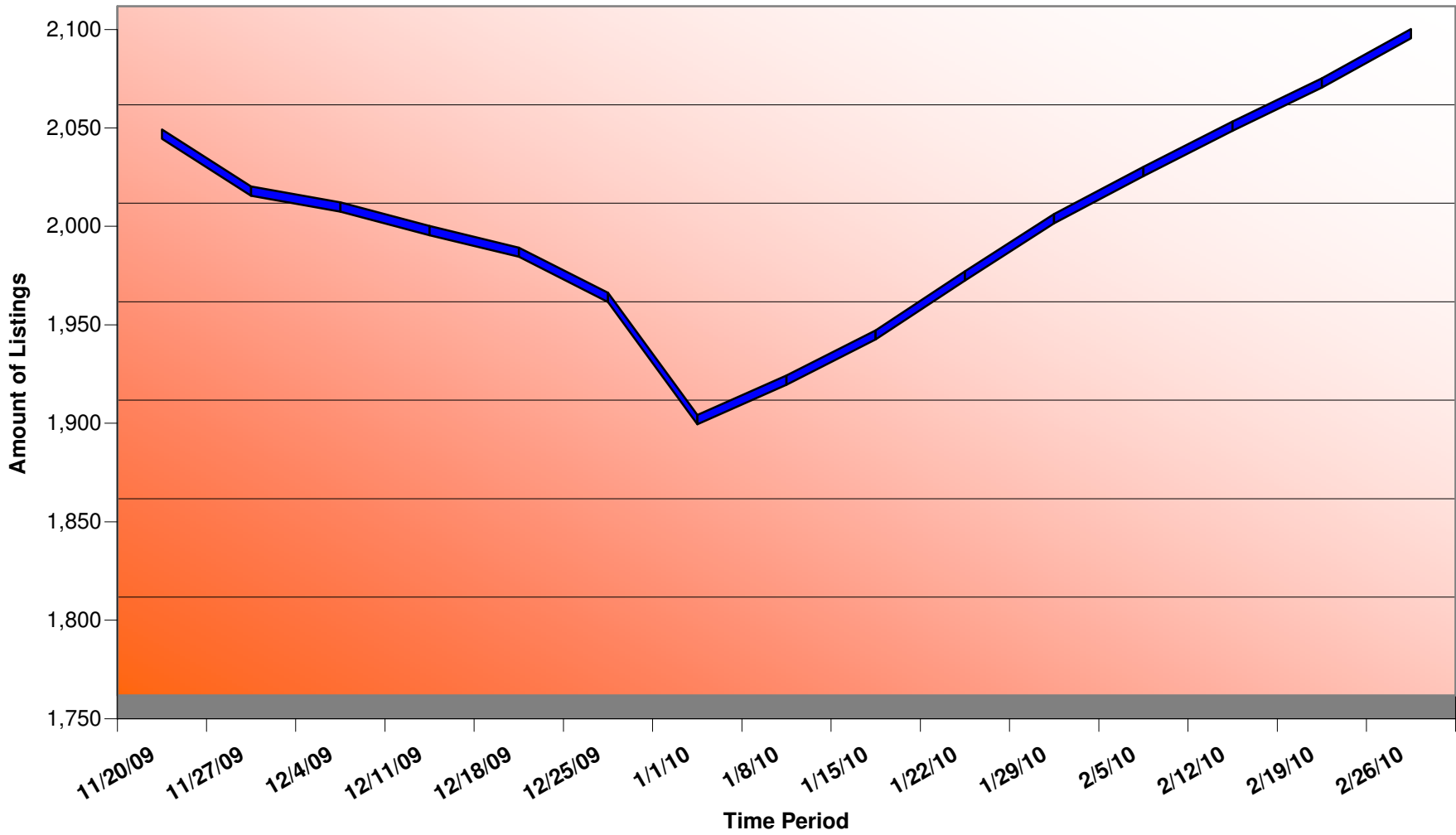
Information is for Property Type 2, Attached, for type of Property C for Condominium. This does not include townhouses, co-ops, or any other type of property listed under Attached Property types.

MRED Attached Active Listings



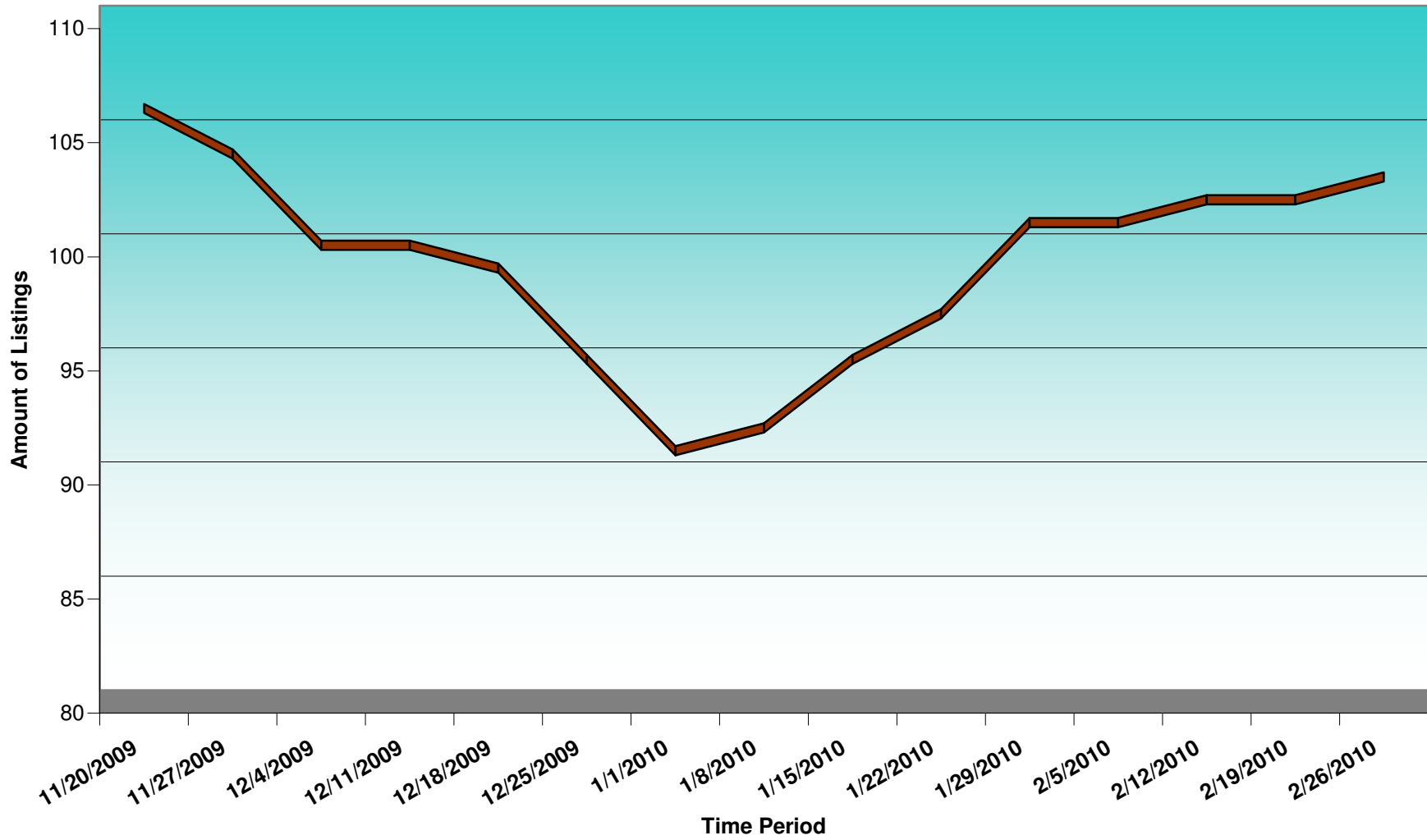
Information is for all types of properties listed under Attached, Property Type 2

North Shore Area Active Attached Listings



Information is for all types of properties listed under Attached, Property Type 2

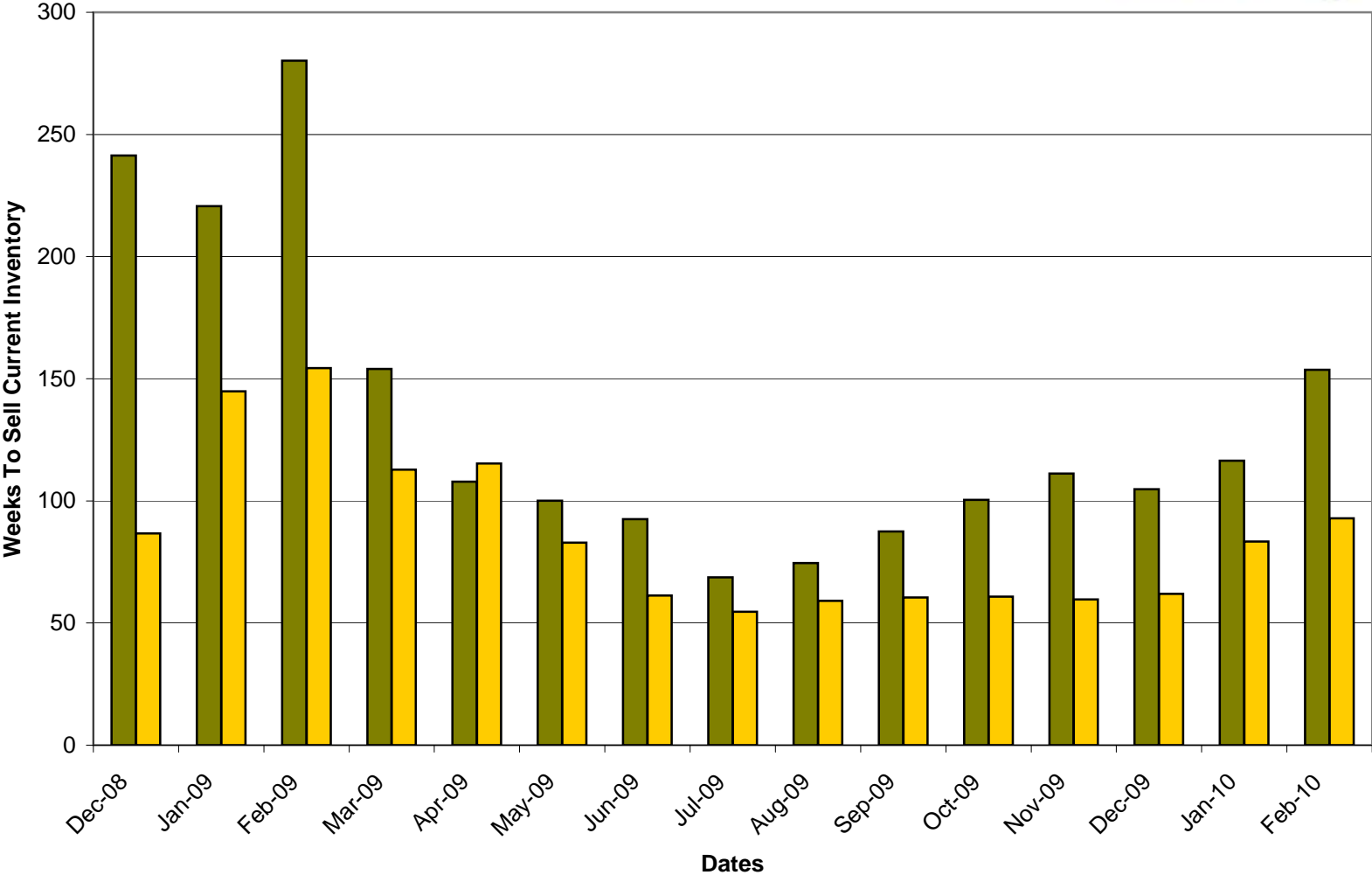
Barrington Area Active Attached Listings



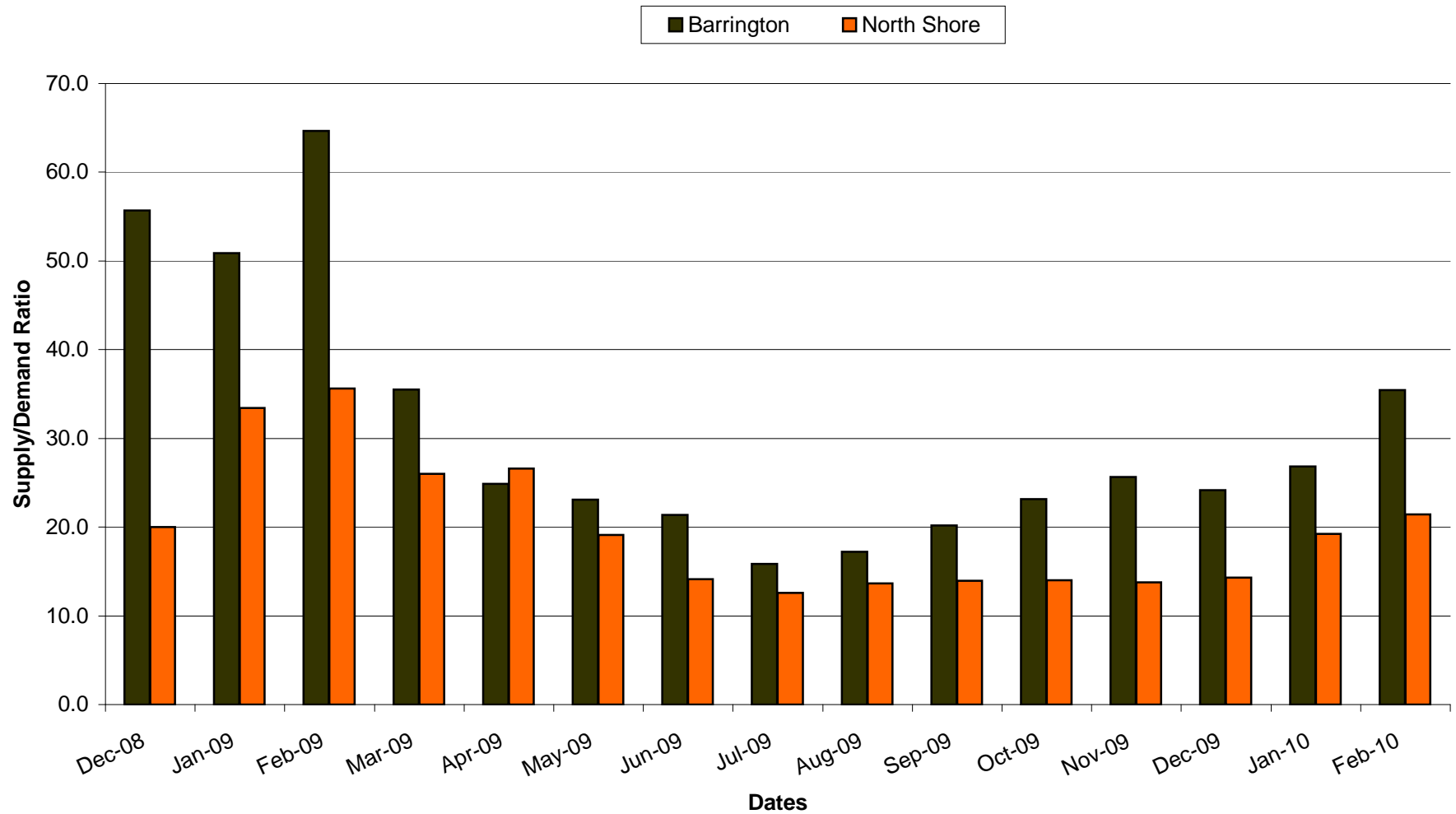
Information is for all types of properties listed under Attached, Property Type 2

