

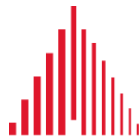
Residential Conditions of the Chicago Market 2015

- **Overview of the Chicagoland Single Family Housing Market**

Alvin “Chip” Wagner III, SRA, SCRP

www.WagnerAppraisal.com

(630) 416-6556



**Appraisal
Institute®**

*Professionals Providing
Real Estate Solutions*



Residential Conditions of the Chicago Market 2015

- **History of the report**
 - Started in 1993 after visiting Tom Cryer, SRA, an appraiser in Denver, CO who had published a similar report since the 1970's.



The Wagner Report: Today



A.L. WAGNER APPRAISAL GROUP **THE WAGNER REPORT CHICAGOLAND QUARTERLY HOUSING REPORT**

*The Analysis of Inventory Supply and Percentage of Change in Mean Sales Prices
Single Family Detached Residences
April 1, 2014 to March 31, 2015*

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

A. L. Wagner Appraisal Group, Inc.

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(630) 416-6556 ~ Chip@WagnerAppraisal.com

Specializing in Relocation, Litigation & Lending Appraisals

*Serving the Chicagoland Area since 1970
Offices in Naperville, Chicago, Flossmoor/Frankfort*

Town	April 1, 2015 Statistics								April 1, 2014 Statistics			
	MLS Area	Actives	Average List Price	Under Contract (Cntg.)	Under Contract (Pend)	# of Sales Last 12 mos.	Average Sale Price	MONTHS SUPPLY	MONTHS SUPPLY	Percent Change	Average Sale Price	12 mo SP Percent Change
Addison	101	87	\$ 317,976	53	15	282	\$ 227,368	2.98	2.73	9.26%	\$ 212,242	7.13%
Algonquin	102	119	\$ 280,964	70	11	357	\$ 246,258	3.26	3.90	-16.40%	\$ 237,213	3.81%
Alsip	658	53	\$ 163,741	18	14	164	\$ 138,179	3.24	2.88	12.67%	\$ 135,426	2.03%
Antioch	2	173	\$ 271,273	45	9	363	\$ 195,670	4.98	5.14	-3.14%	\$ 176,723	10.72%
Arlington Heights	5	184	\$ 501,412	131	21	682	\$ 378,650	2.65	2.45	8.06%	\$ 358,651	5.58%
Aurora - DuPage County	507	104	\$ 355,078	66	14	333	\$ 284,021	3.02	2.54	18.97%	\$ 287,109	-1.08%
Aurora - Kane County	507	199	\$ 208,107	187	63	1,081	\$ 132,843	1.79	1.83	-1.96%	\$ 114,691	15.83%
Aurora - Will, Kendall Cty	507	39	\$ 260,792	52	9	170	\$ 231,621	2.03	2.68	-24.40%	\$ 230,068	0.68%
Barrington Area	10	442	\$ 1,103,750	95	17	534	\$ 576,146	8.21	6.67	23.10%	\$ 548,311	5.08%
Bartlett	104	145	\$ 354,172	78	16	401	\$ 273,241	3.52	3.37	4.31%	\$ 260,433	4.92%
Batavia	510	107	\$ 410,297	71	4	307	\$ 289,566	3.36	3.74	-10.13%	\$ 286,125	1.20%
Beecher	401	39	\$ 253,539	15	6	73	\$ 174,300	4.98	10.78	-53.82%	\$ 156,494	11.38%

What is it telling me?



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Community/MLS area / Actives and their average list price / Under Contract / Sales Volume and their mean sales price / months supply of inventory. Then previous year MSI and mean SP data for year over year comparison)

Internally Maintained Master Spreadsheet Over 200 Communities

The image shows a screenshot of a Microsoft Excel spreadsheet titled "H-W TRENDS 2006-2015.xlsx - Microsoft Excel non-commercial use". The spreadsheet contains a list of communities in the first column (A) and numerical data for each community across 120 columns (B to AM). The data is organized into a grid with a header row (A1) and a header column (1). The communities listed include:

- 1. Tucson
- 2. Addison
- 3. Alhambra
- 4. Aliso Viejo
- 5. Anaheim
- 6. Anaheim Hills
- 7. Arroyo Viejo
- 8. Azusa
- 9. Azusa - DuPont
- 10. Azusa - King
- 11. Azusa - North
- 12. Balaire
- 13. Balaire - East
- 14. Balaire - West
- 15. Balaire - North
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- 114. Balaire - East
- 115. Balaire - North
- 116. Balaire - South
- 117. Balaire - West
- 118. Balaire - East
- 119. Balaire - North
- 120. Balaire - South

The spreadsheet also includes a footer row with the following labels: "Active", "Under Contract", "Sales Volume", "Months Supply", "Average Sales Price", "Monthly Volume", "Population", "Density", "DOM", "DOM2".

Spreadsheet includes: Active Listings, Under Contract, Sales Volume, Months Supply of Inventory, Average Sales Price – quarterly starting in 2005

Maintain a Master Spreadsheet

Allows me to make graphs for my appraisal reports

The image displays a workflow for generating appraisal reports. On the left, a Microsoft Excel spreadsheet titled 'H-W TRENDS 2006-2015.xlsx' is shown. The spreadsheet contains columns for various cities and years, with a 'Chart Title' cell highlighted. A 'Chart Tools' ribbon is visible, showing options for 'Layout' and 'Format'. A bar chart titled 'Chart 2' is embedded in the spreadsheet, showing data for various cities.

On the right, the 'ACI Report - [C:\Program Files (x86)\ACI32\REPORTS\15-164.aci]' software interface is shown. The 'Graph 4 Image Page 1' window displays several charts and text boxes. The charts include:

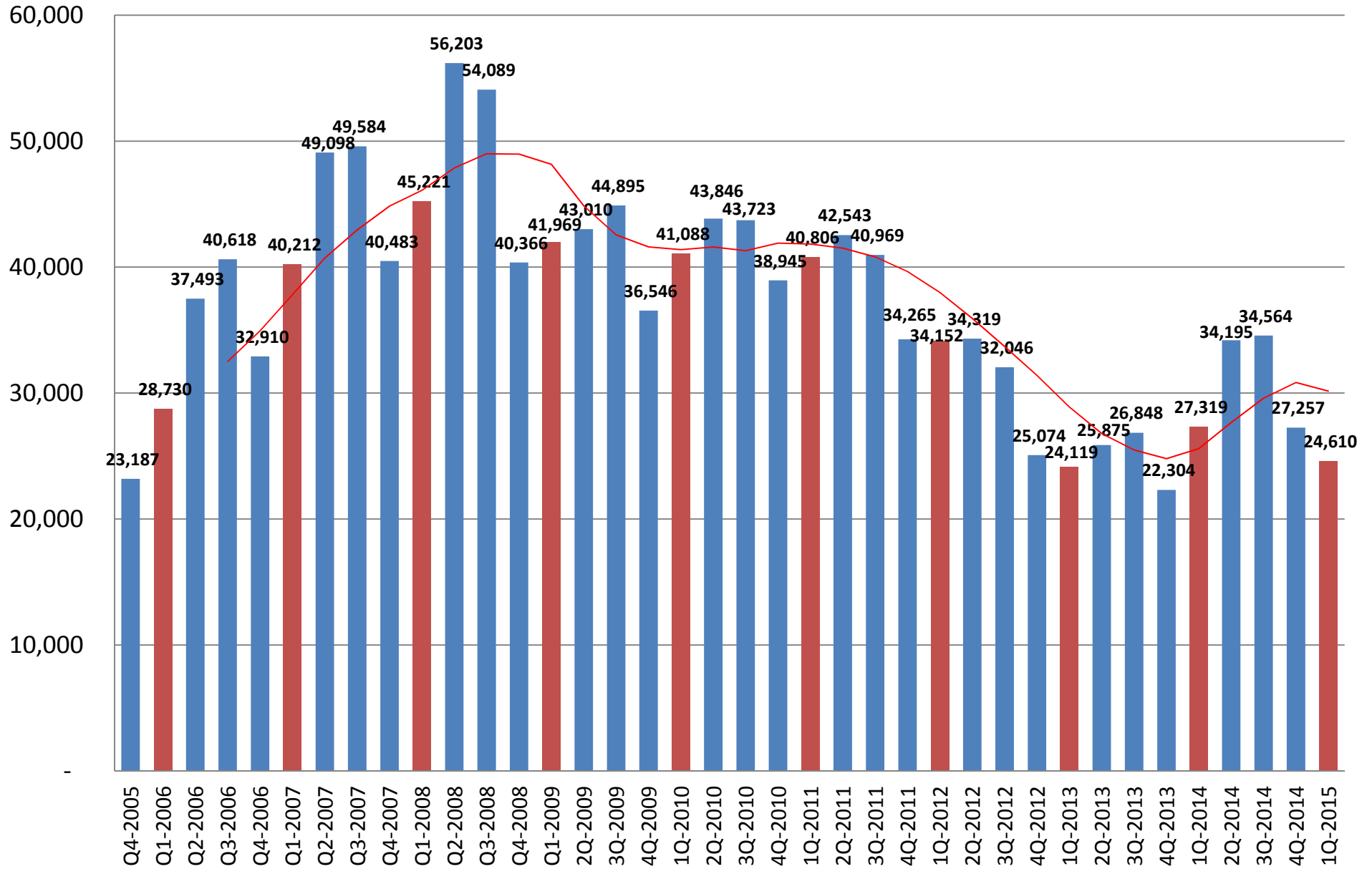
- Bartlett - Active Listings:** A bar chart showing the number of active listings on the market from 2006 to 2015. The text box explains that the graph shows the number of active listings on the market, with the number of listings on the market increasing from 2006 to 2015.
- Bartlett - Under Contract:** A bar chart showing the number of homes under contract from 2006 to 2015. The text box explains that the graph illustrates the agreement to sell homes under contract, with the number of homes under contract increasing from 2006 to 2015.
- Bartlett - Sales Volume:** A bar chart showing the quarterly sales volume from 2006 to 2015. The text box explains that the data in the graph is annualized, with the sales volume increasing from 2006 to 2015.
- Bartlett - MSI:** A bar chart showing the Monthly Supply of Inventory (MSI) from 2006 to 2015. The text box explains that the MSI represents the total number of listings in relation to the number of homes being sold, with the MSI increasing from 2006 to 2015.

The software interface also includes a 'File Edit View Format Comps eServices Tools Options Window Help' menu and a 'Graph 4 Image Page 1' window with a 'Half Map Page 1' through 'Half Map Page 6' sidebar.

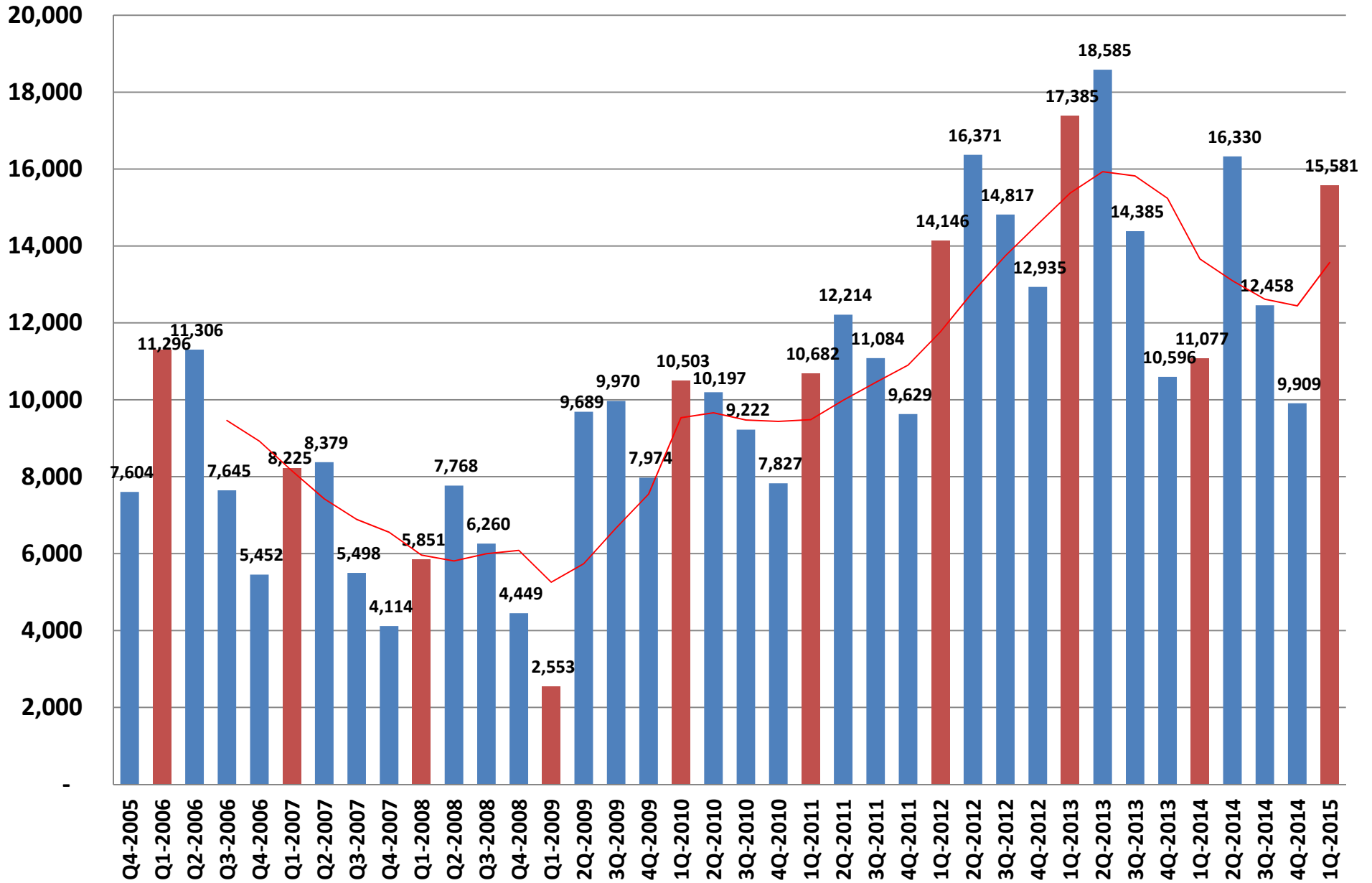
Residential Conditions of the Chicago Market 2015

- Let's take a look at Chicagoland
 - These numbers are Macroeconomic
 - We all know that real estate is local
 - One must take a look at the big picture to help us understand the little picture...

