

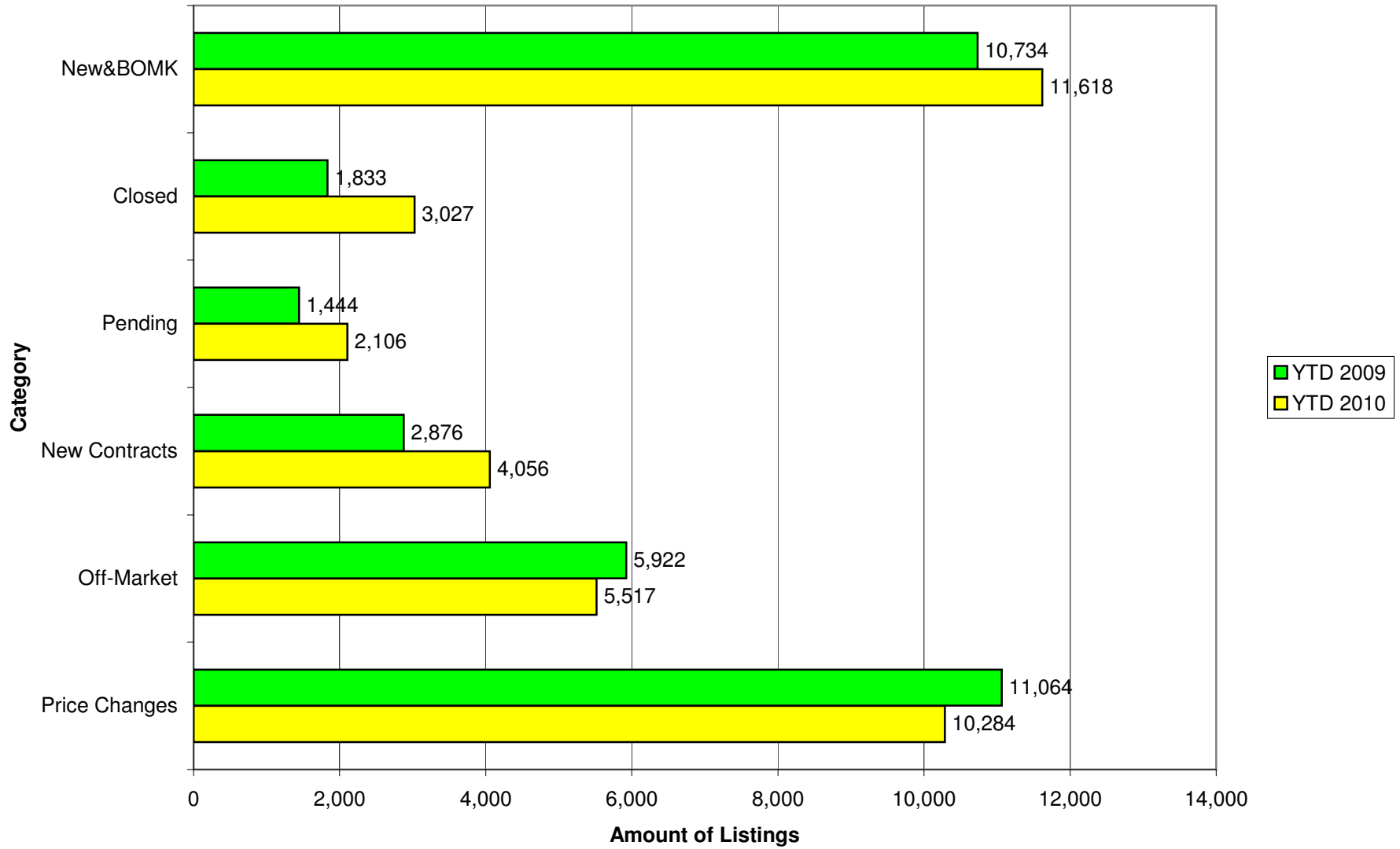


Legal

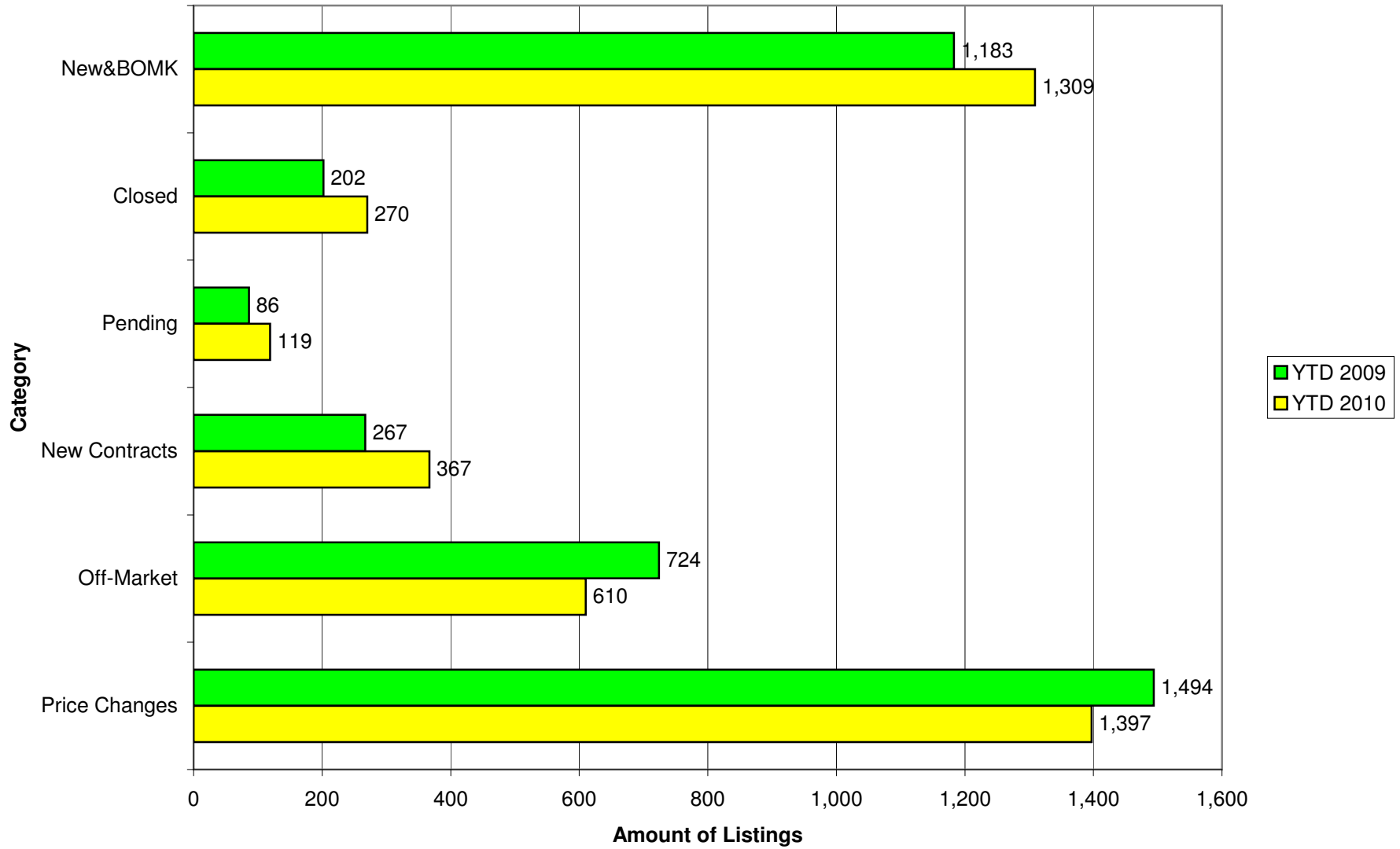
Legal Information

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.

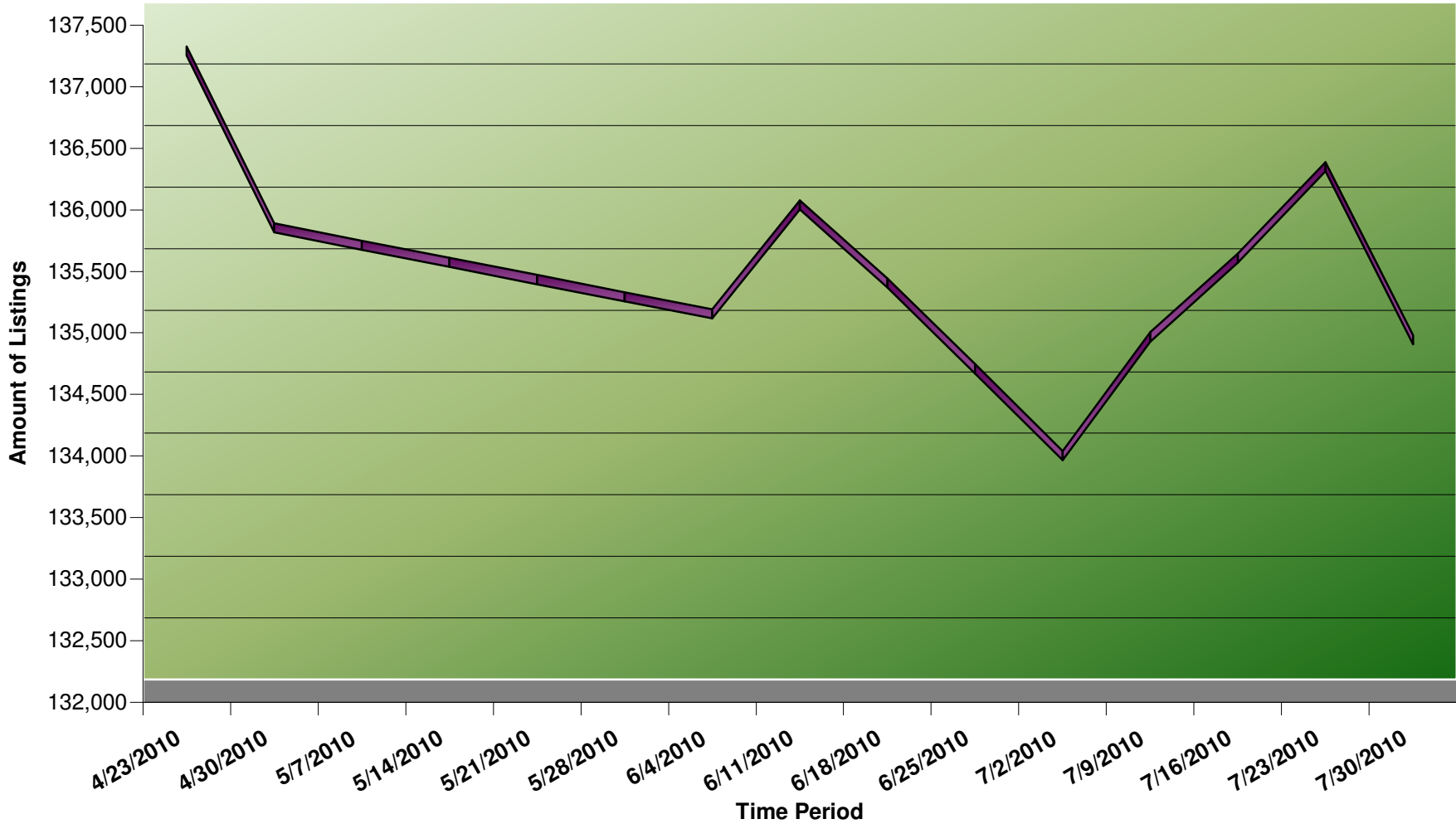
North Shore Quick Data



Barrington Quick Data

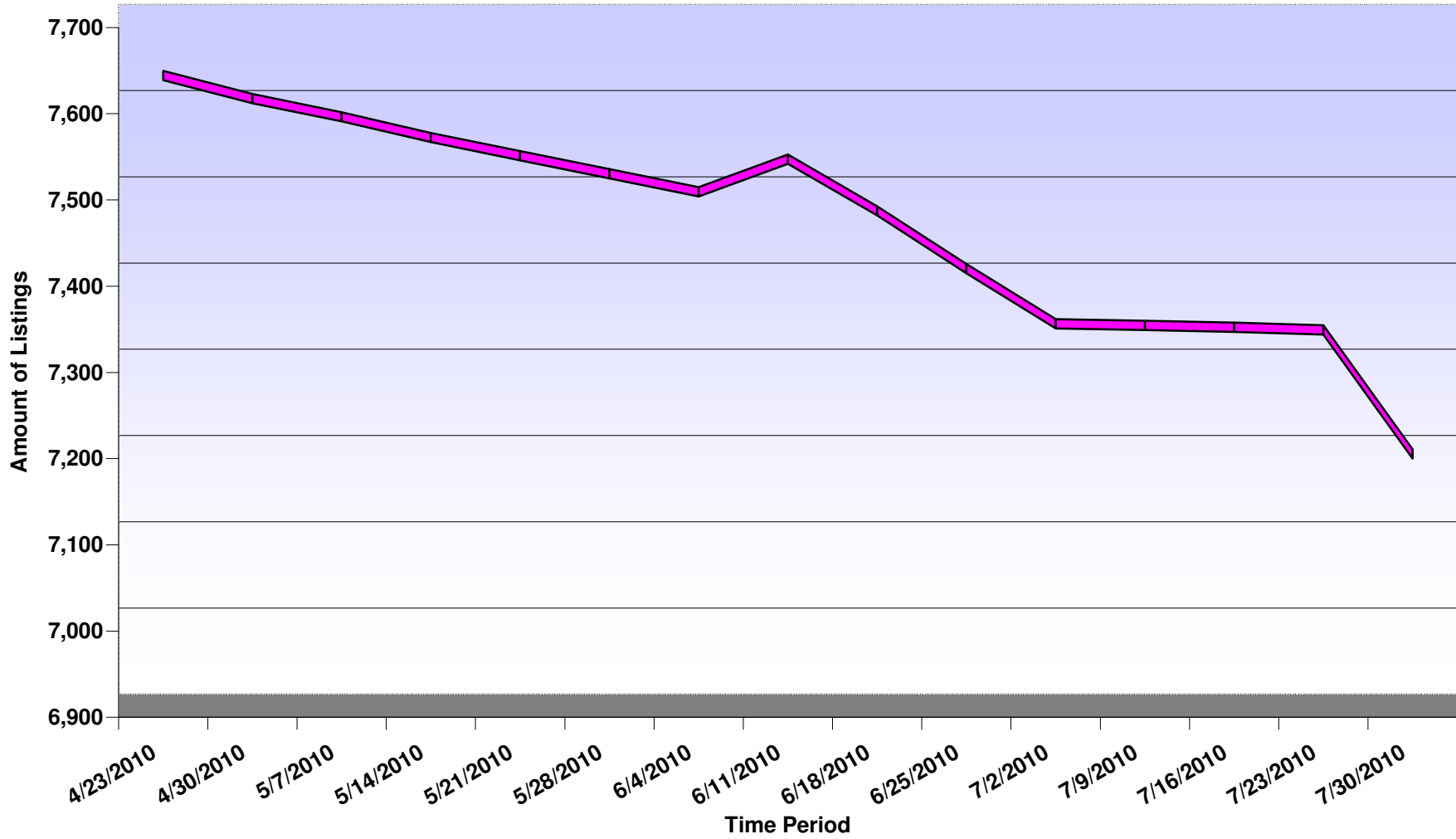


MRED Active Listngs All Property Types

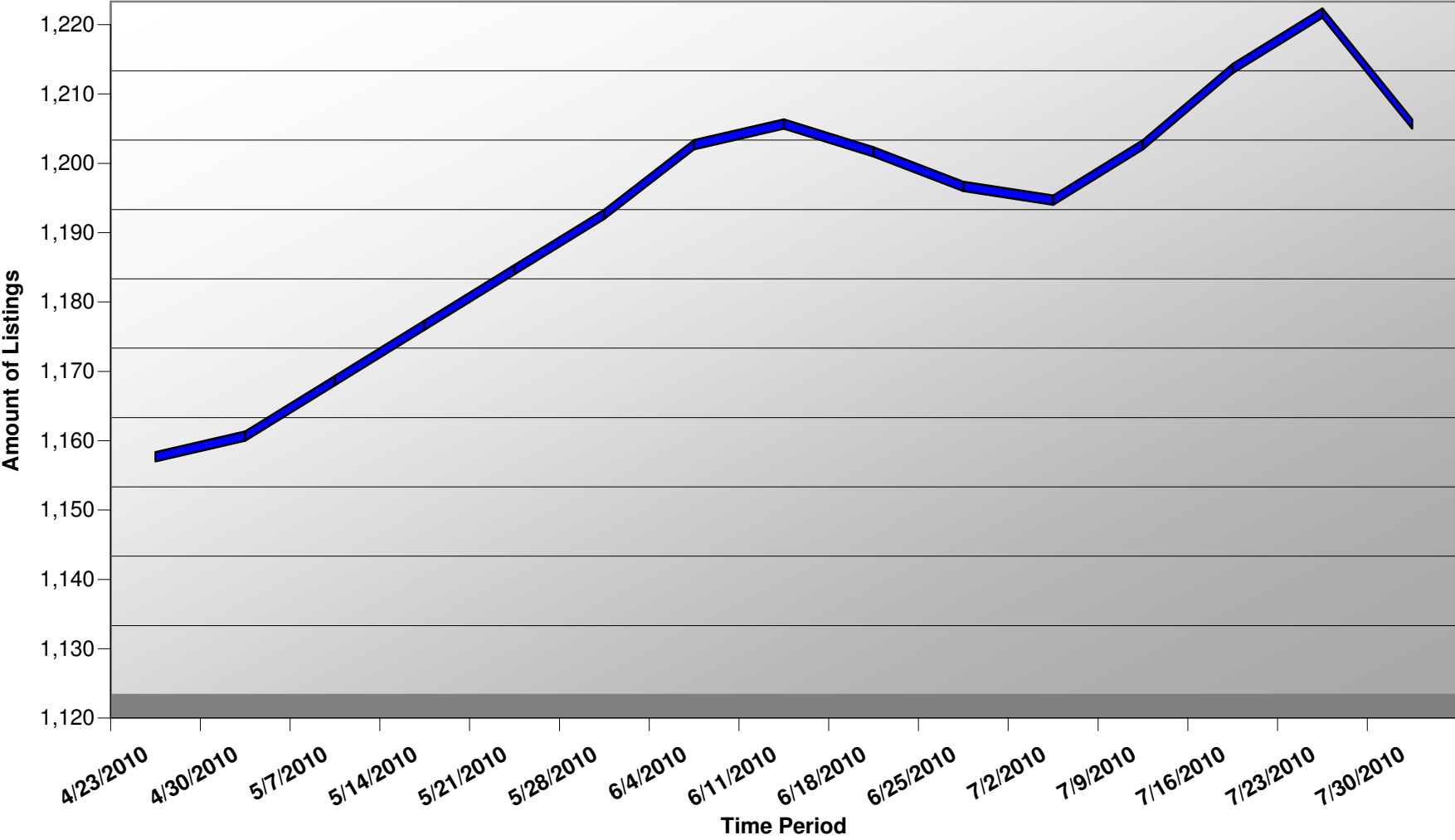


The tables show active listings for all MRED and for NSBAR for the last fifteen weeks. The NSBAR actives are broken down between North Shore and Barrington.