NSBAR Absorption Rate for Detached Single Family Homes

■ Barrington ■ NorthShore

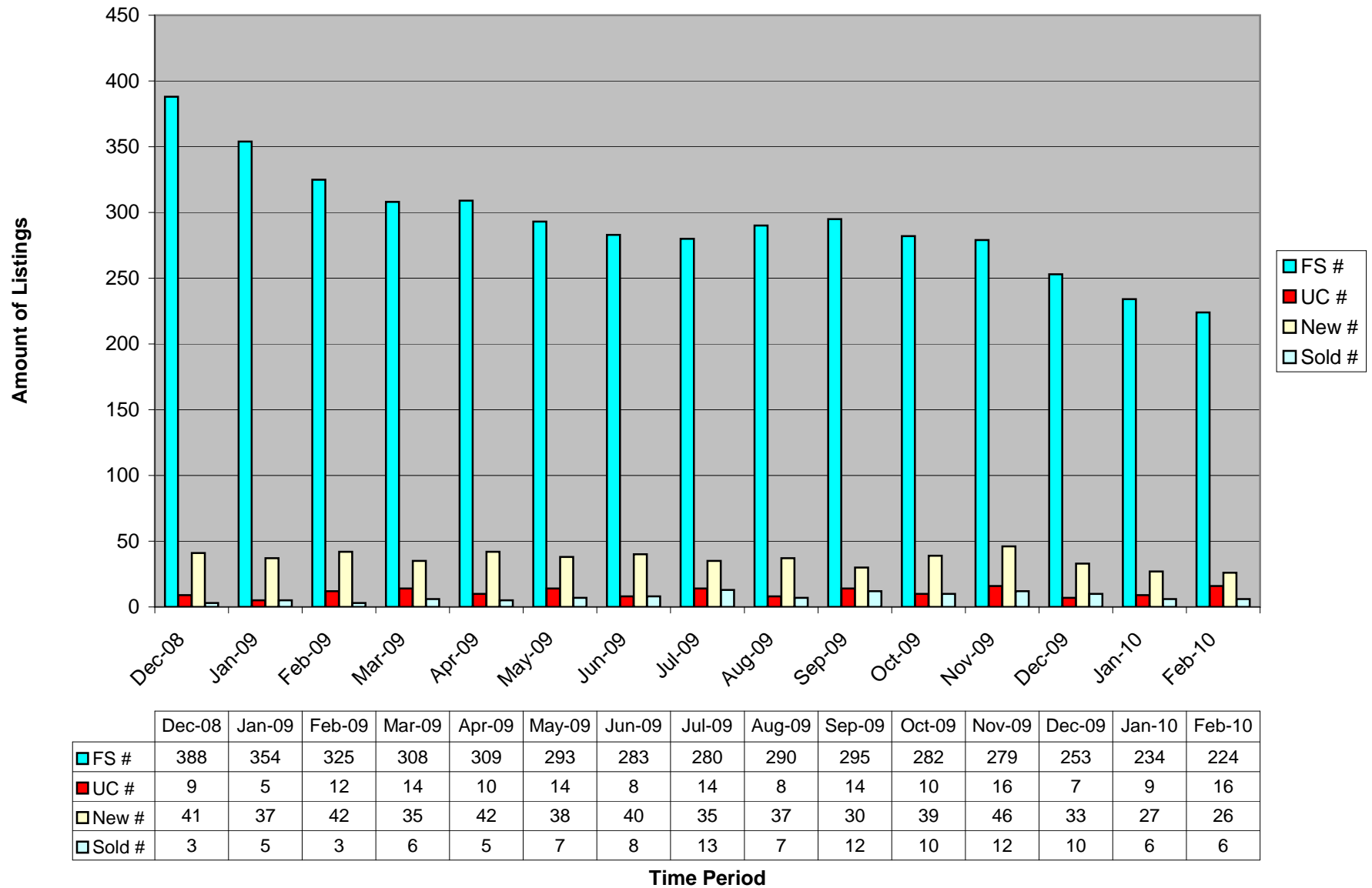


NSBAR Supply Demand Ratio for Single Family Homes



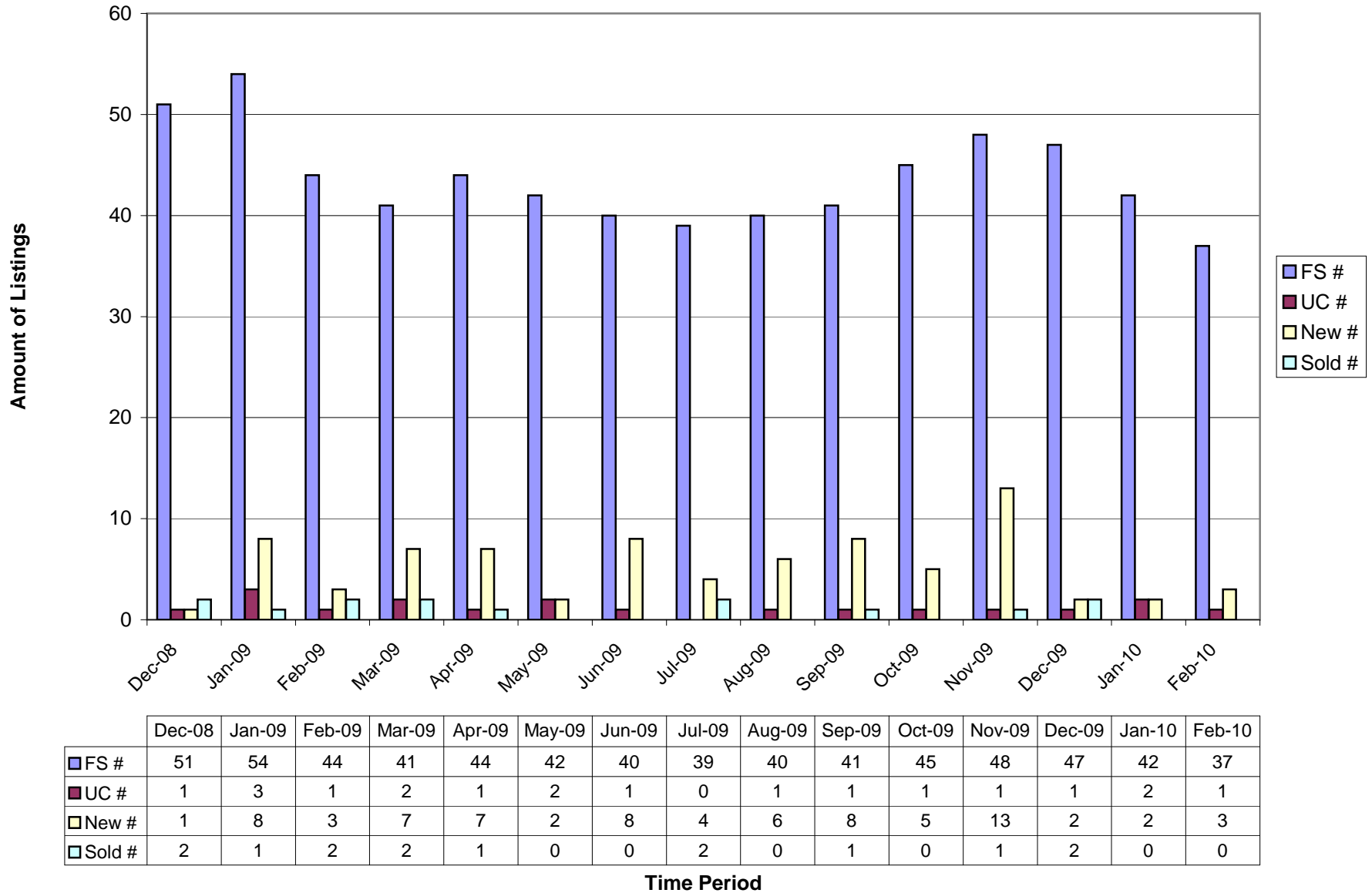
The numbers in the chart represent the ratio of the number of homes for sale to the number of homes sold. The higher the S/D ratio, the more supply there is relative to demand. Optimal S/D ratio is 6.0. Produced by NSBAR from information in MRED

North Shore Area New Construction for All Property Types



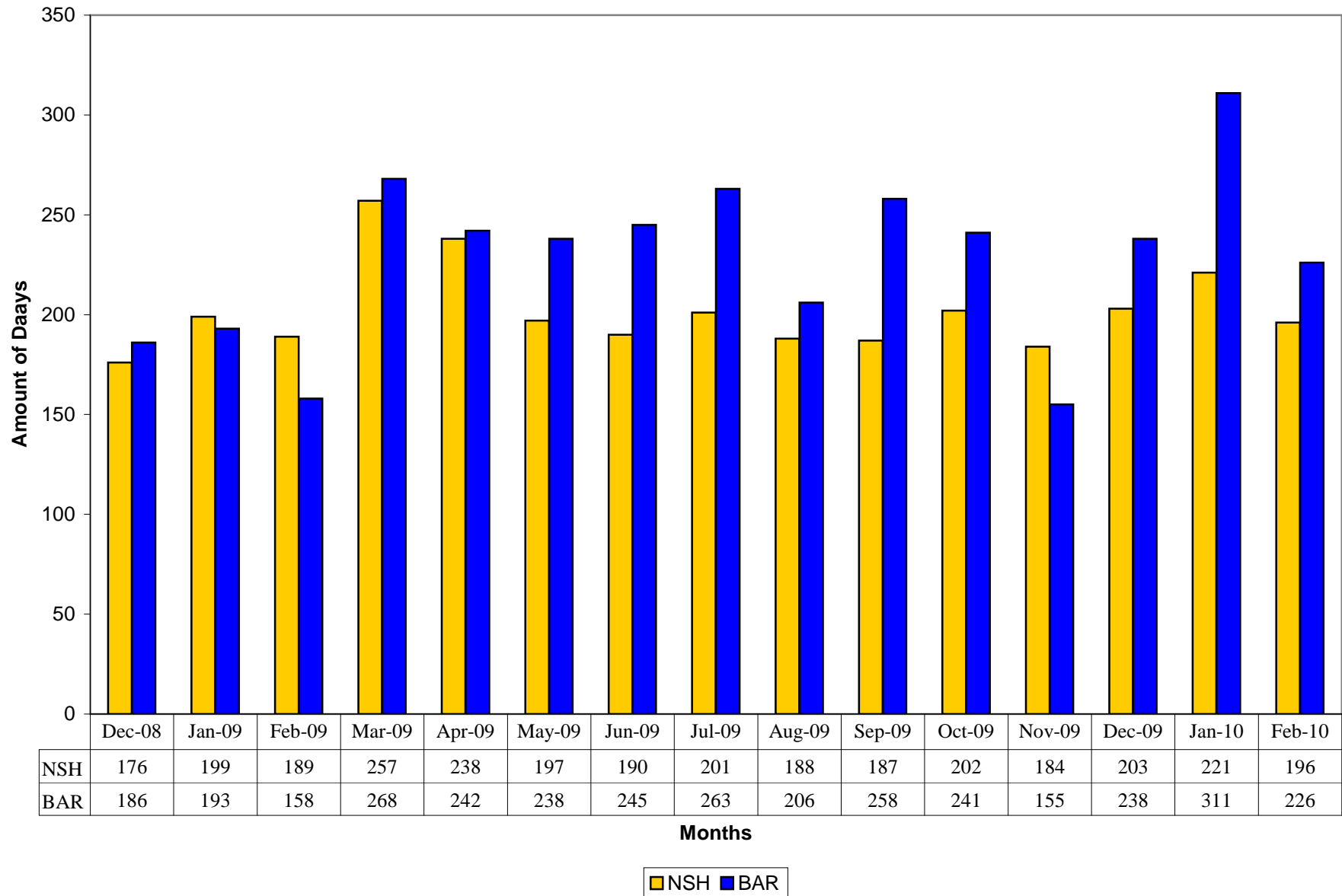
These chart shows new construction data for the past fifteen months th number of new homes in the North Shore area for all property types both Residential and Commerical..
 Produced by NSBAR from information in MRED

