

**SCORE BOARD - "TALK TO TOM" - 847-331-2249**

**TOM MAGNER**

<b>LAKE BARRINGTON</b>	<b>1996</b>		<b>1997</b>		<b>1998</b>		<b>1999</b>		<b>2000</b>		<b>2001</b>		<b>2002</b>		<b>2003</b>		<b>2004</b>		<b>2005</b>		<b>2006</b>		<b>2007</b>	
UNITS SOLD	17	65%	28	7%	30	17%	35	0%	35	-20%	28	-14%	24	75%	42	-12%	37	-11%	33	-9%	30	-3%	29	
LEAST EXPENSIVE	\$ 275,000	-60%	\$ 110,000	100%	\$ 220,000	-50%	\$ 110,000	115%	\$ 237,000	37%	\$ 325,000	-6%	\$ 305,000	-2%	\$ 298,900	1%	\$ 301,000	30%	\$ 392,000	-18%	\$ 320,000	33%	\$ 427,000	
MOST EXPENSIVE	\$ 650,000	31%	\$ 850,000	-7%	\$ 788,500	38%	\$ 1,085,000	-33%	\$ 724,900	41%	\$ 1,021,000	-10%	\$ 917,500	21%	\$ 1,112,500	17%	\$ 1,300,000	-12%	\$ 1,143,000	53%	\$ 1,745,000	-26%	\$ 1,299,000	
AVERAGE SALE	\$ 408,831	12%	\$ 457,062	6%	\$ 486,389	-1%	\$ 479,729	-3%	\$ 464,405	27%	\$ 589,843	-8%	\$ 542,527	12%	\$ 609,320	14%	\$ 696,659	-4%	\$ 666,177	9%	\$ 725,400	15%	\$ 836,220	
MEDIAN AVERAGE	\$ 347,000	15%	\$ 399,900	18%	\$ 470,000	-11%	\$ 417,500	8%	\$ 452,000	34%	\$ 604,750	-19%	\$ 487,500	18%	\$ 576,500	17%	\$ 677,250	-4%	\$ 651,000	1%	\$ 655,000	25%	\$ 816,000	
MARKET TIME	72		103		109		80		83		115		128		131									
<b>"TALK TO TOM"</b>																								
<b>BROOKSIDE</b>	<b>1996</b>		<b>1997</b>		<b>1998</b>		<b>1999</b>		<b>2000</b>		<b>2001</b>		<b>2002</b>		<b>2003</b>		<b>2004</b>		<b>2005</b>		<b>2006</b>		<b>2007</b>	
UNITS SOLD	5	40%	7	-71%	2	100%	4	-50%	2	-50%	1	100%	2	-50%	1	-100%	0		1		0		3	
LEAST EXPENSIVE	\$ 476,000	-16%	\$ 400,000	41%	\$ 565,000	-22%	\$ 440,000	48%	\$ 649,000	12%	\$ 730,000	-32%	\$ 493,500	83%	\$ 905,000	-100%	\$ -		\$ 850,000		0		\$ 619,500	
MOST EXPENSIVE	\$ 650,000	8%	\$ 702,900	-13%	\$ 610,500	11%	\$ 678,500	5%	\$ 712,000	3%	\$ 730,000	5%	\$ 765,000	18%	\$ 905,000	-100%	\$ -		\$ 850,000		0		\$ 937,000	
AVERAGE SALE	\$ 556,480	1%	\$ 559,952	5%	\$ 587,750	2%	\$ 598,100	14%	\$ 680,500	7%	\$ 730,000	-14%	\$ 629,250	44%	\$ 905,000	-100%	\$ -		\$ 850,000		0		\$ 783,833	
MEDIAN AVERAGE	\$ 571,900	4%	\$ 595,000	-1%	\$ 587,750	8%	\$ 636,950	7%	\$ 680,500	7%	\$ 730,000	-14%	\$ 629,500	44%	\$ 905,000	-100%	\$ -		\$ 850,000		0		\$ 795,000	
MARKET TIME	69		81		35		50		69		137		106		299									
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<b>CHESAPEAKE</b>	<b>1996</b>		<b>1997</b>		<b>1998</b>		<b>1999</b>		<b>2000</b>		<b>2001</b>		<b>2002</b>		<b>2003</b>		<b>2004</b>		<b>2005</b>		<b>2006</b>		<b>2007</b>	
UNITS SOLD	2	200%	6	-50%	3	-33%	2	-50%	1	0%	1	100%	2	-50%	1	-100%	0		0		0		2	
LEAST EXPENSIVE	\$ 499,900	7%	\$ 535,000	25%	\$ 670,000	22%	\$ 816,500	-19%	\$ 663,000	21%	\$ 805,000	2%	\$ 825,000	7%	\$ 879,000	-100%	\$ -		\$ -		\$ -		\$ 828,000	
MOST EXPENSIVE	\$ 660,000	29%	\$ 850,000	-4%	\$ 815,000	26%	\$ 1,028,041	-36%	\$ 663,000	21%	\$ 805,000	9%	\$ 875,000	0%	\$ 879,000	-100%	\$ -		\$ -		\$ -		\$ 1,000,000	