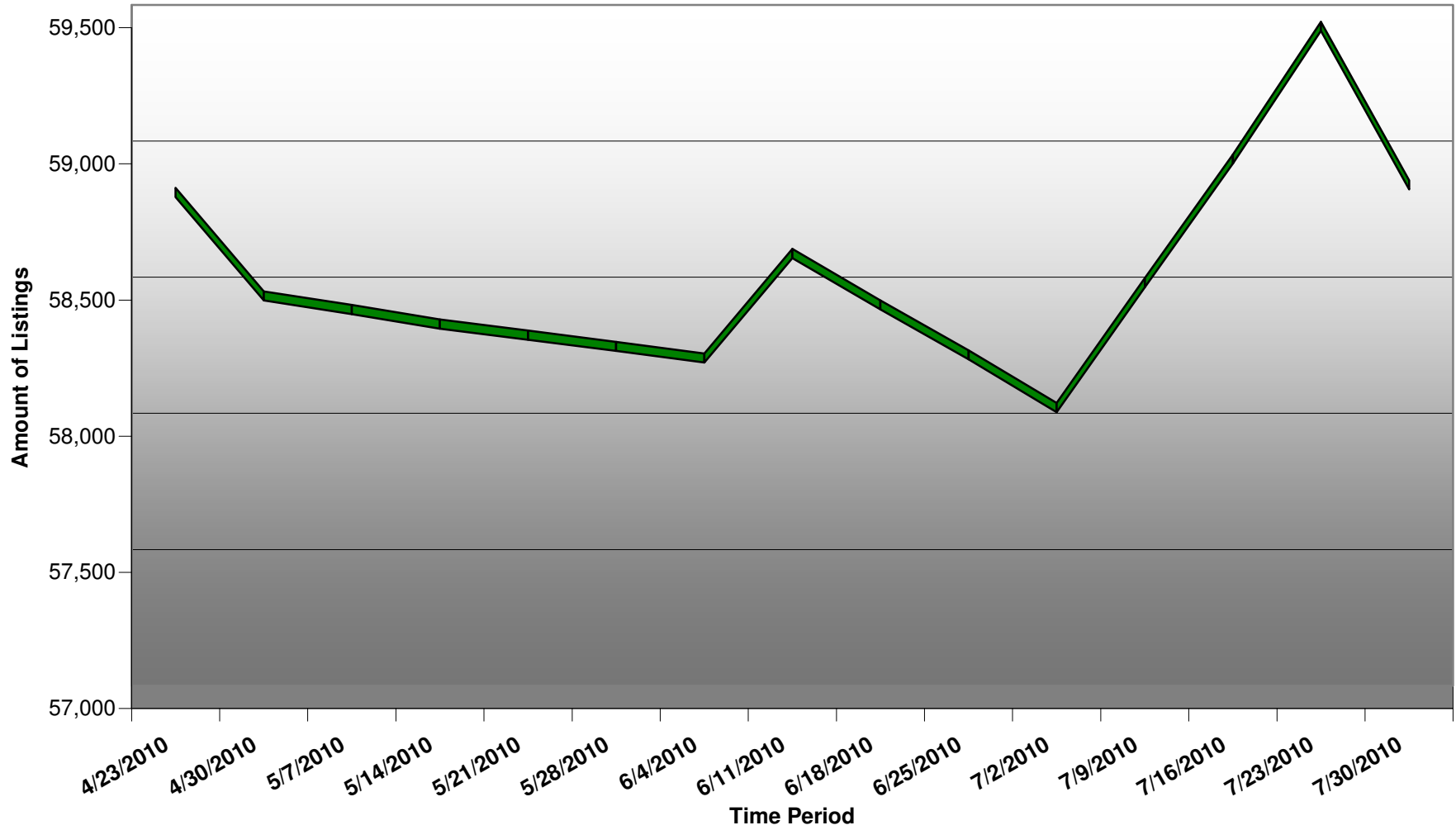
North Shore Area Active Listings All Property Types



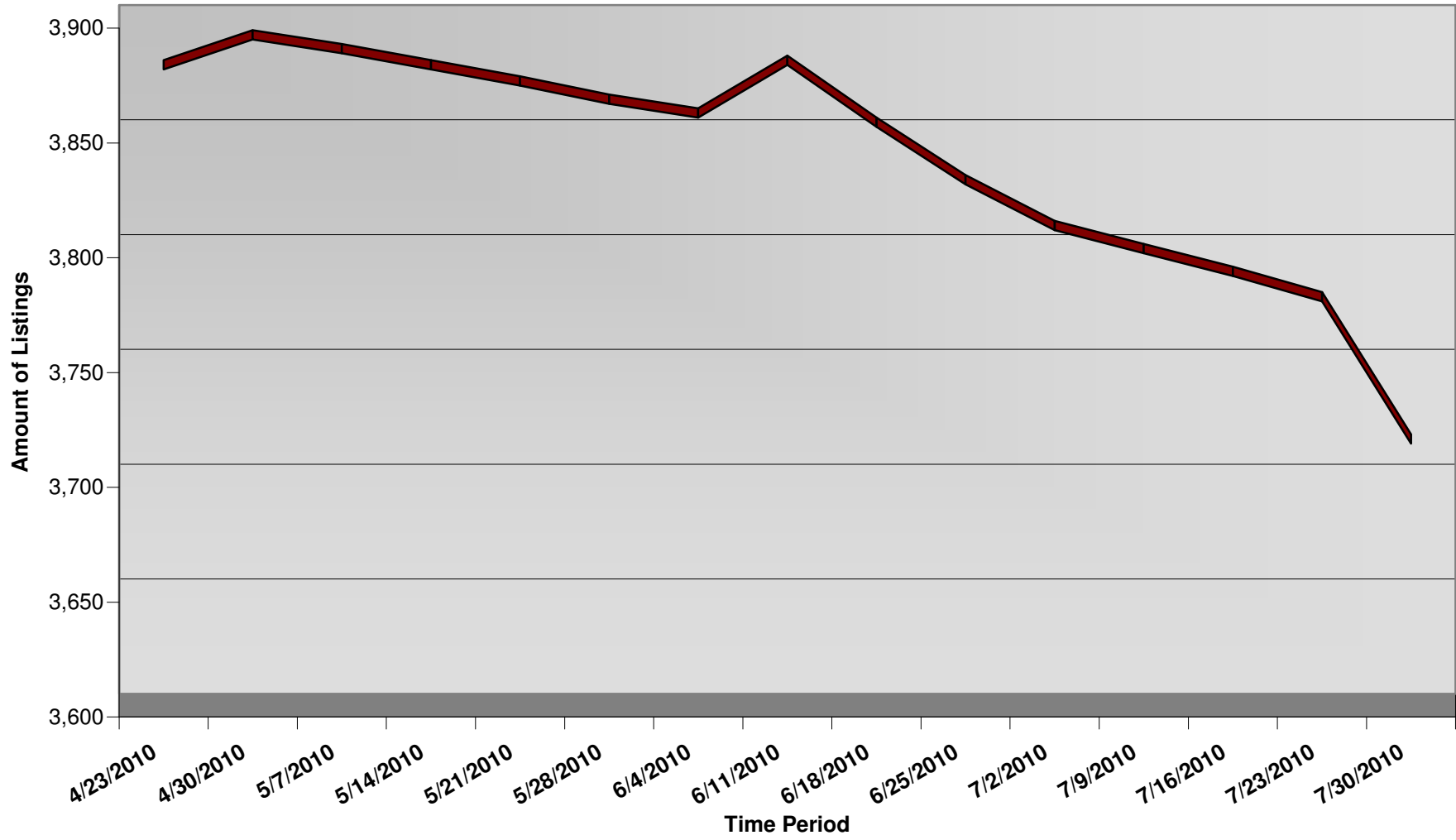
Barrington Area Active Listings - All Property Types



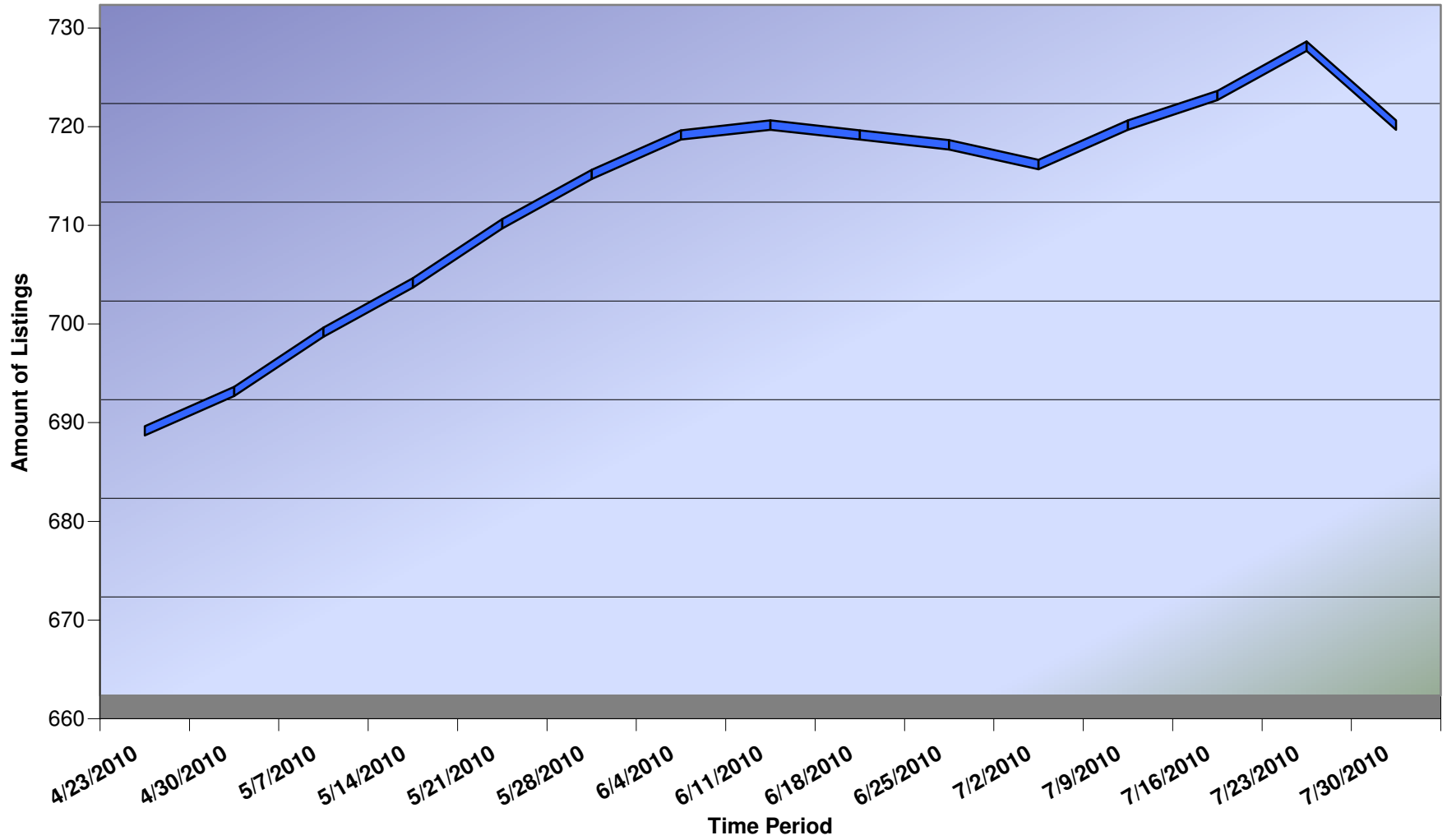
MRED Single Family Homes Active Listings (DE)



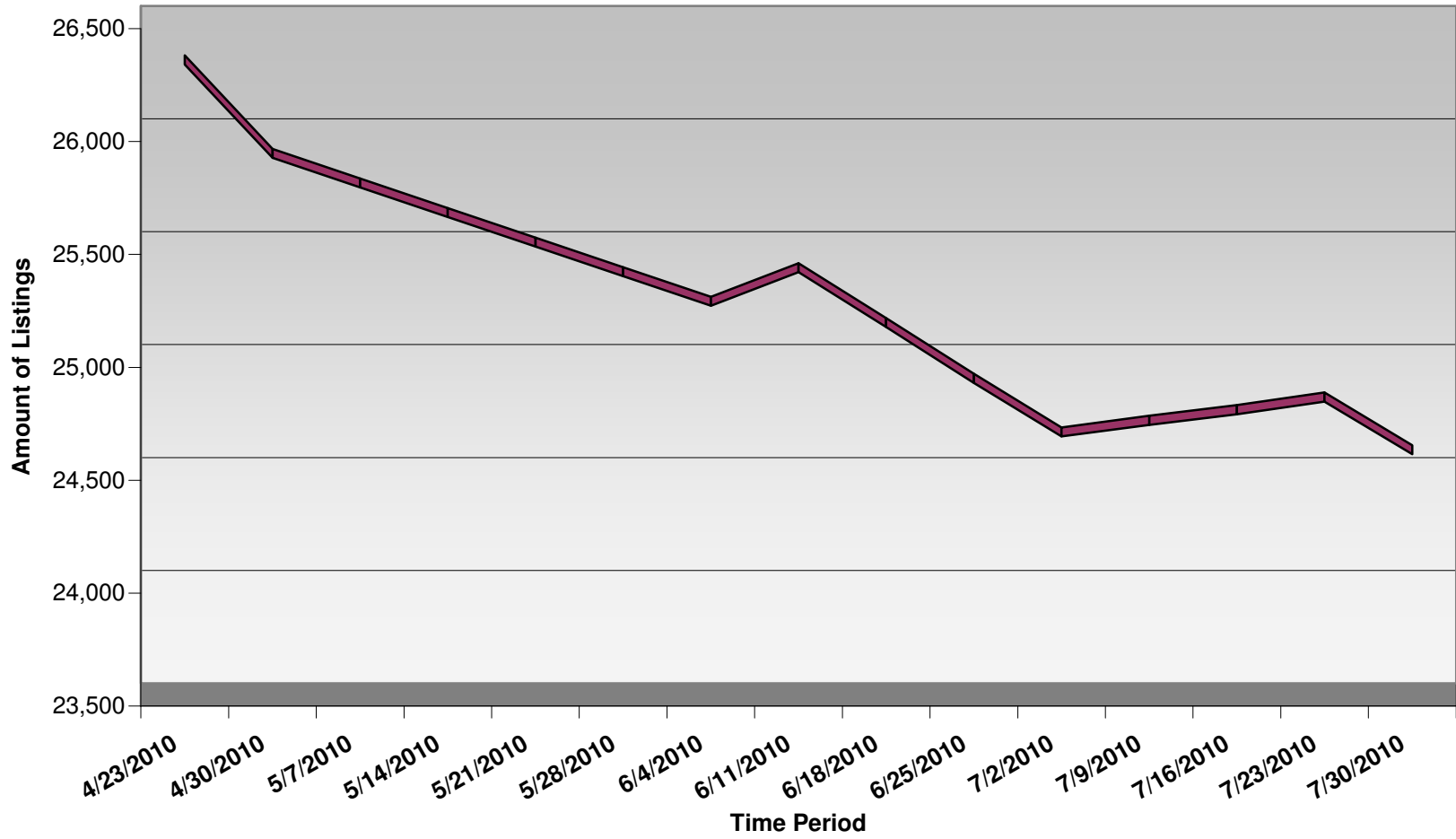
North Shore Area Single Family Homes Active Listings (DE)



Barrington Area Single Family Homes Active Listings (DE)

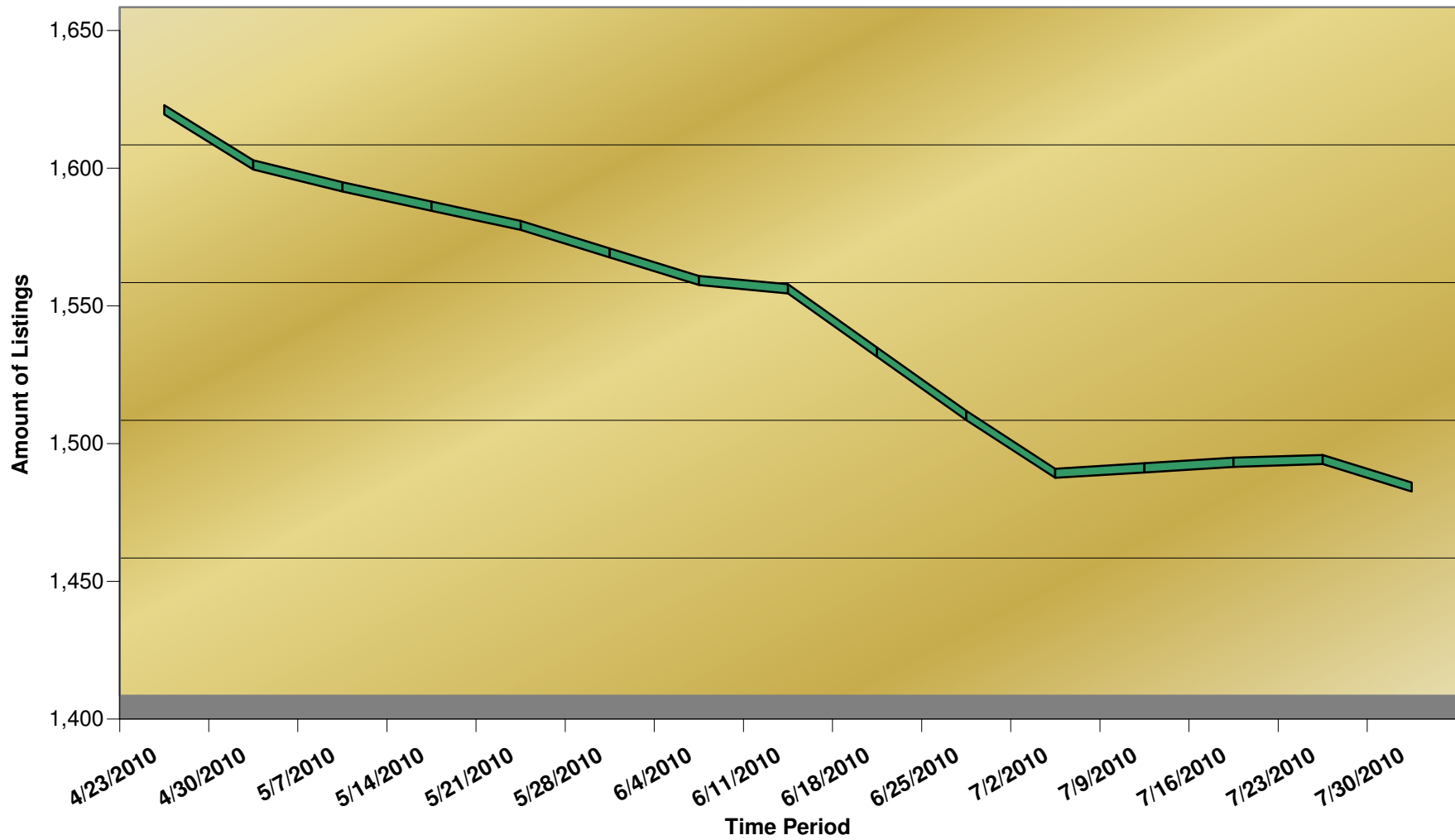


MRED Active Condo Listings(AT-C)



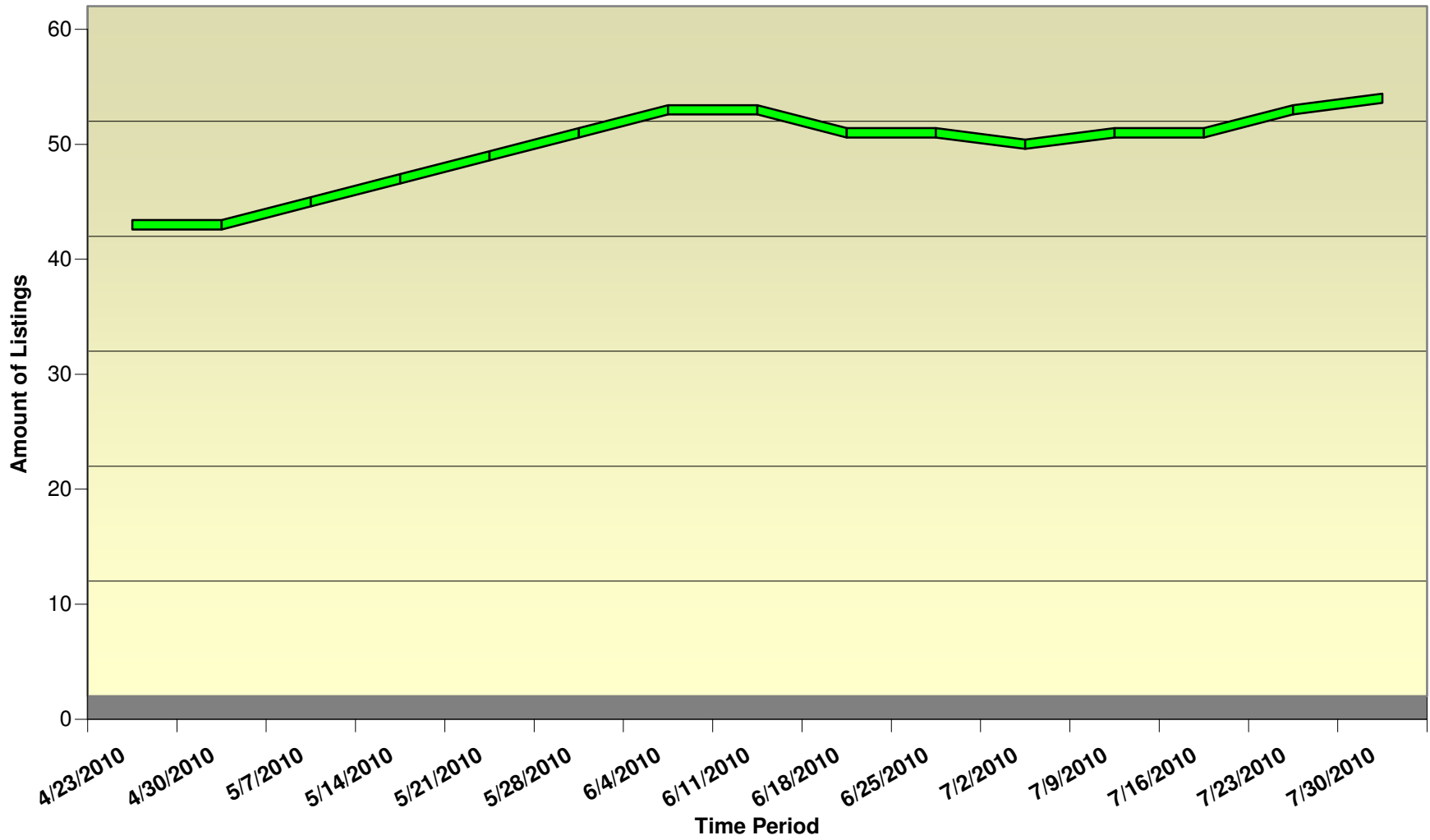
Information is for Property Type 2, Attached, for type of Property C for Condominium. This does not include townhouses, co-ops, or any other type of property listed under Attached Property types.

North Shore Area Active Condo Listings



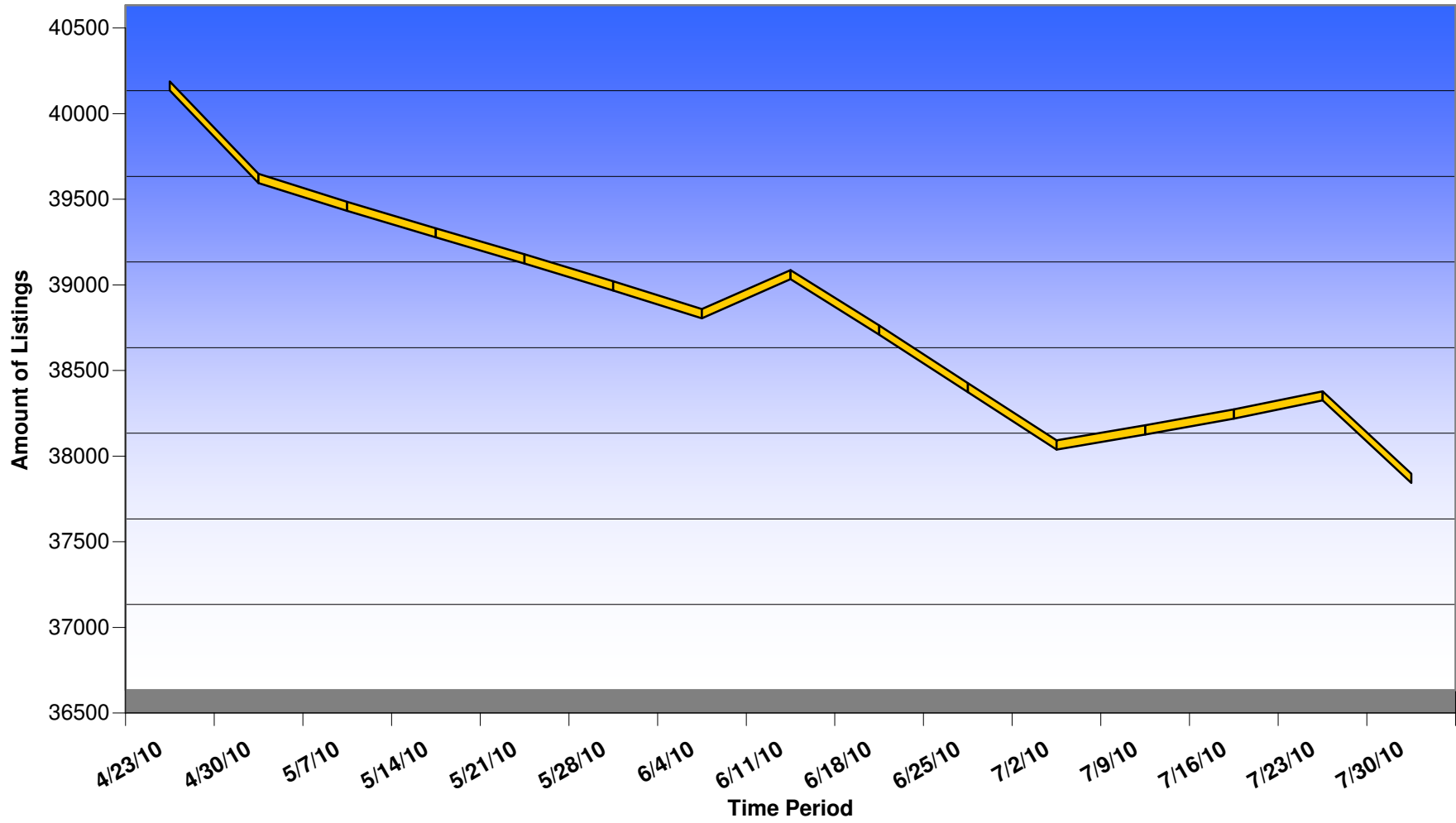
Information is for Property Type 2, Attached, for type of Property C for Condominium. This does not include townhouses, co-ops, or any other type of property listed under Attached Property types.