Barrington Area New Construction for All Property Types



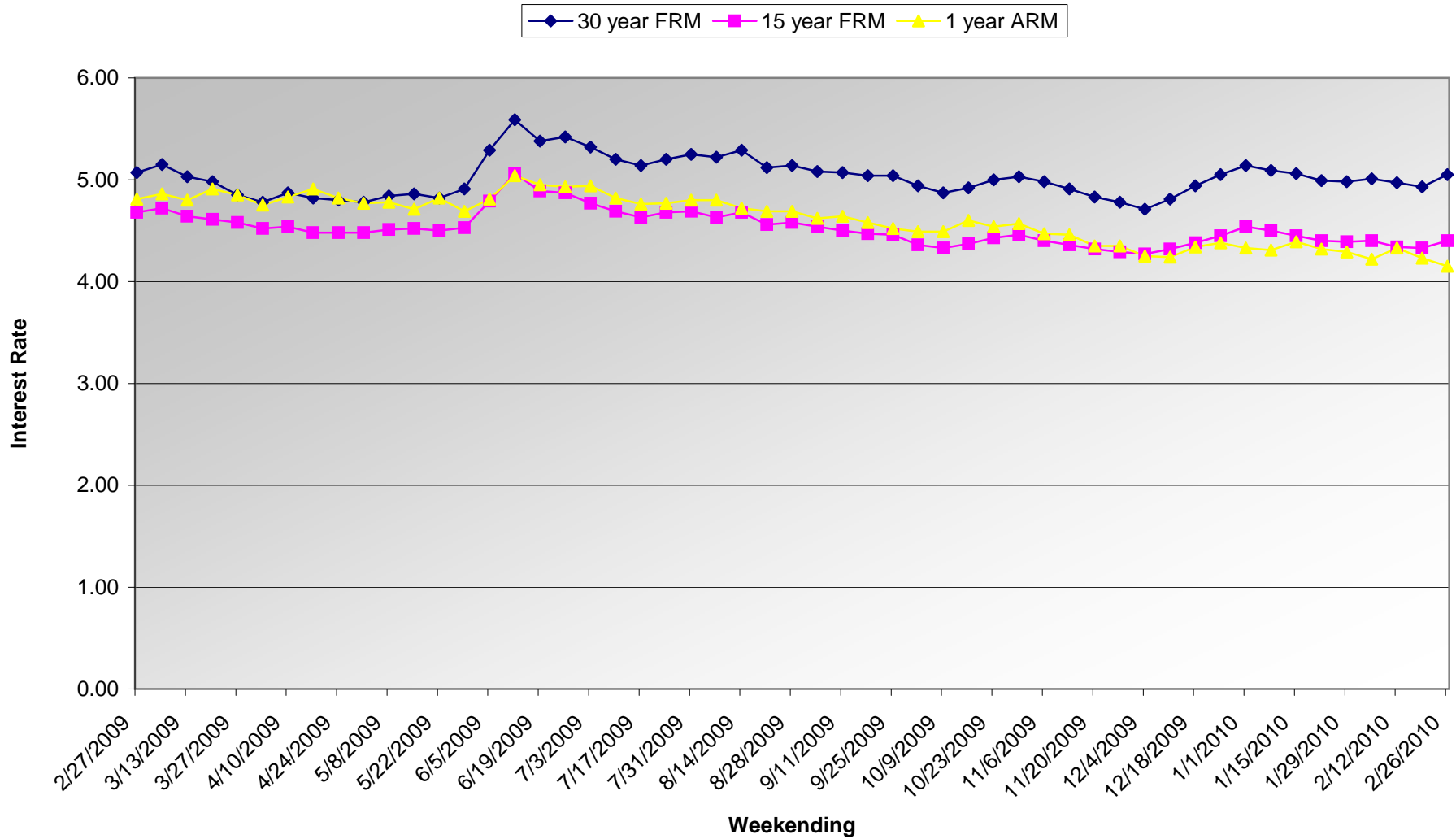
These chart shows new construction data for the past fifteen months th number of new homes Barrington for all property types both Residential and Commerical..
 Produced by NSBAR from information in MRED

NSBAR Market Time



The graph shows the days on the market for both North Shore and Barrington for the past fifteen months for property types Attached and Detached. 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

Detached Homes Under Contract

City	Feb-09	Feb-10	%change	YTD-09	YTD-10	%change
Algonquin	13	25	92.3%	27	50	85.2%
Arlington Heights	23	44	91.3%	43	67	55.8%
Bannockburn	0	1	100.0%	0	1	100.0%
Barrington	9	6	-33.3%	17	28	64.7%
Barrington Hills	4	8	100.0%	5	9	80.0%
Buffalo Grove	13	23	76.9%	26	41	57.7%
Cary	12	21	75.0%	15	40	166.7%
Chicago - Lake View	4	9	125.0%	9	24	166.7%
Chicago - Near North Side	2	2	0.0%	3	3	0.0%
Chicago - Rogers Park	2	4	100.0%	3	7	133.3%
Chicago - West Ridge	11	14	27.3%	15	27	80.0%
Crystal Lake	25	51	100.0%	56	101	100.0%
Deer Park	0	2	100.0%	0	4	100.0%
Deerfield	7	14	100.0%	13	22	69.2%
DeKalb	11	14	27.3%	19	29	52.6%
Des Plaines	21	37	76.2%	40	72	80.0%
Evanston	24	32	33.3%	38	50	31.6%
Glencoe	9	6	-33.3%	17	15	-11.8%
Glenview	10	43	100.0%	30	70	100.0%
Golf	0		0.0%	0	2	100.0%
Grayslake	8	18	100.0%	18	37	100.0%
Green Oaks	4	1	-75.0%	4	4	0.0%
Gurnee	16	19	18.8%	32	39	21.9%
Hainesville	1	6	500.0%	3	8	166.7%
Hawthorn Woods	4	3	-25.0%	8	8	0.0%
Highland Park	11	39	100.0%	18	64	100.0%
Highwood	1	2	100.0%	1	3	200.0%
Hoffman Estates	15	29	93.3%	31	47	51.6%
Inverness	2	5	150.0%	3	9	200.0%
Island Lake	4	8	100.0%	5	12	100.0%
Kenilworth	0	6	100.0%	1	7	600.0%
Kildeer	2	4	100.0%	3	6	100.0%
Lake Barrington	2	3	50.0%	2	6	200.0%

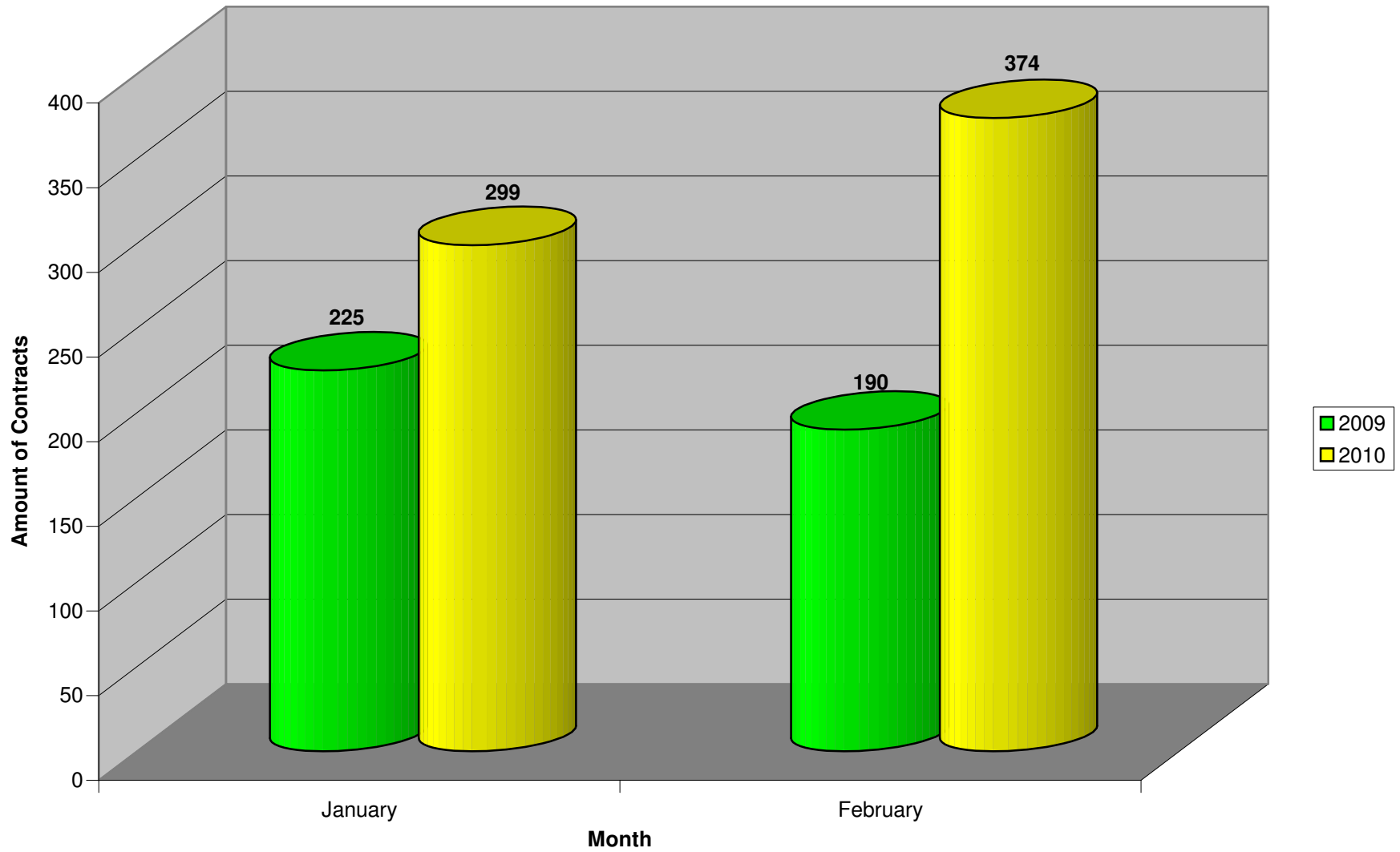
Detached Homes Under Contract

City	Feb-09	Feb-10	%change	YTD-09	YTD-10	%change
Lake Bluff	5	9	80.0%	9	17	88.9%
Lake Forest	9	15	66.7%	16	34	112.5%
Lake In The Hills	22	20	-9.1%	38	45	18.4%
Lake Zurich	12	29	141.7%	23	50	117.4%
Lakemoor	1	3	200.0%	2	8	300.0%
Lakewood	1	5	400.0%	4	11	175.0%
Libertyville	11	24	118.2%	19	36	89.5%
Lincolnshire	2	5	150.0%	6	7	16.7%
Lincolnwood	6	12	100.0%	12	22	83.3%
Long Grove	4	7	75.0%	8	16	100.0%
McHenry	21	36	71.4%	42	62	47.6%
Morton Grove	12	15	25.0%	21	32	52.4%
Mount Prospect	19	34	78.9%	26	54	107.7%
Mundelein	13	23	76.9%	22	40	81.8%
North Barrington	2	3	50.0%	3	5	66.7%
Northbrook	20	37	85.0%	39	54	38.5%
Northfield	2	6	200.0%	3	8	166.7%
Palatine	19	29	52.6%	33	46	39.4%
Riverwoods	3	2	-33.3%	5	7	40.0%
Round Lake	14	32	128.6%	25	56	124.0%
Round Lake Beach	15	29	93.3%	28	51	82.1%
Round Lake Heights	3	3	0.0%	9	5	-44.4%
Round Lake Park	2	6	200.0%	4	8	100.0%
Schaumburg	16	22	37.5%	28	30	7.1%
Skokie	21	35	66.7%	37	63	70.3%
South Barrington	1	8	700.0%	2	11	450.0%
Sycamore	11	16	45.5%	16	23	43.8%
Vernon Hills	6	14	133.3%	14	21	50.0%
Wauconda	7	12	71.4%	15	27	80.0%
Waukegan	40	62	55.0%	73	115	57.5%
Wheeling	7	20	185.7%	12	31	158.3%
Wilmette	8	26	225.0%	21	43	104.8%
Winnetka	5	10	100.0%	12	23	91.7%
Total	610	1108	81.6%	1132	1973	74.3%