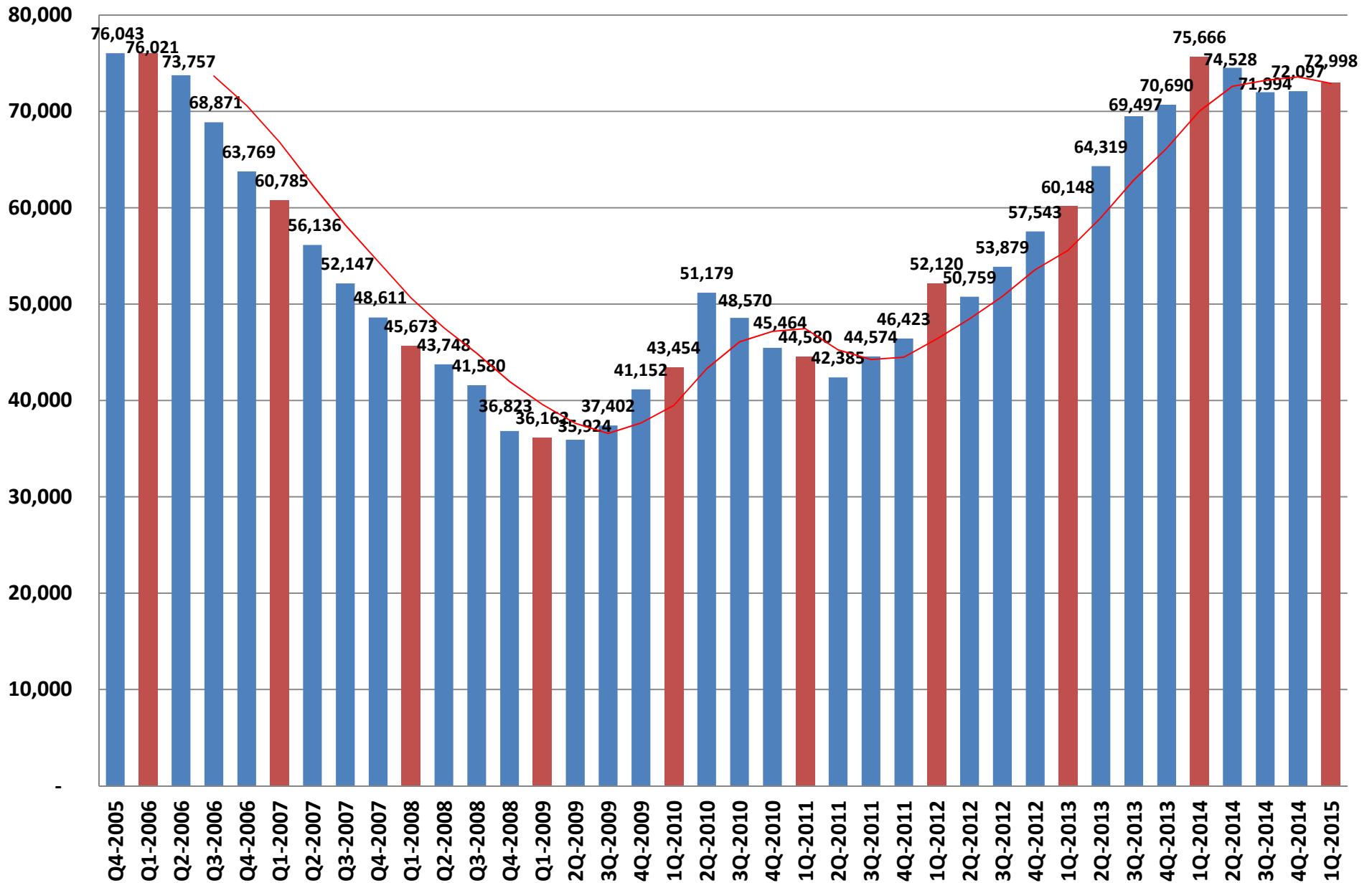
Chicagoland - Active Listings of Detached Properties



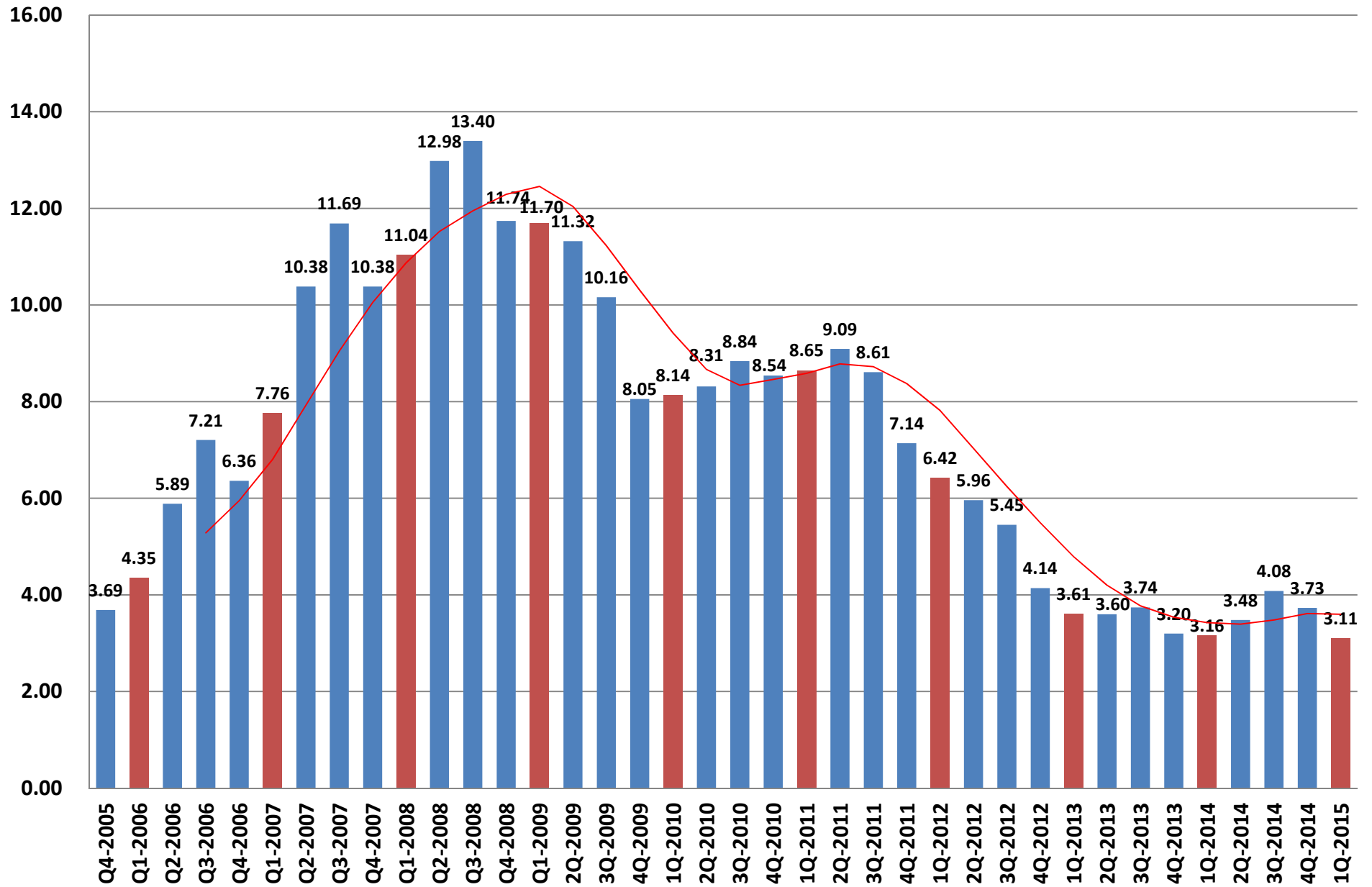
Chicagoland - Under Contract of Detached properties



Chicagoland - Sales Volume of Detached Properties



Chicagoland - MSI of Detached homes



MSI: Months Supply of Inventory (Inventory Supply Analysis)

- It is reported in "***months supply.***"
- This technique is valuable to real estate professionals in both macroeconomic and microeconomic situations.
- Macro markets include regions, MSA's, counties, parishes or individual communities.
- Micro markets would include neighborhoods, subdivisions, school districts, property types, and price ranges.

Calculating Months Supply

- The basic formula:
 - *(Active listings divided by your monthly absorption rate)*

$$\text{Months Supply} = A / ((P + S)/12)$$

- **A=Total # of Active Listings**
- **P=Total # of Pendings (ctg + pend)**
- **S=Total # of Sales in past 12 months**

All of my market reports are calculated this way and have been since 1993 for the sake of consistency.

Alternate way to Calculate Months Supply

- *Exclude the pendings...*

- The basic formula:

$$\text{Months Supply} = A / (S/12)$$

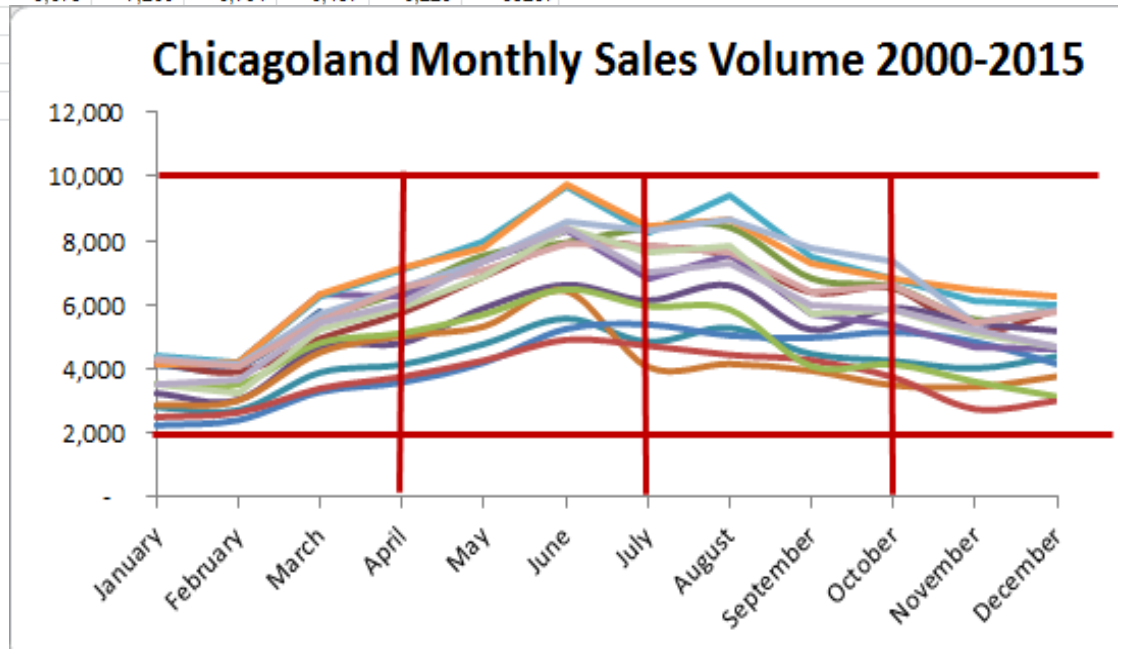
- **A=Total # of Active Listings**
- **S=Total # of Sales in past 12 months**

This is generally the way that the National Association of REALTORS publishes “months supply.”

Why do I do a 12-month period?

Chicagoland Monthly Sales Volume													
Year	January	February	March	April	May	June	July	August	September	October	November	December	TOTAL
2015	4,128	4,070	5,792										
2014	4,214	3,912	4,946	5,751	6,887	7,916	7,819	7,539	6,392	6,510	5,165	5,855	72906
2013	4,366	4,222	5,530	6,418	7,538	7,934	8,382	8,416	6,826	6,554	5,544	5,862	77592
2012	3,241	3,039	4,695	4,808	5,896	6,618	6,136	6,603	5,221	5,887	5,433	5,187	62764
2011	2,816	2,714	3,888	4,139	4,780	5,570	4,846	5,285	4,466	4,248	4,019	4,394	51165
2010	2,869	3,022	4,515	5,023	5,328	6,432	4,069	4,158	3,950	3,491	3,441	3,767	50065
2009	2,246	2,404	3,286	3,580	4,200	5,244	5,386	5,045	4,973	5,151	4,849	4,154	50518
2008	2,500	2,646	3,394	3,754	4,267	4,906	4,725	4,441	4,274	3,739	2,749	3,015	44410
2007	3,547	3,521	4,808	5,115	5,698	6,483	5,958	5,853	4,085	4,144	3,601	3,139	55952
2006	4,149	4,178	6,316	6,235	7,348	8,313	6,828	7,561	5,676	5,348	4,713	4,586	71251
2005	4,382	4,222	6,238	7,061	7,991	9,650	8,234	9,380	7,498	6,805	6,098	6,001	83560
2004	4,146	4,232	6,343	7,153	7,758	9,784	8,477	8,675	7,260	6,794	6,437	6,228	83287
2003	4,338	4,166	5,734	6,498	7,364	8,558	8,289						
2002	4,288	4,045	5,521	6,516	7,091	7,892	7,856						
2001	3,485	3,272	5,226	5,901	6,845	8,361	7,626						
2000	3,533	3,663	5,416	6,067	7,376	8,391	6,998						

Note the significant seasonal fluctuations we have in our Chicago market. Many homes sell in April through August, fewer homes in the Fall and Winter.