Barrington Area Active Condo Listings



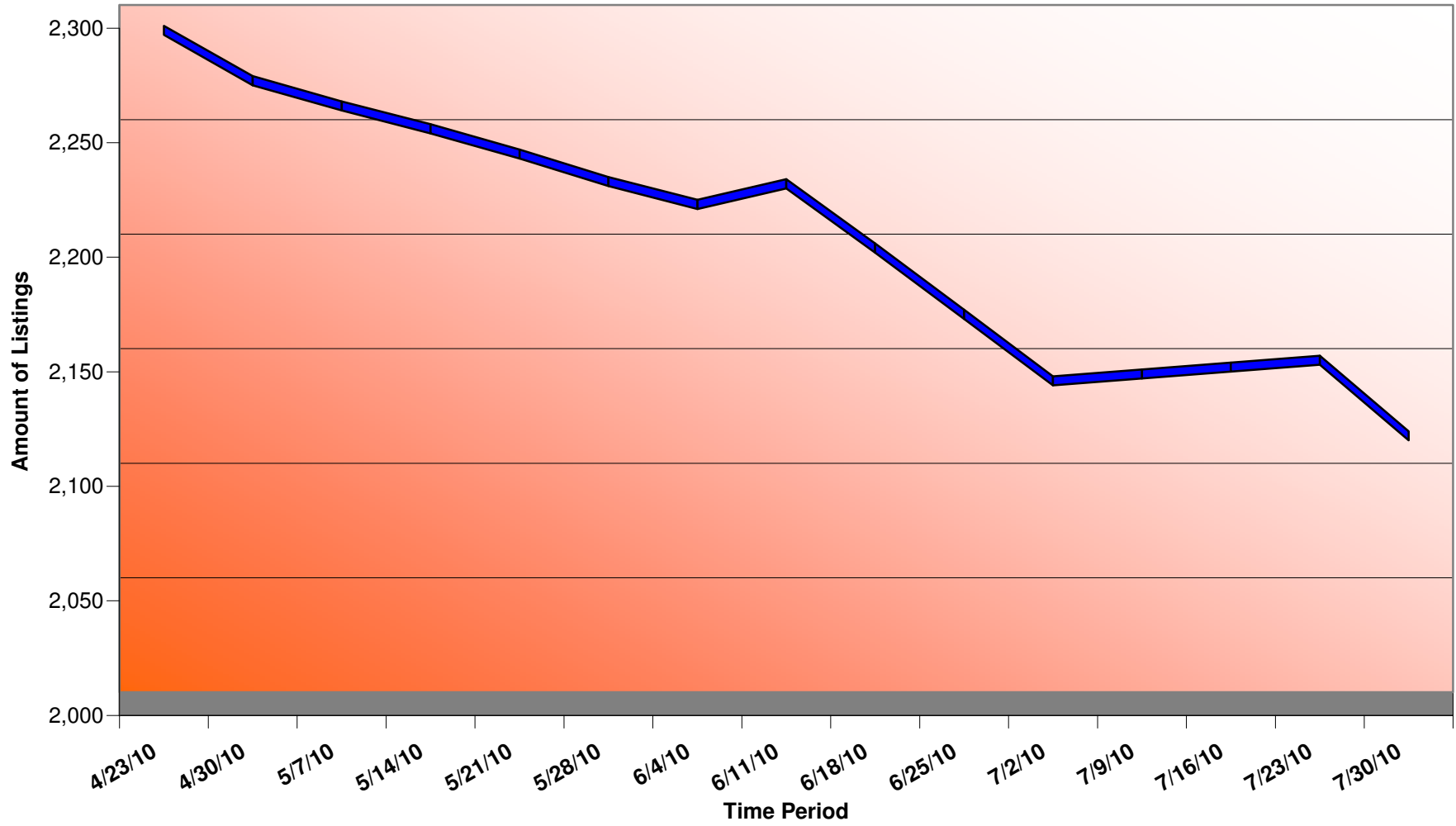
Information is for Property Type 2, Attached, for type of Property C for Condominium. This does not include townhouses, co-ops, or any other type of property listed under Attached Property types.

MRED Attached Active Listings



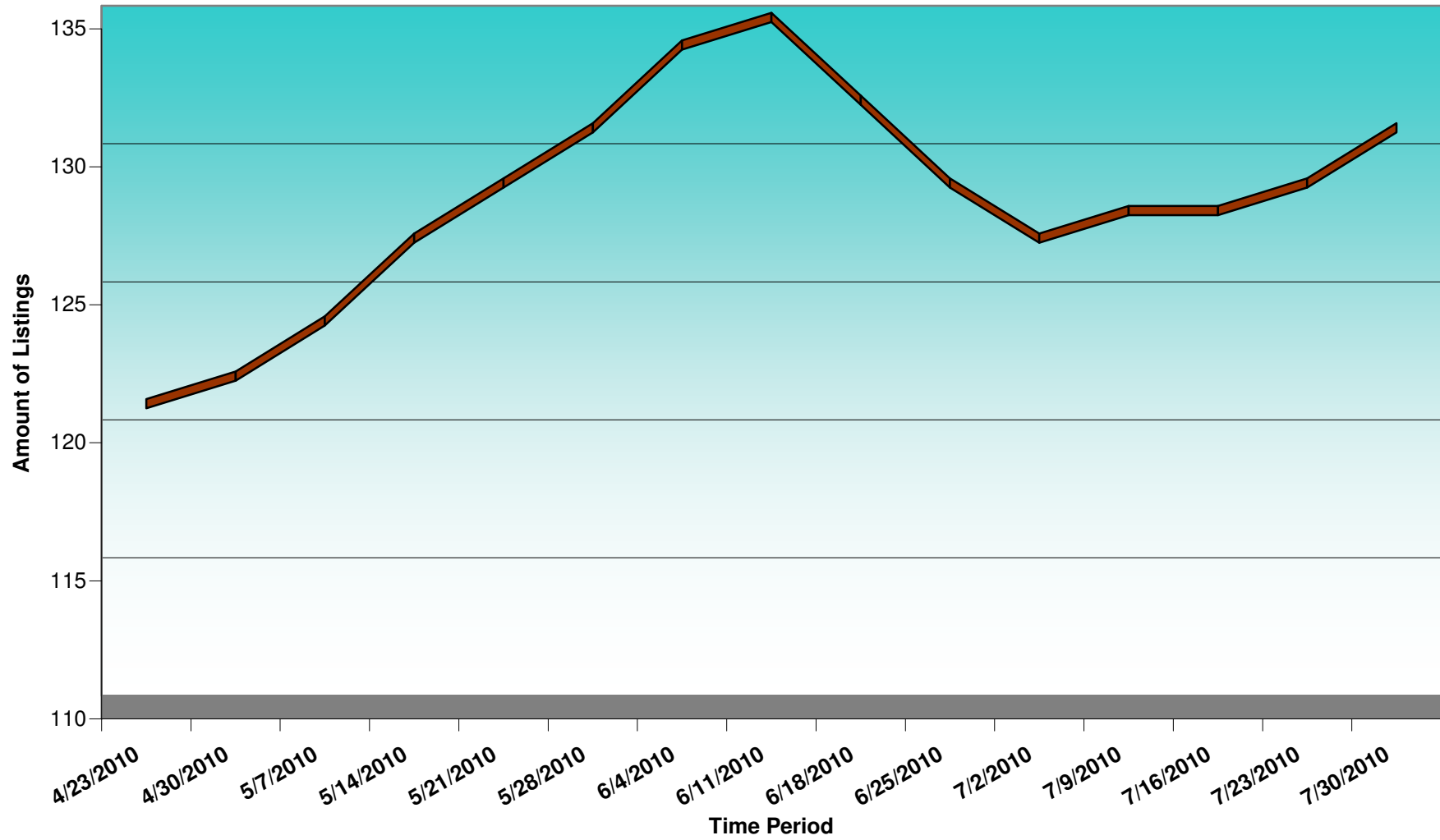
Information is for all types of properties listed under Attached, Property Type 2

North Shore Area Active Attached Listings



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

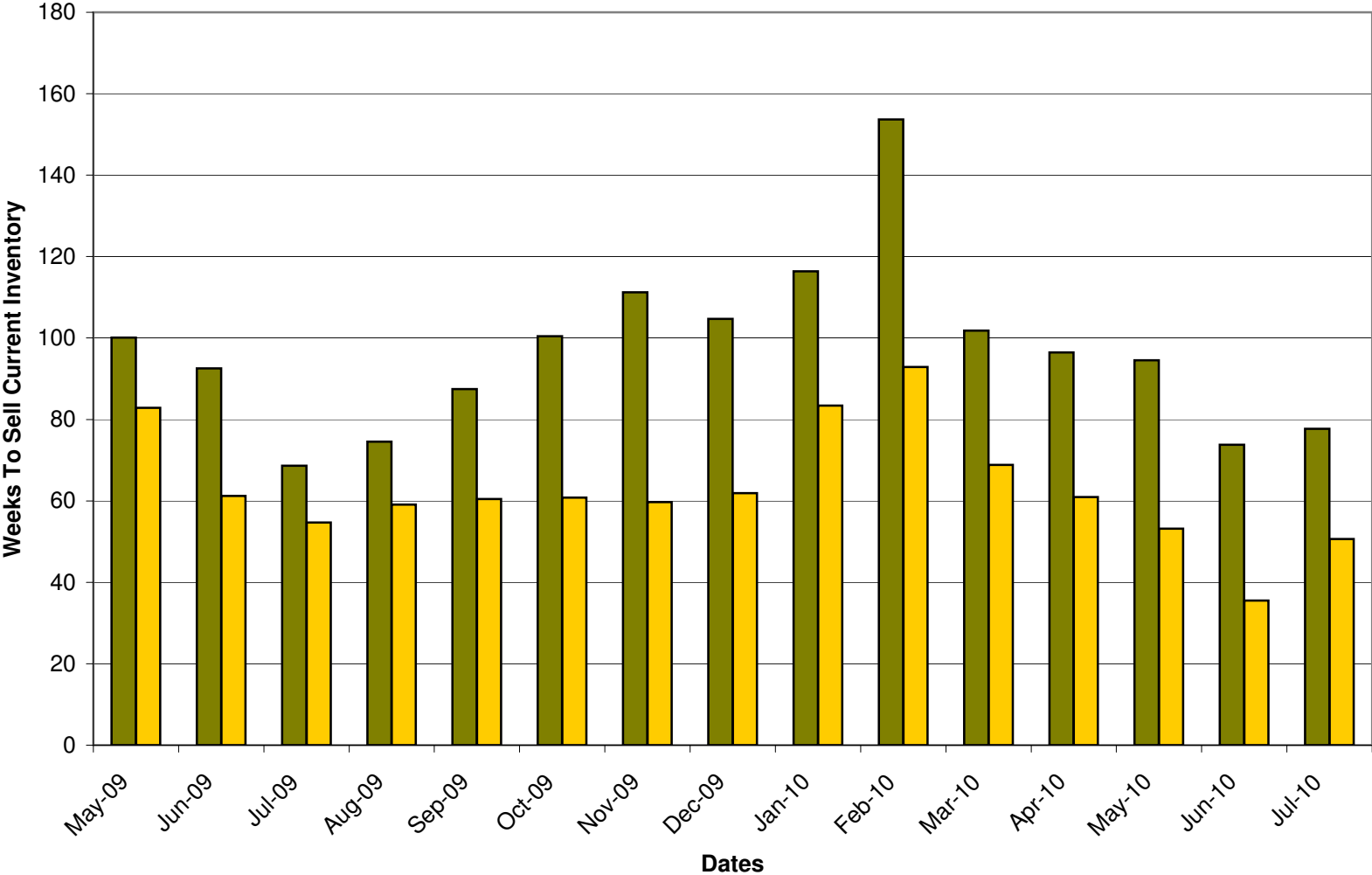
Barrington Area Active Attached Listings



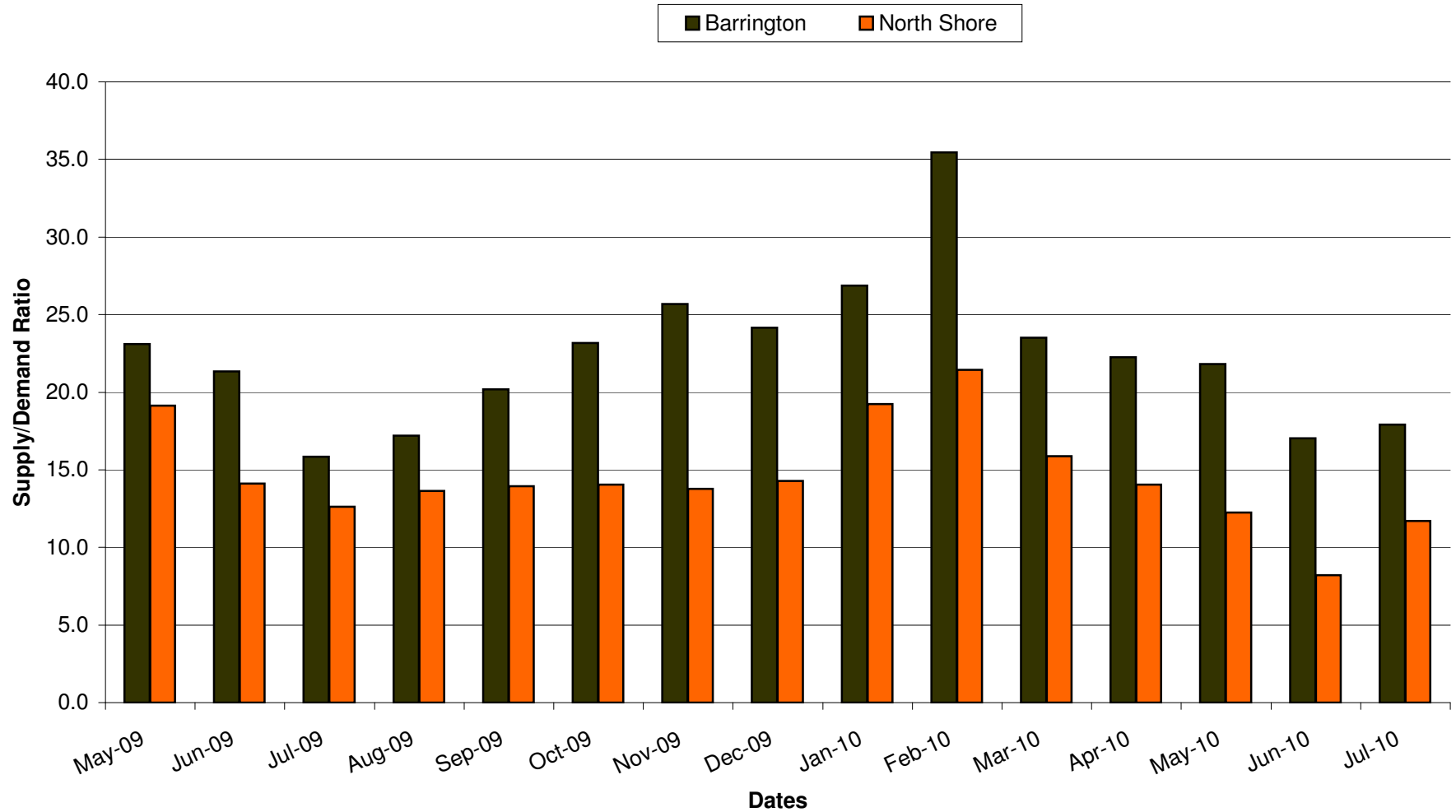
Information is for all types of properties listed under Attached, Property Type 2

NSBAR Absorption Rate for Detached Single Family Homes

■ Barrington ■ NorthShore

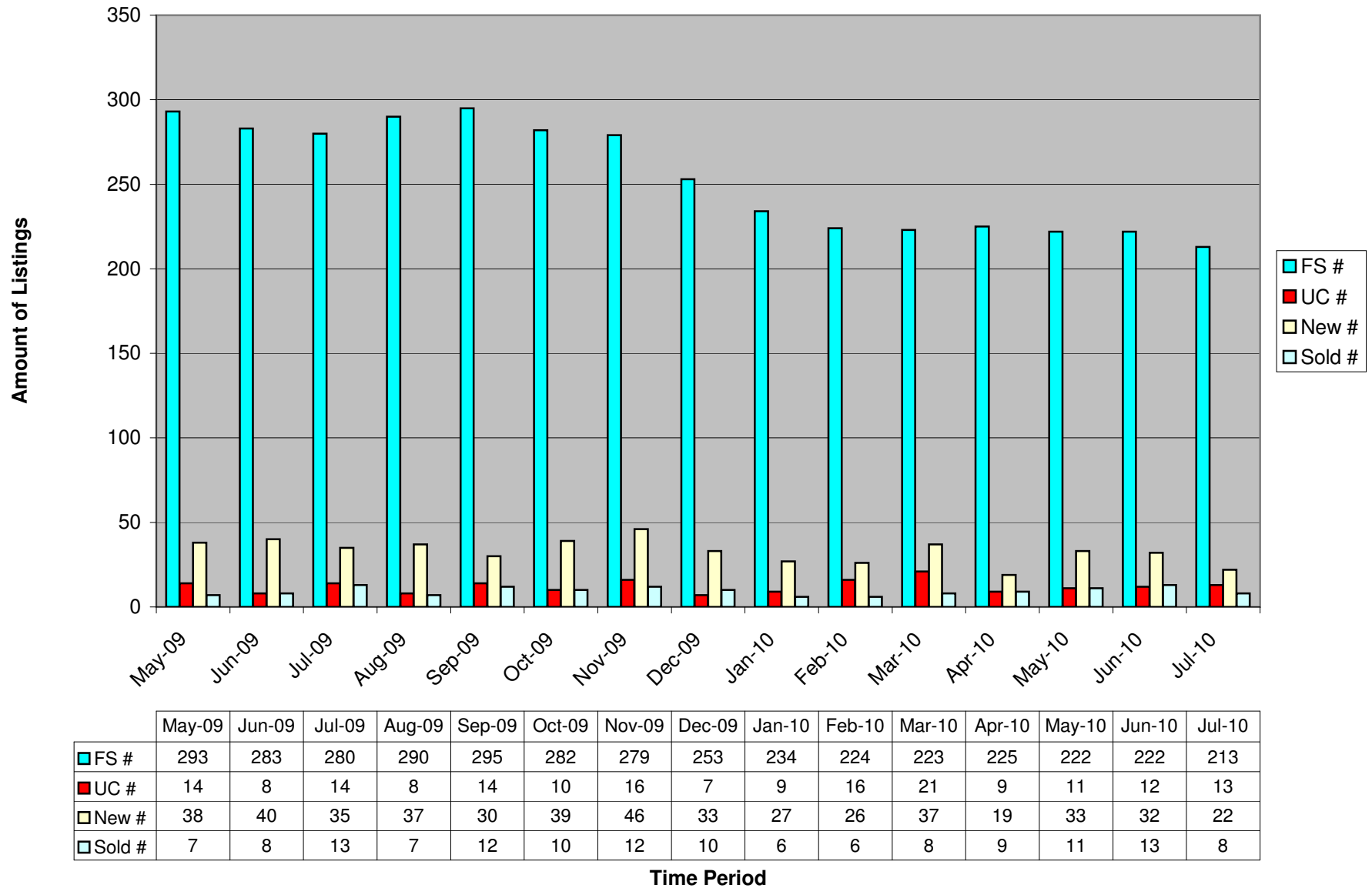


NSBAR Supply Demand Ratio for Single Family Homes



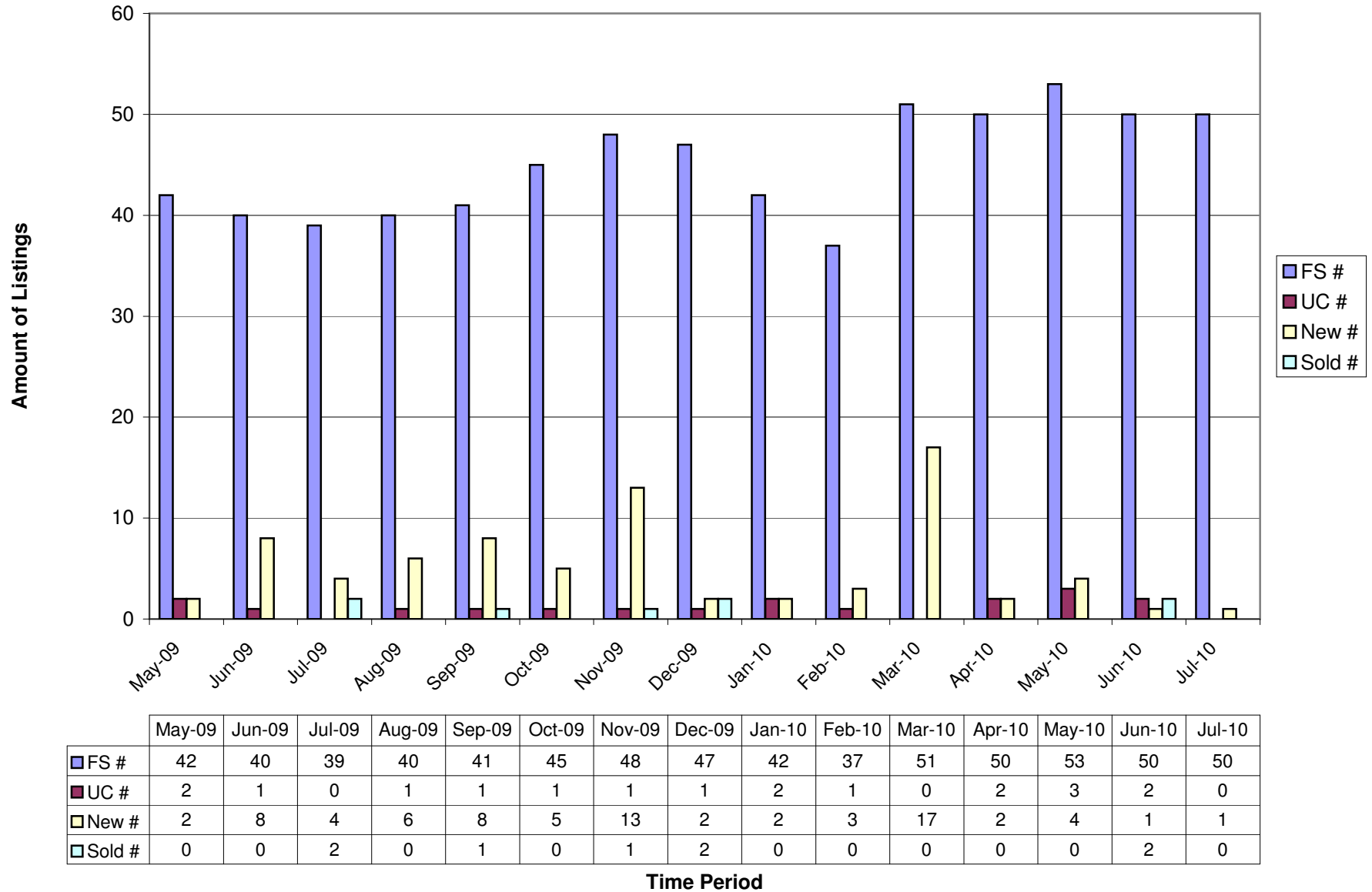
The numbers in the chart represent the ratio of the number of homes for sale to the number of homes sold. The higher the S/D ratio, the more supply there is relative to demand. Optimal S/D ratio is 6.0. Produced by NSBAR from information in MRED