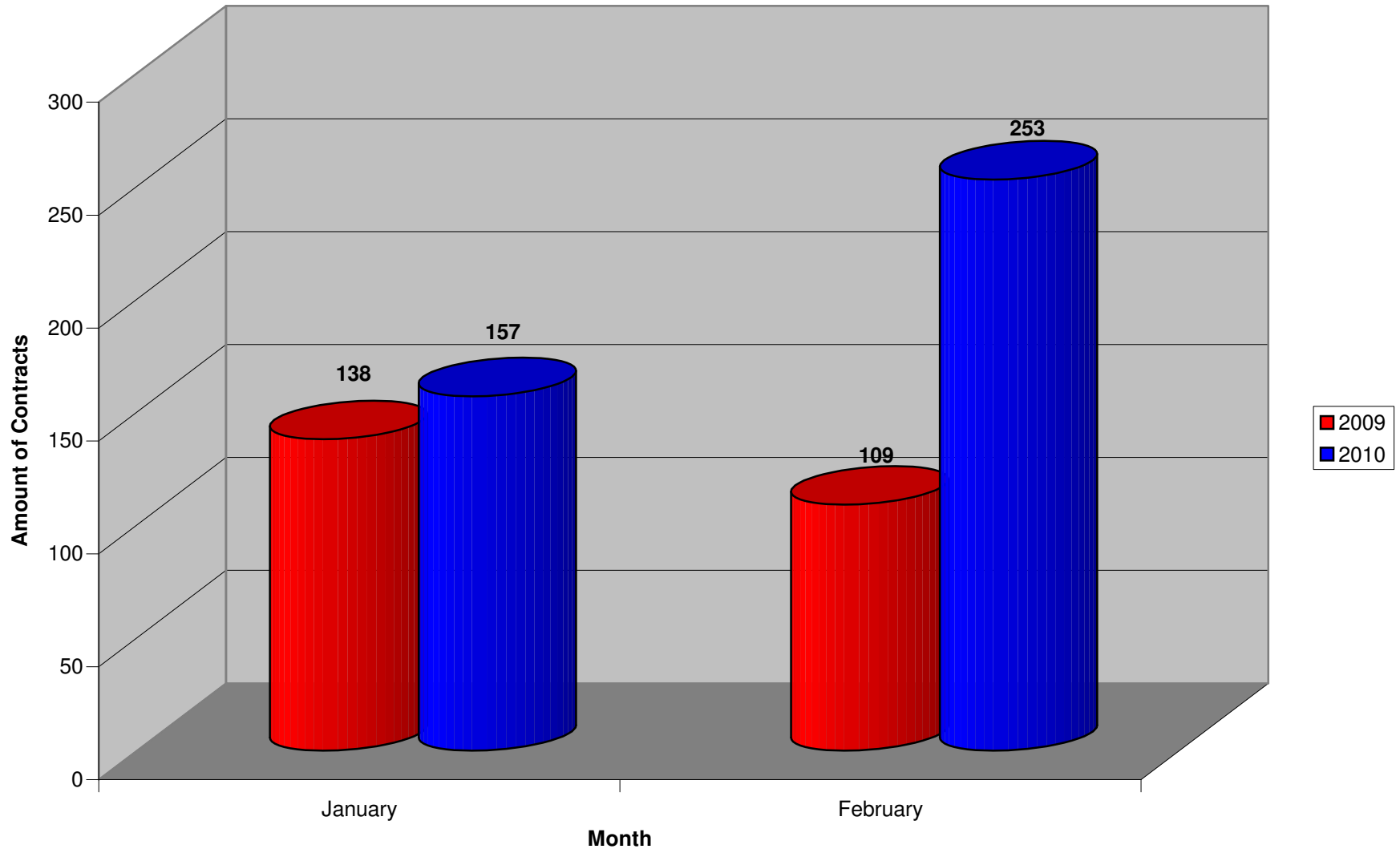
Attached Homes Under Contract

City	Feb-09	Feb-10	%change	YTD-09	YTD-10	%change
Algonquin	3	12	300.0%	9	17	88.9%
Arlington Heights	19	34	78.9%	28	63	125.0%
Barrington	2	4	100.0%	3	7	133.3%
Buffalo Grove	11	23	109.1%	20	39	95.0%
Cary	3	3	0.0%	9	8	-11.1%
Chicago - Lake View (8006)	98	133	35.7%	152	212	39.5%
Chicago - Near North Side (8008)	99	170	71.7%	224	343	53.1%
Chicago - Rogers Park (8001)	31	48	54.8%	44	91	106.8%
Chicago - West Ridge (8002)	25	71	184.0%	51	124	143.1%
Crystal Lake	5	14	180.0%	9	24	166.7%
Deer Park	1	1	0.0%	2	3	50.0%
Deerfield	6	10	66.7%	11	17	54.5%
DeKalb	2	5	150.0%	5	8	60.0%
Des Plaines	30	49	63.3%	51	81	58.8%
Evanston	21	55	161.9%	40	92	130.0%
Glencoe	1	1	100.0%	1	5	100.0%
Glenview	8	20	150.0%	13	31	138.5%
Grayslake	5	12	140.0%	12	18	50.0%
Gurnee	9	14	55.6%	12	25	108.3%
Hainesville	2	3	50.0%	3	8	166.7%
Highland Park	2	5	150.0%	3	8	166.7%
Highwood	0	0	0.0%	1	0	-100.0%
Hoffman Estates	14	20	42.9%	21	26	23.8%
Lake Barrington	1	6	500.0%	2	7	250.0%
Lake Bluff	0	5	100.0%	1	7	600.0%
Lake Forest	1	9	800.0%	2	12	500.0%
Lake In The Hills	7	19	171.4%	16	28	75.0%
Lake Zurich	2	3	50.0%	6	3	-50.0%
Lakemoor	2	3	50.0%	4	6	50.0%
Libertyville	1	4	300.0%	4	9	125.0%
Lincolnshire	4	3	-25.0%	5	3	-40.0%
McHenry	10	6	-40.0%	17	11	-35.3%
Morton Grove	3	8	166.7%	5	13	160.0%
Mount Prospect	9	8	-11.1%	16	23	43.8%
Mundelein	3	11	266.7%	5	17	240.0%
Northbrook	8	19	137.5%	15	29	93.3%
Northfield	0	2	100.0%	1	3	200.0%
Palatine	36	54	50.0%	57	97	70.2%
Round Lake	8	11	37.5%	17	25	47.1%
Round Lake Beach	6	11	83.3%	9	17	88.9%
Schaumburg	29	41	41.4%	47	85	80.9%
Skokie	4	23	475.0%	16	40	150.0%
Sycamore	3	6	100.0%	4	12	200.0%
Vernon Hills	6	18	200.0%	17	36	111.8%
Wauconda	1	4	300.0%	5	8	60.0%
Waukegan	3	2	-33.3%	16	6	-62.5%
Wheeling	12	25	108.3%	20	42	110.0%
Wilmette	3	3	0.0%	6	7	16.7%
Winnetka	2	1	-50.0%	4	3	-25.0%
Total	561	1012	80.4%	1041	1799	72.8%

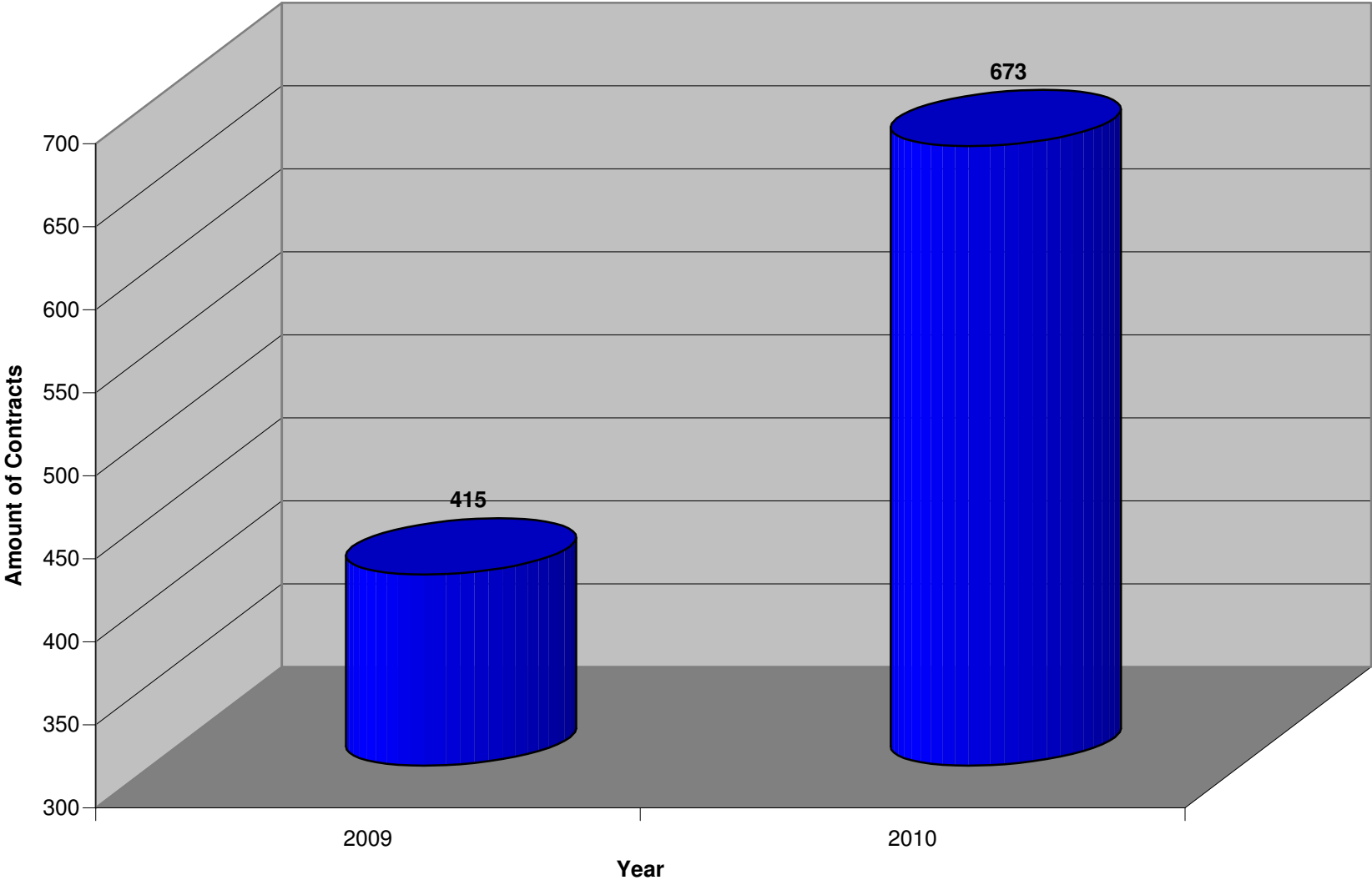
Contracts for Detached Homes by NSBAR Agents



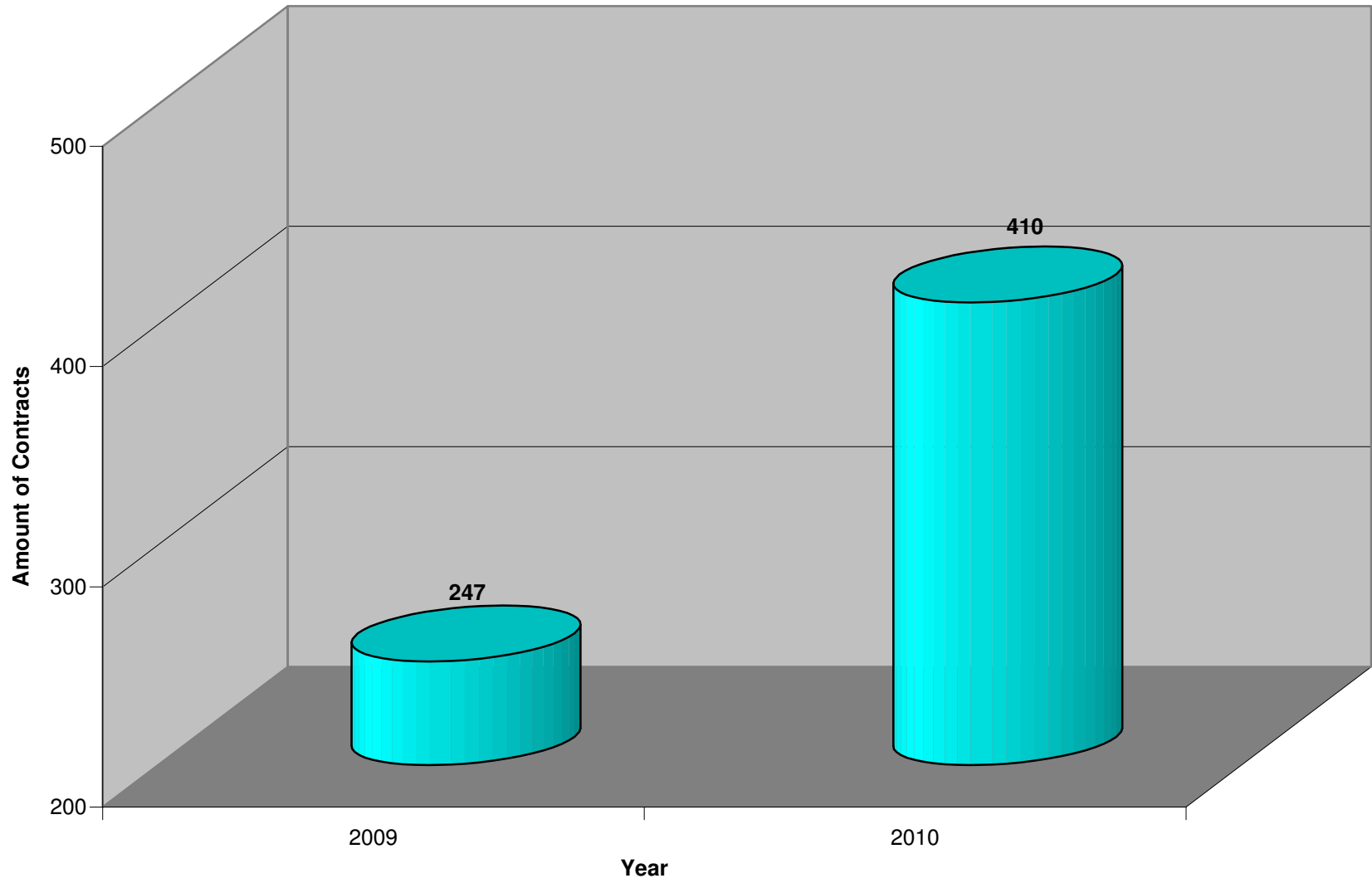
Contracts for Attached Homes by NSBAR Agents



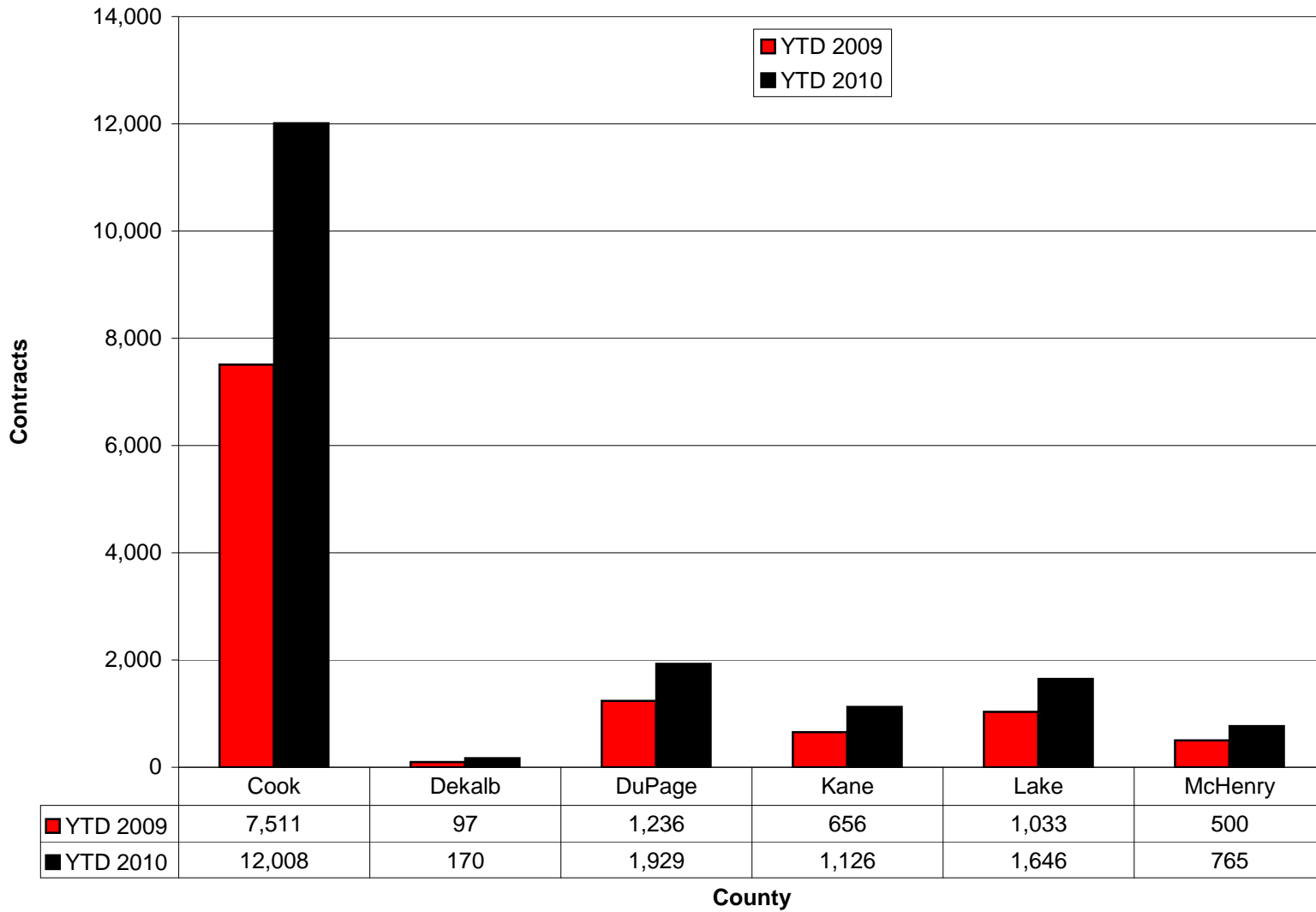
Contracts for Detached Homes by NSBAR Agents YTD