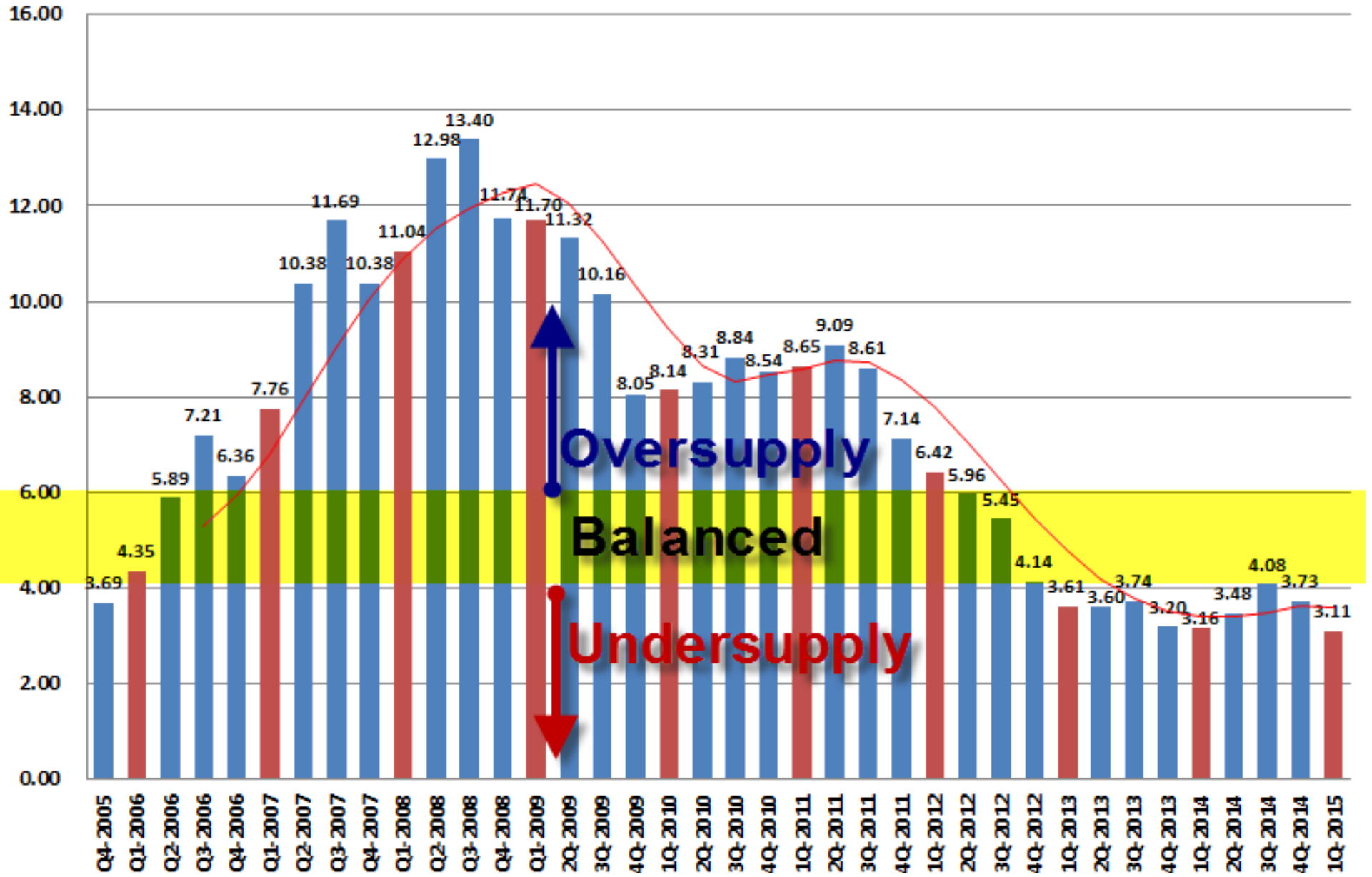
Months Supply of Inventory - What it means?



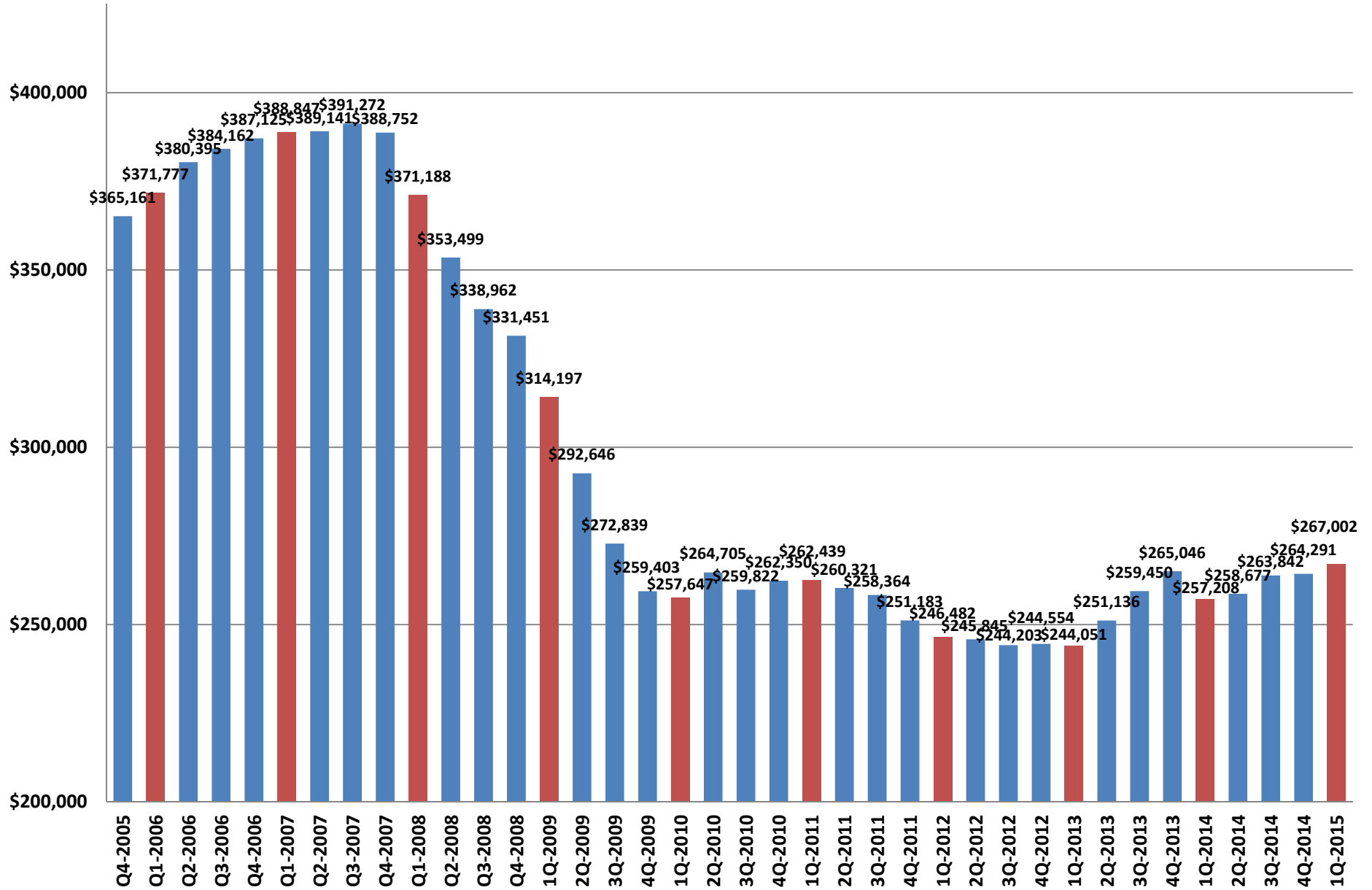
- **Less than 2 Months of supply** will place strong pressure on prices upward, that could result in as high as double digit appreciation.
- **3 to 4 Months of supply** will place pressure on prices upward, resulting in appreciating values.
- **5 to 6 Months of supply** is generally considered a balanced market with little to no fluctuation in value.
- **7 to 8 Months supply** is going to result in downward pressure on prices, leading to declining values.
- **Over a 9 Month supply** is an extreme oversupply, placing strong downward pressure on prices, potentially at a double digit annual rate.

NOTE: If using my version of the Inventory Supply Analysis – INCLUDING the pendings – I think a balanced market is 4 months – not 5 to 6 months.

Chicagoland - MSI of Detached homes



Chicagoland Mean Sales Price for Detached Homes



The trend shows increasing market conditions through early 2007, and then declines began.

The decline between 3Q2007 and 1Q2010 was -34.15% (10 Q's)

The decline between 1Q2010 and 1Q2012 was -5.28% (12 Q's)

The market bottomed out in the 1st Quarter of 2013 and has increased +9.40% since then.

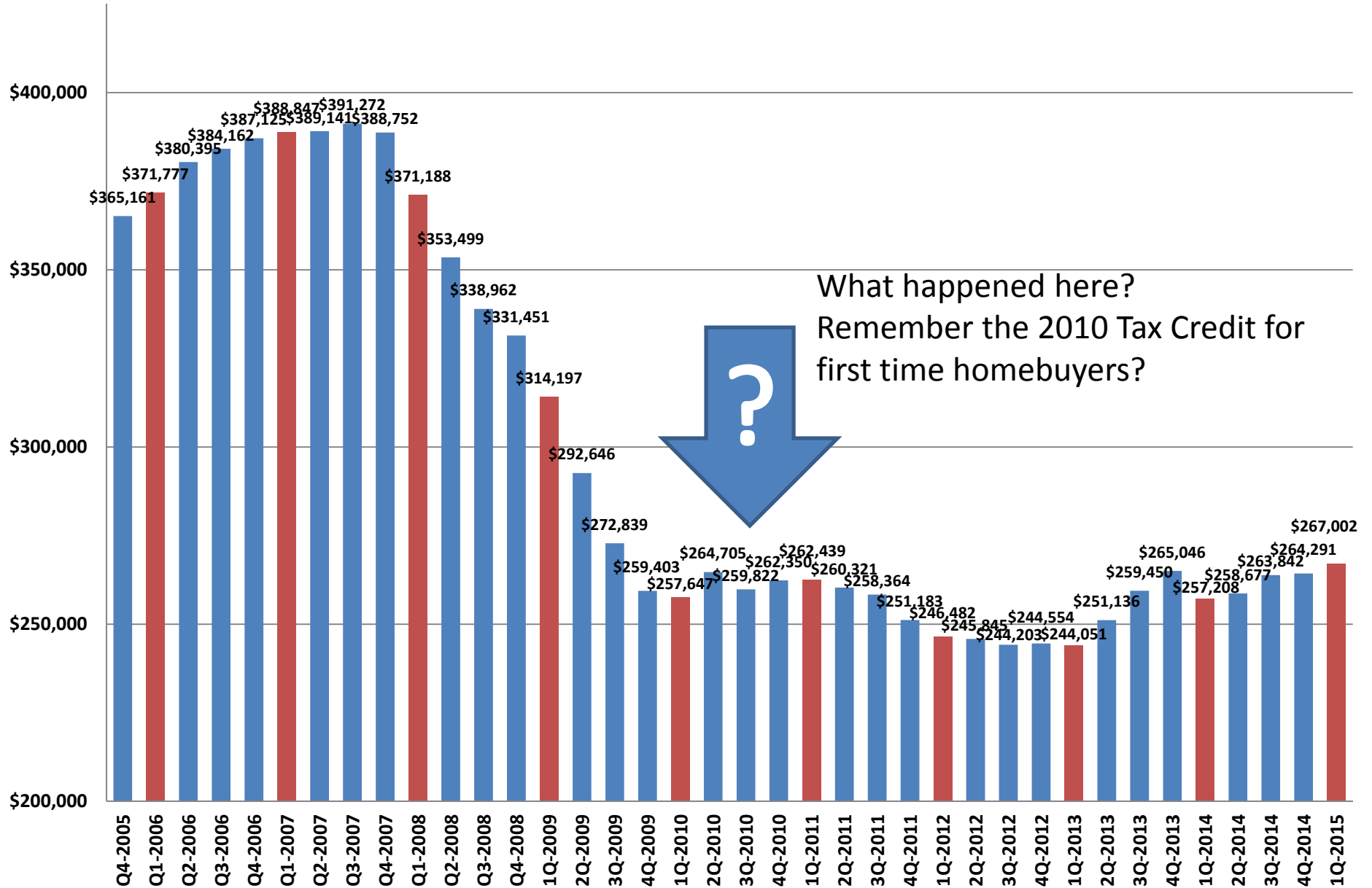
Closer Look:

Increase in 2013 was +8.6%

Hangover 4Q2013 to 1Q2014 was -2.96%

Since then, increased +3.81% in the past year

Chicagoland Mean Sales Price for Detached Homes



Disclaimer!

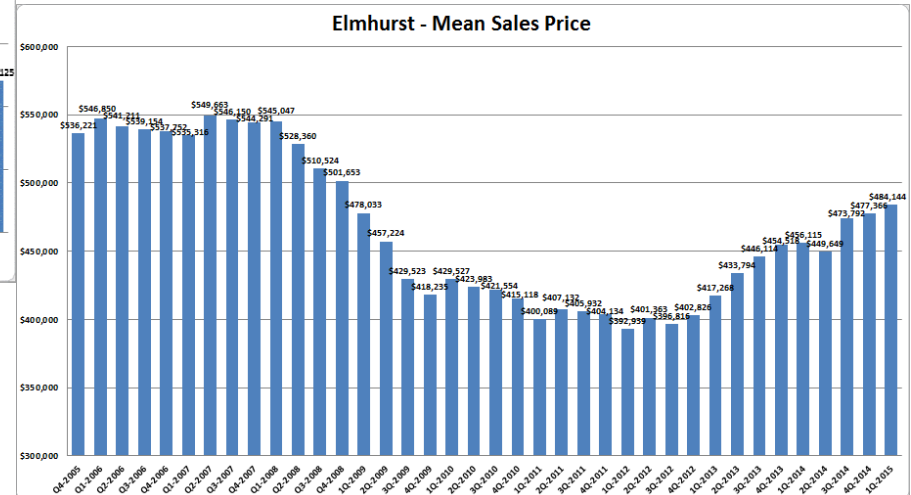
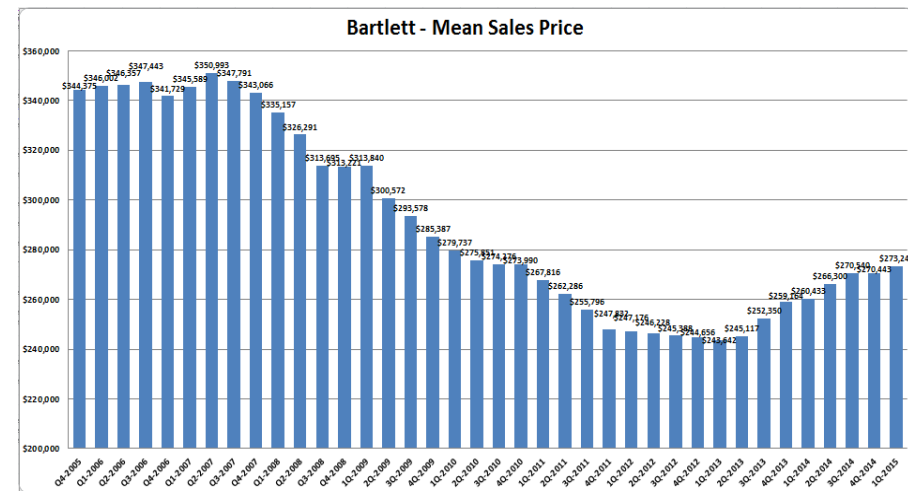
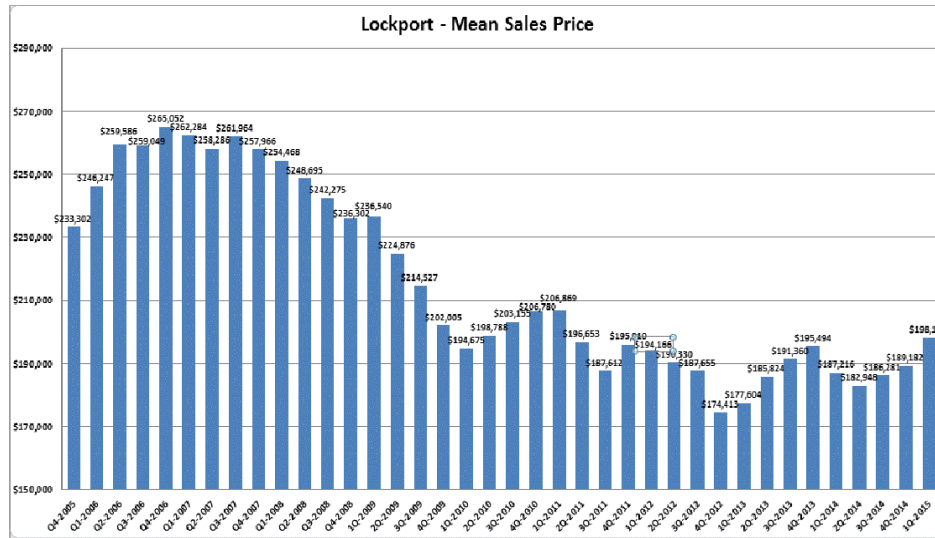
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- Average Sales Price noted from previous year to current year should not be assumed to be Appreciation/Depreciation.
- It is ***percent of change of average sales price.***
- It could be exaggerated with low volume/new construction or other factors influencing the market.