North Shore Area New Construction for All Property Types



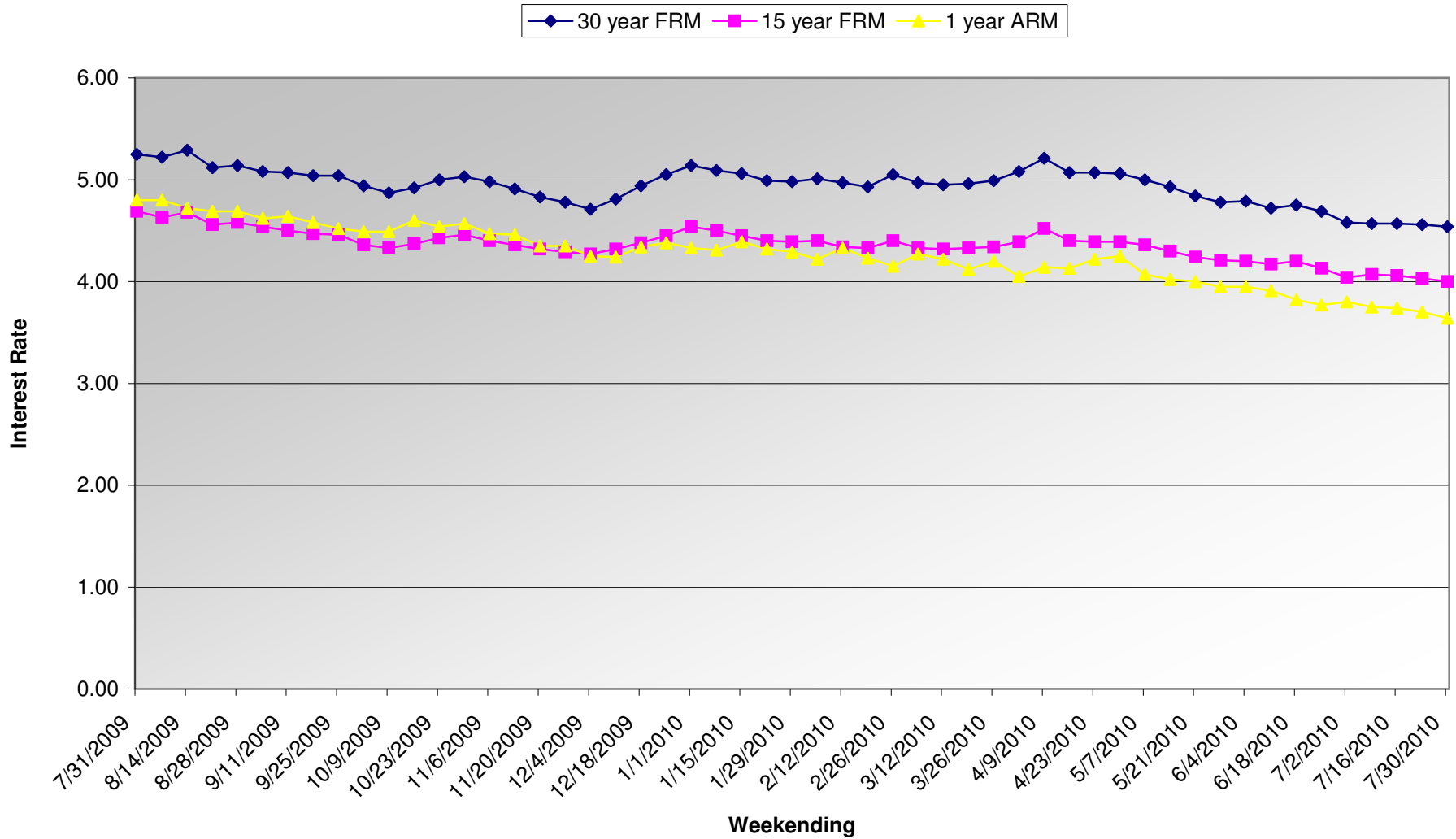
These chart shows new construction data for the past fifteen months th number of new homes in the North Shore area for all property types both Residential and Commerical..
 Produced by NSBAR from information in MRED

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

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	Jul-09	Jun-10	%change	YTD-09	YTD-10	%change
Algonquin	29	25	-13.8%	136	166	22.1%
Arlington Heights	41	53	29.3%	254	304	19.7%
Bannockburn	1	0	-100.0%	1	1	0.0%
Barrington	13	21	61.5%	110	136	23.6%
Barrington Hills	2	3	50.0%	17	20	17.6%
Buffalo Grove	35	25	-28.6%	148	170	14.9%
Cary	19	15	-21.1%	101	118	16.8%
Chicago - Lake View	10	10	0.0%	55	89	61.8%
Chicago - Near North Side	2	3	50.0%	13	13	0.0%
Chicago - Rogers Park	0	2	100.0%	10	17	70.0%
Chicago - West Ridge	18	8	-55.6%	82	86	4.9%
Crystal Lake	41	42	2.4%	279	305	9.3%
Deer Park	3	4	33.3%	13	16	23.1%
Deerfield	20	15	-25.0%	96	113	17.7%
DeKalb	17	11	-35.3%	131	132	0.8%
Des Plaines	29	51	75.9%	203	265	30.5%
Evanston	26	36	38.5%	221	279	26.2%
Glencoe	13	10	-23.1%	61	66	8.2%
Glenview	33	35	6.1%	204	275	34.8%
Golf	3	0	-100.0%	5	3	0.0%
Grayslake	27	20	-25.9%	148	160	8.1%
Gurnee	22	20	-9.1%	143	166	16.1%
Hainesville	2	4	100.0%	17	27	58.8%
Hawthorn Woods	8	0	-100.0%	40	54	35.0%
Highland Park	24	26	8.3%	145	227	56.6%
Highwood	0	2	100.0%	7	8	14.3%
Hoffman Estates	30	28	-6.7%	171	193	12.9%
Inverness	0	0	0.0%	0	50	0.0%
Island Lake	3	0	-100.0%	28	37	32.1%
Kenilworth	4	0	-100.0%	15	17	0.0%

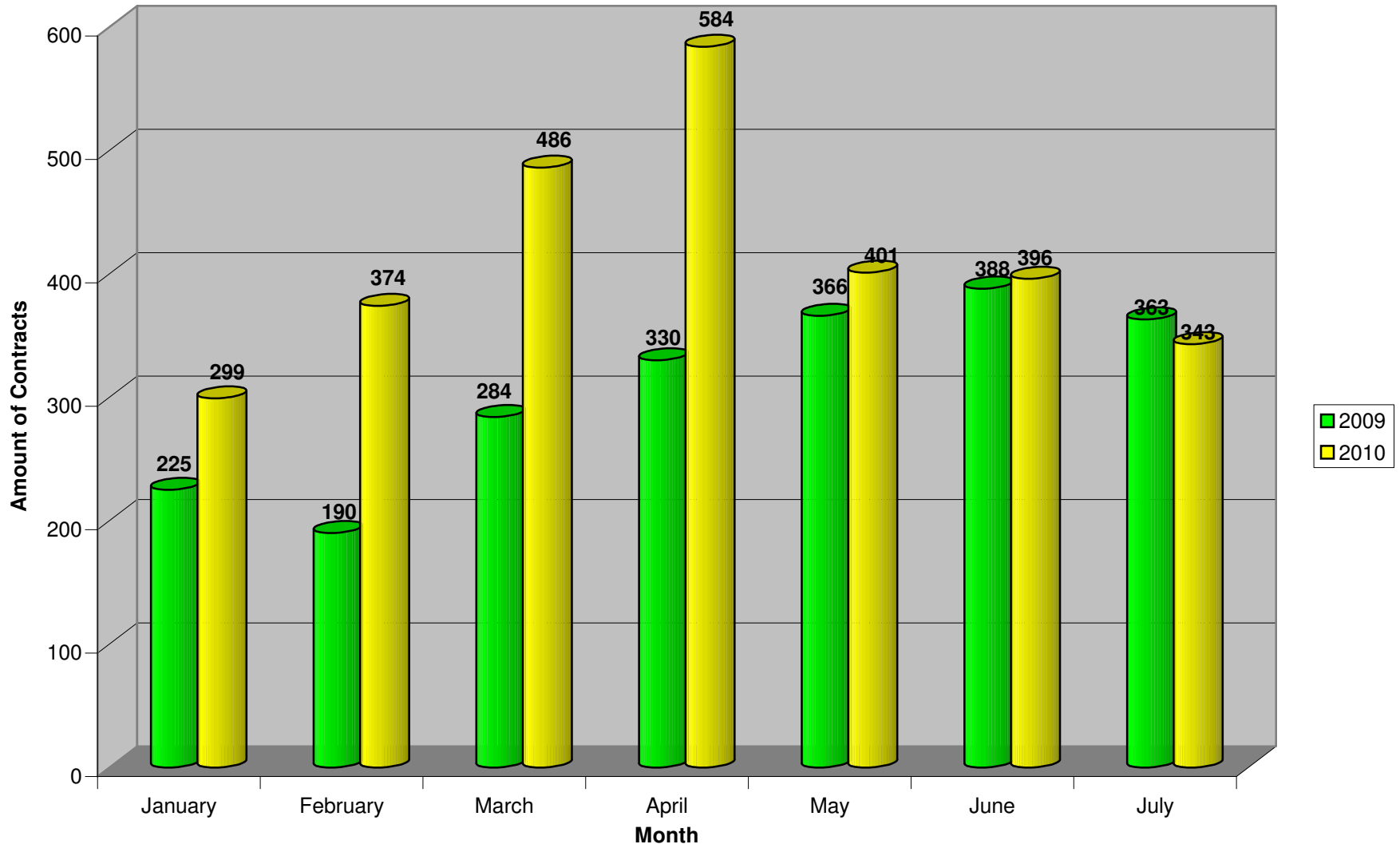
Detached Homes Under Contract

City	Jul-09	Jun-10	%change	YTD-09	YTD-10	%change
Lake Barrington	3	1	-66.7%	12	16	33.3%
Lake Bluff	6	6	0.0%	39	61	56.4%
Lake Forest	20	22	10.0%	101	166	64.4%
Lake In The Hills	24	29	20.8%	168	159	-5.4%
Lake Zurich	20	21	5.0%	107	144	34.6%
Lakemoor	2	1	-50.0%	14	21	50.0%
Lakewood	5	0	-100.0%	21	31	47.6%
Libertyville	23	12	-47.8%	126	134	6.3%
Lincolnshire	3	10	233.3%	40	64	60.0%
Lincolnwood	14	15	7.1%	68	83	22.1%
McHenry	30	41	36.7%	201	250	24.4%
Morton Grove	11	16	45.5%	94	140	48.9%
Mount Prospect	32	23	-28.1%	190	219	15.3%
Mundelein	27	26	-3.7%	135	188	39.3%
Northbrook	37	19	-48.6%	190	225	18.4%
Northfield	5	8	60.0%	21	32	52.4%
Palatine	38	28	-26.3%	220	210	-4.5%
Riverwoods	4	0	-100.0%	21	24	0.0%
Round Lake	13	22	69.2%	109	165	51.4%
Round Lake Beach	22	29	31.8%	160	205	28.1%
Round Lake Heights	2	4	100.0%	21	27	28.6%
Round Lake Park	3	5	66.7%	35	39	11.4%
Schaumburg	28	20	-28.6%	163	163	0.0%
Skokie	42	46	9.5%	222	253	14.0%
Sycamore	14	12	-14.3%	84	88	4.8%
Vernon Hills	13	9	-30.8%	81	81	0.0%
Wauconda	14	21	50.0%	86	104	20.9%
Waukegan	62	40	-35.5%	334	373	11.7%
Wheeling	11	16	45.5%	75	115	53.3%
Wilmette	28	25	-10.7%	140	203	45.0%
Winnetka	23	13	-43.5%	96	137	42.7%
Total	1054	1009	-4.3%	6228	7633	22.6%

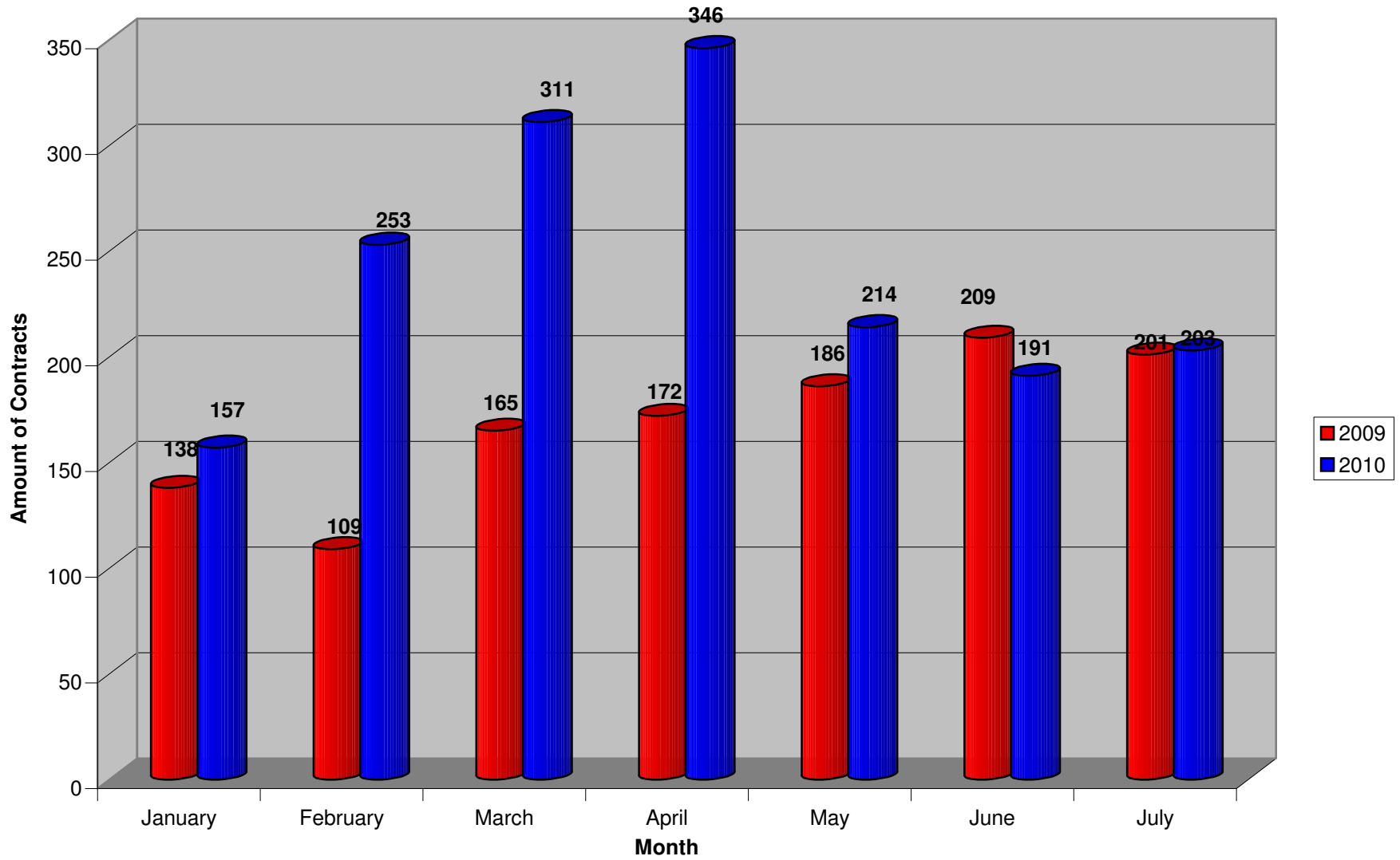
Attached Homes Under Contract

City	Jul-09	Jul-10	%change	YTD-09	YTD-10	%change
Algonquin	7	10	42.9%	41	70	70.7%
Arlington Heights	37	37	0.0%	207	217	4.8%
Barrington	2	4	100.0%	17	29	70.6%
Buffalo Grove	22	20	-9.1%	121	165	36.4%
Cary	4	5	25.0%	32	41	28.1%
Chicago - Lake View (8006)	105	91	-13.3%	827	913	10.4%
Chicago - Near North Side (8008)	196	166	-15.3%	1164	1397	20.0%
Chicago - Rogers Park (8001)	54	29	-46.3%	265	296	11.7%
Chicago - West Ridge (8002)	32	61	90.6%	229	411	79.5%
Crystal Lake	12	5	-58.3%	51	69	35.3%
Deer Park	0	0	0.0%	4	6	50.0%
Deerfield	7	5	-28.6%	46	49	6.5%
DeKalb	4	3	-25.0%	30	25	-16.7%
Des Plaines	48	42	-12.5%	275	298	8.4%
Evanston	42	41	-2.4%	243	324	33.3%
Glencoe	0	0	0.0%	3	7	133.3%
Glenview	13	16	23.1%	88	122	38.6%
Grayslake	11	8	-27.3%	51	55	7.8%
Gurnee	16	12	-25.0%	64	82	28.1%
Hainesville	3	1	-66.7%	17	13	-23.5%
Highland Park	4	4	0.0%	19	47	147.4%
Highwood	2	2	0.0%	6	5	-16.7%
Hoffman Estates	25	16	-36.0%	121	112	-7.4%
Lake Barrington	4	3	-25.0%	15	28	86.7%
Lake Bluff	5	4	-20.0%	20	24	20.0%
Lake Forest	9	6	-33.3%	20	35	75.0%
Lake In The Hills	7	9	28.6%	64	75	17.2%
Lake Zurich	3	2	-33.3%	21	9	-57.1%
Lakemoor	4	2	-50.0%	19	29	52.6%
Libertyville	3	2	-33.3%	18	30	66.7%
Lincolnshire	0	0	0.0%	18	14	-22.2%
Lincolnwood	0	5	0.0%	7	29	314.3%
McHenry	3	7	133.3%	44	50	13.6%
Morton Grove	3	12	300.0%	24	51	112.5%
Mount Prospect	12	18	50.0%	90	124	37.8%
Mundelein	5	8	60.0%	48	52	8.3%
Northbrook	19	12	-36.8%	90	105	16.7%
Northfield	3	5	66.7%	8	18	125.0%
Palatine	53	33	-37.7%	293	302	3.1%
Round Lake	15	18	20.0%	80	75	-6.3%
Round Lake Beach	5	9	80.0%	32	45	40.6%
Schaumburg	72	47	-34.7%	316	343	8.5%
Skokie	10	25	150.0%	90	148	64.4%
Sycamore	5	3	-40.0%	33	41	24.2%
Vernon Hills	13	15	15.4%	75	104	38.7%
Wauconda	4	3	-25.0%	22	26	18.2%
Waukegan	3	4	33.3%	44	21	-52.3%
Wheeling	29	15	-48.3%	119	133	11.8%
Wilmette	5	12	140.0%	34	52	52.9%
Winnetka	2	2	0.0%	11	7	-36.4%
Total	942	859	-8.8%	5576	6723	20.6%

