		HEADR	іск-W	AGNE	ER CO	NSULTIN	G GRO	UP			
					Presents						
		THE CHIC			ING REP	ORT					
	NORTH SUBURBAN MARKET AREA The Analysis of Absorption Rates and Percentage of Change in Inventory Level										
	Ir	ie Analysis of			ge in invento	bry Level					
	Single Family Detached Residences January 1, 2007 to December 31, 2007										
			Janua	iry 1, 200	7 to Dece	ember 31, 200	/				
Sponsored by:							Sponsored	l by:			
Alvin "Chip" Wagner III, SR					Robert E.	Headrick,					
A. L. Wagner Appraisal Gro						Headrick & Associates, Inc.					
1807 Washington Street, Suite						Street, Suite 109, Naperville, IL 60563					
(630) 416-6556 ~ www.wagnerapp					(630) 355-2323	3 ~ www.headric	kappraisal.com	~ bobheadrick@ra	ac.net		
			January	1 2008	Statistics			1	anuary 1 2	007 Statistic	× C
			Under	Under		,s 12 mo SP					
MLS		Average	Contract			Average	MONTHS	MONTHS	Percent	Average	Percent
Town Area											
Town Area	Actives	List Price	<u>(Ctg.)</u>	<u>(Pend)</u>	<u>12 mos.</u>	Sale Price	SUPPLY	SUPPLY	Change	Sale Price	Change
Wilmette 91	167	\$ 1,034,901	10	12	315	\$ 971,125	5.95	SUPPLY 4.54	30.84%	Sale Price 941,319	3.17%
	167 221	\$ 1,034,901 \$ 647,396	10 15	12 16	315 368	\$ 971,125 \$ 655,943	5.95 6.65	4.54 4.79	30.84% S 38.76% S	Sale Price941,319620,758	3.17% 5.67%
Wilmette91Evanston201Winnetka93	167 221 138	\$ 1,034,901 \$ 647,396 \$ 2,123,964	10 15 12	12 16 15	315 368 210	\$ 971,125 \$ 655,943 \$ 1,686,643	5.95 6.65 6.99	4.54 4.79 7.21	30.84% \$ 38.76% \$ -3.10% \$	Sale Price \$ 941,319 \$ 620,758 \$ 1,640,233	3.17% 5.67% 2.83%
Wilmette91Evanston201Winnetka93Gurnee31	167 221 138 227	 \$ 1,034,901 \$ 647,396 \$ 2,123,964 \$ 422,129 	10 15	12 16	315 368 210 340	\$ 971,125 \$ 655,943 \$ 1,686,643 \$ 358,053	5.95 6.65 6.99 7.57	4.54 4.79 7.21 5.61	30.84% \$ 38.76% \$ -3.10% \$ 34.85% \$	Sale Price 941,319 620,758 1,640,233 343,909	3.17% 5.67% 2.83% 4.11%
Wilmette91Evanston201Winnetka93Gurnee31Deerfield15	167 221 138 227 129	\$ 1,034,901 \$ 647,396 \$ 2,123,964 \$ 422,129 \$ 960,931	10 15 12 16 6	12 16 15 4 6	315 368 210 340 190	\$ 971,125 \$ 655,943 \$ 1,686,643 \$ 358,053 \$ 717,304	5.95 6.65 6.99 7.57 7.66	4.54 4.79 7.21 5.61 6.47	30.84% \$ 38.76% \$ -3.10% \$ 34.85% \$ 18.39% \$	Sale Price 941,319 620,758 1,640,233 343,909 689,119	3.17% 5.67% 2.83% 4.11% 4.09%