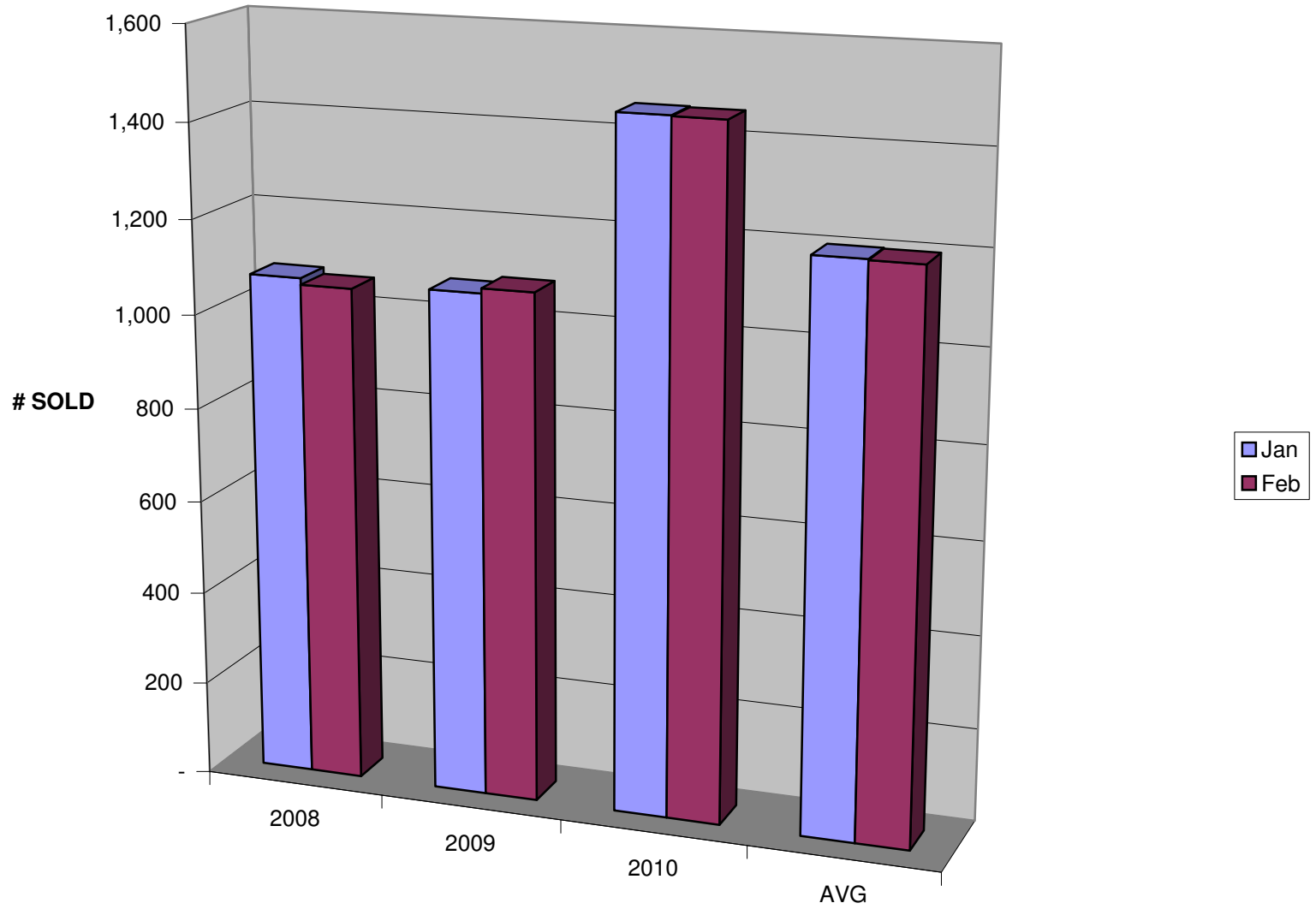
Contracts for Attached Homes by NSBAR Agents YTD



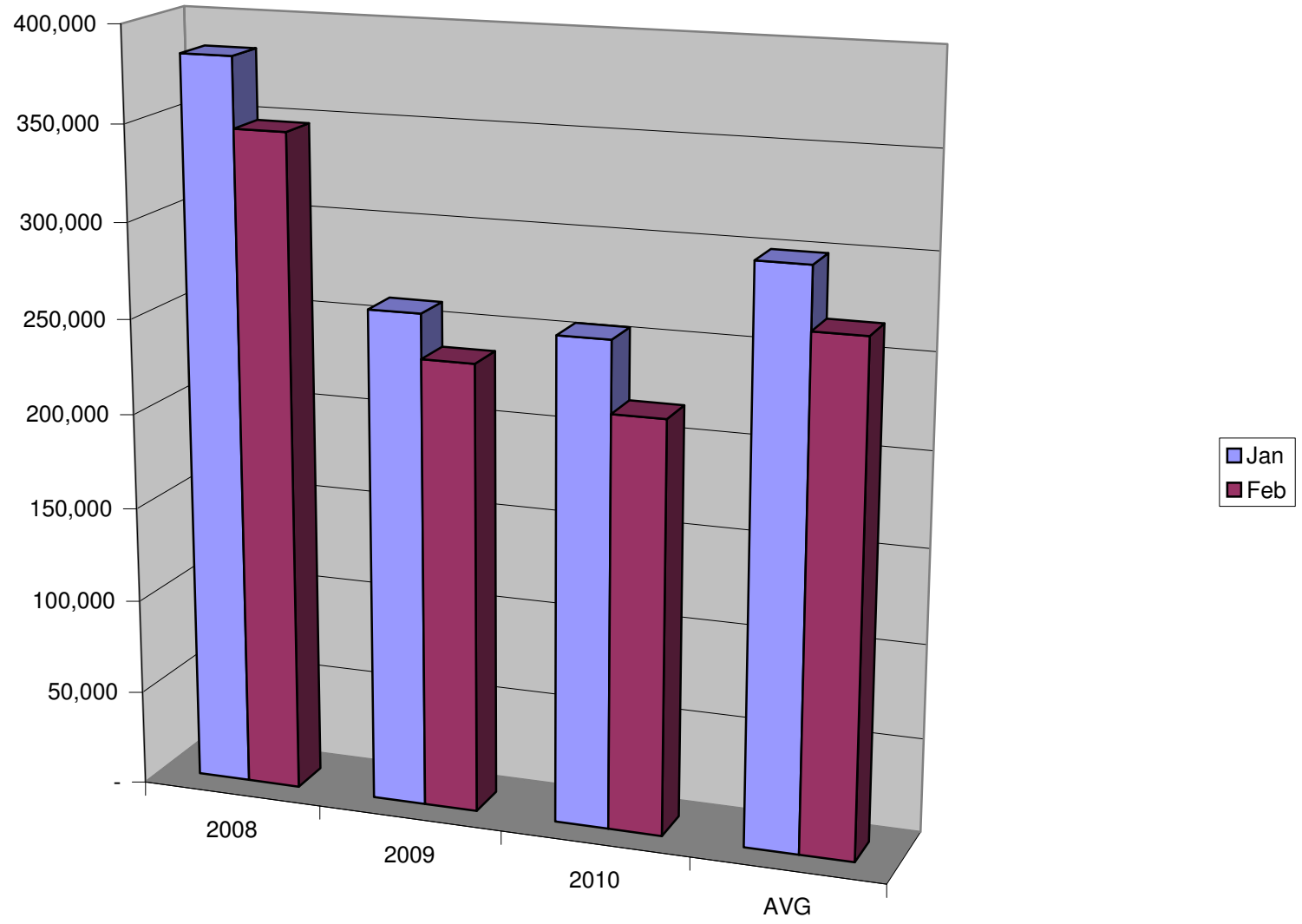
Contracts by County YTD All Property Types



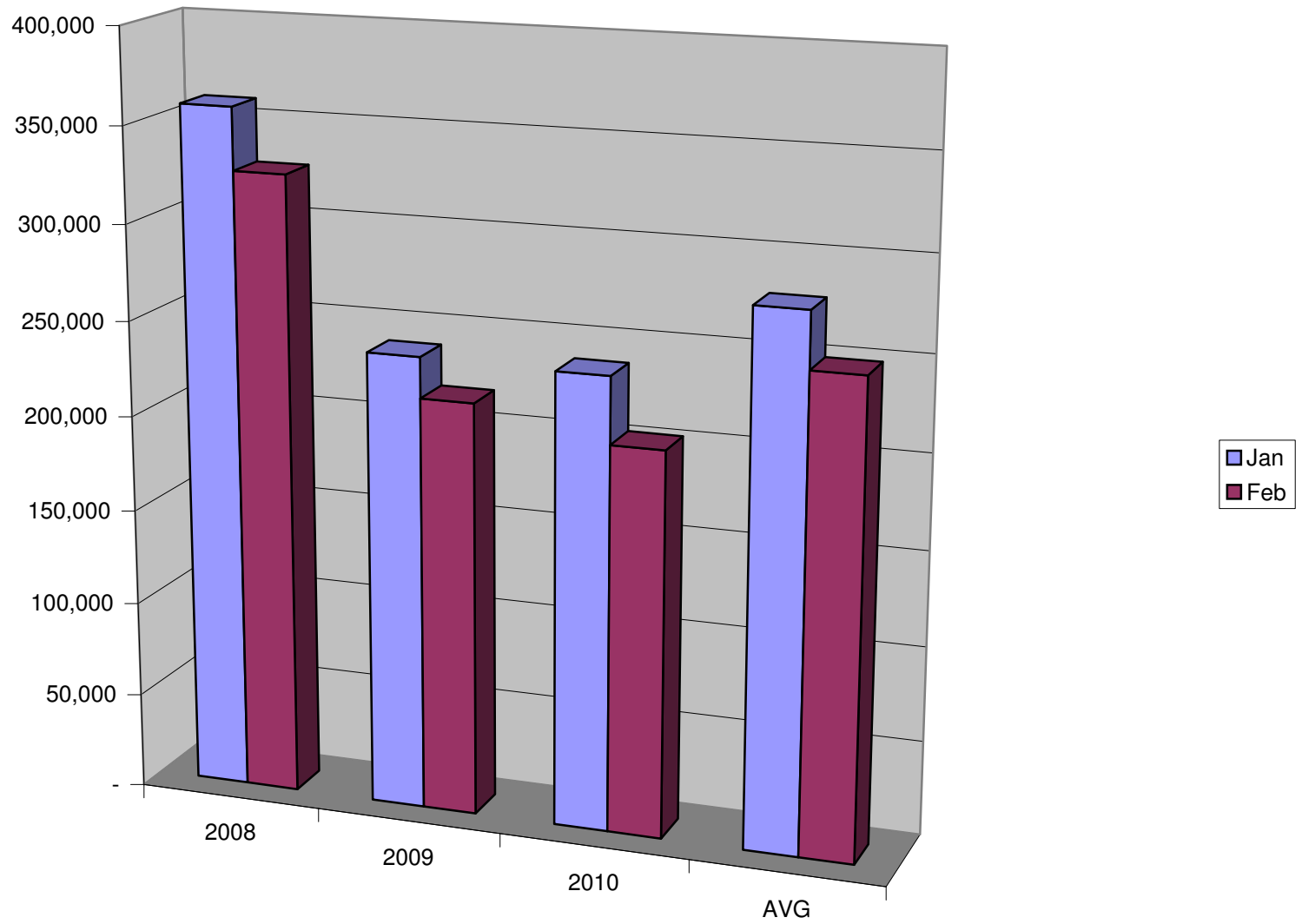
Cook County - # HOUSES SOLD BY MONTH



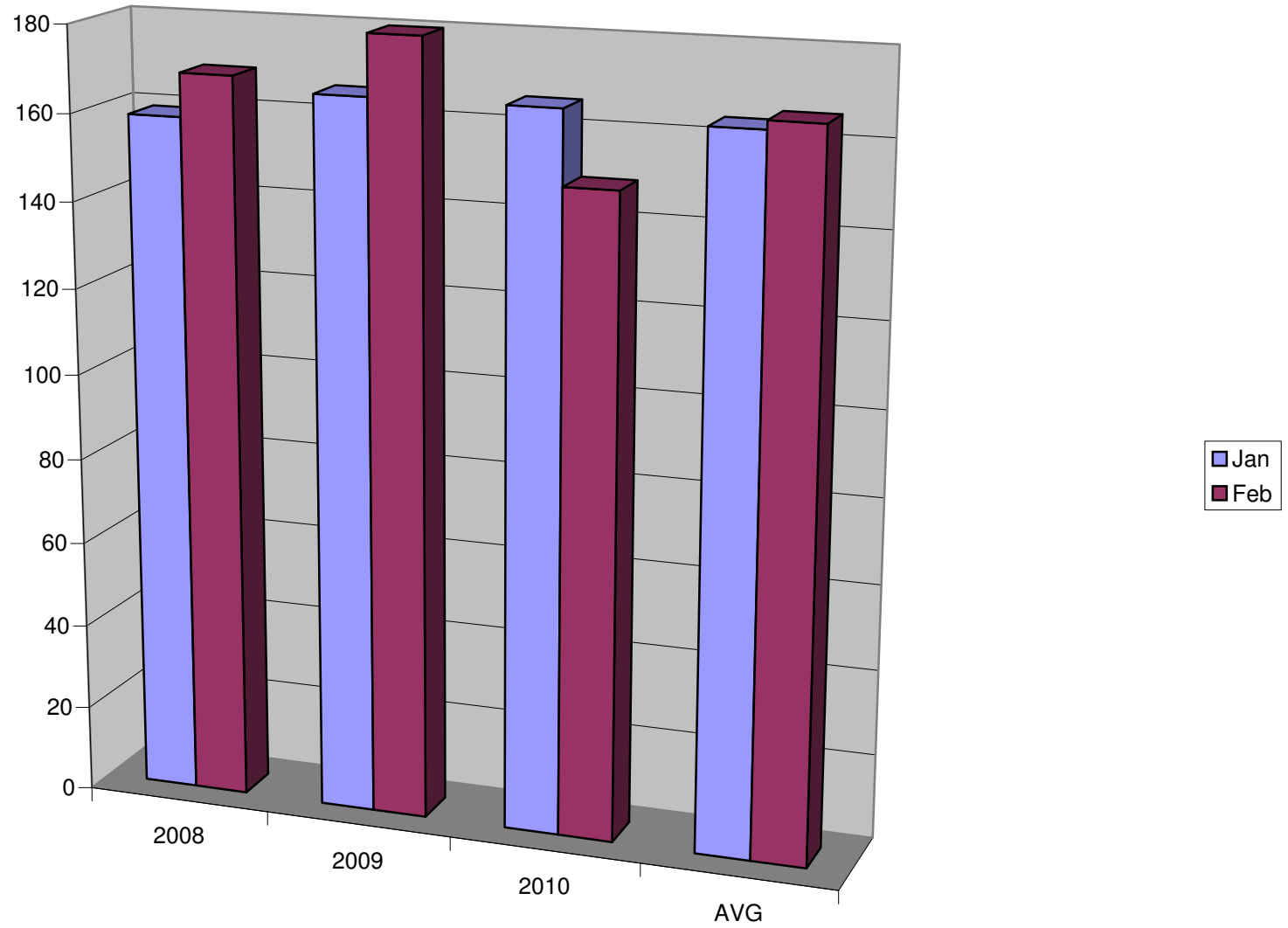
Cook County - AVERAGE LIST PRICE BY MONTH