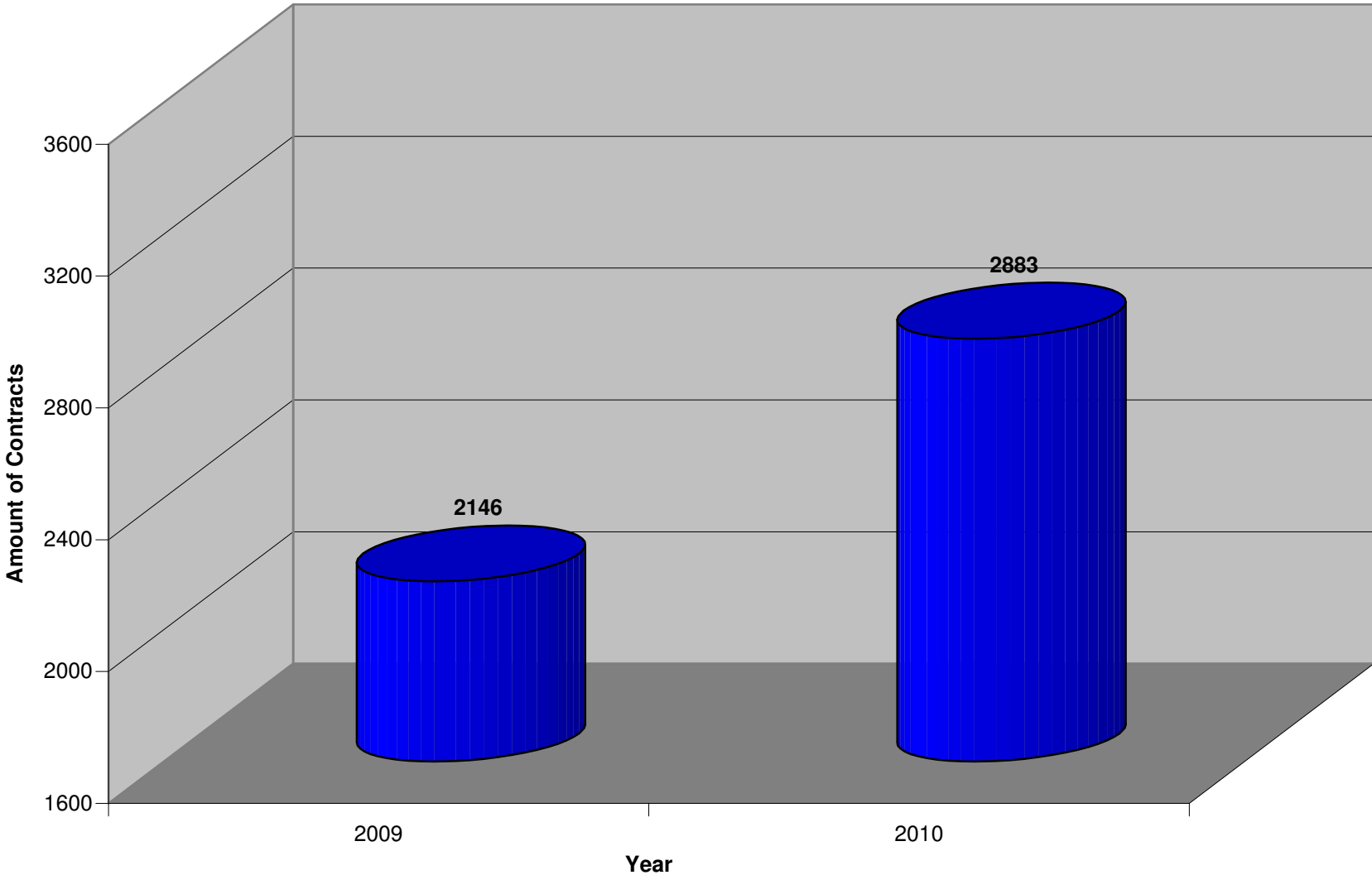
Contracts for Detached Homes by NSBAR Agents



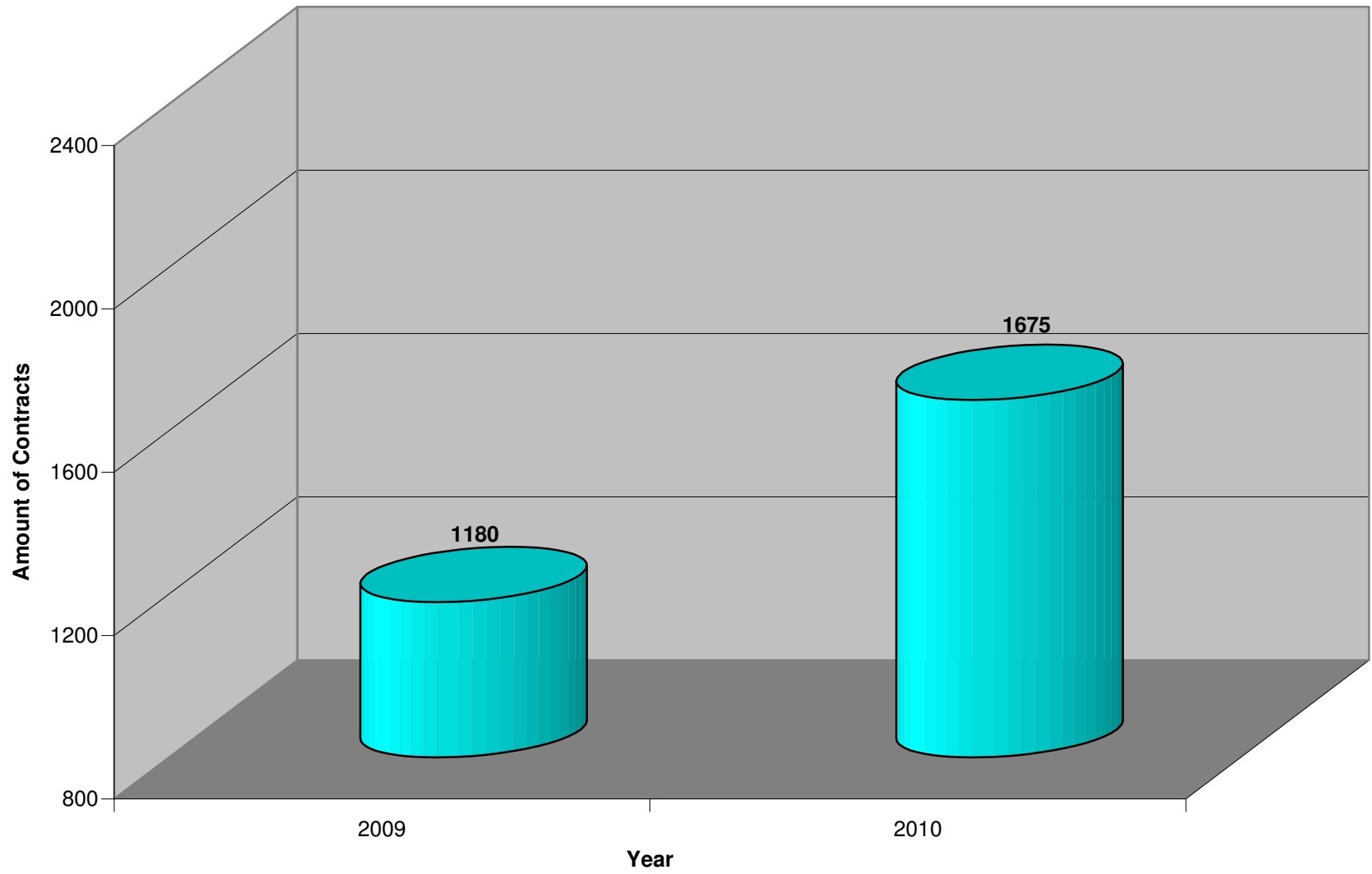
Contracts for Attached Homes by NSBAR Agents



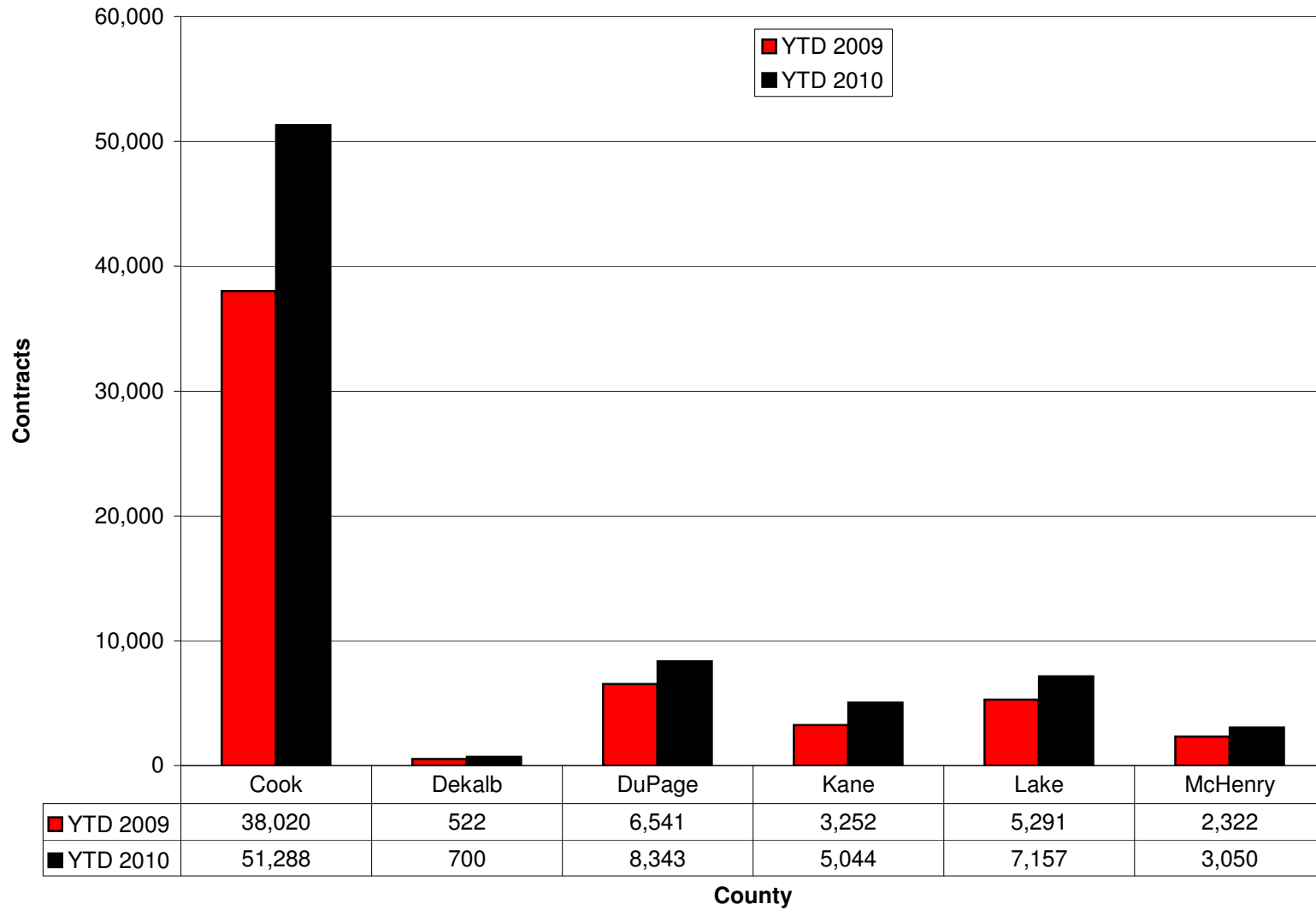
Contracts for Detached Homes by NSBAR Agents YTD



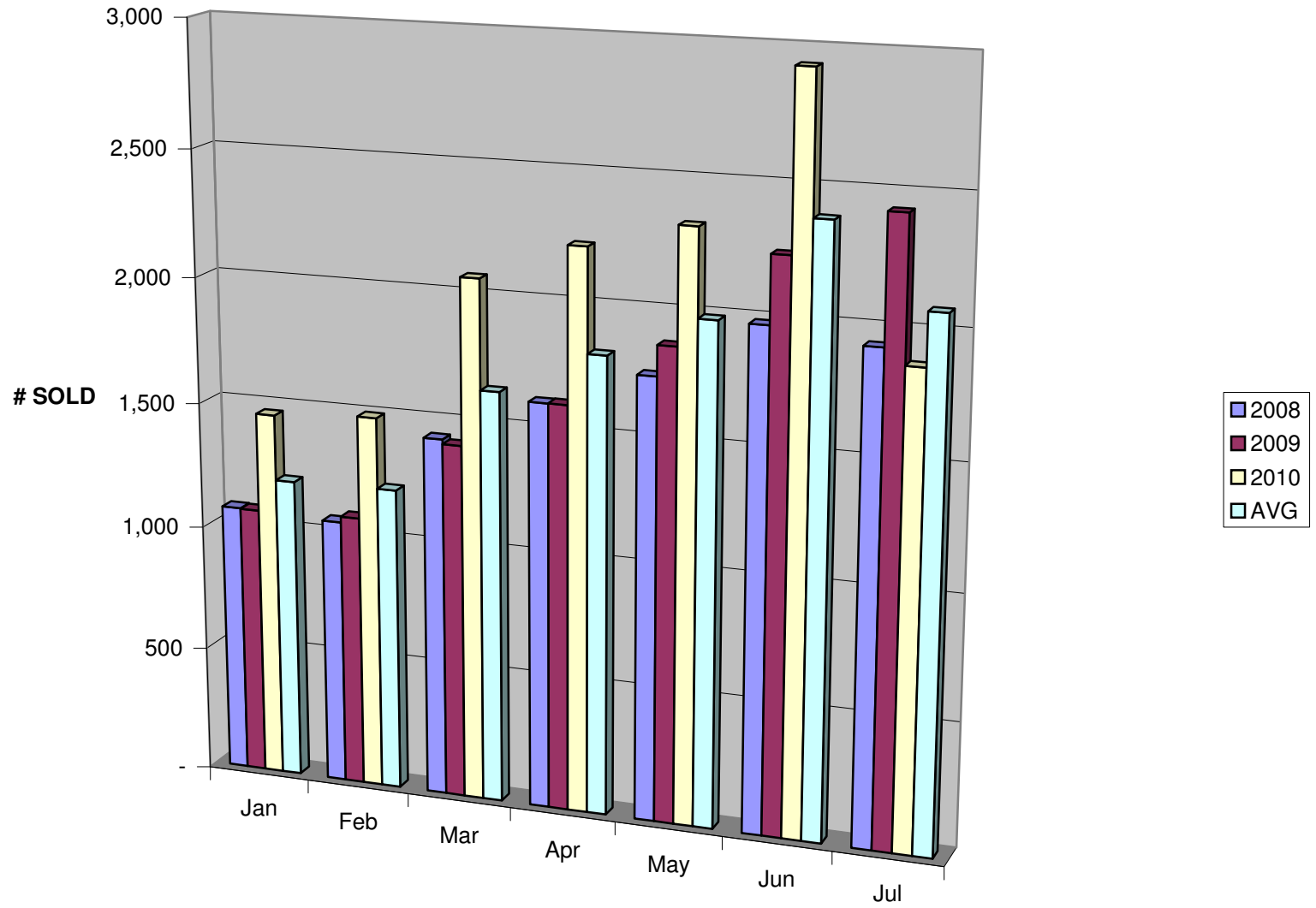
Contracts for Attached Homes by NSBAR Agents YTD



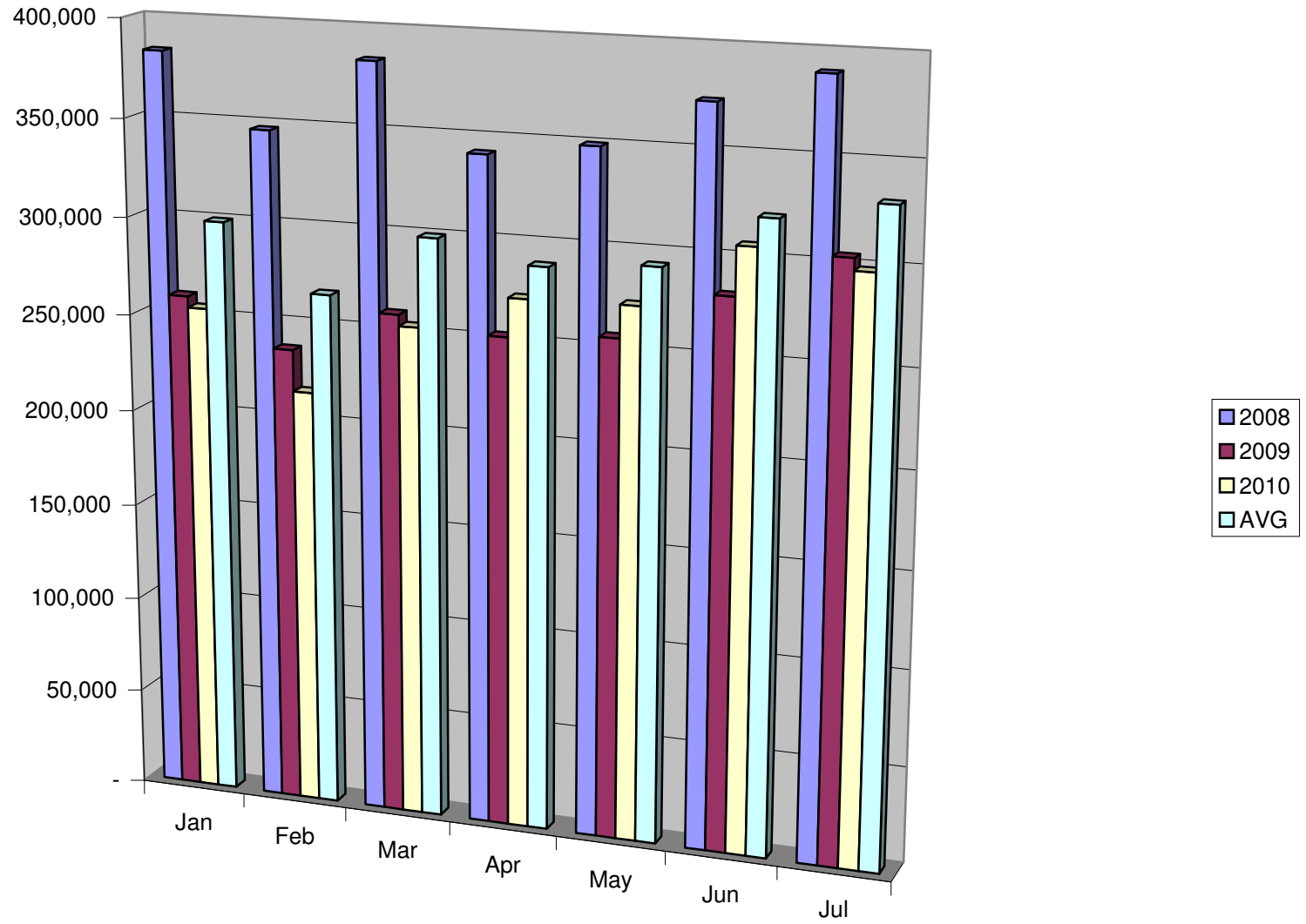
Contracts by County YTD All Property Types



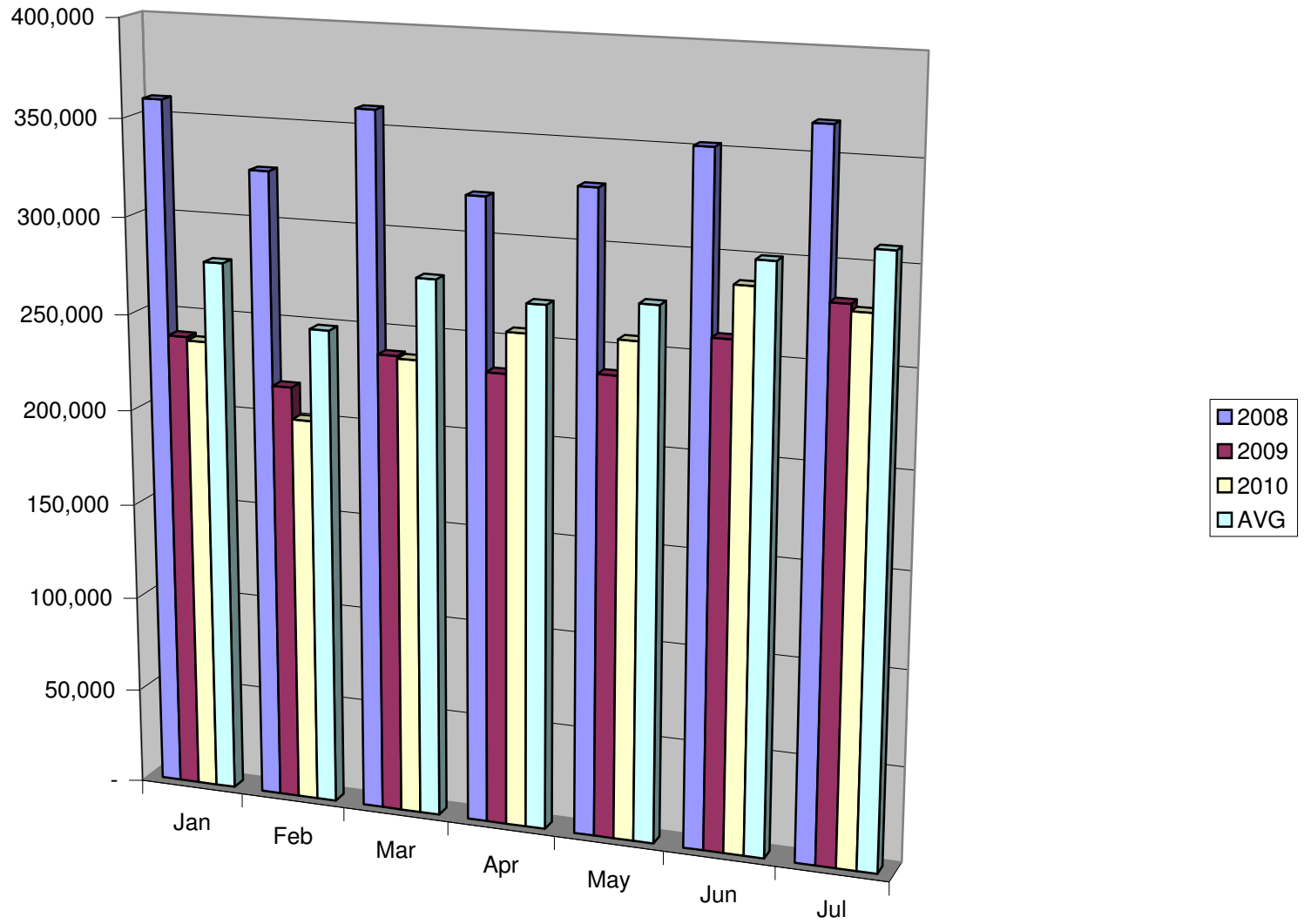
Cook County - # HOUSES SOLD BY MONTH



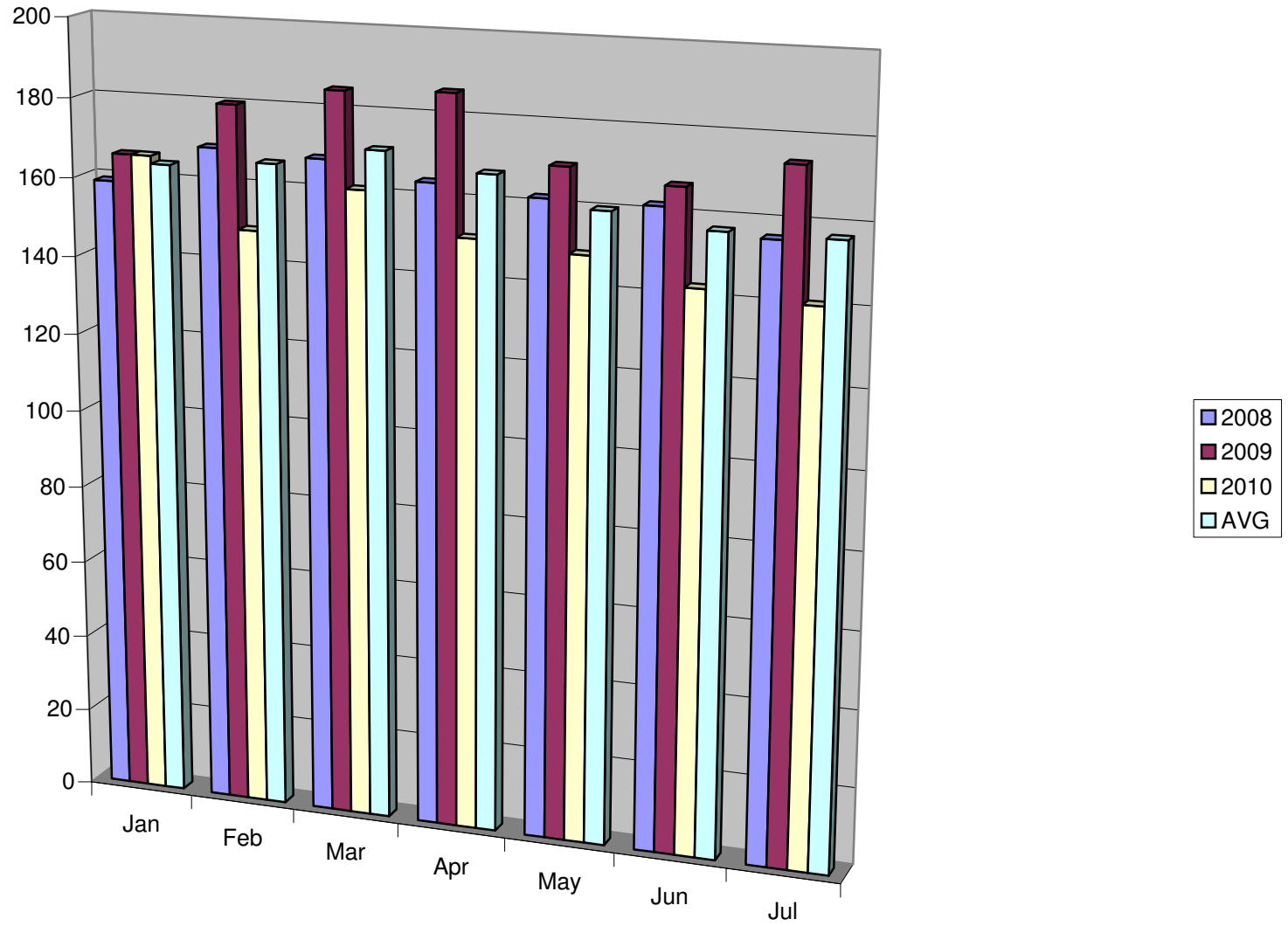
Cook County - AVERAGE LIST PRICE BY MONTH