Wilmette91Evanston201Winnetka93Gurnee31Deerfield15Kenilworth43	167 221 138 227 129 31	\$ 1,034,901 \$ 647,396 \$ 2,123,964 \$ 422,129 \$ 960,931 \$ 2,149,832	10 15 12 16 6 1	12 16 15 4 6 1	315 368 210 340 190 44	\$ 971,125 \$ 655,943 \$ 1,686,643 \$ 358,053 \$ 717,304 \$ 1,995,891	5.95 6.65 6.99 7.57 7.66 8.09	4.54 4.79 7.21 5.61 6.47 17.28	30.84% \$ 38.76% \$ -3.10% \$ 34.85% \$ 18.39% \$ -53.20% \$	Sale Price 941,319 620,758 1,640,233 343,909 689,119 1,490,248	3.17% 5.67% 2.83% 4.11% 4.09% 33.93%
Wilmette91Evanston201Winnetka93Gurnee31Deerfield15Kenilworth43Northbrook62	167 221 138 227 129 31 230	 \$ 1,034,901 \$ 647,396 \$ 2,123,964 \$ 422,129 \$ 960,931 \$ 2,149,832 \$ 911,426 	10 15 12 16 6 1 14	12 16 15 4 6 1 1 14	315 368 210 340 190 44 269	\$ 971,125 \$ 655,943 \$ 1,686,643 \$ 358,053 \$ 717,304 \$ 1,995,891 \$ 691,938	5.95 6.65 6.99 7.57 7.66 8.09 9.29	4.54 4.79 7.21 5.61 6.47 17.28 8.81	30.84% \$ 38.76% \$ -3.10% \$ 34.85% \$ 18.39% \$ -53.20% \$ 5.46% \$	Sale Price 941,319 620,758 1,640,233 343,909 689,119 1,490,248 746,529	3.17% 5.67% 2.83% 4.11% 4.09% 33.93% -7.31%
Wilmette91Evanston201Winnetka93Gurnee31Deerfield15Kenilworth43Northbrook62Libertyville & Green Oaks48	167 221 138 227 129 31 230 266	\$ 1,034,901 \$ 647,396 \$ 2,123,964 \$ 422,129 \$ 960,931 \$ 2,149,832 \$ 911,426 \$ 695,042	10 15 12 16 6 1 14 14	12 16 15 4 6 1 1 14 2	315 368 210 340 190 44 269 309	\$ 971,125 \$ 655,943 \$ 1,686,643 \$ 358,053 \$ 717,304 \$ 1,995,891 \$ 691,938 \$ 574,913	5.95 6.65 6.99 7.57 7.66 8.09 9.29 9.76	4.54 4.79 7.21 5.61 6.47 17.28 8.81 8.58	30.84% \$ 38.76% \$ 38.76% \$ 34.85% \$ 18.39% \$ -53.20% \$ 5.46% \$ 13.81% \$	Sale Price 941,319 620,758 1,640,233 343,909 689,119 1,490,248 746,529 585,343	3.17% 5.67% 2.83% 4.11% 4.09% 33.93% -7.31% -1.78%
Wilmette91Evanston201Winnetka93Gurnee31Deerfield15Kenilworth43Northbrook62Libertyville & Green Oaks48Northfield7193	167 221 138 227 129 31 230 266 42	\$ 1,034,901 \$ 647,396 \$ 2,123,964 \$ 422,129 \$ 960,931 \$ 2,149,832 \$ 911,426 \$ 695,042 \$ 1,117,710	10 15 12 16 6 1 14 14 16 2	12 16 15 4 6 1 1 14 2 2	315 368 210 340 190 44 269 309 46	\$ 971,125 \$ 655,943 \$ 1,686,643 \$ 358,053 \$ 717,304 \$ 1,995,891 \$ 691,938 \$ 574,913 \$ 1,168,252	5.95 6.65 6.99 7.57 7.66 8.09 9.29 9.76 10.08	4.54 4.79 7.21 5.61 6.47 17.28 8.81 8.58 8.64	30.84% \$ 38.76% \$ -3.10% \$ 34.85% \$ 18.39% \$ -53.20% \$ 5.46% \$ 13.81% \$ 16.67% \$	Sale Price 941,319 620,758 1,640,233 343,909 689,119 1,490,248 746,529 585,343 1,033,992	3.17% 5.67% 2.83% 4.11% 4.09% 33.93% -7.31% -1.78% 12.98%