Disclaimer!

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- **REAL ESTATE IS LOCAL**

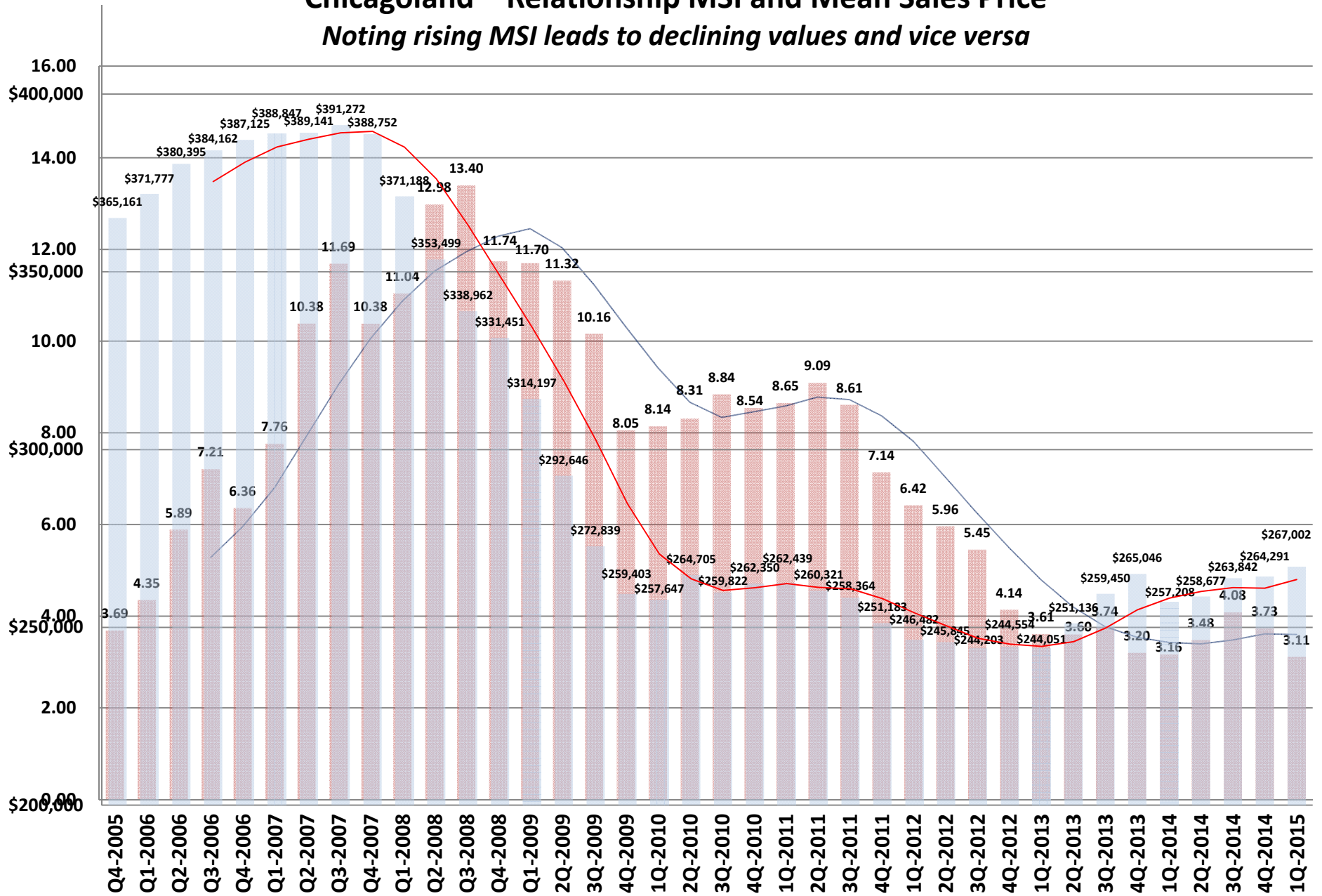
Examples of Individual Towns

Samples illustrate markets peak bottom out at different times. The recovery periods are sometimes smooth (Bartlett), sometimes have a bump in the road (Elmhurst) and sometimes many bumps in the road (Lockport)

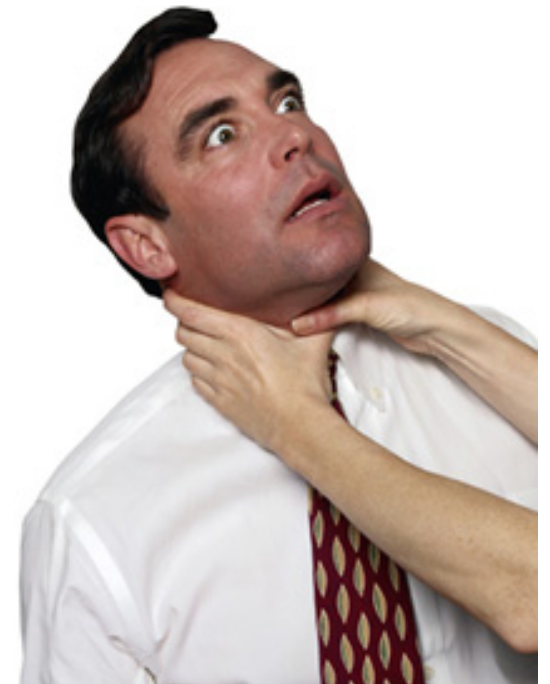


Chicagoland – Relationship MSI and Mean Sales Price

Noting rising MSI leads to declining values and vice versa



So... that explains what?



Areas with terrific Undersupply

Sorting from lowest MSI to highest MSI

Town	April 1, 2015 Statistics								April 1, 2014 Statistics				
	MLS Area	Active	Average List Price	Under Contract (Ctg.)	Under Contract (Pend)	# of Sales Last 12 mos.	Average Sale Price	MONTHS SUPPLY	MONTHS SUPPLY	Percent Change	Average Sale Price	Percent Change	12 mo SPI
Franklin Park	131	20	\$ 210,949	38	18	228	\$ 142,207	0.85	1.71	-50.58%	\$ 133,707	6.36%	
Harwood Heights	656	6	\$ 334,200	11	9	51	\$ 257,974	1.01	3.22	-68.51%	\$ 229,484	12.41%	
Cicero	650	47	\$ 140,523	64	41	401	\$ 106,474	1.11	1.18	-5.54%	\$ 84,509	25.99%	
Hanover Park	103	40	\$ 193,356	51	21	289	\$ 166,759	1.33	1.52	-12.52%	\$ 153,919	8.34%	
Norridge	634	20	\$ 404,555	18	11	140	\$ 273,862	1.42	1.21	17.37%	\$ 243,220	12.60%	
Berwyn	402	82	\$ 218,562	75	55	479	\$ 168,838	1.62	1.63	-0.87%	\$ 141,452	19.36%	
River Grove	171	13	\$ 200,684	14	3	79	\$ 171,035	1.63	2.43	-33.13%	\$ 155,222	10.19%	
Romeoville	434	85	\$ 174,546	80	54	476	\$ 156,256	1.67	2.19	-23.65%	\$ 148,462	5.25%	
Hillside	162	16	\$ 142,016	16	4	94	\$ 128,137	1.68	2.48	-32.09%	\$ 114,166	12.24%	
Morton Grove	53	48	\$ 400,714	44	14	275	\$ 281,793	1.73	2.38	-27.32%	\$ 289,740	-2.74%	
Plano	545	28	\$ 198,991	33	7	151	\$ 142,292	1.76		0.00%	\$ 116,951	21.67%	
East Dundee	118	5	\$ 286,780	2	2	30	\$ 154,281	1.76		0.00%	\$ 141,097	9.34%	
Evanston	201	82	\$ 958,863	84	25	447	\$ 525,001	1.77	2.16	-18.07%	\$ 528,176	-0.60%	
Waukegan & Park City	85	109	\$ 118,463	89	20	622	\$ 81,523	1.79	2.09	-14.39%	\$ 69,079	18.01%	
Aurora - Kane County	507	199	\$ 208,107	187	63	1,081	\$ 132,843	1.79	1.83	-1.96%	\$ 114,691	15.83%	
Montgomery	538	71	\$ 203,126	93	18	359	\$ 167,335	1.81	2.83	-35.94%	\$ 157,244	6.42%	
Elmwood Park	635	38	\$ 260,246	41	15	191	\$ 219,203	1.85	2.75	-32.87%	\$ 204,985	6.94%	
Carol Stream	188	50	\$ 266,060	53	8	262	\$ 238,293	1.86	1.56	19.08%	\$ 219,175	8.72%	
Northlake	164	20	\$ 169,415	9	8	112	\$ 127,471	1.86	1.41	31.95%	\$ 119,358	6.80%	
Buffalo Grove	89	70	\$ 425,721	63	13	359	\$ 372,186	1.93	2.31	-16.41%	\$ 350,479	6.19%	
Melrose Park	160	20	\$ 176,088	29	6	89	\$ 143,373	1.94	2.33	-16.93%	\$ 121,628	17.88%	
Bellwood	2104	47	\$ 120,258	32	17	242	\$ 103,326	1.94	1.90	2.01%	\$ 74,580	38.54%	
North Riverside	547	14	\$ 254,568	13	2	71	\$ 196,417	1.95	2.20	-11.21%	\$ 173,159	13.43%	
North Chicago	64	19	\$ 67,209	16	5	95	\$ 41,812	1.97	2.82	-30.30%	\$ 40,372	3.57%	
Brookfield	513	46	\$ 247,289	40	12	228	\$ 226,250	1.97	2.18	-9.57%	\$ 204,039	10.89%	
Posen	469	12	\$ 102,492	10	6	57	\$ 76,715	1.97	3.34	-40.94%	\$ 74,559	2.89%	

Areas with Undersupply

Sorting from lowest MSI to highest MSI

Calumet Park	643	18	\$ 81,247	4	11	93	\$ 50,686	2.00	6.35	-68.50%	\$ 45,787	10.70%
Glendale Heights	139	44	\$ 213,100	50	12	201	\$ 179,208	2.01	1.06	89.40%	\$ 160,401	11.72%
Broadview	155	18	\$ 121,939	14	11	82	\$ 109,667	2.02	1.57	28.58%	\$ 91,126	20.35%
Aurora - Will, Kendall Cty	507	39	\$ 260,792	52	9	170	\$ 231,621	2.03	2.68	-24.40%	\$ 230,068	0.68%
Round Lake	73	128	\$ 177,444	110	25	621	\$ 127,356	2.03	2.29	-11.28%	\$ 105,082	21.20%
Burnham	633	8	\$ 59,963	3	2	42	\$ 44,998	2.04	7.50	-72.77%	\$ 52,952	-15.02%
Lake Zurich	47	51	\$ 400,963	47	4	248	\$ 319,482	2.05		0.00%	\$ 300,794	6.21%
Carpentersville	110	77	\$ 228,064	52	23	374	\$ 154,461	2.06	2.34	-12.06%	\$ 129,368	19.40%
Stickney	404	22	\$ 167,812	9	6	113	\$ 140,563	2.06	2.33	-11.48%	\$ 126,960	10.71%
Lake In The Hills	156	69	\$ 282,376	69	11	319	\$ 201,645	2.08	2.11	-1.65%	\$ 200,944	0.35%
Skokie	76	105	\$ 435,353	74	27	497	\$ 304,340	2.11	2.36	-10.72%	\$ 273,427	11.31%
Mt. Prospect	56	94	\$ 379,564	88	8	435	\$ 302,815	2.12	1.84	15.45%	\$ 289,483	4.61%
Lisle	532	63	\$ 482,686	87	8	257	\$ 374,075	2.15	3.15	-31.82%	\$ 340,437	9.88%
Wheeling	90	31	\$ 307,914	20	8	140	\$ 213,413	2.21	1.11	99.49%	\$ 195,888	8.95%
Oak Park	302	108	\$ 580,923	103	12	461	\$ 462,048	2.25	2.10	7.14%	\$ 417,722	10.61%
Elk Grove Village	7	57	\$ 309,570	51	10	238	\$ 265,190	2.29	2.29	-0.10%	\$ 258,881	2.44%
Schaumburg	193	102	\$ 431,675	86	22	424	\$ 301,924	2.30	2.49	-7.60%	\$ 289,600	4.26%
University Park	###	21	\$ 110,192	8	11	89	\$ 73,733	2.33	3.68	-36.59%	\$ 75,938	-2.90%
Villa Park	186	62	\$ 261,856	40	3	274	\$ 212,258	2.35	2.35	-0.13%	\$ 189,586	11.96%
Streamwood	107	95	\$ 223,369	72	16	395	\$ 172,020	2.36	2.01	17.43%	\$ 162,196	6.06%
Rolling Meadows	8	40	\$ 315,466	36	9	157	\$ 247,161	2.38	1.47	61.65%	\$ 229,634	7.63%
Channahon	410	34	\$ 221,713	21	4	146	\$ 207,354	2.39	3.29	-27.48%	\$ 202,279	2.51%
Richton Park	471	39	\$ 112,338	24	21	151	\$ 92,228	2.39	2.38	0.33%	\$ 99,906	-7.69%
Oakbrook Terrace	181	2	\$ 239,450	0	0	10	\$ 233,640	2.40		0.00%	\$ 227,201	2.83%
Elgin	123	301	\$ 298,111	216	70	1,201	\$ 182,253	2.43	3.21	-24.33%	\$ 167,341	8.91%
Oak Forest	452	69	\$ 192,838	44	20	270	\$ 164,684	2.48	3.30	-24.88%	\$ 155,535	5.88%
Lyons	534	23	\$ 146,060	15	5	91	\$ 127,673	2.49	1.88	32.26%	\$ 108,356	17.83%
Joliet	499	331	\$ 154,197	188	80	1,329	\$ 117,509	2.49	3.07	-18.98%	\$ 114,064	3.02%
Zion	99	72	\$ 119,940	39	12	296	\$ 86,711	2.49	2.73	-8.79%	\$ 79,482	9.10%
Des Plaines	16	124	\$ 344,459	78	23	495	\$ 243,021	2.50	2.77	-9.87%	\$ 231,187	5.12%
Bolingbrook	440	206	\$ 252,968	164	35	787	\$ 200,577	2.51	2.41	4.03%	\$ 197,155	1.74%
Lombard	148	117	\$ 307,443	77	11	468	\$ 241,492	2.53	2.46	2.65%	\$ 240,954	0.22%
Vernon Hills	61	48	\$ 568,072	44	5	179	\$ 413,375	2.53	1.78	41.93%	\$ 412,584	0.19%
Westchester	154	67	\$ 230,129	49	8	260	\$ 191,583	2.54	2.82	-10.06%	\$ 181,021	5.83%
Grayslake	30	117	\$ 247,059	89	14	449	\$ 201,379	2.54		0.00%	\$ 195,983	2.75%