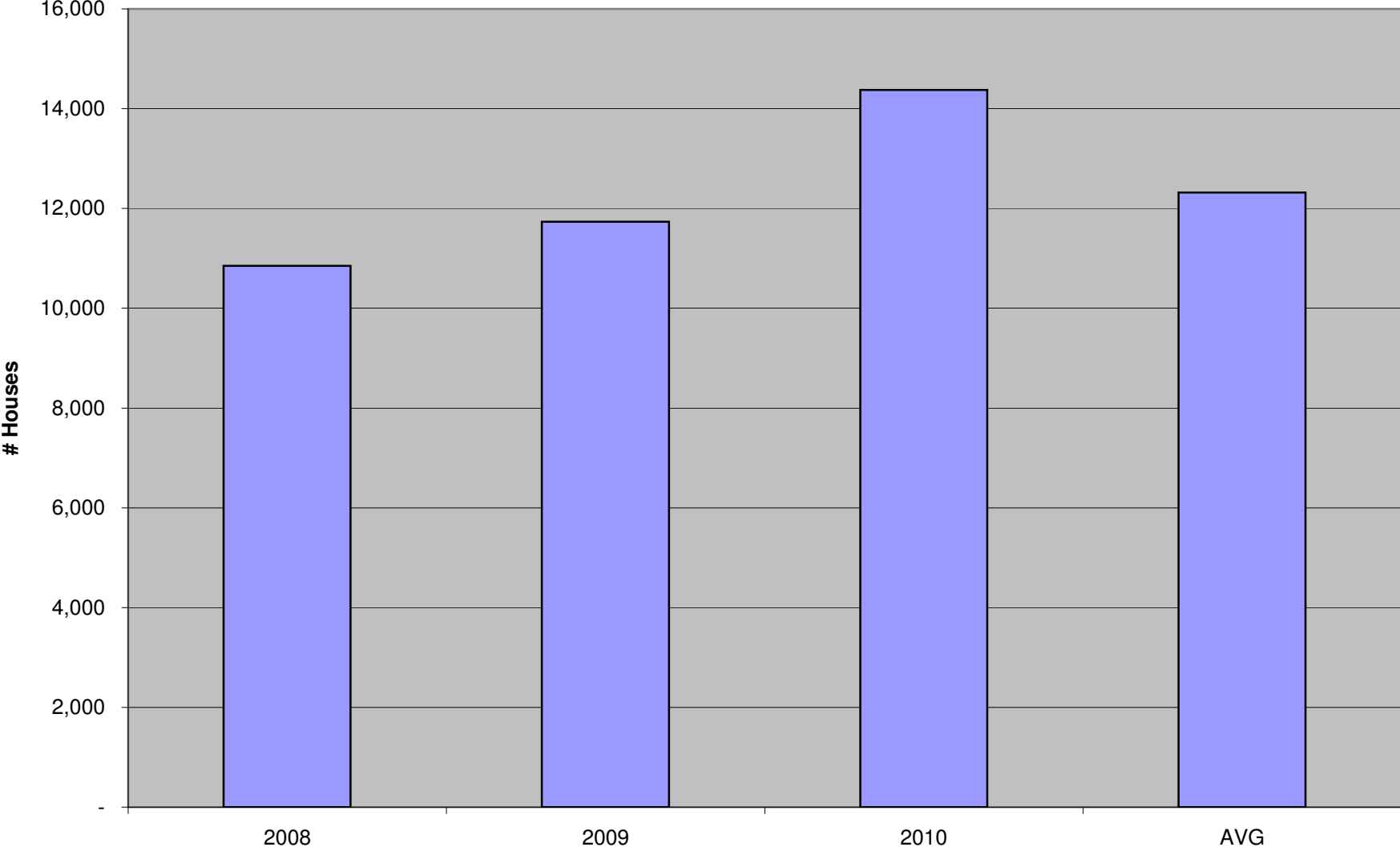
Cook County - AVERAGE SALE PRICE BY MONTH



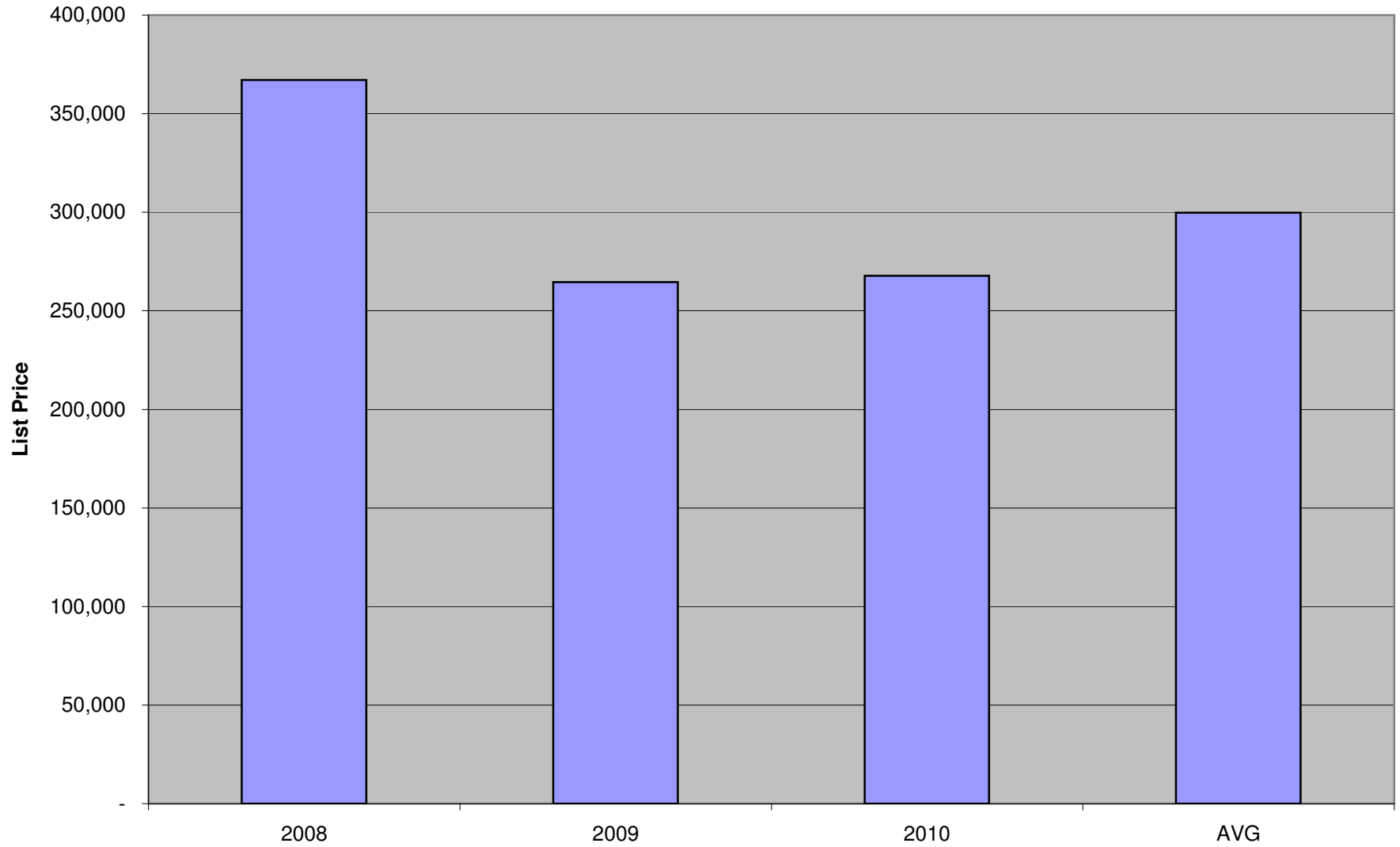
Cook County - AVERAGE TIME ON MARKET BY MONTH