Wilmette91Evanston201Winnetka93Gurnee31Deerfield15Kenilworth43Northbrook62Libertyville & Green Oaks48Northfield7193Skokie76	167 221 138 227 129 31 230 266 42 277	\$ 1,034,901 \$ 647,396 \$ 2,123,964 \$ 422,129 \$ 960,931 \$ 2,149,832 \$ 911,426 \$ 695,042 \$ 1,117,710 \$ 495,870	10 15 12 16 6 1 14 14 16 2 12	12 16 15 4 6 1 1 14 2 2 15	315 368 210 340 190 44 269 309 46 298	\$ 971,125 \$ 655,943 \$ 1,686,643 \$ 358,053 \$ 717,304 \$ 1,995,891 \$ 691,938 \$ 574,913 \$ 1,168,252 \$ 404,198	5.95 6.65 6.99 7.57 7.66 8.09 9.29 9.76 10.08 10.23	4.54 4.79 7.21 5.61 6.47 17.28 8.81 8.58 8.64 5.45	30.84% \$ 38.76% \$ -3.10% \$ 34.85% \$ 18.39% \$ -53.20% \$ 5.46% \$ 13.81% \$ 16.67% \$ 87.51% \$	Sale Price 941,319 620,758 1,640,233 343,909 689,119 1,490,248 746,529 585,343 1,033,992 436,151	3.17% 5.67% 2.83% 4.11% 4.09% 33.93% -7.31% -1.78% 12.98% -7.33%
Wilmette91Evanston201Winnetka93Gurnee31Deerfield15Kenilworth43Northbrook62Libertyville & Green Oaks48Northfield7193Skokie76Mundelein60	167 221 138 227 129 31 230 266 42 277 270	\$ 1,034,901 \$ 647,396 \$ 2,123,964 \$ 422,129 \$ 960,931 \$ 2,149,832 \$ 911,426 \$ 695,042 \$ 1,117,710 \$ 495,870 \$ 426,085	10 15 12 16 6 1 14 14 16 2 12 12	12 16 15 4 6 1 1 4 6 1 1 4 2 2 2 15 2	315 368 210 340 190 44 269 309 46 298 289	\$ 971,125 \$ 655,943 \$ 1,686,643 \$ 358,053 \$ 717,304 \$ 1,995,891 \$ 691,938 \$ 574,913 \$ 1,168,252 \$ 404,198 \$ 327,027	5.95 6.65 6.99 7.57 7.66 8.09 9.29 9.76 10.08 10.23 10.66	4.54 4.79 7.21 5.61 6.47 17.28 8.81 8.58 8.64 5.45 4.83	30.84% \$ 38.76% \$ -3.10% \$ 34.85% \$ 18.39% \$ -53.20% \$ 5.46% \$ 13.81% \$ 16.67% \$ 87.51% \$ 120.56% \$	Sale Price 941,319 620,758 1,640,233 343,909 689,119 1,490,248 746,529 585,343 1,033,992 436,151 338,670	3.17% 5.67% 2.83% 4.11% 4.09% 33.93% -7.31% -1.78% 12.98% -7.33% -3.44%
Wilmette91Evanston201Winnetka93Gurnee31Deerfield15Kenilworth43Northbrook62Libertyville & Green Oaks48Northfield7193Skokie76Mundelein60Lincolnshire69	167 221 138 227 129 31 230 266 42 277 270 65	\$ 1,034,901 \$ 647,396 \$ 2,123,964 \$ 422,129 \$ 960,931 \$ 2,149,832 \$ 911,426 \$ 695,042 \$ 1,117,710 \$ 495,870 \$ 426,085 \$ 989,201	10 15 12 16 6 1 14 14 16 2 12 12 13 2	12 16 15 4 6 1 14 2 2 2 15 2 2 2 2	315 368 210 340 190 44 269 309 46 298 289 69	\$ 971,125 \$ 655,943 \$ 1,686,643 \$ 358,053 \$ 717,304 \$ 1,995,891 \$ 691,938 \$ 574,913 \$ 1,168,252 \$ 404,198 \$ 327,027 \$ 756,786	5.95 6.65 6.99 7.57 7.66 8.09 9.29 9.76 10.08 10.23 10.66 10.68	4.54 4.79 7.21 5.61 6.47 17.28 8.81 8.58 8.64 5.45 4.83 7.91	30.84% \$ 38.76% \$ -3.10% \$ 34.85% \$ 18.39% \$ -53.20% \$ 5.46% \$ 13.81% \$ 16.67% \$ 87.51% \$ 35.15% \$	Sale Price 941,319 620,758 1,640,233 343,909 689,119 1,490,248 746,529 585,343 1,033,992 436,151 338,670 707,998	3.17% 5.67% 2.83% 4.11% 4.09% 33.93% -7.31% -1.78% 12.98% -7.33% -7.33% -3.44% 6.89%