Areas with Undersupply

Sorting from lowest MSI to highest MSI

Maywood	153	57	\$ 120,562	33	22	213	\$ 78,285	2.55	2.35	8.61%	\$ 60,707	28.96%
Prospect Heights	70	23	\$ 443,444	17	4	86	\$ 377,450	2.58	2.92	-11.66%	\$ 336,732	12.09%
Sauk Village	414	40	\$ 57,978	15	19	152	\$ 31,979	2.58	4.02	-35.80%	\$ 27,844	14.85%
Wood Dale	191	32	\$ 314,945	22	5	121	\$ 241,674	2.59	3.82	-32.08%	\$ 228,925	5.57%
Crestwood	446	20	\$ 186,560	12	5	75	\$ 145,601	2.61	4.27	-38.91%	\$ 141,981	2.55%
Chicago Ridge	415	17	\$ 176,457	7	4	67	\$ 145,694	2.62	2.13	22.79%	\$ 138,112	5.49%
Hazel Crest	429	46	\$ 90,155	18	25	167	\$ 83,969	2.63	4.15	-36.66%	\$ 73,342	14.49%
South Elgin	177	66	\$ 342,431	55	10	236	\$ 254,115	2.63	2.93	-10.20%	\$ 239,391	5.49%
Arlington Heights	5	184	\$ 501,412	131	21	682	\$ 378,650	2.65	2.45	8.06%	\$ 358,651	5.58%
Gurnee	31	98	\$ 351,913	66	10	368	\$ 253,831	2.65	2.74	-3.33%	\$ 255,170	-0.52%
City of CHICAGO	8000	2,695	\$ 449,327	1,434	824	9,875	\$ 307,280	2.67	2.82	-5.32%	\$ 278,351	10.39%
LaGrange	525	37	\$ 440,728	23	5	138	\$ 367,252	2.67	2.64	1.31%	\$ 482,073	-23.82%
Lockport	435	100	\$ 240,019	63	17	366	\$ 198,125	2.69	3.01	-10.61%	\$ 187,216	5.83%
Niles	648	56	\$ 335,735	29	10	210	\$ 283,110	2.70	2.36	14.36%	\$ 275,383	2.81%
Roselle & Keeneyville	172	47	\$ 401,902	30	1	177	\$ 269,046	2.71	2.27	19.45%	\$ 268,626	0.16%
Oswego	543	142	\$ 337,542	113	15	500	\$ 243,535	2.71	3.44	-21.12%	\$ 232,850	4.59%
Northbrook	62	118	\$ 871,017	78	7	424	\$ 596,928	2.78	2.85	-2.39%	\$ 563,088	6.01%
Palos Hills	465	30	\$ 275,105	19	3	107	\$ 223,324	2.79	4.55	-38.67%	\$ 234,172	-4.63%
Plainfield	544	349	\$ 332,757	231	40	1,219	\$ 245,989	2.81	2.82	-0.33%	\$ 234,903	4.72%
Woodridge	517	71	\$ 386,803	41	13	249	\$ 278,621	2.81	2.86	-1.68%	\$ 258,310	7.86%
Bloomington	108	43	\$ 434,251	20	5	154	\$ 336,800	2.88	3.30	-12.65%	\$ 350,447	-3.89%
Homewood	430	76	\$ 165,607	32	13	267	\$ 135,452	2.92	3.20	-8.65%	\$ 129,817	4.34%
Westmont	559	52	\$ 416,257	29	5	179	\$ 305,324	2.93	2.26	29.63%	\$ 301,998	1.10%
Forest Park	130	27	\$ 296,592	17	1	92	\$ 256,352	2.95	2.73	7.89%	\$ 201,300	27.35%
Crest Hill	438	41	\$ 194,470	12	14	141	\$ 134,837	2.95		0.00%	\$ 131,833	2.28%
Sandwich	491	29	\$ 221,038	8	4	106	\$ 141,206	2.95		0.00%	\$ 139,961	0.89%
Markham	4426	49	\$ 67,058	19	23	157	\$ 46,989	2.95	4.53	-34.77%	\$ 44,726	5.06%
Addison	101	87	\$ 317,976	53	15	282	\$ 227,368	2.98	2.73	9.26%	\$ 212,242	7.13%
Countryside	527	11	\$ 445,334	3	0	41	\$ 306,810	3.00	3.89	-22.88%	\$ 287,610	6.68%
Hoffman Estates	194	122	\$ 338,284	62	19	407	\$ 269,922	3.00	2.31	29.87%	\$ 271,281	-0.50%
Wilmette	31	111	\$ 1,248,042	64	17	362	\$ 891,973	3.01	1.46	105.94%	\$ 727,319	22.64%
Aurora - DuPage County	507	104	\$ 355,078	66	14	333	\$ 284,021	3.02	2.54	18.97%	\$ 287,109	-1.08%
Itasca	143	23	\$ 505,744	13	5	73	\$ 324,821	3.03	3.39	-10.53%	\$ 310,884	4.48%
Mundelein	60	124	\$ 411,652	76	8	406	\$ 235,409	3.04	2.64	15.03%	\$ 225,746	4.28%
Palos Heights	463	35	\$ 370,342	15	6	117	\$ 271,912	3.04	3.02	0.78%	\$ 270,944	0.36%
Wheaton	187	190	\$ 532,375	107	7	633	\$ 375,901	3.05	3.11	-1.86%	\$ 374,851	0.28%
Cary	13	108	\$ 342,197	60	11	349	\$ 223,399	3.09	2.95	4.60%	\$ 223,758	-0.16%

Areas with Undersupply

Sorting from lowest MSI to highest MSI

Blue Island	406	44	\$ 94,485	15	10	146	\$ 73,711	3.09	3.11	-0.72%	\$ 69,925	5.41%
Thornton	476	8	\$ 101,512	1	1	29	\$ 62,399	3.10	3.90	-20.60%	\$ 55,546	12.34%
TOTALS (all areas above):	8099	19,765	\$ 474,367	10,598	3,428	62,314	\$ 287,130	3.11	3.16	-1.58%	\$ 279,976	2.56%
Summit	501	21	\$ 150,105	9	6	66	\$ 100,053	3.11	3.15	-1.23%	\$ 81,940	22.11%
Bensenville	106	51	\$ 281,165	28	6	162	\$ 190,702	3.12	2.74	13.96%	\$ 177,625	7.36%
Burbank	454	89	\$ 222,032	50	17	274	\$ 160,138	3.13	2.92	7.26%	\$ 146,149	9.57%
Lincolnwood	645	40	\$ 548,500	14	7	132	\$ 395,428	3.14	3.09	1.53%	\$ 366,577	7.87%
West Chicago	185	106	\$ 323,452	76	8	317	\$ 233,194	3.17	3.67	-13.57%	\$ 213,652	9.15%
Huntley	142	160	\$ 284,251	94	10	496	\$ 243,742	3.20		0.00%	\$ 228,680	6.59%
Glenview	25	156	\$ 888,145	81	29	473	\$ 610,794	3.21	2.51	27.93%	\$ 582,818	4.80%
South Holland	473	109	\$ 135,105	44	40	321	\$ 103,892	3.23	3.26	-0.93%	\$ 101,018	2.85%
Fox River Grove	21	27	\$ 254,722	17	5	78	\$ 237,465	3.24	3.88	-16.49%	\$ 218,304	8.78%
Alsip	658	53	\$ 163,741	18	14	164	\$ 138,179	3.24	2.88	12.67%	\$ 135,426	2.03%
Lake Villa & Lindenhurst	46	149	\$ 275,780	71	19	459	\$ 208,684	3.26	3.53	-7.74%	\$ 200,737	3.96%
Algonquin	102	119	\$ 280,964	70	11	357	\$ 246,258	3.26	3.90	-16.40%	\$ 237,213	3.81%
Glenwood	425	36	\$ 107,784	15	17	100	\$ 93,831	3.27	4.06	-19.39%	\$ 88,832	5.63%
Worth	482	27	\$ 197,970	10	6	82	\$ 150,805	3.31	2.14	54.49%	\$ 135,814	11.04%
DeKalb	115	91	\$ 162,323	46	8	276	\$ 134,791	3.31	n/a	0.00%	\$ 123,051	9.54%
Geneva	134	138	\$ 470,626	60	17	423	\$ 347,777	3.31	3.33	-0.54%	\$ 335,372	3.70%
Elmhurst	126	197	\$ 629,412	111	28	573	\$ 484,144	3.32	3.87	-14.21%	\$ 456,115	6.15%
ALL AREAS (+ not above)	ALL	not including Michigan Wisconsin or Indiana					\$ 267,002	3.33	3.60	-7.50%	\$ 257,208	3.81%
Palatine	67	158	\$ 477,746	81	10	474	\$ 362,961	3.36	2.75	22.03%	\$ 344,400	5.39%
Batavia	510	107	\$ 410,297	71	4	307	\$ 289,566	3.36	3.74	-10.13%	\$ 286,125	1.20%
Shorewood	436	86	\$ 319,478	43	17	246	\$ 236,898	3.37	4.34	-22.29%	\$ 243,807	-2.83%
Medinah	157	9	\$ 754,711	5	0	27	\$ 333,816	3.38	2.57	31.32%	\$ 299,832	11.33%
New Lenox	451	139	\$ 368,604	54	20	419	\$ 258,816	3.38	4.28	-20.95%	\$ 253,548	2.08%
Mokena	448	85	\$ 440,237	29	7	265	\$ 308,152	3.39	4.39	-22.81%	\$ 292,242	5.44%
Matteson	443	78	\$ 169,409	35	19	221	\$ 130,387	3.40	3.91	-12.95%	\$ 124,198	4.98%
Minooka	447	43	\$ 287,677	25	3	122	\$ 220,723	3.44	2.87	19.86%	\$ 193,585	14.02%
Riverdale	627	33	\$ 45,887	5	17	93	\$ 22,936	3.44	5.03	-31.54%	\$ 25,100	-8.62%
Calumet City	409	132	\$ 79,739	29	44	382	\$ 58,008	3.48	4.75	-26.71%	\$ 54,751	5.95%
Bartlett	104	145	\$ 354,172	78	16	401	\$ 273,241	3.52	3.37	4.31%	\$ 260,433	4.92%
Olympia Fields	461	28	\$ 209,974	11	11	73	\$ 171,409	3.54	3.25	8.83%	\$ 176,382	-2.82%
Bridgeview	455	37	\$ 198,810	10	4	111	\$ 153,189	3.55	3.52	0.91%	\$ 138,211	10.84%
Midlothian	445	72	\$ 146,683	26	12	203	\$ 107,855	3.59	3.30	8.64%	\$ 95,585	12.84%
Tinley Park	477	130	\$ 276,714	56	21	356	\$ 238,434	3.60	3.60	0.08%	\$ 220,203	8.28%
Evergreen Park	642	95	\$ 193,258	42	17	257	\$ 148,227	3.61	4.50	-19.83%	\$ 132,572	11.81%