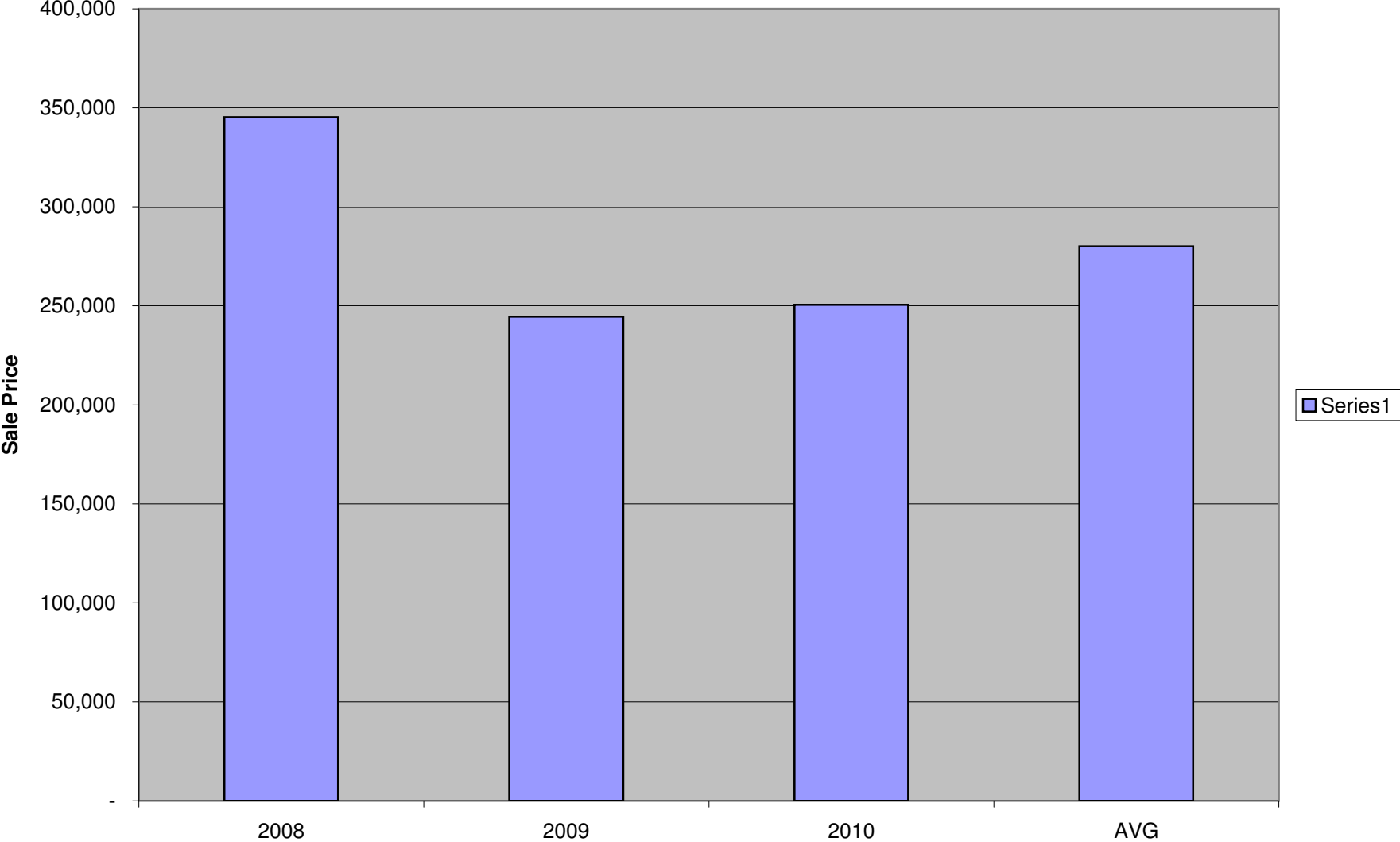
Cook County - HOUSES SOLD YTD



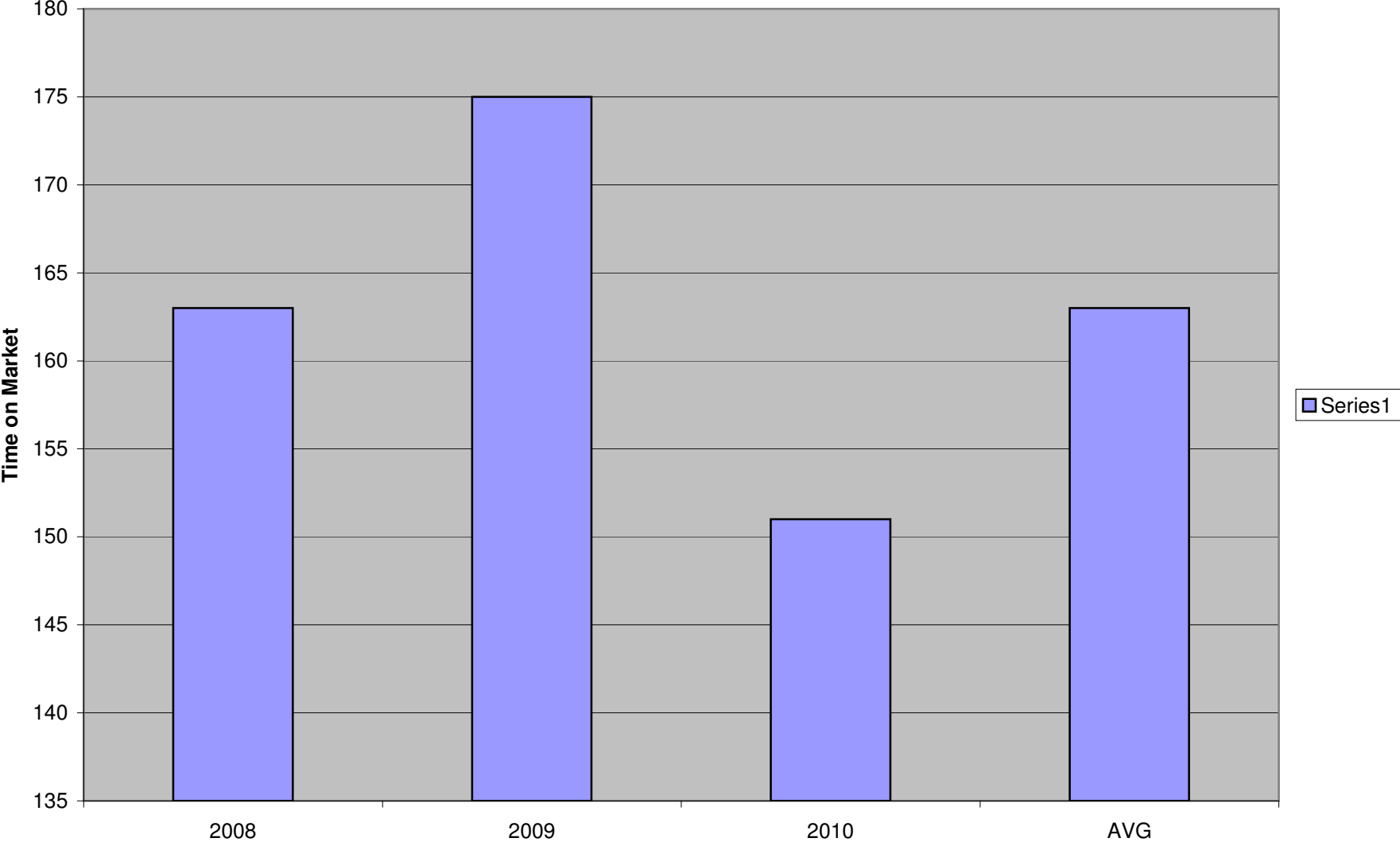
Cook County - AVERAGE LIST PRICE YTD



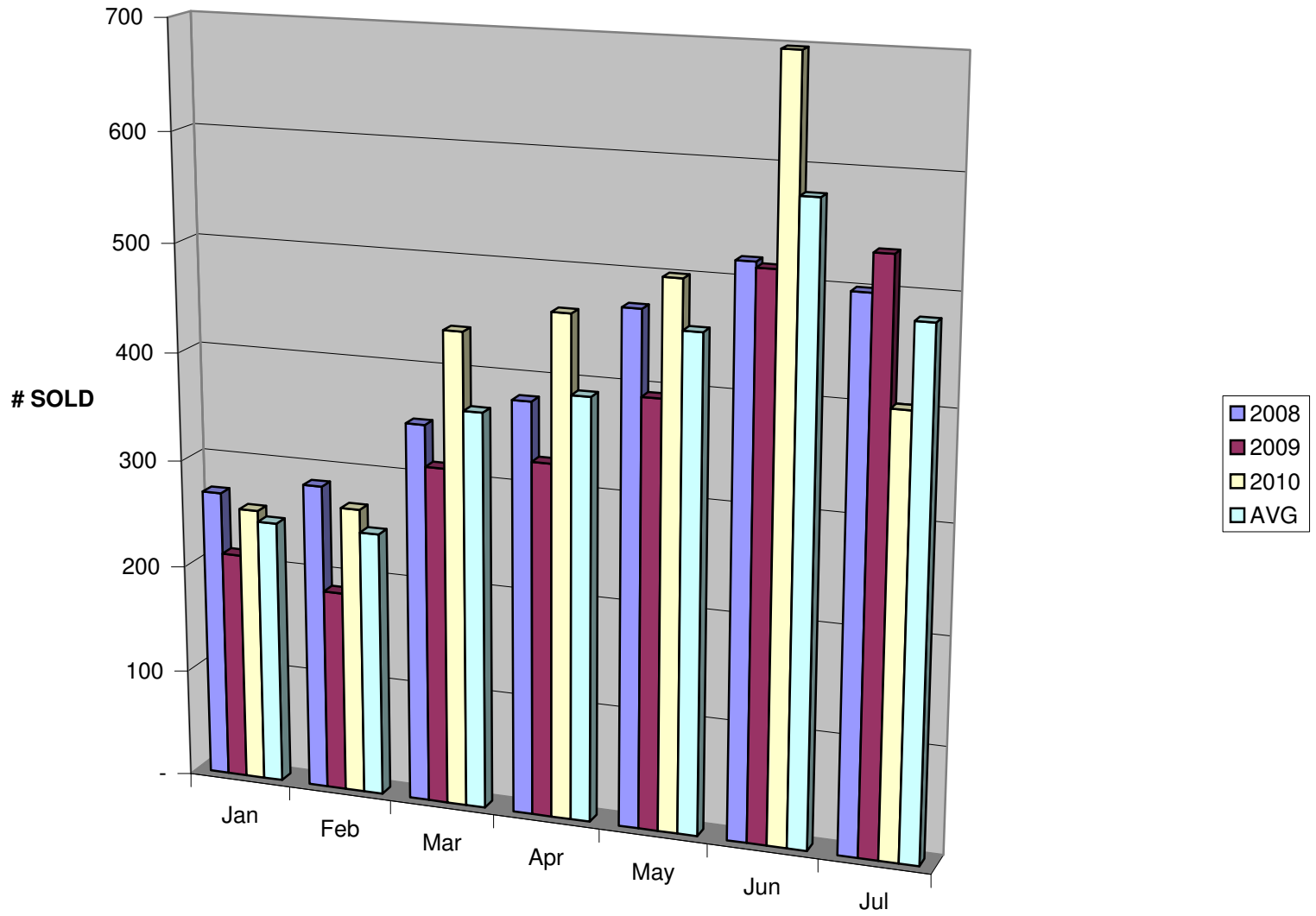
Cook County - AVERAGE SALE PRICE YTD



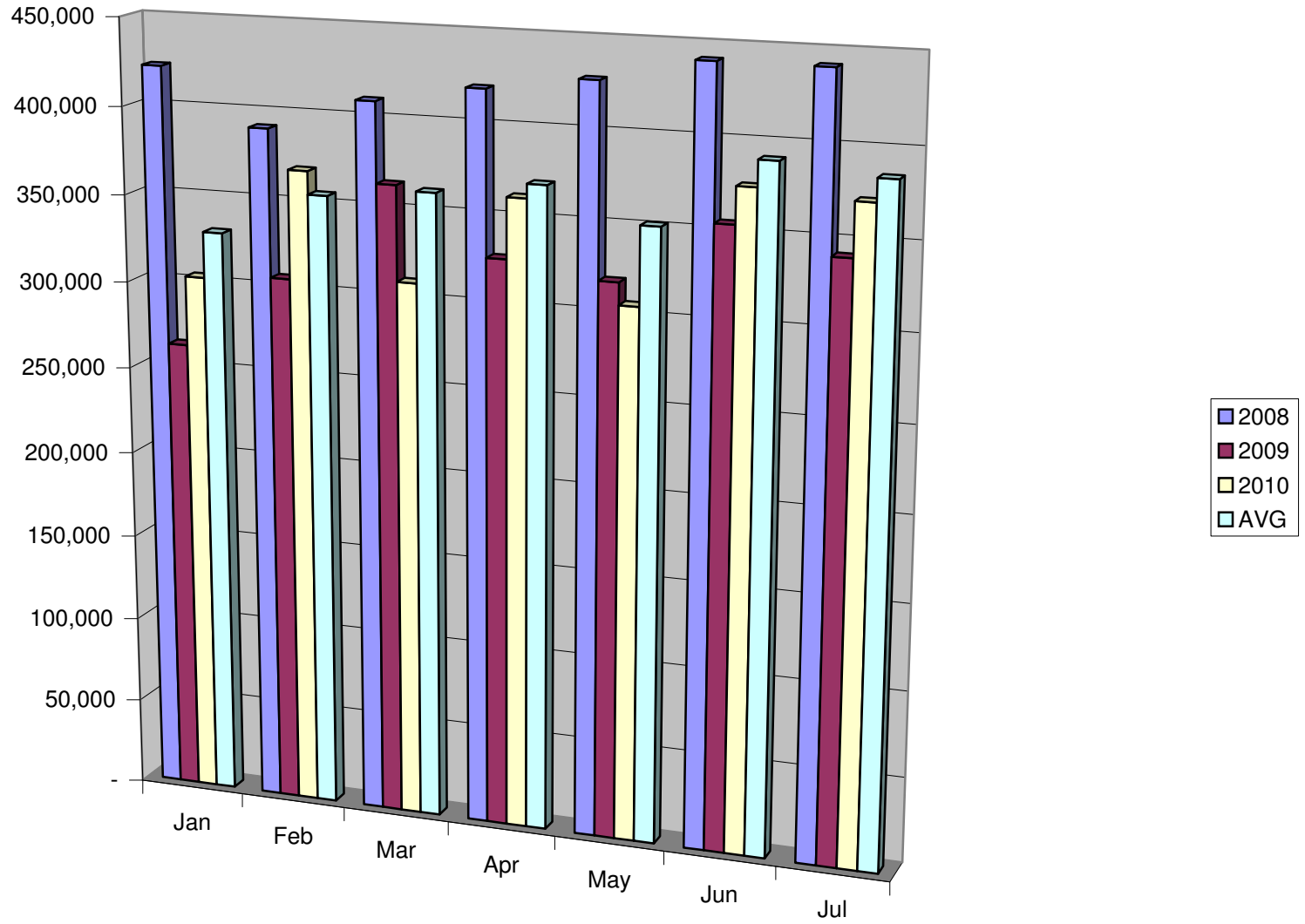
Cook County - AVERAGE TIME ON MARKET YTD



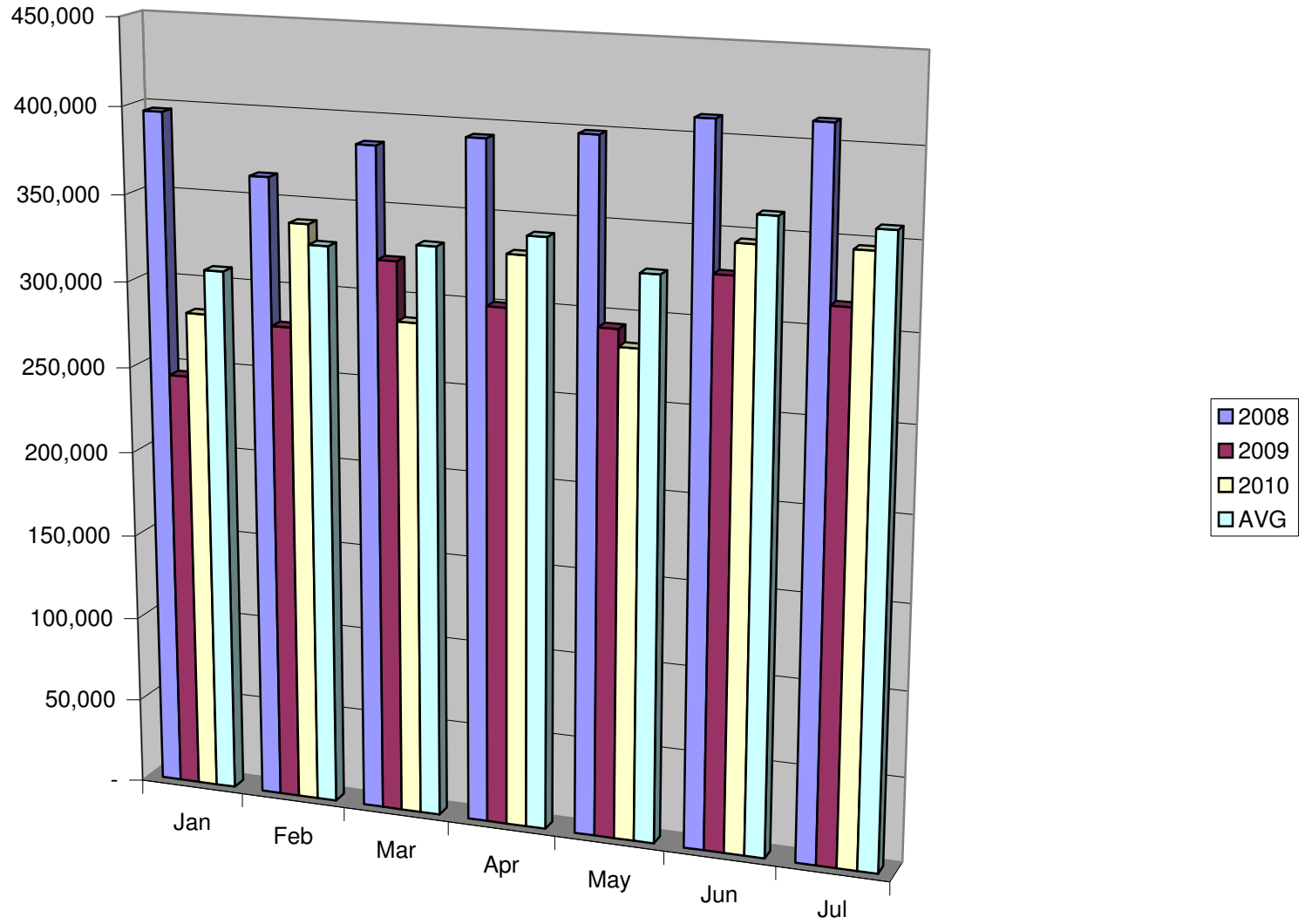
Lake County - # HOUSES SOLD BY MONTH



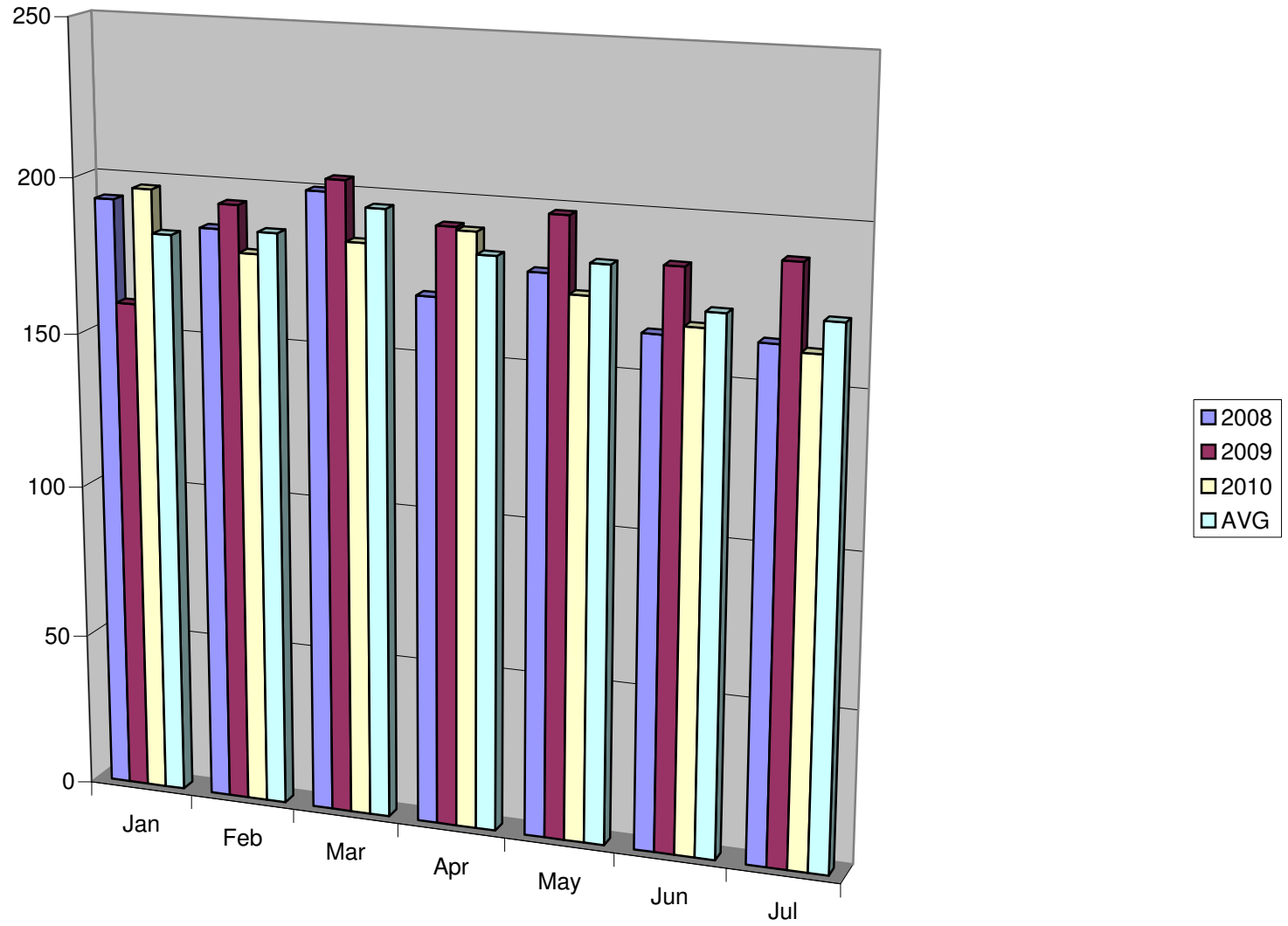
Lake County - AVERAGE LIST PRICE BY MONTH



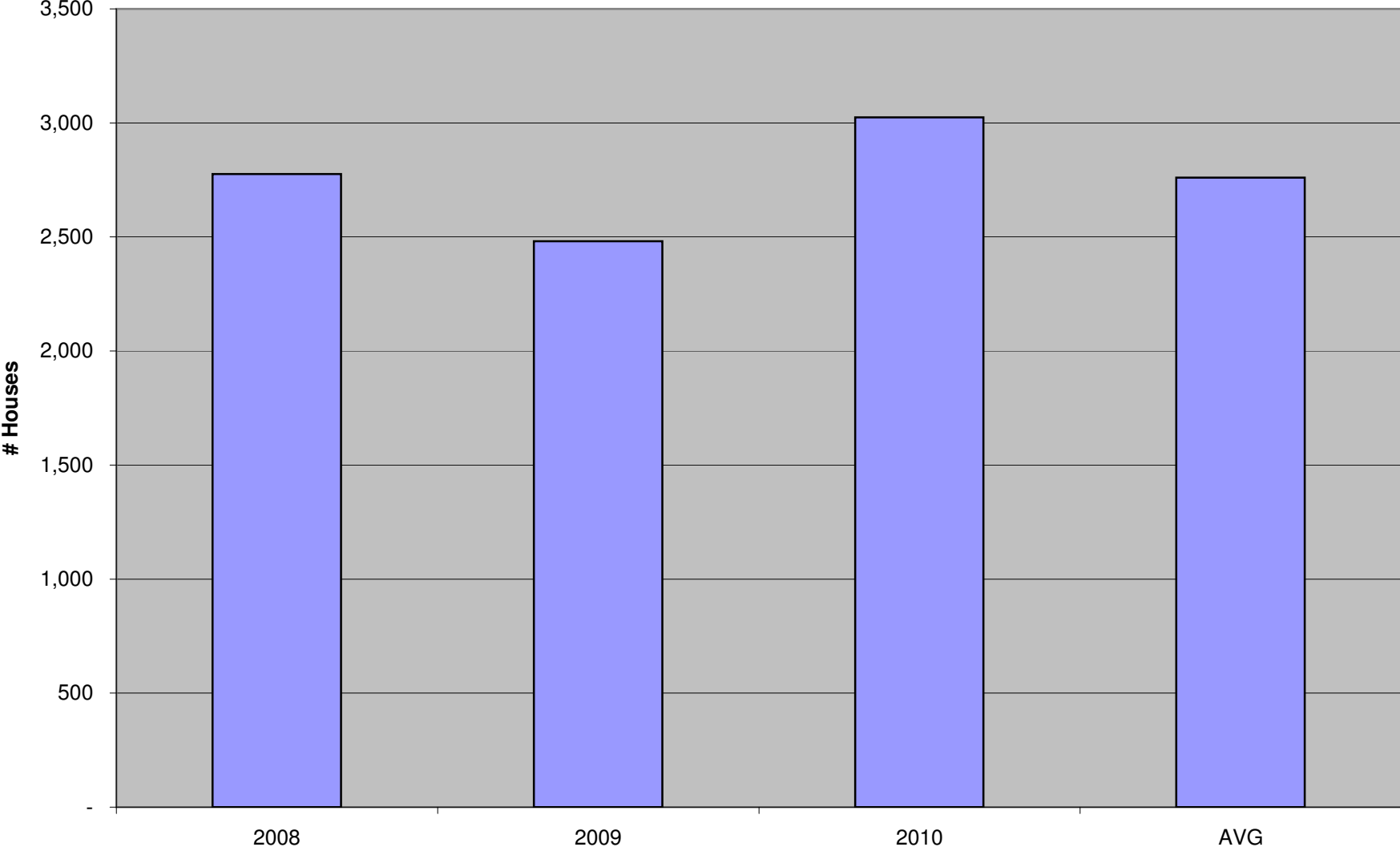
Lake County - AVERAGE SALE PRICE BY MONTH



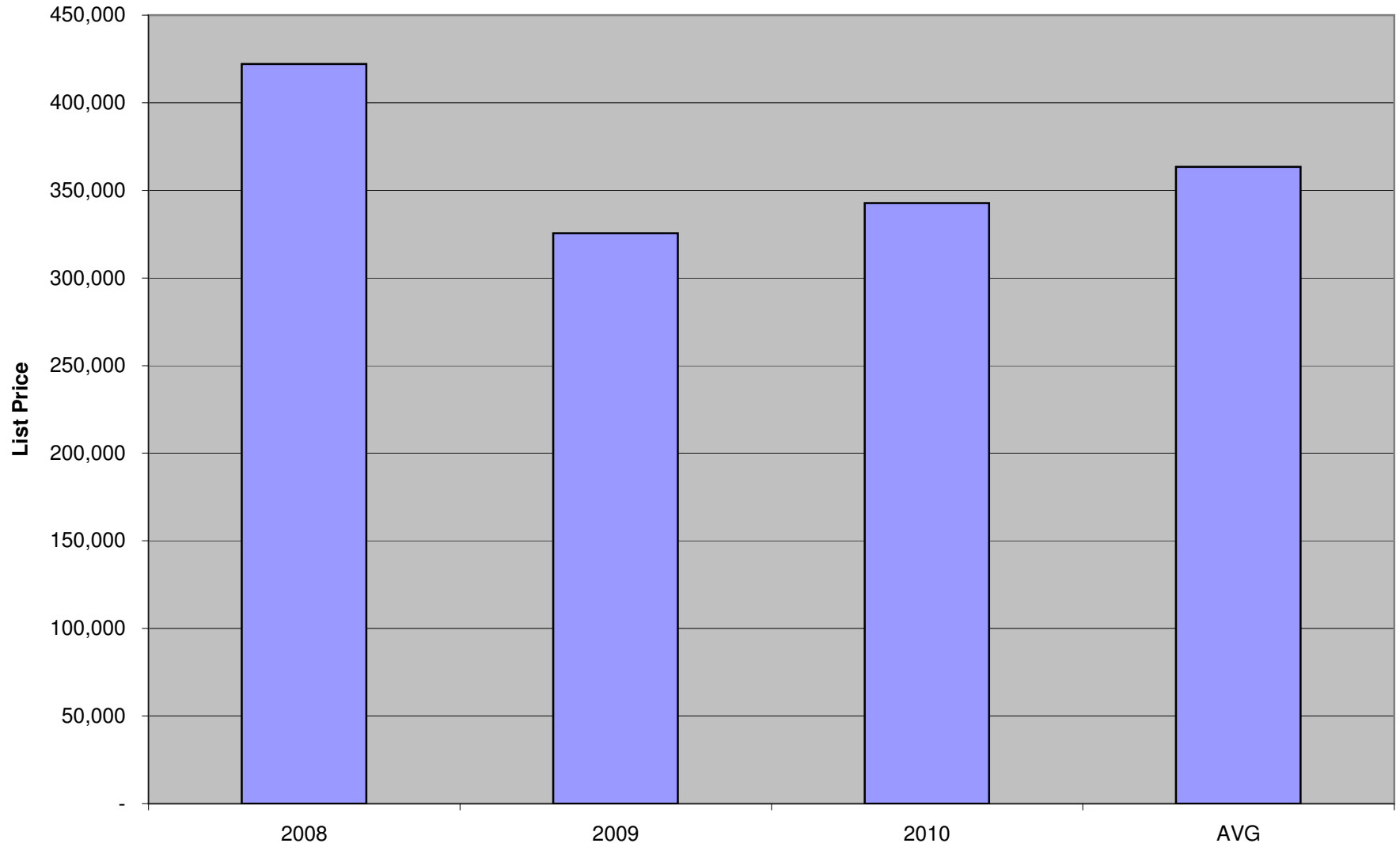
Lake County - AVERAGE TIME ON MARKET BY MONTH