Wilmette91Evanston201Winnetka93Gurnee31Deerfield15Kenilworth43Northbrook62Libertyville & Green Oaks48Northfield7193Skokie76Mundelein60Lincolnshire69Glencoe22	167 221 138 227 129 31 230 266 42 277 270 65 107	\$ 1,034,901 \$ 647,396 \$ 2,123,964 \$ 422,129 \$ 960,931 \$ 911,426 \$ 911,426 \$ 695,042 \$ 1,117,710 \$ 495,870 \$ 989,201 \$ 2,211,727	10 15 12 16 6 1 14 14 16 2 2 12 12 13 2 4	12 16 15 4 6 1 1 4 2 2 15 2 2 2 8	315 368 210 340 190 44 269 309 46 298 289 69 108	\$ 971,125 \$ 655,943 \$ 1,686,643 \$ 358,053 \$ 717,304 \$ 1,995,891 \$ 691,938 \$ 574,913 \$ 1,168,252 \$ 404,198 \$ 327,027 \$ 756,786 \$ 1,457,066	5.95 6.65 6.99 7.57 7.66 8.09 9.29 9.76 10.08 10.66 10.68 10.70	4.54 4.79 7.21 5.61 6.47 17.28 8.81 8.58 8.64 5.45 4.83 7.91 9.12	30.84% \$ 38.76% \$ -3.10% \$ 34.85% \$ 18.39% \$ -53.20% \$ 5.46% \$ 13.81% \$ 16.67% \$ 37.51% \$ 35.15% \$ 17.37% \$	Sale Price 941,319 620,758 1,640,233 343,909 689,119 1,490,248 746,529 585,343 1,033,992 436,151 338,670 707,998 1,326,996	3.17% 5.67% 2.83% 4.11% 4.09% 33.93% -7.31% -1.78% 12.98% -7.33% -3.44% 6.89% 9.80%
Wilmette91Evanston201Winnetka93Gurnee31Deerfield15Kenilworth43Northbrook62Libertyville & Green Oaks48Northfield7193Skokie76Mundelein60Lincolnshire69Glencoe22Glenview25	167 221 138 227 129 31 230 266 42 277 270 65 65 107 343	\$ 1,034,901 \$ 647,396 \$ 2,123,964 \$ 422,129 \$ 960,931 \$ 2,149,832 \$ 911,426 \$ 695,042 \$ 1,117,710 \$ 495,870 \$ 989,201 \$ 2,211,727 \$ 962,890	10 15 12 16 6 1 14 14 16 2 12 12 13 2 4 4 12	12 16 15 4 6 1 1 4 2 2 15 2 2 2 8 8 14	315 368 210 340 190 44 269 309 46 298 289 69 108 349	\$ 971,125 \$ 655,943 \$ 1,686,643 \$ 358,053 \$ 717,304 \$ 1,995,891 \$ 691,938 \$ 574,913 \$ 1,168,252 \$ 404,198 \$ 327,027 \$ 756,786 \$ 1,457,066 \$ 788,458	5.95 6.65 6.99 7.57 7.66 8.09 9.29 9.76 10.08 10.23 10.66 10.70 10.98	4.54 4.79 7.21 5.61 6.47 17.28 8.81 8.58 8.64 5.45 4.83 7.91 9.12 7.98	30.84% \$ 38.76% \$ -3.10% \$ 34.85% \$ 18.39% \$ -53.20% \$ 5.46% \$ 13.81% \$ 16.67% \$ 35.15% \$ 37.53% \$	Sale Price 941,319 620,758 1,640,233 343,909 689,119 1,490,248 746,529 585,343 1,033,992 436,151 338,670 707,998 1,326,996 745,033	3.17% 5.67% 2.83% 4.11% 4.09% 33.93% -7.31% -1.78% 12.98% -7.33% -3.44% 6.89% 9.80% 5.83%