Areas with Balanced Supply

Sorting from lowest MSI to highest MSI

Park Ridge	68	149	\$ 697,596	62	16	417	\$ 473,012	3.61	2.89	24.99%	\$ 443,610	6.63%
Oak Lawn	453	176	\$ 213,148	72	22	490	\$ 180,017	3.62	3.48	3.92%	\$ 170,497	5.58%
Country Club Hills	478	89	\$ 131,904	35	31	229	\$ 92,772	3.62	4.22	-14.21%	\$ 91,874	0.98%
Frankfort	423	125	\$ 460,621	48	10	353	\$ 324,378	3.65	3.41	7.03%	\$ 326,393	-0.62%
Naperville	540	574	\$ 664,111	286	19	1,574	\$ 446,253	3.67	3.01	21.79%	\$ 443,627	0.59%
Fox Lake	20	35	\$ 281,411	14	7	93	\$ 146,106	3.68	4.86	-24.19%	\$ 142,599	2.46%
Sycamore	178	77	\$ 248,488	28	11	211	\$ 191,803	3.70		0.00%	\$ 182,313	5.21%
Downers Grove	515	203	\$ 579,457	91	9	549	\$ 400,963	3.75	2.94	27.67%	\$ 389,995	2.81%
Harvey	426	53	\$ 48,582	13	27	128	\$ 20,047	3.79	5.88	-35.62%	\$ 19,724	1.64%
Indian Head Park	531	6	\$ 521,132	2	1	16	\$ 506,312	3.79	2.71	39.83%	\$ 484,217	4.56%
Park Forest	466	111	\$ 57,940	29	31	289	\$ 39,631	3.82	6.71	-43.12%	\$ 40,793	-2.85%
Chicago Heights	411	113	\$ 83,299	31	38	282	\$ 60,768	3.86	5.04	-23.35%	\$ 55,709	9.08%
Lincolnshire	63	39	\$ 718,282	21	5	95	\$ 568,418	3.87	3.47	11.46%	\$ 555,294	2.36%
Hawthorne Woods	47	52	\$ 655,751	31	7	122	\$ 513,548	3.90		0.00%	\$ 466,217	10.15%
Western Springs	558	65	\$ 953,282	34	7	157	\$ 669,210	3.94	2.38	65.52%	\$ 585,597	14.28%
Morris	450	78	\$ 304,752	32	8	196	\$ 181,836	3.97		0.00%	\$ 182,987	-0.63%
Dolton	413	114	\$ 70,165	28	36	280	\$ 43,469	3.98	4.90	-18.84%	\$ 45,382	-4.22%
Winfield	190	62	\$ 447,752	22	6	159	\$ 367,802	3.98	4.97	-19.95%	\$ 307,139	19.75%
Lansing	438	158	\$ 118,020	43	39	392	\$ 92,227	4.00	4.57	-12.47%	\$ 91,585	0.70%
Warrenville	555	33	\$ 433,703	21	2	76	\$ 238,272	4.00	3.00	33.33%	\$ 205,925	15.71%
Orland Park	462	170	\$ 486,322	80	15	412	\$ 312,224	4.02	4.29	-6.21%	\$ 307,944	1.39%
Harvard	33	54	\$ 413,207	15	5	139	\$ 117,340	4.08		0.00%	\$ 118,444	-0.93%
Crystal Lake (& Lakewood)	14	277	\$ 392,886	128	17	661	\$ 228,832	4.12	3.48	18.51%	\$ 222,733	2.74%
Highland Park	35	170	\$ 1,174,246	65	16	412	\$ 633,388	4.14	2.75	50.47%	\$ 599,954	5.57%
LaGrange Park	526	70	\$ 664,283	41	3	159	\$ 530,598	4.14	2.22	86.39%	\$ 326,991	62.27%
Darien	562	69	\$ 441,475	28	3	169	\$ 355,521	4.14	2.73	51.65%	\$ 307,067	15.78%
McHenry	50	301	\$ 283,952	129	24	719	\$ 168,440	4.14	3.84	7.87%	\$ 161,465	4.32%
Lake Bluff	44	58	\$ 1,575,247	27	7	133	\$ 608,550	4.17	4.15	0.43%	\$ 688,867	-11.66%
Woodstock & Greenwood	98	139	\$ 415,964	83	10	306	\$ 198,675	4.18	4.89	-14.51%	\$ 178,085	11.56%
West Dundee	118	29	\$ 304,091	18	2	63	\$ 239,154	4.19		0.00%	\$ 250,374	-4.48%
Clarendon Hills	514	52	\$ 781,076	27	0	116	\$ 714,452	4.36	2.94	48.42%	\$ 691,571	3.31%
Peotone	468	27	\$ 225,089	6	1	67	\$ 162,496	4.38	7.02	-37.63%	\$ 171,866	-5.45%
Libertyville & Green Oaks	48	164	\$ 706,548	55	7	385	\$ 507,136	4.40	3.55	24.02%	\$ 482,467	5.11%
Justice	458	22	\$ 246,895	0	5	53	\$ 172,741	4.55	4.93	-7.67%	\$ 157,790	9.48%
Northfield	7193	37	\$ 1,092,792	13	6	78	\$ 687,623	4.58	3.38	35.42%	\$ 763,673	-9.96%
Hickory Hills	457	32	\$ 232,609	15	3	65	\$ 212,883	4.63	3.35	38.10%	\$ 203,433	4.65%
Yorkville	560	137	\$ 318,009	52	8	293	\$ 239,042	4.66	3.82	21.92%	\$ 228,934	4.42%

Balanced to Oversupplied areas

Sorting from lowest MSI to highest MSI

Crete	417	122	\$ 212,556	34	26	254	\$ 140,726	4.66	7.14	-34.70%	\$ 135,590	3.79%
Glen Ellyn	137	219	\$ 611,105	91	8	460	\$ 458,533	4.70	3.25	44.65%	\$ 454,258	0.94%
Lemont	439	104	\$ 490,152	62	5	198	\$ 382,159	4.71	4.94	-4.67%	\$ 361,393	5.75%
St. Charles	174	336	\$ 652,720	127	14	714	\$ 376,170	4.72	4.27	10.44%	\$ 357,361	5.26%
Glencoe	22	63	\$ 1,564,629	17	11	132	\$1,239,854	4.73	3.85	22.73%	\$1,193,280	3.90%
North Aurora	542	98	\$ 312,925	36	5	203	\$ 243,593	4.82	5.30	-9.06%	\$ 228,513	6.60%
Riverside	546	50	\$ 549,835	24	7	91	\$ 373,899	4.92	3.61	36.23%	\$ 373,287	0.16%
Hinkley	520	16	\$ 255,925	5	2	32	\$ 154,261	4.92	3.51	40.26%	\$ 146,112	5.58%
Elburn	119	71	\$ 438,631	31	4	137	\$ 271,046	4.95		0.00%	\$ 269,497	0.57%
Antioch	2	173	\$ 271,273	45	9	363	\$ 195,670	4.98	5.14	-3.14%	\$ 176,723	10.72%
Beecher	401	39	\$ 253,539	15	6	73	\$ 174,300	4.98	10.78	-53.82%	\$ 156,494	11.38%
Lynwood	5411	45	\$ 206,191	9	16	81	\$ 145,542	5.09	4.95	2.92%	\$ 143,874	1.16%
Deerfield	15	151	\$ 951,407	52	14	289	\$ 605,014	5.10	2.39	113.57%	\$ 526,234	14.97%
Willow Springs	480	23	\$ 393,710	6	3	45	\$ 351,048	5.11	5.02	1.81%	\$ 267,433	31.27%
Sugar Grove	554	70	\$ 332,298	26	3	134	\$ 282,720	5.15	5.33	-3.31%	\$ 269,882	4.76%
Willowbrook	516	46	\$ 625,960	18	3	83	\$ 504,845	5.31	6.58	-19.34%	\$ 416,249	21.28%
Homer Glen	500	122	\$ 471,783	32	7	233	\$ 309,145	5.38	4.59	17.26%	\$ 299,425	3.25%
River Forest	305	58	\$ 1,112,026	16	4	97	\$ 721,791	5.95	1.93	208.22%	\$ 667,662	8.11%
Steger	475	62	\$ 109,376	10	10	94	\$ 78,183	6.53	4.69	39.15%	\$ 71,825	8.85%
Flossmoor	422	85	\$ 293,100	25	4	125	\$ 215,311	6.62	5.40	22.66%	\$ 207,590	3.72%
Monee	449	78	\$ 287,150	19	8	113	\$ 191,705	6.69	7.02	-4.76%	\$ 207,765	-7.73%
Palos Park	464	53	\$ 769,588	11	3	81	\$ 408,025	6.69	6.80	-1.55%	\$ 433,809	-5.94%
Winnetka	93	154	\$ 1,992,073	33	15	221	\$1,465,989	6.87	4.31	59.39%	\$ 1,361,194	7.70%
Hinsdale	521	196	\$ 1,452,302	40	10	291	\$1,048,526	6.90	5.44	26.79%	\$1,069,242	-1.94%
Long Grove	47	92	\$ 790,571	25	5	117	\$ 650,498	7.51		0.00%	\$ 642,854	1.19%
Inverness	1167	67	\$ 949,400	14	4	87	\$ 682,593	7.66	5.43	41.02%	\$ 582,328	17.22%
Barrington Area	10	442	\$ 1,103,750	95	17	534	\$ 576,146	8.21	6.67	23.10%	\$ 548,311	5.08%
Kenilworth	43	47	\$ 831,649	10	1	57	\$ 694,834	8.29		0.00%	\$ 636,723	9.13%
Lake Forest	45	219	\$ 1,811,826	34	13	268	\$ 965,880	8.34	4.97	67.86%	\$ 997,667	-3.19%
Kildeer	47	37	\$ 2,341,676	8	0	43	\$ 1,512,581	8.71	7.42	17.33%	\$ 1,408,331	7.40%
Burr Ridge	522	134	\$ 1,391,373	11	5	152	\$ 792,052	9.57	9.71	-1.43%	\$ 825,782	-4.08%
Oak Brook	523	72	\$ 1,477,224	17	3	69	\$ 950,235	9.71	6.80	42.76%	\$ 942,034	0.87%
Wayne	184	36	\$ 816,832	7	1	30	\$ 466,350	11.37	11.47	-0.89%	\$ 498,502	-6.45%

Reading and Predicting Market Change: Technique you can take with you

From the Worldwide ERC Form Page 4

CLOSED SALES ANALYSIS							
Appraiser Defined Time Period	No. of Months	Total No. of Closed Sales	Monthly Absorption Rate	Sales Price <input checked="" type="checkbox"/> Mean <input type="checkbox"/> Median	Days on Market <input checked="" type="checkbox"/> Mean <input type="checkbox"/> Median	Other: SP:LP ratio	Other: % Ch of SP
Bartlett: 0 to 12 months	12	402	33.50	\$ 272,728	88	97.0%	+4.19%
Bartlett: 13 to 24 months	12	400	33.33	\$ 261,763	100	96.8%	+7.42%
Bartlett: 25 to 36 months	12	333	27.75	\$ 243,682	138	95.5%	N/A
Market Segment: 0-12 months	12	180	15.00	\$ 255,196	75	97.0%	+0.82%
Market Segment: 4-15 months	12	170	14.17	\$ 253,115	80	97.3%	-1.16%
Market Segment: 7-18 months	12	169	14.08	\$ 256,085	78	97.2%	+1.21%
Market Segment: 10-21 months	12	167	13.92	\$ 253,014	68	97.3%	+2.11%
Market Segment: 13-24 months	12	162	13.50	\$ 247,782	73	97.2%	N/A
Historic Trends		<input checked="" type="checkbox"/> Increasing <input type="checkbox"/> Decreasing <input type="checkbox"/> Stable <input type="checkbox"/> Unstable	<input checked="" type="checkbox"/> Increasing <input type="checkbox"/> Decreasing <input type="checkbox"/> Stable <input type="checkbox"/> Unstable	<input type="checkbox"/> Increasing <input type="checkbox"/> Decreasing <input checked="" type="checkbox"/> Stable <input type="checkbox"/> Unstable	<input type="checkbox"/> Increasing <input type="checkbox"/> Decreasing <input checked="" type="checkbox"/> Stable <input type="checkbox"/> Unstable	<input type="checkbox"/> Increasing <input type="checkbox"/> Decreasing <input checked="" type="checkbox"/> Stable <input type="checkbox"/> Unstable	<input type="checkbox"/> Increasing <input type="checkbox"/> Decreasing <input checked="" type="checkbox"/> Stable <input type="checkbox"/> Unstable

TRENDS ANALYSIS

CURRENT FACTORS							
Market Segment - Current Listing Data: Report data regarding current active listings and pending sales for the defined market segment.							
CURRENT LISTINGS				PENDING SALES			
Total No. of Active Listings	List Price <input checked="" type="checkbox"/> Mean <input type="checkbox"/> Median	Days on Market <input checked="" type="checkbox"/> Mean <input type="checkbox"/> Median	Other:	Total No. of Pending Sales	List Price <input checked="" type="checkbox"/> Mean <input type="checkbox"/> Median	Days on Market <input checked="" type="checkbox"/> Mean <input type="checkbox"/> Median	Other: Projected SP: 97.0%
81	\$ 330,188	107		55	\$ 269,398	189	261316
Market Segment - Absorption Rate/Inventory Analysis: Based on the Closed Sales Analysis above, identify the time period which produces the most credible Absorption Rate. Divide the Total No. of Active Listings by the Monthly Absorption Rate to determine the estimated No. of Months Supply of Inventory.							
Appraiser Defined Time Period	No. of Months	Total No. of Closed Sales	Monthly Absorption Rate	Total No. of Active Listings (exclude pending sales)	No. of Months Supply of Inventory		
0 to 12 Months (Market Segment)	12	180	15.00	81	5.40		

Use the Pendings to predict the future

Or at least the next 60-90 days

- On the previous page, the Pendings in the Market Segment have an average list price of \$269,398.
- Based upon the area's SP:LP Ratio of 97.0%, it projects an average sales price of \$261,316.
- This is +2.40% higher than the average sales price (\$255,196) at this time.
- This is support that the market is currently increasing in the Spring market.

Chip's Predictions...



- *Inventory Levels will remain undersupplied (< 4 mos.)*
- 13,104 under contract with an average of **\$312,322**
- SP/LP Ratio of the 74,087 closed sales in the past year is **96.2%**
- Average sales price is currently \$267,017

- **\$312,322 x 96.2 = \$300,377**
- When the pendings close in the next 3 months, they will push out older sales, and we will see healthy increases.
- This is a direct result of the current undersupplied market!

Parting Thoughts...

- Real Estate is Local
- Average Sales Price noted from previous year to current year should not be assumed to be Appreciation/Depreciation.
 - **It is percent of change of average sales price.**
 - It could be exaggerated with *low sales volume*
 - It could be exaggerated with *new construction influence (presence or lack thereof)*
 - It could be exaggerated by other factors influencing the market. (*Was there an extremely high sale that occurred?*)
- **REAL ESTATE IS LOCAL**

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Chip Wagner, SRA, SCRPA



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THE WAGNER REPORT CHICAGOLAND QUARTERLY HOUSING REPORT

*The Analysis of Inventory Supply and Percentage of Change in Mean Sales Prices
Single Family Detached Residences
April 1, 2014 to March 31, 2015*