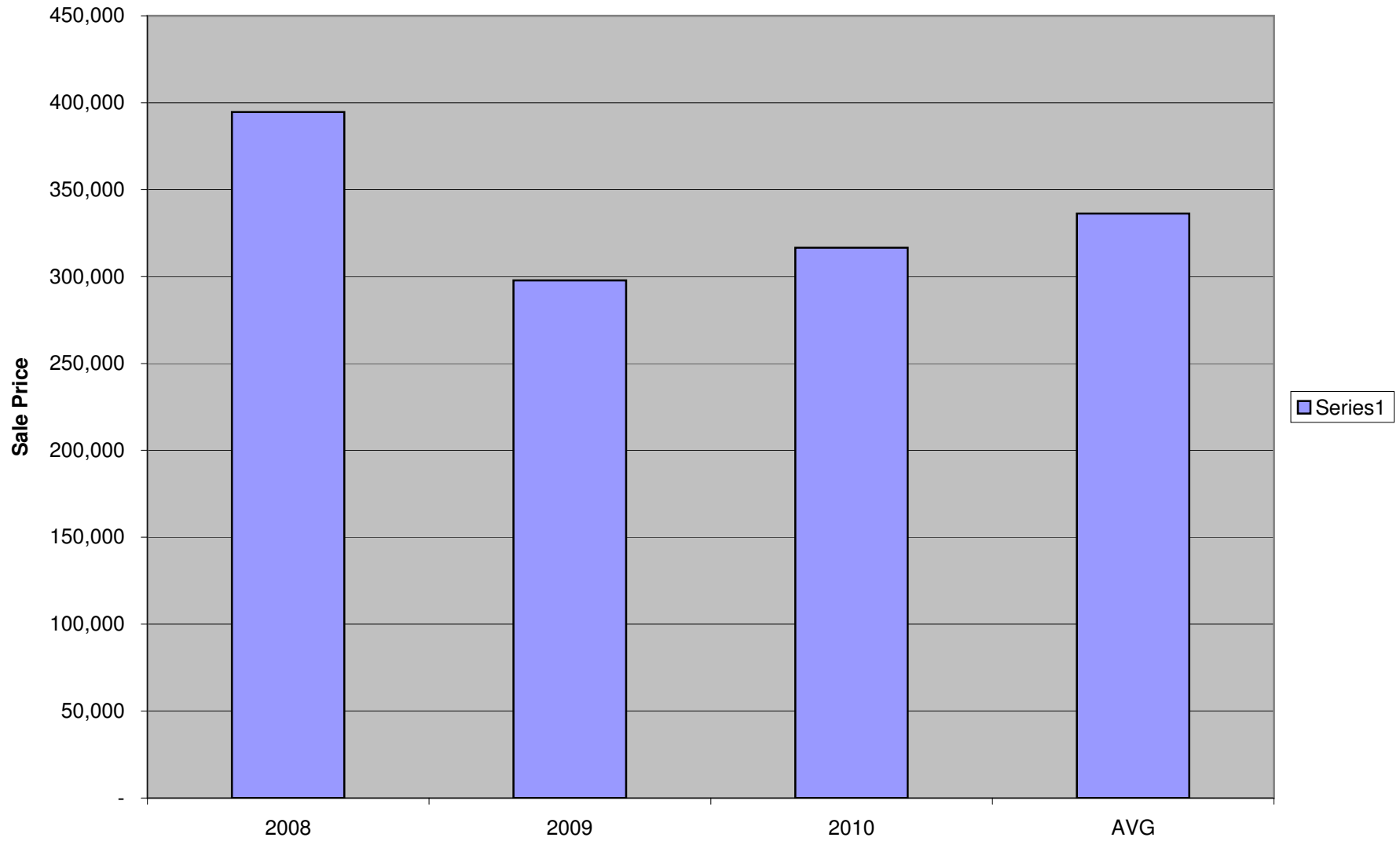
Lake County - HOUSES SOLD YTD



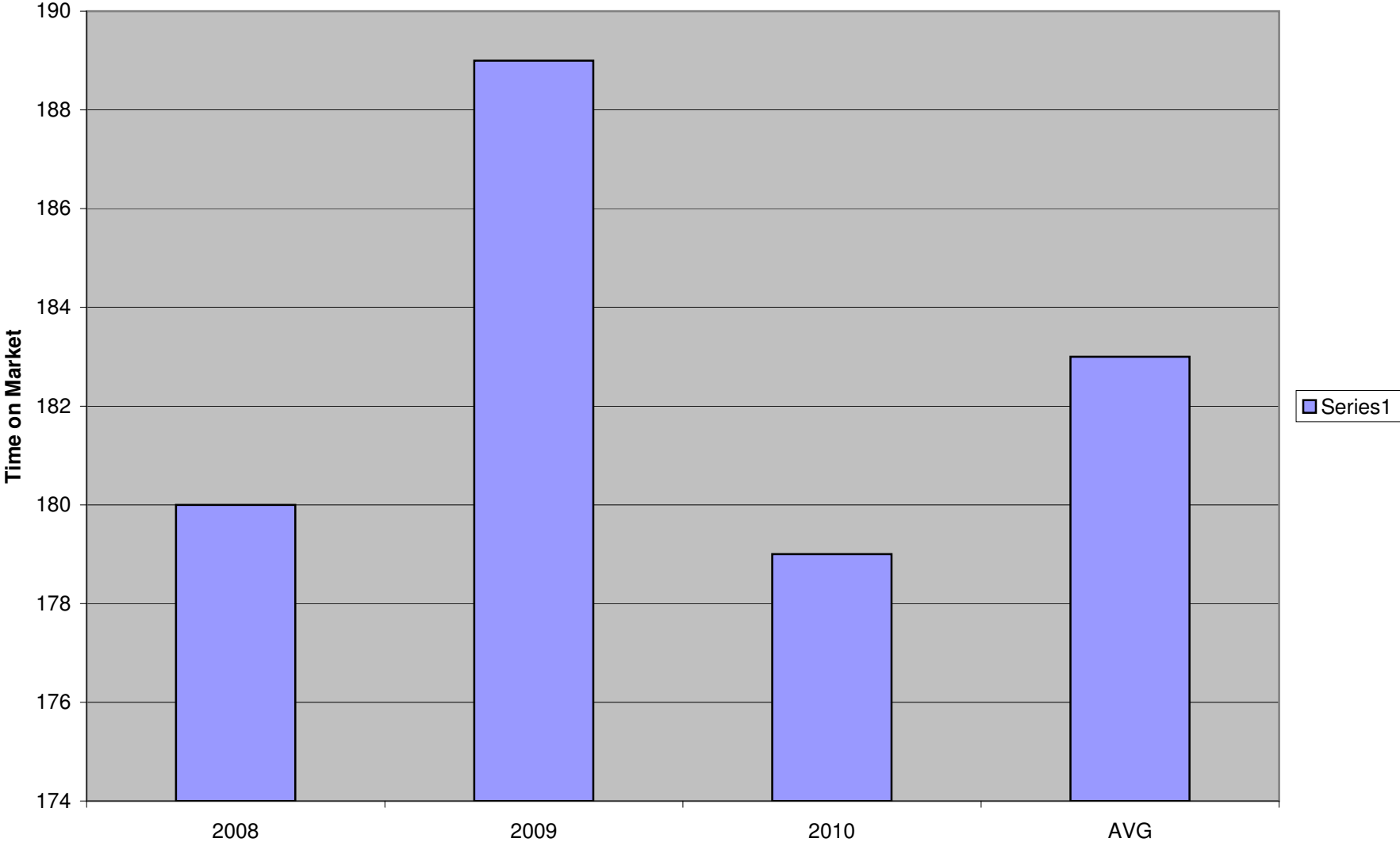
Lake County - AVERAGE LIST PRICE YTD



Lake County - AVERAGE SALE PRICE YTD



Lake County - AVERAGE TIME ON MARKET YTD



Listing Data Current as of 08/05/2010

Detached Single Family TOWN	# OF HOUSES SOLD			AVERAGE SALE PRICE			MEDIAN SALE PRICE		
	Sold YTD	Sold YTD	YOY	AVG PRICE	AVG PRICE	YOY	MEDIAN	MEDIAN	YOY
	2010	2009	% CHG	2010	2009	% CHG	2010	2009	% CHG
ALGONQUIN	133	109	22.0%	258,336	236,763	9.1%	250,000	228,000	9.6%
ARLINGTON HEIGHTS	247	188	31.4%	356,403	382,963	-6.9%	327,000	350,000	-6.6%
BANNOCKBURN	1	0	100.0%	720,000	-	100.0%	720,000	-	100.0%
BARRINGTON AREA	215	174	23.6%	607,352	607,789	-0.1%	500,000	524,237	-4.6%
BUFFALO GROVE	143	103	38.8%	357,457	345,630	3.4%	337,500	292,500	15.4%
CARPENTERSVILLE	204	137	48.9%	109,648	123,215	-11.0%	79,950	97,000	-17.6%
CHICAGO - ALBANY PARK	55	43	27.9%	306,885	298,695	2.7%	257,000	280,000	-8.2%
CHICAGO - DUNNING	210	149	40.9%	207,587	218,002	-4.8%	199,750	211,000	-5.3%
CHICAGO - EDGEWATER	34	23	47.8%	567,661	568,268	-0.1%	535,587	550,000	-2.6%
CHICAGO - IRVING PARK	105	76	38.2%	335,167	317,098	5.7%	285,000	293,750	-3.0%
CHICAGO - LAKE VIEW	72	43	67.4%	1,039,460	1,251,527	-16.9%	956,750	1,230,000	-22.2%
CHICAGO - LINCOLN PARK	93	60	55.0%	1,720,937	1,815,750	-5.2%	1,360,000	1,786,250	-23.9%
CHICAGO - LINCOLN SQUARE	40	40	0.0%	609,298	527,538	15.5%	542,000	535,000	1.3%
CHICAGO - LOGAN SQUARE	105	67	56.7%	478,961	551,204	-13.1%	425,000	490,500	-13.4%
CHICAGO - NEAR NORTH SIDE	6	12	-50.0%	2,171,750	2,386,500	-9.0%	1,830,000	1,882,500	-2.8%
CHICAGO - NEAR SOUTH SIDE	5	2	150.0%	843,700	865,000	-2.5%	772,500	865,000	-10.7%
CHICAGO - NEAR WEST SIDE	18	19	-5.3%	393,999	223,553	76.2%	269,000	190,000	41.6%
CHICAGO - PORTAGE PARK	178	131	35.9%	222,003	230,838	-3.8%	210,000	226,000	-7.1%
CHICAGO - ROGERS PARK	14	11	27.3%	369,971	356,727	3.7%	306,250	330,000	-7.2%
CHICAGO - UPTOWN	15	13	15.4%	750,203	692,115	8.4%	603,000	677,500	-11.0%
CHICAGO - WEST RIDGE	77	68	13.2%	307,468	309,567	-0.7%	265,000	294,000	-9.9%
CHICAGO - WEST TOWN	73	57	28.1%	677,658	683,256	-0.8%	650,000	675,000	-3.7%
DE KALB	118	110	7.3%	169,975	164,420	3.4%	163,000	159,500	2.2%
DEERFIELD	101	67	50.7%	542,255	558,975	-3.0%	520,000	441,000	17.9%
DES PLAINES	196	170	15.3%	232,573	242,598	-4.1%	215,000	230,000	-6.5%
ELGIN	493	372	32.5%	175,447	181,592	-3.4%	153,500	155,500	-1.3%
EVANSTON	217	174	24.7%	471,385	492,903	-4.4%	435,000	449,500	-3.2%
GLENCOE	55	47	17.0%	1,079,774	1,204,897	-10.4%	820,000	925,000	-11.4%
GOLF-GLENVIEW	234	160	46.3%	603,152	543,773	10.9%	490,000	470,000	4.3%
GREEN OAKS-LIBERTYVILLE	150	112	33.9%	475,408	481,118	-1.2%	460,320	446,450	3.1%
GREENWOOD- WOODSTOCK	113	87	29.9%	203,259	218,555	-7.0%	172,000	172,000	0.0%
GURNEE	142	129	10.1%	285,128	292,222	-2.4%	268,000	275,000	-2.5%
HAINESVILLE-GRAYSLAKE	169	139	21.6%	196,351	219,285	-10.5%	187,500	209,500	-10.5%
HIGHLAND PARK	192	113	69.9%	608,849	613,616	-0.8%	470,000	537,350	-12.5%
HIGHWOOD	7	7	0.0%	275,000	327,971	-16.2%	242,500	310,000	-21.8%
HOFFMAN ESTATES	150	133	12.8%	286,651	280,967	2.0%	261,500	268,000	-2.4%

Listing Data Current as of 08/05/2010

Detached Single Family TOWN	# OF HOUSES SOLD			AVERAGE SALE PRICE			MEDIAN SALE PRICE		
	Sold YTD	Sold YTD	YOY	AVG PRICE	AVG PRICE	YOY	MEDIAN	MEDIAN	YOY
	2010	2009	% CHG	2010	2009	% CHG	2010	2009	% CHG
ISLAND LAKE	29	25	16.0%	146,326	161,996	-9.7%	135,000	172,500	-21.7%
KENILWORTH	22	8	175.0%	1,522,295	1,788,281	-14.9%	1,332,500	1,628,125	-18.2%
LAKE BLUFF	52	29	79.3%	613,337	717,201	-14.5%	520,000	560,000	-7.1%
LAKE FOREST	132	77	71.4%	984,205	1,086,494	-9.4%	828,250	780,000	6.2%
LAKE IN THE HILLS	123	128	-3.9%	196,413	208,121	-5.6%	197,000	207,550	-5.1%
LAKE VILLA- LINDENHURST	161	134	20.1%	221,717	238,409	-7.0%	221,450	222,500	-0.5%
LAKELWOOD-CRYSTAL LAKE	272	236	15.3%	237,844	251,424	-5.4%	200,500	223,750	-10.4%
LINCOLNSHIRE	46	31	48.4%	570,348	495,306	15.2%	507,500	485,000	4.6%
LINCOLNWOOD	55	43	27.9%	350,129	383,570	-8.7%	325,000	341,000	-4.7%
LONG GROVE-LAKE ZURICH- HAWTHORN WOODS- KILDEER	222	160	38.8%	407,975	457,658	-10.9%	366,000	386,250	-5.2%
METTAWA	2	0	100.0%	710,000	-	100.0%	710,000	-	100.0%
MORTON GROVE	112	71	57.7%	282,837	313,315	-9.7%	260,000	285,000	-8.8%
MT. PROSPECT	186	149	24.8%	286,976	313,534	-8.5%	280,000	290,000	-3.4%
MUNDELEIN	156	117	33.3%	230,868	234,405	-1.5%	205,950	189,000	9.0%
NAPERVILLE	690	591	16.8%	434,193	428,784	1.3%	392,500	387,500	1.3%
NILES	89	65	36.9%	276,317	299,343	-7.7%	260,000	275,000	-5.5%
NORTHBROOK	201	136	47.8%	498,557	605,032	-17.6%	487,500	493,750	-1.3%
NORTHFIELD	27	20	35.0%	749,741	833,980	-10.1%	570,000	791,000	-27.9%
OAKWOOD HILLS - CARY	115	79	45.6%	234,223	248,578	-5.8%	201,500	232,500	-13.3%
PALATINE	173	160	8.1%	359,490	356,400	0.9%	325,500	295,000	10.3%
PARK CITY -WAUKEGAN	297	291	2.1%	82,257	82,149	0.1%	75,000	70,000	7.1%
PARK RIDGE	194	119	63.0%	446,094	463,930	-3.8%	395,000	407,500	-3.1%
PRAIRIE VIEW	10	3	233.3%	219,600	186,333	17.9%	224,500	173,000	29.8%
PROSPECT HEIGHTS	30	25	20.0%	330,650	369,400	-10.5%	305,000	305,000	0.0%
RIVERWOODS	19	14	35.7%	573,153	1,053,893	-45.6%	570,000	778,250	-26.8%
ROLLING MEADOWS	56	49	14.3%	242,959	249,935	-2.8%	204,950	220,000	-6.8%
ROUND LAKE	326	258	26.4%	117,551	131,434	-10.6%	117,375	135,000	-13.1%
SCHAUMBURG	139	132	5.3%	316,696	301,336	5.1%	277,500	271,000	2.4%
SKOKIE	185	166	11.4%	291,406	301,721	-3.4%	265,000	270,000	-1.9%
STREAMWOOD	156	129	20.9%	174,078	178,536	-2.5%	154,500	165,250	-6.5%
McCULLOM LAKE-MCHENRY-LAKEMOOR-JOHNSTOWN	263	201	30.8%	179,042	196,888	-9.1%	155,000	175,000	-11.4%
SYCAMORE	78	69	13.0%	211,361	216,355	-2.3%	218,000	209,500	4.1%
VERNON HILLS	67	64	4.7%	425,882	417,429	2.0%	415,000	388,000	7.0%
WAUCONDA	73	66	10.6%	209,784	250,179	-16.1%	215,360	227,500	-5.3%
WHEELING	83	56	48.2%	198,731	220,856	-10.0%	174,000	213,950	-18.7%
WILMETTE	174	104	67.3%	81,257	771,767	5.1%	679,707	660,000	3.0%
WINNETKA	111	72	54.2%	1,316,164	1,544,383	-14.8%	1,100,000	1,135,000	-3.1%

Listing Data Current as of 08/05/2010

Attached Single Family TOWN	Sold YTD 2010	Sold YTD 2009	YOY % CHG	AVG PRICE 2010	AVG PRICE 2009	YOY % CHG	MEDIAN 2010	MEDIAN 2009	YOY % CHG
ALGONQUIN	59	36	63.9%	162,516	177,756	-8.6%	147,000	177,550	-17.2%
ARLINGTON HEIGHTS	166	157	5.7%	175,734	167,513	4.9%	169,500	150,000	13.0%
BARRINGTON AREA	50	25	100.0%	241,080	291,437	-17.3%	221,450	307,500	-28.0%
BUFFALO GROVE	127	88	44.3%	166,484	197,321	-15.6%	160,000	180,000	-11.1%
CARPENTERSVILLE	56	34	64.7%	118,639	129,468	-8.4%	123,950	140,250	-11.6%
CHICAGO - ALBANY PARK	90	44	104.5%	153,876	170,091	-9.5%	170,700	181,250	-5.8%
CHICAGO - DUNNING	57	26	119.2%	167,261	179,570	-6.9%	166,000	182,950	-9.3%
CHICAGO - EDGEWATER	320	227	41.0%	205,890	216,878	-5.1%	211,000	198,000	6.6%
CHICAGO - IRVING PARK	95	84	13.1%	189,602	213,112	-11.0%	180,000	208,250	-13.6%
CHICAGO - LAKE VIEW	819	675	21.3%	352,256	348,390	1.1%	333,500	330,000	1.1%
CHICAGO - LINCOLN PARK	505	384	31.5%	434,220	463,252	-6.3%	394,000	408,250	-3.5%
CHICAGO - LINCOLN SQUARE	192	132	45.5%	236,577	263,399	-10.2%	249,250	263,575	-5.4%
CHICAGO - LOGAN SQUARE	190	178	6.7%	269,851	298,051	-9.5%	264,000	281,000	-6.0%
CHICAGO - LOOP	555	369	50.4%	595,532	453,913	31.2%	429,000	345,000	24.3%
CHICAGO - NEAR NORTH SIDE	1198	934	28.3%	514,186	489,778	5.0%	350,000	364,342	-3.9%
CHICAGO - NEAR SOUTH SIDE	360	333	8.1%	427,771	487,904	-12.3%	330,750	405,000	-18.3%
CHICAGO - NEAR WEST SIDE	478	415	15.2%	302,704	340,279	-11.0%	280,500	306,000	-8.3%
CHICAGO - PORTAGE PARK	26	15	73.3%	143,335	152,767	-6.2%	121,500	134,000	-9.3%
CHICAGO - ROGERS PARK	230	177	29.9%	144,294	181,246	-20.4%	144,000	179,900	-20.0%
CHICAGO - UPTOWN	296	324	-8.6%	249,444	252,869	-1.4%	245,000	250,500	-2.2%
CHICAGO - WEST RIDGE	300	165	81.8%	93,460	119,351	-21.7%	75,000	104,900	-28.5%
CHICAGO - WEST TOWN	508	441	15.2%	357,065	354,025	0.9%	346,500	345,000	0.4%
DE KALB	24	32	-25.0%	125,678	133,194	-5.6%	129,500	134,500	-3.7%
DEERFIELD	40	38	5.3%	202,466	232,675	-13.0%	167,750	207,500	-19.2%
DES PLAINES	241	201	19.9%	116,262	137,079	-15.2%	105,000	121,650	-13.7%
ELGIN	142	88	61.4%	145,042	149,419	-2.9%	142,200	152,500	-6.8%
EVANSTON	275	186	47.8%	291,985	290,340	0.6%	250,000	252,750	-1.1%
GLENCOE	7	2	250.0%	267,064	205,000	30.3%	183,000	205,000	-10.7%
GOLF-GLENVIEW	105	74	41.9%	242,444	268,650	-9.8%	215,000	241,000	-10.8%
GREEN OAKS-LIBERTYVILLE	29	16	81.3%	221,701	232,063	-4.5%	220,000	238,000	-7.6%
GREENWOOD- WOODSTOCK	35	15	133.3%	122,544	138,373	-11.4%	112,000	122,000	-8.2%
GURNEE	72	47	53.2%	144,217	153,516	-6.1%	137,500	153,000	-10.1%
HAINESVILLE-GRAYSLAKE	55	55	0.0%	135,576	152,412	-11.0%	133,900	150,000	-10.7%
HIGHLAND PARK	39	15	160.0%	262,244	420,140	-37.6%	200,000	275,000	-27.3%
HIGHWOOD	5	1	400.0%	314,882	350,000	-10.0%	205,000	350,000	-41.4%
HOFFMAN ESTATES	88	83	6.0%	129,293	151,776	-14.8%	95,000	140,000	-32.1%

Listing Data Current as of 08/05/2010

Attached Single Family TOWN	Sold YTD	Sold YTD	YOY	AVG PRICE	AVG PRICE	YOY	MEDIAN	MEDIAN	YOY
	2010	2009	% CHG	2010	2009	% CHG	2010	2009	% CHG
	ISLAND LAKE	15	13	15.4%	106,828	120,595	-11.4%	112,500	110,000
LAKE BLUFF	16	13	23.1%	257,125	251,423	2.3%	186,000	205,000	-9.3%
LAKE FOREST	32	12	166.7%	596,438	514,500	15.9%	480,000	292,500	64.1%
LAKE IN THE HILLS	61	51	19.6%	146,764	142,581	2.9%	137,500	146,000	-5.8%
LAKE VILLA- LINDENHURST	25	25	0.0%	136,996	140,893	-2.8%	137,000	156,000	-12.2%
LAKELWOOD-CRYSTAL LAKE	62	49	26.5%	156,531	150,258	4.2%	145,000	150,000	-3.3%
LINCOLNSHIRE	12	17	-29.4%	295,573	241,732	22.3%	291,500	255,000	14.3%
LINCOLNWOOD	24	6	300.0%	187,892	216,067	-13.0%	186,250	196,450	-5.2%
NG GROVE-LAKE ZURICH- HAWTHORN WOODS- KILDEER	7	18	-61.1%	238,852	232,891	2.6%	197,000	219,500	-10.3%
MCHENRY-LAKEMOOR-McCULLOM LAKE-JOHSNBURG	67	58	15.5%	121,967	145,673	-16.3%	117,000	149,200	-21.6%
MORTON GROVE	39	22	77.3%	189,461	242,205	-21.8%	147,500	256,500	-42.5%
MT. PROSPECT	93	71	31.0%	120,875	146,130	-17.3%	99,901	130,000	-23.2%
MUNDELEIN	41	34	20.6%	133,067	160,289	-17.0%	136,000	173,000	-21.4%
NAPERVILLE	249	261	-4.6%	187,851	208,146	-9.8%	175,000	198,000	-11.6%
NILES	62	40	55.0%	145,550	174,733	-16.7%	142,500	153,000	-6.9%
NORTHBROOK	99	64	54.7%	226,862	281,014	-19.3%	215,000	270,000	-20.4%
NORTHFIELD	9	5	80.0%	273,600	281,400	-2.8%	210,500	299,000	-29.6%
OAKWOOD HILLS - CARY	32	22	45.5%	130,572	169,932	-23.2%	129,000	176,000	-26.7%
PALATINE	256	231	10.8%	138,822	176,569	-21.4%	121,000	155,000	-21.9%
PARK CITY -WAUKEGAN	17	33	-48.5%	96,983	85,482	13.5%	112,000	90,000	24.4%
PARK RIDGE	48	32	50.0%	253,529	248,470	2.0%	219,500	224,000	-2.0%
PROSPECT HEIGHTS	67	41	63.4%	104,085	109,255	-4.7%	67,200	85,000	-20.9%
ROLLING MEADOWS	53	36	47.2%	123,476	152,765	-19.2%	110,000	123,750	-11.1%
ROUND LAKE	86	85	1.2%	95,741	112,318	-14.8%	103,000	118,500	-13.1%
SCHAUMBURG	272	217	25.3%	159,477	171,648	-7.1%	153,500	166,000	-7.5%
SKOKIE	115	63	82.5%	149,756	182,186	-17.8%	138,000	169,000	-18.3%
STREAMWOOD	111	89	24.7%	133,183	159,224	-16.4%	141,000	152,000	-7.2%
SYCAMORE	40	29	37.9%	127,039	133,899	-5.1%	129,450	136,500	-5.2%
VERNON HILLS	83	58	43.1%	201,368	181,431	11.0%	168,750	154,500	9.2%
WAUCONDA	20	13	53.8%	123,825	163,915	-24.5%	107,750	164,900	-34.7%
WHEELING	111	79	40.5%	147,652	166,283	-11.2%	129,900	167,000	-22.2%
WILMETTE	42	27	55.6%	331,402	321,889	3.0%	320,000	300,000	6.7%
WINNETKA	8	10	-20.0%	402,000	452,200	-11.1%	375,000	500,000	-25.0%

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