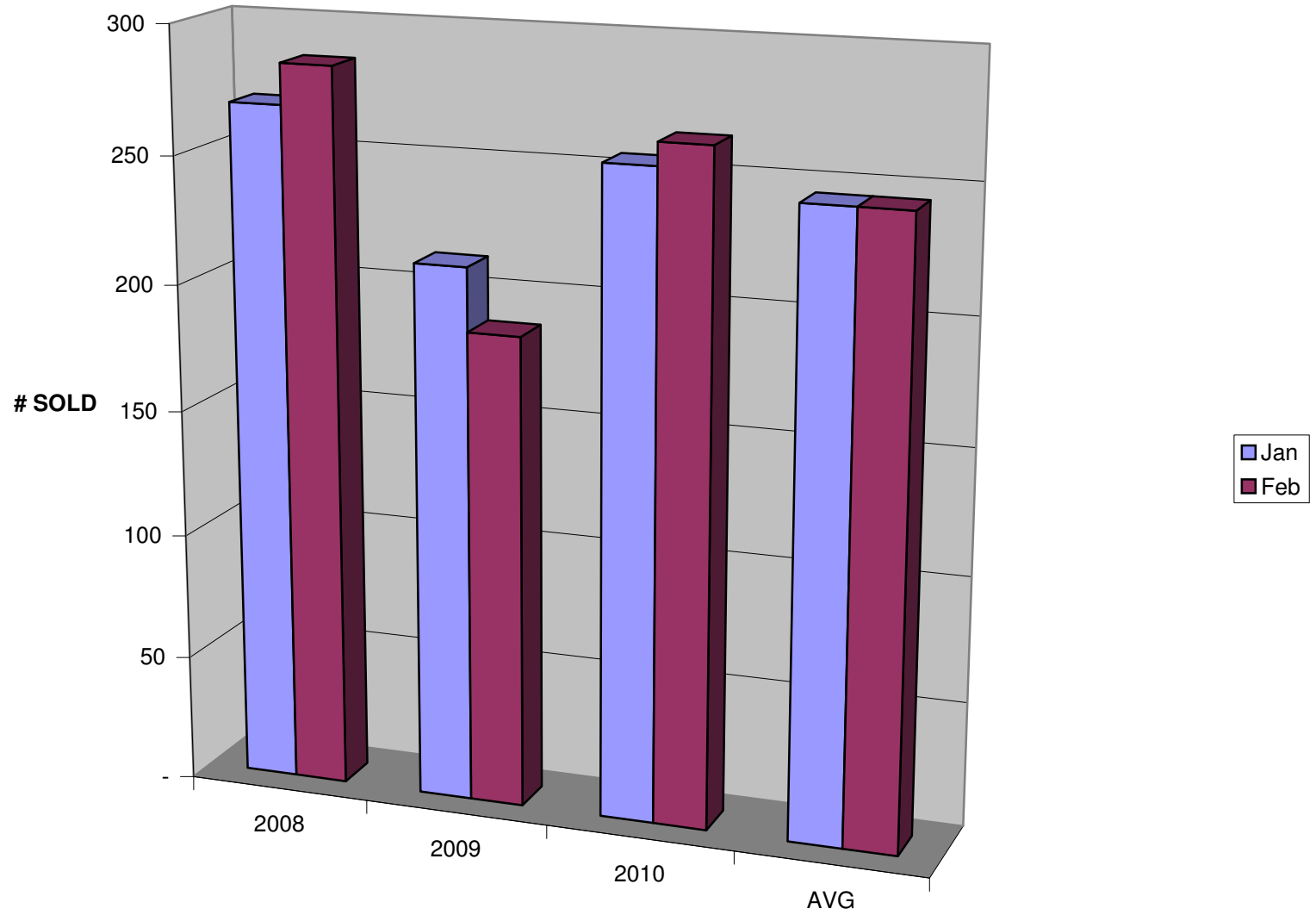
Cook County - AVERAGE SALE PRICE BY MONTH



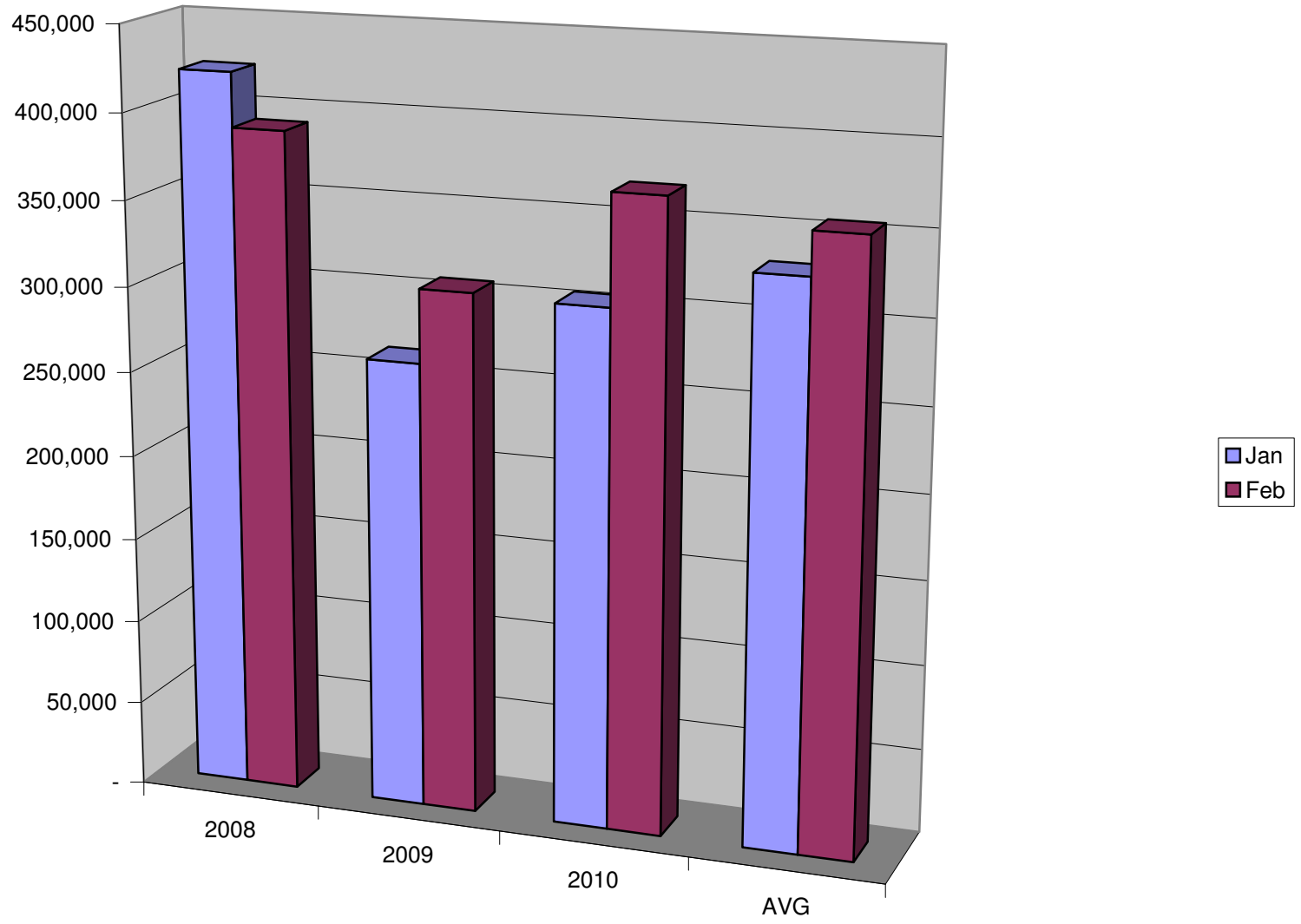
Cook County - AVERAGE TIME ON MARKET BY MONTH