Wilmette91Evanston201Winnetka93Gurnee31Deerfield15Kenilworth43Northbrook62Libertyville & Green Oaks48Northfield7193Skokie76Mundelein60Lincolnshire69Glencoe22Glenview25Park Ridge68	167 221 138 227 129 31 230 266 42 277 270 65 107 343 286	\$ 1,034,901 \$ 647,396 \$ 2,123,964 \$ 422,129 \$ 960,931 \$ 2,149,832 \$ 911,426 \$ 695,042 \$ 1,117,710 \$ 495,870 \$ 426,085 \$ 989,201 \$ 2,211,727 \$ 962,890 \$ 777,998	10 15 12 16 6 1 14 14 16 2 12 12 13 2 4 12 14	12 16 15 4 6 1 14 2 2 2 15 2 2 2 2 8 8 14 13	315 368 210 340 190 44 269 309 46 298 289 289 69 108 349 266	\$ 971,125 \$ 655,943 \$ 1,686,643 \$ 358,053 \$ 717,304 \$ 1,995,891 \$ 691,938 \$ 574,913 \$ 1,168,252 \$ 404,198 \$ 327,027 \$ 756,786 \$ 1,457,066 \$ 788,458 \$ 609,014	5.95 6.65 6.99 7.57 7.66 8.09 9.29 9.76 10.08 10.23 10.66 10.70 10.98 11.71	4.54 4.79 7.21 5.61 6.47 17.28 8.81 8.58 8.64 5.45 4.83 7.91 9.12 7.98 7.67	30.84% 3 38.76% 3 -3.10% 3 34.85% 3 18.39% 3 -53.20% 3 5.46% 3 13.81% 3 16.67% 3 120.56% 3 37.53% 3 52.65% 3	Sale Price 941,319 620,758 1,640,233 343,909 689,119 1,490,248 746,529 585,343 1,033,992 436,151 338,670 707,998 745,033 610,759	3.17% 5.67% 2.83% 4.11% 4.09% 33.93% -7.31% -1.78% 12.98% -7.33% -3.44% 6.89% 9.80% 5.83% -0.29%
Wilmette91Evanston201Winnetka93Gurnee31Deerfield15Kenilworth43Northbrook62Libertyville & Green Oaks48Northfield7193Skokie76Mundelein60Lincolnshire69Glencoe22Glenview25Park Ridge68Highland Park35	167 221 138 227 129 31 230 266 42 277 270 65 107 343 286 309	\$ 1,034,901 \$ 647,396 \$ 2,123,964 \$ 422,129 \$ 960,931 \$ 2,149,832 \$ 911,426 \$ 695,042 \$ 1,117,710 \$ 495,870 \$ 426,085 \$ 989,201 \$ 2,211,727 \$ 962,890 \$ 777,998 \$ 1,107,404	10 15 12 16 6 1 14 14 16 2 12 13 2 12 13 2 4 12 13 13	12 16 15 4 6 1 14 2 2 2 15 2 2 2 15 2 2 15 2 2 15 2 2 15 2 2 15 2 30	315 368 210 340 190 44 269 309 46 298 289 69 108 349 266 267	\$ 971,125 \$ 655,943 \$ 1,686,643 \$ 358,053 \$ 717,304 \$ 1,995,891 \$ 691,938 \$ 574,913 \$ 1,168,252 \$ 404,198 \$ 327,027 \$ 756,786 \$ 1,457,066 \$ 788,458 \$ 609,014 \$ 821,897	5.95 6.65 6.99 7.57 7.66 8.09 9.29 9.76 10.08 10.23 10.66 10.68 10.70 10.98 11.71 11.96	4.54 4.79 7.21 5.61 6.47 17.28 8.81 8.58 8.64 5.45 4.83 7.91 9.12 7.98 7.67 9.32	30.84% \$ 38.76% \$ -3.10% \$ 34.85% \$ 18.39% \$ -53.20% \$ 5.46% \$ 13.81% \$ 16.67% \$ 37.51% \$ 37.53% \$ 28.40% \$	Sale Price 941,319 620,758 1,640,233 343,909 689,119 1,490,248 746,529 585,343 1,033,992 338,670 707,998 1,326,996 610,759 975,366	3.17% 5.67% 2.83% 4.11% 4.09% 33.93% -7.31% -1.78% 12.98% -7.33% -3.44% 6.89% 9.80% 5.83% -0.29% -15.73%