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

A. L. Wagner Appraisal Group, Inc.

1807 Washington Street, Suite 110, Naperville, IL 60565
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Town	April 1, 2015 Statistics								April 1, 2014 Statistics			
	MLS Area	Actives	Average List Price	Under Contract (Ctg.)	Under Contract (Pend)	# of Sales Last 12 mos.	Average Sale Price	MONTHS SUPPLY	MONTHS SUPPLY	Percent Change	Average Sale Price	12 mo SP Percent Change
Addison	101	87	\$ 317,976	53	15	282	\$ 227,368	2.98	2.73	9.26%	\$ 212,242	7.13%
Algonquin	102	119	\$ 280,964	70	11	357	\$ 246,258	3.26	3.90	-16.40%	\$ 237,213	3.81%
Alsip	658	53	\$ 163,741	18	14	164	\$ 138,179	3.24	2.88	12.67%	\$ 135,426	2.03%
Antioch	2	173	\$ 271,273	45	9	363	\$ 195,670	4.98	5.14	-3.14%	\$ 176,723	10.72%
Arlington Heights	5	184	\$ 501,412	131	21	682	\$ 378,650	2.65	2.45	8.06%	\$ 358,651	5.58%
Aurora - DuPage County	507	104	\$ 355,078	66	14	333	\$ 284,021	3.02	2.54	18.97%	\$ 287,109	-1.08%
Aurora - Kane County	507	199	\$ 208,107	187	63	1,081	\$ 132,843	1.79	1.83	-1.96%	\$ 114,691	15.83%
Aurora - Will, Kendall Cty	507	39	\$ 260,792	52	9	170	\$ 231,621	2.03	2.68	-24.40%	\$ 230,068	0.68%
Barrington Area	10	442	\$ 1,103,750	95	17	534	\$ 576,146	8.21	6.67	23.10%	\$ 548,311	5.08%
Bartlett	104	145	\$ 354,172	78	16	401	\$ 273,241	3.52	3.37	4.31%	\$ 260,433	4.92%
Batavia	510	107	\$ 410,297	71	4	307	\$ 289,566	3.36	3.74	-10.13%	\$ 286,125	1.20%
Beecher	401	39	\$ 253,539	15	6	73	\$ 174,300	4.98	10.78	-53.82%	\$ 156,494	11.38%
Bellwood	2104	47	\$ 120,258	32	17	242	\$ 103,326	1.94	1.90	2.01%	\$ 74,580	38.54%
Bensenville	106	51	\$ 281,165	28	6	162	\$ 190,702	3.12	2.74	13.96%	\$ 177,625	7.36%
Berwyn	402	82	\$ 218,562	75	55	479	\$ 168,838	1.62	1.63	-0.87%	\$ 141,452	19.36%
Bloomington	108	43	\$ 434,251	20	5	154	\$ 336,800	2.88	3.30	-12.65%	\$ 350,447	-3.89%
Blue Island	406	44	\$ 94,485	15	10	146	\$ 73,711	3.09	3.11	-0.72%	\$ 69,925	5.41%
Bolingbrook	440	206	\$ 252,968	164	35	787	\$ 200,577	2.51	2.41	4.03%	\$ 197,155	1.74%
Bridgeview	455	37	\$ 198,810	10	4	111	\$ 153,189	3.55	3.52	0.91%	\$ 138,211	10.84%
Broadview	155	18	\$ 121,939	14	11	82	\$ 109,667	2.02	1.57	28.58%	\$ 91,126	20.35%
Brookfield	513	46	\$ 247,289	40	12	228	\$ 226,250	1.97	2.18	-9.57%	\$ 204,039	10.89%
Buffalo Grove	89	70	\$ 425,721	63	13	359	\$ 372,186	1.93	2.31	-16.41%	\$ 350,479	6.19%
Burbank	454	89	\$ 222,032	50	17	274	\$ 160,138	3.13	2.92	7.26%	\$ 146,149	9.57%
Burnham	633	8	\$ 59,963	3	2	42	\$ 44,998	2.04	7.50	-72.77%	\$ 52,952	-15.02%
Burr Ridge	522	134	\$ 1,391,373	11	5	152	\$ 792,052	9.57	9.71	-1.43%	\$ 825,782	-4.08%

April 1, 2015 Statistics									April 1, 2014 Statistics			
Town	MLS Area	Actives	Average List Price	Under Contract (Ctg.)	Under Contract (Pend)	# of Sales Last 12 mos.	Average Sale Price	MONTHS SUPPLY	MONTHS SUPPLY	Percent Change	Average Sale Price	12 mo SP Percent Change
Calumet City	409	132	\$ 79,739	29	44	382	\$ 58,008	3.48	4.75	-26.71%	\$ 54,751	5.95%
Calumet Park	643	18	\$ 81,247	4	11	93	\$ 50,686	2.00	6.35	-68.50%	\$ 45,787	10.70%
Carol Stream	188	50	\$ 266,060	53	8	262	\$ 238,293	1.86	1.56	19.08%	\$ 219,175	8.72%
Carpentersville	110	77	\$ 228,064	52	23	374	\$ 154,461	2.06	2.34	-12.06%	\$ 129,368	19.40%
Cary	13	108	\$ 342,197	60	11	349	\$ 223,399	3.09	2.95	4.60%	\$ 223,758	-0.16%
Channahon	410	34	\$ 221,713	21	4	146	\$ 207,354	2.39	3.29	-27.48%	\$ 202,279	2.51%
Chicago Heights	411	113	\$ 83,299	31	38	282	\$ 60,768	3.86	5.04	-23.35%	\$ 55,709	9.08%
Chicago Ridge	415	17	\$ 176,457	7	4	67	\$ 145,694	2.62	2.13	22.79%	\$ 138,112	5.49%
Cicero	650	47	\$ 140,523	64	41	401	\$ 106,474	1.11	1.18	-5.54%	\$ 84,509	25.99%
Clarendon Hills	514	52	\$ 781,076	27	0	116	\$ 714,452	4.36	2.94	48.42%	\$ 691,571	3.31%
Country Club Hills	478	89	\$ 131,904	35	31	229	\$ 92,772	3.62	4.22	-14.21%	\$ 91,874	0.98%
Countryside	527	11	\$ 445,334	3	0	41	\$ 306,810	3.00	3.89	-22.88%	\$ 287,610	6.68%
Crest Hill	498	41	\$ 194,470	12	14	141	\$ 134,837	2.95		0.00%	\$ 131,833	2.28%
Crestwood	446	20	\$ 186,560	12	5	75	\$ 145,601	2.61	4.27	-38.91%	\$ 141,981	2.55%
Crete	417	122	\$ 212,556	34	26	254	\$ 140,726	4.66	7.14	-34.70%	\$ 135,590	3.79%
Crystal Lake (& Lakewood)	14	277	\$ 392,886	128	17	661	\$ 228,832	4.12	3.48	18.51%	\$ 222,733	2.74%
Darien	562	69	\$ 441,475	28	3	169	\$ 355,521	4.14	2.73	51.65%	\$ 307,067	15.78%
Deerfield	15	151	\$ 951,407	52	14	289	\$ 605,014	5.10	2.39	113.57%	\$ 526,234	14.97%
DeKalb	115	91	\$ 162,323	46	8	276	\$ 134,791	3.31		0.00%	\$ 123,051	9.54%
Des Plaines	16	124	\$ 344,459	78	23	495	\$ 243,021	2.50	2.77	-9.87%	\$ 231,187	5.12%
Dolton	419	114	\$ 70,165	28	36	280	\$ 43,469	3.98	4.90	-18.84%	\$ 45,382	-4.22%
Downers Grove	515	203	\$ 579,457	91	9	549	\$ 400,963	3.75	2.94	27.67%	\$ 389,995	2.81%
East Dundee	118	5	\$ 286,780	2	2	30	\$ 154,281	1.76		0.00%	\$ 141,097	9.34%
Elburn	119	71	\$ 438,631	31	4	137	\$ 271,046	4.95		0.00%	\$ 269,497	0.57%
Elgin	123	301	\$ 298,111	216	70	1,201	\$ 182,253	2.43	3.21	-24.33%	\$ 167,341	8.91%
Elk Grove Village	7	57	\$ 309,570	51	10	238	\$ 265,190	2.29	2.29	-0.10%	\$ 258,881	2.44%
Elmhurst	126	197	\$ 629,412	111	28	573	\$ 484,144	3.32	3.87	-14.21%	\$ 456,115	6.15%
Elmwood Park	635	38	\$ 260,246	41	15	191	\$ 219,203	1.85	2.75	-32.87%	\$ 204,985	6.94%
Evanston	201	82	\$ 958,863	84	25	447	\$ 525,001	1.77	2.16	-18.07%	\$ 528,176	-0.60%
Evergreen Park	642	95	\$ 193,258	42	17	257	\$ 148,227	3.61	4.50	-19.83%	\$ 132,572	11.81%
Flossmoor	422	85	\$ 293,100	25	4	125	\$ 215,311	6.62	5.40	22.66%	\$ 207,590	3.72%
Forest Park	130	27	\$ 296,592	17	1	92	\$ 256,352	2.95	2.73	7.89%	\$ 201,300	27.35%
Fox Lake	20	35	\$ 281,411	14	7	93	\$ 146,106	3.68	4.86	-24.19%	\$ 142,599	2.46%
Fox River Grove	21	27	\$ 254,722	17	5	78	\$ 237,465	3.24	3.88	-16.49%	\$ 218,304	8.78%
Frankfort	423	125	\$ 460,621	48	10	353	\$ 324,378	3.65	3.41	7.03%	\$ 326,393	-0.62%
Franklin Park	131	20	\$ 210,949	38	18	228	\$ 142,207	0.85	1.71	-50.58%	\$ 133,707	6.36%
Geneva	134	138	\$ 470,626	60	17	423	\$ 347,777	3.31	3.33	-0.54%	\$ 335,372	3.70%

April 1, 2015 Statistics									April 1, 2014 Statistics			
Town	MLS Area	Active	Average List Price	Under	Under	# of Sales	Average Sale Price	MONTHS SUPPLY	MONTHS SUPPLY	Percent Change	Average Sale Price	12 mo SP
				Contract (Ctg.)	Contract (Pend)	Last 12 mos.						Percent Change
Glen Ellyn	137	219	\$ 611,105	91	8	460	\$ 458,533	4.70	3.25	44.65%	\$ 454,258	0.94%
Glencoe	22	63	\$ 1,564,629	17	11	132	\$ 1,239,854	4.73	3.85	22.73%	\$ 1,193,280	3.90%
Glendale Heights	139	44	\$ 213,100	50	12	201	\$ 179,208	2.01	1.06	89.40%	\$ 160,401	11.72%
Glenview	25	156	\$ 888,145	81	29	473	\$ 610,794	3.21	2.51	27.93%	\$ 582,818	4.80%
Glenwood	425	36	\$ 107,784	15	17	100	\$ 93,831	3.27	4.06	-19.39%	\$ 88,832	5.63%
Grayslake	30	117	\$ 247,059	89	14	449	\$ 201,379	2.54		0.00%	\$ 195,983	2.75%
Gurnee	31	98	\$ 351,913	66	10	368	\$ 253,831	2.65	2.74	-3.33%	\$ 255,170	-0.52%
Hanover Park	103	40	\$ 193,356	51	21	289	\$ 166,759	1.33	1.52	-12.52%	\$ 153,919	8.34%
Harvard	33	54	\$ 413,207	15	5	139	\$ 117,340	4.08		0.00%	\$ 118,444	-0.93%
Harvey	426	53	\$ 48,582	13	27	128	\$ 20,047	3.79	5.88	-35.62%	\$ 19,724	1.64%
Harwood Heights	656	6	\$ 334,200	11	9	51	\$ 257,974	1.01	3.22	-68.51%	\$ 229,484	12.41%
Hawthorne Woods	47	52	\$ 655,751	31	7	122	\$ 513,548	3.90		0.00%	\$ 466,217	10.15%
Hazel Crest	429	46	\$ 90,155	18	25	167	\$ 83,969	2.63	4.15	-36.66%	\$ 73,342	14.49%
Hickory Hills	457	32	\$ 232,609	15	3	65	\$ 212,883	4.63	3.35	38.10%	\$ 203,433	4.65%
Highland Park	35	170	\$ 1,174,246	65	16	412	\$ 633,388	4.14	2.75	50.47%	\$ 599,954	5.57%
Hillside	162	16	\$ 142,016	16	4	94	\$ 128,137	1.68	2.48	-32.09%	\$ 114,166	12.24%
Hinkley	520	16	\$ 255,925	5	2	32	\$ 154,261	4.92	3.51	40.26%	\$ 146,112	5.58%
Hinsdale	521	196	\$ 1,452,302	40	10	291	\$ 1,048,526	6.90	5.44	26.79%	\$ 1,069,242	-1.94%
Hoffman Estates	194	122	\$ 338,284	62	19	407	\$ 269,922	3.00	2.31	29.87%	\$ 271,281	-0.50%
Homer Glen	500	122	\$ 471,783	32	7	233	\$ 309,145	5.38	4.59	17.26%	\$ 299,425	3.25%
Homewood	430	76	\$ 165,607	32	13	267	\$ 135,452	2.92	3.20	-8.65%	\$ 129,817	4.34%
Huntley	142	160	\$ 284,251	94	10	496	\$ 243,742	3.20		0.00%	\$ 228,680	6.59%
Indian Head Park	531	6	\$ 521,132	2	1	16	\$ 506,312	3.79	2.71	39.83%	\$ 484,217	4.56%
Inverness	7167	67	\$ 949,400	14	4	87	\$ 682,593	7.66	5.43	41.02%	\$ 582,328	17.22%
Itasca	143	23	\$ 505,744	13	5	73	\$ 324,821	3.03	3.39	-10.53%	\$ 310,884	4.48%
Joliet	499	331	\$ 154,197	188	80	1,329	\$ 117,509	2.49	3.07	-18.98%	\$ 114,064	3.02%
Justice	458	22	\$ 246,895	0	5	53	\$ 172,741	4.55	4.93	-7.67%	\$ 157,790	9.48%
Kildeer	47	37	\$ 2,341,676	8	0	43	\$ 1,512,581	8.71	7.42	17.33%	\$ 1,408,331	7.40%
Kenilworth	43	47	\$ 831,649	10	1	57	\$ 694,834	8.29		0.00%	\$ 636,723	9.13%
LaGrange Park	526	70	\$ 664,283	41	3	159	\$ 367,252	4.14	2.22	86.39%	\$ 326,991	12.31%
LaGrange	525	37	\$ 440,728	23	5	138	\$ 530,598	2.67	2.64	1.31%	\$ 482,073	10.07%
Lake Bluff	44	58	\$ 1,575,247	27	7	133	\$ 608,550	4.17	4.15	0.43%	\$ 688,867	-11.66%
Lake Forest	45	219	\$ 1,811,826	34	13	268	\$ 965,880	8.34	4.97	67.86%	\$ 997,667	-3.19%
Lake In The Hills	156	69	\$ 282,376	69	11	319	\$ 201,645	2.08	2.11	-1.65%	\$ 200,944	0.35%
Lake Villa & Lindenhurst	46	149	\$ 275,780	71	19	459	\$ 208,684	3.26	3.53	-7.74%	\$ 200,737	3.96%
Lake Zurich	47	51	\$ 400,963	47	4	248	\$ 319,482	2.05		0.00%	\$ 300,794	6.21%
Lansing	438	158	\$ 118,020	43	39	392	\$ 92,227	4.00	4.57	-12.47%	\$ 91,585	0.70%