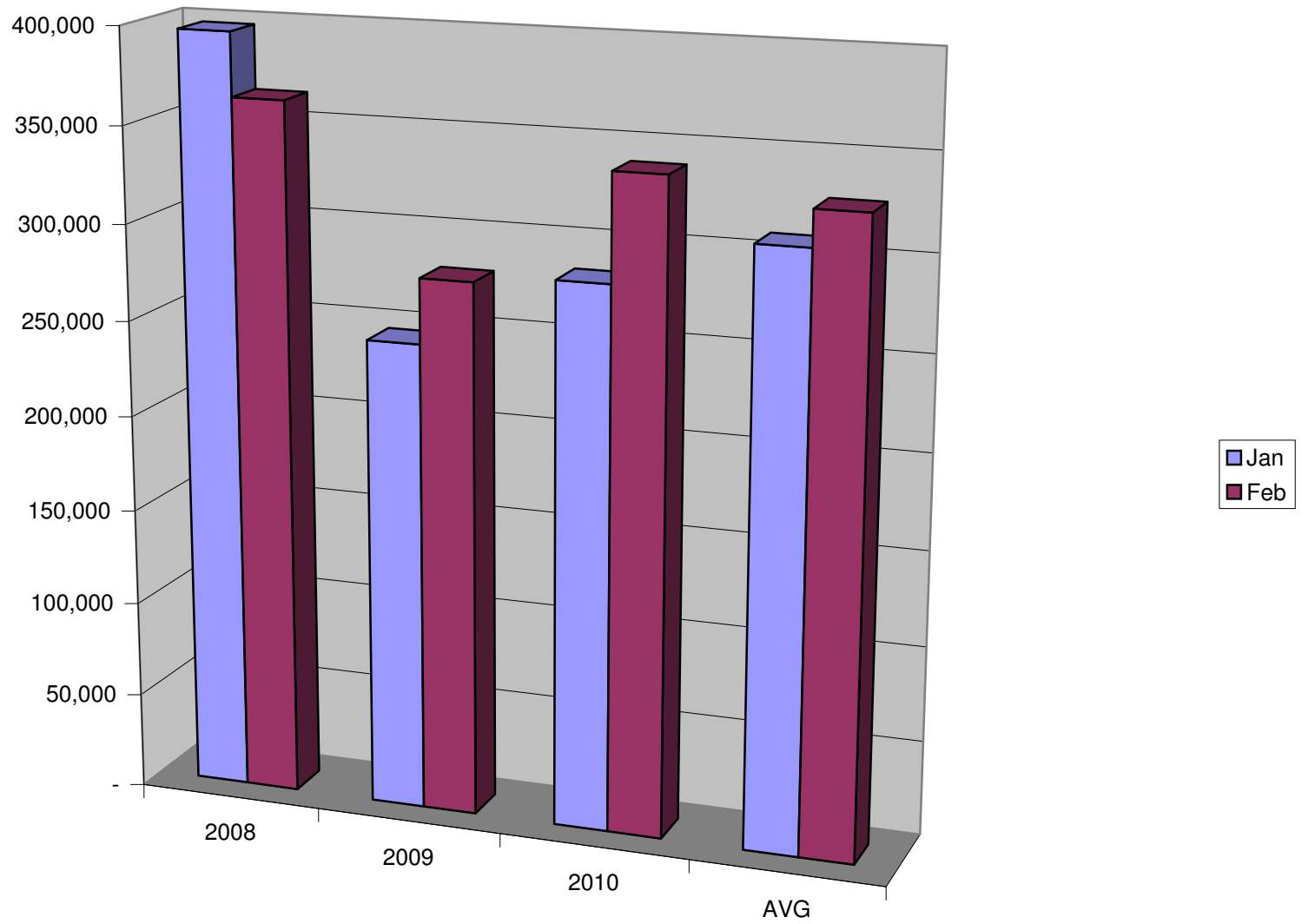
Lake County - # HOUSES SOLD BY MONTH



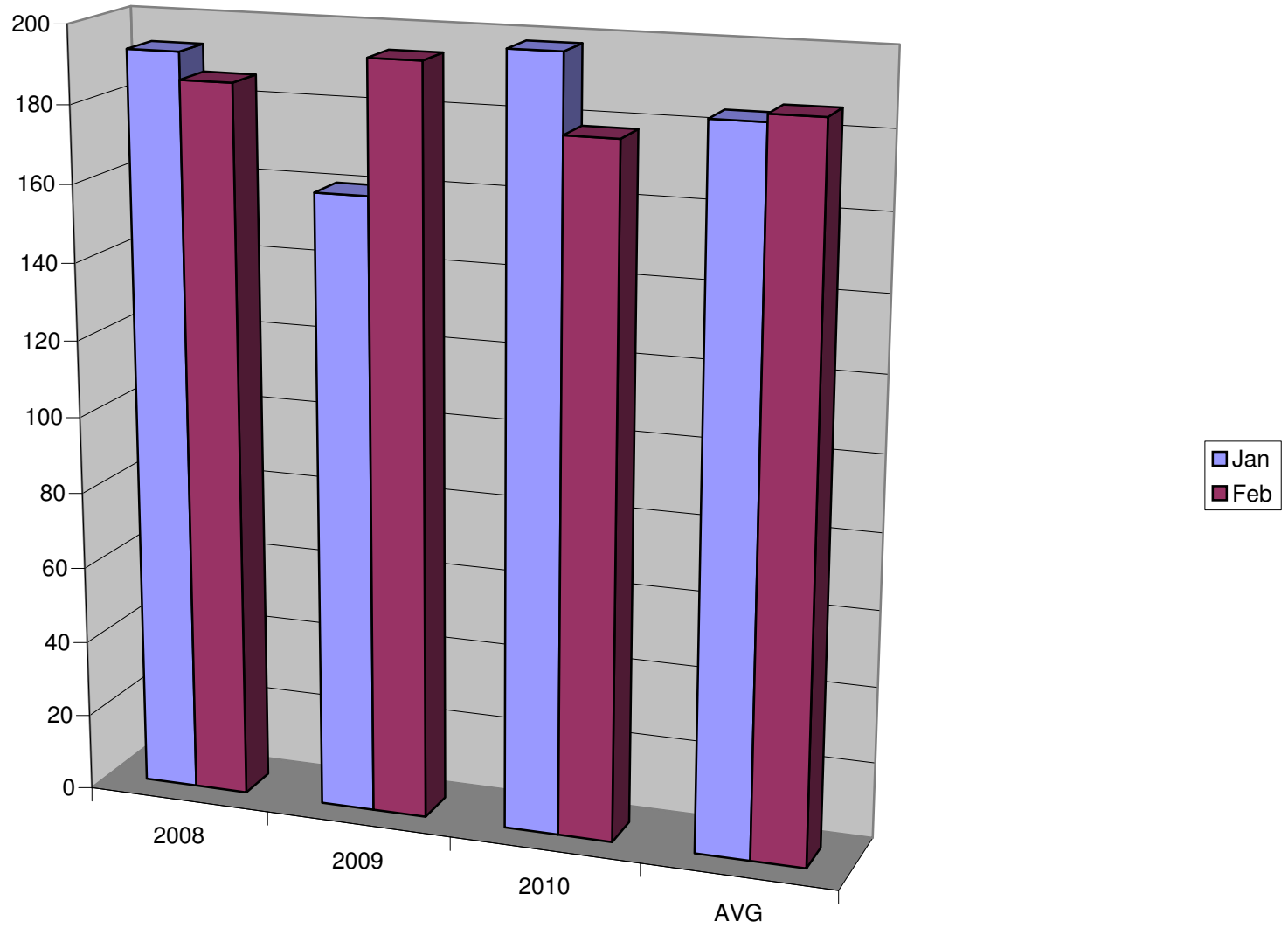
Lake County - AVERAGE LIST PRICE BY MONTH



Lake County - AVERAGE SALE PRICE BY MONTH



Lake County - AVERAGE TIME ON MARKET BY MONTH



Detached Home Sales YTD

nsbar.org

AREA	CITY	Avg OLP			Avg SP			Avg MT		
		2008	2009	2010	2008	2009	2010	2008	2009	2010
5	ARLINGTON HEIGHTS	476,462	383,213	398,924	440,471	330,282	348,613	176	212	180
10	BARRINGTON	883,171	599,470	557,640	734,000	511,100	461,712	217	146	317
10	BARRINGTON HILLS	1,422,967	512,500	1,947,274	1,264,000	365,000	1,519,786	415	279	333
10	DEER PARK	694,900	0	669,000	655,000	0	614,444	27	0	153
10	LAKE BARRINGTON	711,467	749,900	743,300	615,000	627,500	642,000	372	237	282
10	NORTH BARRINGTON	1,205,000	1,389,000	194,900	1,142,083	1,255,000	185,000	130	107	28
10	PORT BARRINGTON	314,900	54,900	0	288,000	50,000	0	219	207	0
10	SOUTH BARRINGTON	1,421,146	1,037,973	1,275,800	1,309,996	862,744	1,106,600	147	211	251
10	TOWER LAKES	590,000	739,000	0	552,000	650,000	0	189	197	0
13	CARY	299,496	318,467	289,264	265,813	270,167	239,434	206	220	310
14	CRYSTAL LAKE	285,788	0	213,677	255,567	0	192,871	174	0	155
14	LAKEMOOR	608,475	485,422	300,382	535,000	419,378	266,975	262	266	358
14	PRAIRIE GROVE	399,900	662,250	0	355,000	487,500	0	153	594	0
15	DEERFIELD	659,257	675,000	626,629	613,579	495,000	541,714	238	94	252
16	DES PLAINES	347,061	323,588	285,715	312,975	264,031	249,406	162	211	190
22	GLENCOE	2,102,333	1,447,018	1,152,343	1,674,167	1,265,341	915,536	174	270	248
25	GLENVIEW	999,063	732,402	647,659	872,612	587,322	564,593	161	226	221
25	GOLF	0	85,000	1,085,000	0	53,000	978,250	0	164	324
30	GRAYSLAKE	296,653	302,500	224,244	262,493	272,985	199,867	194	188	197
30	HAINESVILLE	231,600	351,618	229,900	222,680	313,266	189,950	268	157	96
31	GURNEE	350,693	215,250	326,478	314,252	205,000	309,730	160	163	297
35	HIGHLAND PARK	756,944	666,380	700,744	681,026	539,120	592,742	156	115	286
40	HIGHWOOD	377,400	250,000	107,400	301,500	135,000	107,500	91	378	68
42	ISLAND LAKE	272,933	139,600	173,250	236,533	119,333	145,680	279	119	55
43	KENILWORTH	2,600,000	595,000	1,733,800	2,350,000	570,000	1,288,000	12	172	284
44	LAKE BLUFF	723,800	785,000	1,001,288	664,000	708,663	784,688	108	186	245
45	LAKE FOREST	1,401,852	1,380,415	1,254,839	1,211,262	1,056,308	936,648	245	276	220
47	HAWTHORN WOODS	766,843	479,900	459,325	677,909	408,300	417,200	223	429	213
47	KILDEER	869,900	881,300	657,225	786,667	751,667	597,500	198	392	126
47	LAKE ZURICH	389,940	325,687	342,260	358,641	296,427	299,370	219	132	285
47	LONG GROVE	1,014,360	691,567	607,029	901,000	638,333	476,929	327	217	287
48	GREEN OAKS	565,967	707,450	792,000	493,833	547,500	752,000	405	336	258
48	LIBERTYVILLE	641,077	600,971	574,334	582,068	520,286	509,872	201	142	140
50	JOHNSBURG	494,975	364,738	0	396,000	339,014	0	164	99	0
50	LAKEMOOR	228,550	192,966	219,700	195,400	169,467	156,375	237	138	334
50	MCHENRY	216,762	196,740	195,949	195,688	163,355	166,401	117	113	166
50	RINGWOOD	410,000	0	0	385,000	0	0	169	0	0

AREA	CITY	Avg OLP			Avg SP			Avg MT		
		2008	2009	2010	2008	2009	2010	2008	2009	2010
53	MORTON GROVE	511,957	405,628	308,158	433,521	340,567	274,350	204	211	208
56	MOUNT PROSPECT	385,023	339,161	302,168	341,346	295,811	266,871	192	140	165
60	MUNDELEIN	317,278	255,677	277,575	284,909	218,480	238,579	194	155	231
61	VERNON HILLS	758,500	397,578	493,964	667,275	362,567	430,827	161	129	204
62	NORTHBROOK	1,009,234	512,523	595,350	859,702	435,133	496,918	148	192	191
67	PALATINE	525,015	315,050	403,269	483,852	277,844	362,405	158	185	143
69	LINCOLNSHIRE	649,800	520,700	518,450	583,333	432,000	444,000	410	222	179
73	ROUND LAKE	257,025	202,396	188,637	216,726	176,462	169,739	191	171	142
73	ROUND LAKE BEACH	169,128	198,202	93,200	152,800	115,005	76,096	128	113	164
73	ROUND LAKE HEIGHTS	154,933	174,900	199,000	137,500	156,950	155,000	67	129	175
73	ROUND LAKE PARK	102,450	142,050	99,674	91,135	123,450	73,441	69	459	98
76	SKOKIE	451,182	381,363	287,906	411,656	324,063	247,848	129	131	128
84	WAUCONDA	384,926	246,642	167,308	339,666	223,245	146,126	179	119	83
85	WAUKEGAN	150,257	99,914	76,596	132,353	78,413	62,989	171	175	115
89	BUFFALO GROVE	465,400	416,293	338,650	425,225	353,660	311,364	178	281	168
90	WHEELING	299,745	310,615	229,172	259,773	275,692	201,891	214	171	111
91	WILMETTE	940,495	915,115	770,624	814,970	782,668	664,461	177	282	208
93	WINNETKA	1,927,389	1,914,950	1,731,714	1,658,719	1,705,843	1,377,143	177	183	203
102	ALGONQUIN	310,228	253,976	270,074	278,355	226,900	255,471	193	238	91
115	DEKALB	203,836	164,519	190,436	187,949	140,570	170,548	94	129	228
156	LAKE IN THE HILLS	257,063	220,247	217,371	226,265	193,326	192,750	160	199	132
178	SYCAMORE	326,844	248,792	210,130	292,980	213,085	172,450	185	187	233
193	SCHAUMBURG	396,734	298,513	325,768	355,120	267,453	291,805	191	147	120
194	HOFFMAN ESTATES	387,993	292,391	324,868	358,813	258,022	283,752	167	156	249
201	EVANSTON	775,157	521,459	634,863	691,117	459,657	543,630	166	125	164
645	LINCOLNWOOD	442,100	378,580	341,621	402,875	329,500	305,125	57	98	170
7115	BANNOCKBURN	1,474,000	0	0	1,381,250	0	0	335	0	0
7145	METTAWA	0	0	0	0	0	0	0	0	0
7167	INVERNESS	901,000	980,724	617,122	779,500	874,008	529,643	227	232	300
7169	PRAIRIE VIEW	0	0	0	0	0	0	0	0	0
7193	NORTHFIELD	819,000	1,311,225	897,633	751,250	1,016,375	746,000	139	211	388
7215	RIVERWOODS	1,315,000	773,500	817,133	1,126,208	607,000	611,083	164	384	375
8001	CHICAGO	349,900	339,900	279,000	349,900	322,500	235,000	329	141	51
8002	CHICAGO	456,327	399,953	378,839	395,809	337,000	333,226	164	148	275
8006	CHICAGO	1,617,217	1,394,889	1,291,608	1,464,235	1,214,889	1,119,202	122	241	220
8008	CHICAGO	914,500	1,695,000	1,434,000	841,250	1,110,000	1,168,250	137	93	450
	Average	546,811	439,970	463,252	484,473	372,850	391,705	175	186	195
	%change from previous year		-19.54%	5.29%		-23.04%	5.06%		6.29%	4.84%

Information compares YTD sales of the following years 2007, 2008, 2009

AREA	CITY	# Listed			#Sold			Volume		
		2008	2009	2010	2008	2009	2010	2008	2009	2010
5	ARLINGTON HEIGHTS	164	152	206	34	22	35	14,976,026	7,266,200	12,201,460
10	BARRINGTON	78	72	62	14	10	20	10,276,000	5,111,000	9,234,242
10	BARRINGTON HILLS	30	18	21	3	2	7	3,792,000	730,000	10,638,500
10	DEER PARK	13	4	8	1	0	1	655,000	0	614,444
10	LAKE BARRINGTON	18	10	9	3	1	3	1,845,000	627,500	1,926,000
10	NORTH BARRINGTON	15	19	18	3	1	1	3,426,250	1,255,000	185,000
10	PORT BARRINGTON	7	9	0	1	1	0	288,000	50,000	0
10	SOUTH BARRINGTON	31	20	18	6	4	5	7,859,975	3,450,975	5,533,000
10	TOWER LAKES	2	1	0	1	1	0	552,000	650,000	0
13	CARY	89	65	78	28	6	14	7,442,750	1,621,000	3,352,075
14	CRYSTAL LAKE	196	1	186	53	0	51	13,545,075	0	9,836,430
14	LAKEWOOD	23	75	32	4	9	4	2,140,000	3,774,400	1,067,900
14	PRAIRIE GROVE	3	26	0	1	2	0	355,000	975,000	0
15	DEERFIELD	76	1	69	7	1	14	4,295,050	495,000	7,584,000
16	DES PLAINES	177	127	166	28	32	36	8,763,300	8,448,988	8,978,600
22	GLENCOE	53	51	42	6	11	14	10,045,000	13,918,750	12,817,500
25	GLENVIEW	163	145	139	30	32	37	26,178,362	18,794,300	20,889,950
25	GOLF	4	2	3	0	1	2	0	53,000	1,956,500
30	GRAYSLAKE	61	74	95	30	15	18	7,874,800	4,094,772	3,597,600
30	HAINESVILLE	11	84	16	5	32	2	1,113,400	10,024,500	379,900
31	GURNEE	106	11	89	25	2	30	7,856,300	410,000	9,291,900
35	HIGHLAND PARK	139	118	112	27	10	31	18,387,700	5,391,200	18,375,000
40	HIGHWOOD	7	6	6	2	1	2	603,000	135,000	215,000
42	ISLAND LAKE	44	32	27	6	3	5	1,419,200	358,000	728,400
43	KENILWORTH	20	17	21	1	1	5	2,350,000	570,000	6,440,000
44	LAKE BLUFF	41	37	41	6	2	8	3,984,000	1,417,325	6,277,500
45	LAKE FOREST	107	82	109	21	13	27	25,436,500	13,732,000	25,289,500
47	HAWTHORN WOODS	46	37	42	11	3	5	7,457,000	1,224,900	2,086,000
47	KILDEER	36	23	30	3	3	4	2,360,000	2,255,000	2,390,000
47	LAKE ZURICH	57	57	78	17	15	20	6,096,899	4,446,400	5,987,400
47	LONG GROVE	32	33	46	5	3	7	4,505,000	1,915,000	3,338,500
48	GREEN OAKS	11	13	7	3	2	1	1,481,500	1,095,000	752,000
48	LIBERTYVILLE	81	65	86	22	7	25	12,805,500	3,642,000	12,746,799
50	JOHNSBURG	38	30	0	4	5	0	1,584,000	1,695,072	0
50	LAKEMOOR	17	21	11	5	3	4	977,000	508,400	625,500
50	MCHENRY	178	124	168	37	30	42	7,240,472	4,900,657	6,988,830
50	RINGWOOD	10	5	0	1	0	0	385,000	0	0