Wilmette91Evanston201Winnetka93Gurnee31Deerfield15Kenilworth43Northbrook62Libertyville & Green Oaks48Northfield7193Skokie76Mundelein60Lincolnshire69Glencoe22Glenview25Park Ridge68	167 221 138 227 129 31 230 266 42 277 270 65 107 343 286 309 107	\$ 1,034,901 \$ 647,396 \$ 2,123,964 \$ 422,129 \$ 960,931 \$ 2,149,832 \$ 911,426 \$ 695,042 \$ 1,117,710 \$ 495,870 \$ 426,085 \$ 989,201 \$ 2,211,727 \$ 962,890 \$ 777,998	10 15 12 16 6 1 14 14 16 2 12 12 13 2 4 12 14	12 16 15 4 6 1 14 2 2 2 15 2 2 2 15 2 2 8 14 13 30 4	315 368 210 340 190 44 269 309 46 298 289 289 69 108 349 266	\$ 971,125 \$ 655,943 \$ 1,686,643 \$ 358,053 \$ 717,304 \$ 1,995,891 \$ 691,938 \$ 574,913 \$ 1,168,252 \$ 404,198 \$ 327,027 \$ 756,786 \$ 1,457,066 \$ 788,458 \$ 609,014 \$ 821,897 \$ 891,571	5.95 6.65 6.99 7.57 7.66 8.09 9.29 9.76 10.08 10.23 10.66 10.70 10.98 11.71	4.54 4.79 7.21 5.61 6.47 17.28 8.81 8.58 8.64 5.45 4.83 7.91 9.12 7.98 7.67	30.84% 3 38.76% 3 -3.10% 3 34.85% 3 18.39% 3 -53.20% 3 5.46% 3 13.81% 3 16.67% 3 120.56% 3 37.53% 3 52.65% 3	Sale Price 941,319 941,319 941,319 9620,758 1,640,233 343,909 9689,119 1,490,248 746,529 585,343 1,033,992 436,151 338,670 707,998 1,326,996 745,033 610,759 975,366 866,564	3.17% 5.67% 2.83% 4.11% 4.09% 33.93% -7.31% -1.78% 12.98% -7.33% -3.44% 6.89% 9.80% 5.83% -0.29%

	January 1, 2008 Statistics										January 1, 2007 Statistics				
					Under	Under	# of Sales							12 mo SP	
	MLS			Average	Contract	Contract	Last		Average	MONTHS	MONTHS	Percent	Average	Percent	
<u>Town</u>	<u>Area</u>	Actives		List Price	<u>(Ctg.)</u>	<u>(Pend)</u>	<u>12 mos.</u>	<u>S</u>	<u>ale Price</u>	<u>SUPPLY</u>	<u>SUPPLY</u>	<u>Change</u>	Sale Price	<u>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	ALL	44,570	\$	441,482	2,725	1,721	50,516	\$	365,211	9.73	6.18	57.42%	\$ 336,702	8.47%	
(including areas not listed above															
A balanced market typically has a 3.00 to 4.00 months supply. Less than that is undersupplied, more is oversupplied.															
Average Sales Price changes may be exaggerated if significant amount of New Construction is reported in the MLS.															
Average Sales Price noted fro	om pre	evious year	to c	current year sh	ould not be	construed	as Appreciat	tion -	it is percent	of change of a	verage sales	price.			
Several examples of extre	eme sa	le prices oc	cur	rred in MLS in 2	2006 that in	fluenced va	alue in upper	brac	ket commun	ities with low s	ales volume.				