April 1, 2015 Statistics									April 1, 2014 Statistics			
Town	MLS Area	Actives	Average List Price	Under	Under	# of Sales	Average Sale Price	MONTHS SUPPLY	MONTHS SUPPLY	Percent Change	Average Sale Price	12 mo SP
				Contract (Ctg.)	Contract (Pend)	Last 12 mos.						Percent Change
Lemont	439	104	\$ 490,152	62	5	198	\$ 382,159	4.71	4.94	-4.67%	\$ 361,393	5.75%
Libertyville & Green Oaks	48	164	\$ 706,548	55	7	385	\$ 507,136	4.40	3.55	24.02%	\$ 482,467	5.11%
Lincolnshire	69	39	\$ 718,282	21	5	95	\$ 568,418	3.87	3.47	11.46%	\$ 555,294	2.36%
Lincolnwood	645	40	\$ 548,500	14	7	132	\$ 395,428	3.14	3.09	1.53%	\$ 366,577	7.87%
Lisle	532	63	\$ 482,686	87	8	257	\$ 374,075	2.15	3.15	-31.82%	\$ 340,437	9.88%
Lockport	495	100	\$ 240,019	63	17	366	\$ 198,125	2.69	3.01	-10.61%	\$ 187,216	5.83%
Lombard	148	117	\$ 307,443	77	11	468	\$ 241,492	2.53	2.46	2.65%	\$ 240,954	0.22%
Long Grove	47	92	\$ 790,571	25	5	117	\$ 650,498	7.51		0.00%	\$ 642,854	1.19%
Lynwood	5411	45	\$ 206,191	9	16	81	\$ 145,542	5.09	4.95	2.92%	\$ 143,874	1.16%
Lyons	534	23	\$ 146,060	15	5	91	\$ 127,673	2.49	1.88	32.26%	\$ 108,356	17.83%
Markham	4426	49	\$ 67,058	19	23	157	\$ 46,989	2.95	4.53	-34.77%	\$ 44,726	5.06%
Matteson	443	78	\$ 169,409	35	19	221	\$ 130,387	3.40	3.91	-12.95%	\$ 124,198	4.98%
Maywood	153	57	\$ 120,562	33	22	213	\$ 78,285	2.55	2.35	8.61%	\$ 60,707	28.96%
Medinah	157	9	\$ 754,711	5	0	27	\$ 333,816	3.38	2.57	31.32%	\$ 299,832	11.33%
Melrose Park	160	20	\$ 176,088	29	6	89	\$ 143,373	1.94	2.33	-16.93%	\$ 121,628	17.88%
McHenry	50	301	\$ 283,952	129	24	719	\$ 168,440	4.14	3.84	7.87%	\$ 161,465	4.32%
Minooka	447	43	\$ 287,677	25	3	122	\$ 220,723	3.44	2.87	19.86%	\$ 193,585	14.02%
Midlothian	445	72	\$ 146,683	26	12	203	\$ 107,855	3.59	3.30	8.64%	\$ 95,585	12.84%
Mokena	448	85	\$ 440,237	29	7	265	\$ 308,152	3.39	4.39	-22.81%	\$ 292,242	5.44%
Monee	449	78	\$ 287,150	19	8	113	\$ 191,705	6.69	7.02	-4.76%	\$ 207,765	-7.73%
Montgomery	538	71	\$ 203,126	93	18	359	\$ 167,335	1.81	2.83	-35.94%	\$ 157,244	6.42%
Morris	450	78	\$ 304,752	32	8	196	\$ 181,836	3.97		0.00%	\$ 182,987	-0.63%
Morton Grove	53	48	\$ 400,714	44	14	275	\$ 281,793	1.73	2.38	-27.32%	\$ 289,740	-2.74%
Mt. Prospect	56	94	\$ 379,564	88	8	435	\$ 302,815	2.12	1.84	15.45%	\$ 289,483	4.61%
Mundelein	60	124	\$ 411,652	76	8	406	\$ 235,409	3.04	2.64	15.03%	\$ 225,746	4.28%
Naperville	540	574	\$ 664,111	286	19	1,574	\$ 446,253	3.67	3.01	21.79%	\$ 443,627	0.59%
New Lenox	451	139	\$ 368,604	54	20	419	\$ 258,816	3.38	4.28	-20.95%	\$ 253,548	2.08%
Niles	648	56	\$ 335,735	29	10	210	\$ 283,110	2.70	2.36	14.36%	\$ 275,383	2.81%
Norridge	634	20	\$ 404,555	18	11	140	\$ 273,862	1.42	1.21	17.37%	\$ 243,220	12.60%
North Aurora	542	98	\$ 312,925	36	5	203	\$ 243,593	4.82	5.30	-9.06%	\$ 228,513	6.60%
North Chicago	64	19	\$ 67,209	16	5	95	\$ 41,812	1.97	2.82	-30.30%	\$ 40,372	3.57%
North Riverside	547	14	\$ 254,568	13	2	71	\$ 196,417	1.95	2.20	-11.21%	\$ 173,159	13.43%
Northbrook	62	118	\$ 871,017	78	7	424	\$ 596,928	2.78	2.85	-2.39%	\$ 563,088	6.01%
Northfield	7193	37	\$ 1,092,792	13	6	78	\$ 687,623	4.58	3.38	35.42%	\$ 763,673	-9.96%
Northlake	164	20	\$ 169,415	9	8	112	\$ 127,471	1.86	1.41	31.95%	\$ 119,358	6.80%
Oak Brook	523	72	\$ 1,477,224	17	3	69	\$ 950,235	9.71	6.80	42.76%	\$ 942,034	0.87%
Oak Forest	452	69	\$ 192,838	44	20	270	\$ 164,684	2.48	3.30	-24.88%	\$ 155,535	5.88%

April 1, 2015 Statistics									April 1, 2014 Statistics			
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Oak Lawn	453	176	\$ 213,148	72	22	490	\$ 180,017	3.62	3.48	3.92%	\$ 170,497	5.58%
Oak Park	302	108	\$ 580,923	103	12	461	\$ 462,048	2.25	2.10	7.14%	\$ 417,722	10.61%
Oakbrook Terrace	181	2	\$ 239,450	0	0	10	\$ 233,640	2.40		0.00%	\$ 227,201	2.83%
Olympia Fields	461	28	\$ 209,974	11	11	73	\$ 171,409	3.54	3.25	8.83%	\$ 176,382	-2.82%
Orland Park	462	170	\$ 486,322	80	15	412	\$ 312,224	4.02	4.29	-6.21%	\$ 307,944	1.39%
Oswego	543	142	\$ 337,542	113	15	500	\$ 243,535	2.71	3.44	-21.12%	\$ 232,850	4.59%
Palatine	67	158	\$ 477,746	81	10	474	\$ 362,961	3.36	2.75	22.03%	\$ 344,400	5.39%
Palos Heights	463	35	\$ 370,342	15	6	117	\$ 271,912	3.04	3.02	0.78%	\$ 270,944	0.36%
Palos Hills	465	30	\$ 275,105	19	3	107	\$ 223,324	2.79	4.55	-38.67%	\$ 234,172	-4.63%
Palos Park	464	53	\$ 769,588	11	3	81	\$ 408,025	6.69	6.80	-1.55%	\$ 433,809	-5.94%
Park Forest	466	111	\$ 57,940	29	31	289	\$ 39,631	3.82	6.71	-43.12%	\$ 40,793	-2.85%
Park Ridge	68	149	\$ 697,596	62	16	417	\$ 473,012	3.61	2.89	24.99%	\$ 443,610	6.63%
Peotone	468	27	\$ 225,089	6	1	67	\$ 162,496	4.38	7.02	-37.63%	\$ 171,866	-5.45%
Plainfield	544	349	\$ 332,757	231	40	1,219	\$ 245,989	2.81	2.82	-0.33%	\$ 234,903	4.72%
Plano	545	28	\$ 198,991	33	7	151	\$ 142,292	1.76		0.00%	\$ 116,951	21.67%
Posen	469	12	\$ 102,492	10	6	57	\$ 76,715	1.97	3.34	-40.94%	\$ 74,559	2.89%
Prospect Heights	70	23	\$ 443,444	17	4	86	\$ 377,450	2.58	2.92	-11.66%	\$ 336,732	12.09%
Richton Park	471	39	\$ 112,338	24	21	151	\$ 92,228	2.39	2.38	0.33%	\$ 99,906	-7.69%
River Forest	305	58	\$ 1,112,026	16	4	97	\$ 721,791	5.95	1.93	208.22%	\$ 667,662	8.11%
River Grove	171	13	\$ 200,684	14	3	79	\$ 171,035	1.63	2.43	-33.13%	\$ 155,222	10.19%
Riverdale	627	33	\$ 45,887	5	17	93	\$ 22,936	3.44	5.03	-31.54%	\$ 25,100	-8.62%
Riverside	546	50	\$ 549,835	24	7	91	\$ 373,899	4.92	3.61	36.23%	\$ 373,287	0.16%
Rolling Meadows	8	40	\$ 315,466	36	9	157	\$ 247,161	2.38	1.47	61.65%	\$ 229,634	7.63%
Romeoville	494	85	\$ 174,546	80	54	476	\$ 156,256	1.67	2.19	-23.65%	\$ 148,462	5.25%
Roselle & Keeneyville	172	47	\$ 401,902	30	1	177	\$ 269,046	2.71	2.27	19.45%	\$ 268,626	0.16%
Round Lake	73	128	\$ 177,444	110	25	621	\$ 127,356	2.03	2.29	-11.28%	\$ 105,082	21.20%
Sandwich	491	29	\$ 221,038	8	4	106	\$ 141,206	2.95		0.00%	\$ 139,961	0.89%
Sauk Village	414	40	\$ 57,978	15	19	152	\$ 31,979	2.58	4.02	-35.80%	\$ 27,844	14.85%
Schaumburg	193	102	\$ 431,675	86	22	424	\$ 301,924	2.30	2.49	-7.60%	\$ 289,600	4.26%
Shorewood	496	86	\$ 319,478	43	17	246	\$ 236,898	3.37	4.34	-22.29%	\$ 243,807	-2.83%
Skokie	76	105	\$ 435,353	74	27	497	\$ 304,340	2.11	2.36	-10.72%	\$ 273,427	11.31%
South Elgin	177	66	\$ 342,431	55	10	236	\$ 254,115	2.63	2.93	-10.20%	\$ 239,391	6.15%
South Holland	473	109	\$ 135,105	44	40	321	\$ 103,892	3.23	3.26	-0.93%	\$ 101,018	2.85%
St. Charles	174	336	\$ 652,720	127	14	714	\$ 376,170	4.72	4.27	10.44%	\$ 357,361	5.26%
Steger	475	62	\$ 109,376	10	10	94	\$ 78,183	6.53	4.69	39.15%	\$ 71,825	8.85%
Stickney	404	22	\$ 167,812	9	6	113	\$ 140,563	2.06	2.33	-11.48%	\$ 126,960	10.71%
Streamwood	107	95	\$ 223,369	72	16	395	\$ 172,020	2.36	2.01	17.43%	\$ 162,196	6.06%

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Sugar Grove	554	70	\$ 332,298	26	3	134	\$ 282,720	5.15	5.33	-3.31%	\$ 269,882	4.76%
Summit	501	21	\$ 150,105	9	6	66	\$ 100,053	3.11	3.15	-1.23%	\$ 81,940	22.11%
Sycamore	178	77	\$ 248,488	28	11	211	\$ 191,803	3.70		0.00%	\$ 182,313	5.21%
Thornton	476	8	\$ 101,512	1	1	29	\$ 62,399	3.10	3.90	-20.60%	\$ 55,546	12.34%
Tinley Park	477	130	\$ 276,714	56	21	356	\$ 238,434	3.60	3.60	0.08%	\$ 220,203	8.28%
University Park	5466	21	\$ 110,192	8	11	89	\$ 73,733	2.33	3.68	-36.59%	\$ 75,938	-2.90%
Vernon Hills	61	48	\$ 568,072	44	5	179	\$ 413,375	2.53	1.78	41.93%	\$ 412,584	0.19%
Villa Park	186	62	\$ 261,856	40	3	274	\$ 212,258	2.35	2.35	-0.13%	\$ 189,586	11.96%
Warrenville	555	33	\$ 433,703	21	2	76	\$ 238,272	4.00	3.00	33.33%	\$ 205,925	15.71%
Waukegan & Park City	85	109	\$ 118,463	89	20	622	\$ 81,523	1.79	2.09	-14.39%	\$ 69,079	18.01%
Wayne	184	36	\$ 816,832	7	1	30	\$ 466,350	11.37	11.47	-0.89%	\$ 498,502	-6.45%
West Chicago	185	106	\$ 323,452	76	8	317	\$ 233,194	3.17	3.67	-13.57%	\$ 213,652	9.15%
West Dundee	118	29	\$ 304,091	18	2	63	\$ 239,154	4.19		0.00%	\$ 250,374	-4.48%
Westchester	154	67	\$ 230,129	49	8	260	\$ 191,583	2.54	2.82	-10.06%	\$ 181,021	5.83%
Western Springs	558	65	\$ 953,282	34	7	157	\$ 669,210	3.94	2.38	65.52%	\$ 585,597	14.28%
Westmont	559	52	\$ 416,257	29	5	179	\$ 305,324	2.93	2.26	29.63%	\$ 301,998	1.10%
Wheaton	187	190	\$ 532,375	107	7	633	\$ 375,901	3.05	3.11	-1.86%	\$ 374,851	0.28%
Wheeling	90	31	\$ 307,914	20	8	140	\$ 213,413	2.21	1.11	99.49%	\$ 195,888	8.95%
Willow Springs	480	23	\$ 393,710	6	3	45	\$ 351,048	5.11	5.02	1.81%	\$ 267,433	31.27%
Willowbrook	516	46	\$ 625,960	18	3	83	\$ 504,845	5.31	6.58	-19.34%	\$ 416,249	21.28%
Wilmette	91	111	\$ 1,248,042	64	17	362	\$ 891,973	3.01	1.46	105.94%	\$ 727,319	22.64%
Winfield	190	62	\$ 447,752	22	6	159	\$ 367,802	3.98	4.97	-19.95%	\$ 307,139	19.75%
Winnetka	93	154	\$ 1,992,073	33	15	221	\$ 1,465,989	6.87	4.31	59.39%	\$ 1,361,194	7.70%
Wood Dale	191	32	\$ 314,945	22	5	121	\$ 241,674	2.59	3.82	-32.08%	\$ 228,925	5.57%
Woodridge	517	71	\$ 386,803	41	13	249	\$ 278,621	2.81	2.86	-1.68%	\$ 258,310	7.86%
Woodstock & Greenwood	98	139	\$ 415,964	83	10	306	\$ 198,675	4.18	4.89	-14.51%	\$ 178,085	11.56%
Worth	482	27	\$ 197,970	10	6	82	\$ 150,805	3.31	2.14	54.49%	\$ 135,814	11.04%
Yorkville	560	137	\$ 318,009	52	8	293	\$ 239,042	4.66	3.82	21.92%	\$ 228,934	4.42%
Zion	99	72	\$ 119,940	39	12	296	\$ 86,711	2.49	2.73	-8.79%	\$ 79,482	9.10%
City of CHICAGO	8000	2,695	\$ 449,327	1,434	824	9,875	\$ 307,280	2.67	2.82	-5.32%	\$ 278,351	10.39%
TOTALS (all areas above):	8099	19,765	\$ 474,367	10,598	3,428	62,314	\$ 287,130	3.11	3.16	-1.58%	\$ 279,976	2.56%
ALL AREAS (+ not above)	ALL	not including Michigan Wisconsin or Indiana					\$ 267,002	3.33	3.60	-7.50%	\$ 257,208	3.81%

A balanced market typically has a 4.00 to 6.00 months supply. Less than that is undersupplied, more is oversupplied. Average Sales Price noted from previous year to current year should not be assumed to be Appreciation/Depreciation. It is percent of change of average sales price & could be exaggerated with low volume/new construction.