AREA	CITY	# Listed			# Sold			Volume		
		2008	2009	2010	2008	2009	2010	2008	2009	2010
53	MORTON GROVE	67	63	72	19	9	24	8,236,900	3,065,100	6,584,400
56	MOUNT PROSPECT	128	104	141	13	18	24	4,437,500	5,324,600	6,404,900
60	MUNDELEIN	100	81	0	20	22	0	5,698,182	4,806,550	0
61	INDIAN CREEK	2	6	113	1	0	24	497,000	0	5,725,900
61	VERNON HILLS	43	44	41	16	9	11	10,676,400	3,263,100	4,739,100
62	NORTHBROOK	128	122	107	21	13	40	18,053,750	5,656,725	19,876,700
67	PALATINE	143	124	153	27	16	28	13,064,000	4,445,500	10,147,350
69	LINCOLNSHIRE	18	27	28	3	4	4	1,750,000	1,728,000	1,776,000
73	ROUND LAKE	98	62	81	12	13	19	2,600,711	2,294,000	3,225,050
73	ROUND LAKE BEACH	103	88	88	20	21	28	3,056,001	2,415,100	2,130,700
73	ROUND LAKE HEIGHTS	17	12	13	3	2	1	412,500	313,900	155,000
73	ROUND LAKE PARK	24	15	16	5	2	11	455,675	246,900	807,850
76	SKOKIE	135	121	129	34	30	27	13,996,300	9,721,900	6,691,900
84	WAUCONDA	57	47	51	9	12	12	3,056,995	2,678,945	1,753,515
85	WAUKEGAN	195	177	171	50	58	50	6,617,647	4,547,946	3,149,461
89	BUFFALO GROVE	89	75	84	20	15	22	8,504,500	5,304,903	6,850,000
90	WHEELING	40	36	61	11	13	18	2,857,500	3,584,000	3,634,045
91	WILMETTE	99	76	109	20	20	25	16,299,408	15,653,358	16,611,532
93	WINNETKA	83	85	75	18	14	21	29,856,950	23,881,804	28,920,000
102	ALGONQUIN	111	76	105	29	19	17	8,072,300	4,311,100	4,343,000
115	DEKALB	71	65	75	23	13	16	4,322,830	1,827,414	2,728,771
156	LAKE IN THE HILLS	117	77	73	23	19	31	5,204,100	3,673,200	5,975,263
178	SYCAMORE	48	43	61	16	13	10	4,687,680	2,770,100	1,724,500
193	SCHAUMBURG	107	88	107	20	16	19	7,102,400	4,279,250	5,544,300
194	HOFFMAN ESTATES	130	103	102	34	23	17	12,199,639	5,934,500	4,823,785
201	EVANSTON	128	134	130	30	20	27	20,733,500	9,193,137	14,678,010
645	LINCOLNWOOD	68	45	38	8	5	8	3,223,000	1,647,500	2,441,000
7115	BANNOCKBURN	6	3	5	2	0	0	2,762,500	0	0
7145	METTAWA	1	4	0	0	0	0	0	0	0
7167	INVERNESS	35	25	49	5	4	9	3,897,500	3,496,033	4,766,790
7169	PRAIRIE VIEW	1	10	0	0	0	0	0	0	0
7193	NORTHFIELD	23	25	15	2	4	3	1,502,500	4,065,500	2,238,000
7215	RIVERWOODS	29	19	21	3	2	6	3,378,625	1,214,000	3,666,500
8001	CHICAGO	17	10	6	1	2	1	349,900	645,000	235,000
8002	CHICAGO	37	51	37	11	15	18	4,353,900	5,055,000	5,998,075
8006	CHICAGO	81	47	59	16	9	13	23,427,757	10,934,000	14,549,624
8008	CHICAGO	18	20	15	2	1	2	1,682,500	1,110,000	2,336,500
Total		4,805	4,051	4,472	1,009	786	1,066	488,833,371	293,060,241	417,557,951
%change from previous year			-15.69%	10.39%		-22.10%	35.62%		-40.05%	42.48%

Information compares YTD sales of the following years 2007, 2008, 2009

Condo Sales by Year YTD

Area	City	Avg OLP		
		2008	2009	2010
5	ARLINGTON HEIGHTS	275,738	212,406	166,228
10	BARRINGTON	276,500	0	115,600
10	LAKE BARRINGTON	0	0	0
14	CRYSTAL LAKE	156,102	146,629	69,325
15	DEERFIELD	254,520	199,900	357,500
16	DES PLAINES	178,100	165,048	120,585
22	GLENCOE	544,000	0	199,900
25	GLENVIEW	195,343	228,200	174,664
30	GRAYSLAKE	0	0	149,000
30	HAINESVILLE	0	0	82,000
30	WILDWOOD	0	0	0
31	GURNEE	153,000	0	179,000
35	HIGHLAND PARK	987,481	423,900	269,900
40	HIGHWOOD	450,000	425,000	0
42	ISLAND LAKE	0	0	0
44	LAKE BLUFF	174,500	0	0
45	LAKE FOREST	514,000	0	461,560
47	LAKE ZURICH	364,995	258,240	0
48	LIBERTYVILLE	179,450	247,250	184,966
50	MCHENRY	151,967	79,900	104,267
53	MORTON GROVE	249,302	284,900	181,610
56	MOUNT PROSPECT	134,675	169,933	157,457
60	MUNDELEIN	245,100	0	42,900
61	VERNON HILLS	147,824	154,229	200,340

Avg SP			Avg MT		
2008	2009	2010	2008	2009	2010
251,627	178,688	144,043	130	149	231
247,000	0	102,333	224	0	71
0	0	0	0	0	0
156,065	143,369	63,250	104	104	75
227,400	192,000	338,500	133	107	71
160,243	138,676	100,982	187	157	156
535,000	0	160,000	3	0	107
147,457	184,525	144,114	175	269	200
0	0	133,000	0	0	36
0	0	82,000	0	0	19
0	0	0	0	0	0
125,000	0	158,900	262	0	180
954,900	330,000	200,000	238	76	154
372,500	350,000	0	167	148	0
0	0	0	0	0	0
147,000	0	0	437	0	0
440,204	0	397,200	200	0	190
332,733	257,069	0	83	56	0
168,125	224,250	152,863	72	107	260
144,025	62,900	87,667	84	238	226
239,791	185,000	140,800	112	585	278
122,975	143,850	140,000	120	124	271
224,300	0	42,000	89	0	63
133,275	133,571	177,450	109	116	83

Area	City	Avg OLP		
		2008	2009	2010
62	NORTHBROOK	360,533	265,167	252,858
67	PALATINE	167,789	150,563	113,795
69	LINCOLNSHIRE	263,900	249,999	398,500
73	ROUND LAKE	0	0	94,225
73	ROUND LAKE BEACH	110,000	96,450	64,600
76	SKOKIE	232,675	260,095	189,639
84	WAUCONDA	155,450	149,967	89,900
85	WAUKEGAN	60,950	76,600	39,900
89	BUFFALO GROVE	180,430	190,743	154,800
90	WHEELING	174,950	142,660	96,460
91	WILMETTE	542,180	320,000	389,257
93	WINNETKA	0	542,500	537,450
102	ALGONQUIN	0	0	0
115	DEKALB	141,900	0	0
156	LAKE IN THE HILLS	152,100	117,900	77,300
178	SYCAMORE	124,400	0	121,467
193	SCHAUMBURG	156,992	143,822	130,564
194	HOFFMAN ESTATES	114,100	101,440	84,460
201	EVANSTON	376,792	312,579	328,317
645	LINCOLNWOOD	0	0	189,300
7193	NORTHFIELD	489,000	290,000	0
8001	CHICAGO	234,920	175,641	155,049
8002	CHICAGO	167,305	138,632	107,503
8006	CHICAGO	385,007	393,545	393,923
8008	CHICAGO	684,407	606,773	552,521
Average		315,379	377647	321880
%change from previous year			19.74%	-14.77%

2008	2009	2010		Avg MT		
				2008	2009	2010
298,000	220,667	197,658		213	185	184
150,524	132,450	98,588		95	162	150
248,000	140,000	325,000		40	331	303
0	0	67,915		0	0	59
104,000	88,250	58,500		40	77	294
219,000	239,700	151,418		187	96	308
149,750	129,667	84,000		97	123	226
45,750	52,000	31,762		252	498	187
159,297	161,071	134,600		114	242	158
163,034	121,000	81,000		118	98	269
461,800	280,000	339,000		174	371	186
0	500,000	450,000		0	135	590
0	0	0		0	0	0
144,450	0	0		138	0	0
144,000	103,475	63,725		146	166	70
118,250	0	108,000		85	0	52
152,234	125,072	110,389		82	189	158
103,660	79,100	64,580		195	220	150
341,142	284,497	295,479		221	152	184
0	0	153,900		0	0	182
468,500	250,000	0		63	159	0
220,762	134,765	134,425		163	227	131
155,229	110,008	86,599		142	160	149
364,130	361,697	368,770		131	129	132
668,003	564,818	504,206		115	133	148
303,309	344232	289350		77	150	158
	13.49%	-15.94%			94.81%	5.33%

AREA	CITY	#Listed		
		2008	2009	2010
5	ARLINGTON HEIGHTS	139	127	122
10	BARRINGTON	6	3	6
10	LAKE BARRINGTON	5	10	6
14	CRYSTAL LAKE	35	25	32
15	DEERFIELD	10	6	7
16	DES PLAINES	180	177	174
22	GLENCOE	1	1	0
25	GLENVIEW	61	40	38
30	GRAYSLAKE	12	2	6
30	HAINESVILLE	1	1	2
30	WILDWOOD	0	3	0
31	GURNEE	12	11	12
35	HIGHLAND PARK	16	12	22
40	HIGHWOOD	1	1	3
42	ISLAND LAKE	0	0	0
44	LAKE BLUFF	3	4	5
45	LAKE FOREST	7	9	16
47	LAKE ZURICH	5	7	2
48	LIBERTYVILLE	10	7	12
50	MCHENRY	12	12	14
53	MORTON GROVE	25	18	39
56	MOUNT PROSPECT	62	57	46
60	MUNDELEIN	14	6	7
61	VERNON HILLS	31	22	22

2008	2009	2010		Volume		
				2008	2009	2010
15	8	14		3,774,400	1,429,500	2,016,600
1	0	3		247,000	0	307,000
0	0	0		0	0	0
13	7	4		2,028,841	1,003,582	253,000
5	1	2		1,137,000	192,000	677,000
33	23	41		5,288,025	3,189,550	4,140,250
1	0	1		535,000	0	160,000
7	4	11		1,032,200	738,100	1,585,250
0	0	1		0	0	133,000
0	0	1		0	0	82,000
0	0	0		0	0	0
1	0	1		125,000	0	158,900
4	1	1		3,819,600	330,000	200,000
1	1	0		372,500	350,000	0
0	0	0		0	0	0
1	0	0		147,000	0	0
3	0	5		1,320,612	0	1,986,000
2	1	0		665,465	257,069	0
2	2	3		336,250	448,500	458,589
12	1	3		1,728,300	62,900	263,000
9	1	5		2,158,119	185,000	704,000
4	6	7		491,900	863,100	980,000
3	0	1		672,900	0	42,000
8	7	5		1,066,200	935,000	887,250

AREA	CITY	#Listed		
		2008	2009	2010
62	NORTHBROOK	43	31	42
67	PALATINE	179	131	126
69	LINCOLNSHIRE	4	15	4
73	ROUND LAKE	3	5	5
73	ROUND LAKE BEACH	8	19	11
76	SKOKIE	77	81	92
84	WAUCONDA	9	6	8
85	WAUKEGAN	9	3	7
89	BUFFALO GROVE	58	36	56
90	WHEELING	57	55	41
91	WILMETTE	26	17	24
93	WINNETKA	4	5	12
102	ALGONQUIN	1	1	6
115	DEKALB	3	0	0
156	LAKE IN THE HILLS	16	10	12
178	SYCAMORE	16	16	10
193	SCHAUMBURG	81	68	77
194	HOFFMAN ESTATES	47	36	43
201	EVANSTON	209	141	174
645	LINCOLNWOOD	7	10	6
7193	NORTHFIELD	8	5	8
8001	CHICAGO	326	168	240
8002	CHICAGO	210	166	175
8006	CHICAGO	713	512	688
8008	CHICAGO	1019	874	992
Total		3,781	2,971	3,452
%change from previous year			-21.42%	16.19%

2008	2009	2010		Volume		
				2008	2009	2010
9	3	12		2,682,000	662,000	2,371,900
27	24	22		4,064,150	3,178,800	2,168,926
1	1	1		248,000	140,000	325,000
0	0	4		0	0	271,660
1	2	3		104,000	176,500	175,500
12	5	14		2,628,000	1,198,500	2,119,845
2	3	2		299,500	389,000	168,000
2	3	1		91,500	156,000	31,762
15	7	10		2,389,450	1,127,500	1,346,000
4	5	5		652,135	605,000	405,000
5	1	7		2,309,000	280,000	2,373,000
0	2	2		0	1,000,000	900,000
0	0	0		0	0	0
2	0	0		288,900	0	0
3	4	4		432,000	413,900	254,900
2	0	3		236,500	0	324,000
27	9	18		4,110,323	1,125,650	1,987,000
5	5	5		518,300	395,500	322,901
24	24	24		8,187,400	6,827,919	7,091,500
0	0	3		0	0	461,700
2	1	0		937,000	250,000	0
37	17	39		8,168,208	2,291,000	5,242,575
24	22	50		3,725,500	2,420,180	4,329,936
150	73	87		54,619,557	26,403,859	32,082,950
337	160	201		225,117,046	90,370,939	101,345,375
816	434	626		348,754,781	149,396,548	181,133,269
	-46.81%	44.24%			-57.16%	21.24%

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

A/I - 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