AVERAGE SALE	\$ 579,950	20%	\$ 694,983	9%	\$ 757,833	22%	\$ 922,270	-28%	\$ 663,000	21%	\$ 805,000	6%	\$ 850,000	3%	\$ 879,000	-100%	\$ -		\$ -		\$ -		\$ 914,000	
MEDIAN AVERAGE	\$ 579,950	18%	\$ 685,000	15%	\$ 788,500	17%	\$ 922,270	-28%	\$ 663,000	21%	\$ 805,000	6%	\$ 850,000	3%	\$ 879,000	-100%	\$ -		\$ -		\$ -		\$ 914,000	
MARKET TIME	91		121		92		242		64		27		65		110									
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<b>COUNTRY SQUIRE ESTATE:</b>	<b>1996</b>		<b>1997</b>		<b>1998</b>		<b>1999</b>		<b>2000</b>		<b>2001</b>		<b>2002</b>		<b>2003</b>		<b>2004</b>		<b>2005</b>		<b>2006</b>		<b>2007</b>	
UNITS SOLD	3	0%	3	-67%	1	100%	2	-50%	1	0%	1	0%	1	100%	2	50%	3	-67%	1	100%	2		0	
LEAST EXPENSIVE	\$ 290,000	-4%	\$ 279,000	0%	\$ 278,000	14%	\$ 317,000	22%	\$ 388,000	8%	\$ 417,500	-7%	\$ 388,000	8%	\$ 420,000	13%	\$ 475,000	13%	\$ 535,000	-19%	\$ 435,000		\$ -	
MOST EXPENSIVE	\$ 355,100	13%	\$ 399,900	-30%	\$ 278,000	28%	\$ 356,000	9%	\$ 388,000	8%	\$ 417,500	-7%	\$ 388,000	20%	\$ 466,000	10%	\$ 512,000	4%	\$ 535,000	-4%	\$ 515,000		\$ -	
AVERAGE SALE	\$ 315,033	6%	\$ 335,466	-17%	\$ 278,000	21%	\$ 336,500	15%	\$ 388,000	8%	\$ 417,500	-7%	\$ 388,000	14%	\$ 443,000	34%	\$ 595,500	-10%	\$ 535,000	-11%	\$ 475,000		\$ -	
MEDIAN AVERAGE	\$ 300,000	9%	\$ 327,500	-15%	\$ 278,000	21%	\$ 336,500	0%	\$ 338,000	24%	\$ 417,500	-7%	\$ 388,000	14%	\$ 443,000	13%	\$ 499,500	7%	\$ 535,000	-11%	\$ 475,000		\$ -	
MARKET TIME	66		59		158		49		53		157		55		112									
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<b>FARM TRAILS</b>	<b>1996</b>		<b>1997</b>		<b>1998</b>		<b>1999</b>		<b>2000</b>		<b>2001</b>		<b>2002</b>		<b>2003</b>		<b>2004</b>		<b>2005</b>		<b>2006</b>		<b>2007</b>	
UNITS SOLD	4	0%	4	50%	6	-50%	3	133%	7	-71%	2	50%	3	33%	4	25%	5	-80%	1	0%	1	100%	2	
LEAST EXPENSIVE	\$ 395,000	12%	\$ 443,000	-9%	\$ 401,500	16%	\$ 467,000	-13%	\$ 404,000	42%	\$ 575,000	-6%	\$ 539,500	-15%	\$ 460,000	11%	\$ 508,500	42%	\$ 722,000	18%	\$ 850,000	-22%	\$ 665,000	
MOST EXPENSIVE	\$ 567,000	12%	\$ 637,250	18%	\$ 750,000	-29%	\$ 530,000	18%	\$ 627,500	0%	\$ 625,000	10%	\$ 685,000	-9%	\$ 625,000	24%	\$ 776,000	-7%	\$ 722,000	18%	\$ 850,000	-22%	\$ 665,000	
AVERAGE SALE	\$ 451,750	16%	\$ 524,812	-6%	\$ 494,083	0%	\$ 492,000	6%	\$ 521,917	15%	\$ 600,000	0%	\$ 601,166	-4%	\$ 575,000	8%	\$ 623,300	16%	\$ 722,000	18%	\$ 850,000	-22%	\$ 665,000	
MEDIAN AVERAGE	\$ 422,500	24%	\$ 524,812	-11%	\$ 465,000	3%	\$ 479,000	9%	\$ 524,000	15%	\$ 600,000	-4%	\$ 579,000	5%	\$ 607,500	-1%	\$ 599,000	21%	\$ 722,000	18%	\$ 850,000	-22%	\$ 665,000	
MARKET TIME	201		47		143		74		112		66		62		88									

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<b>FLINT LAKE ESTATES</b>	<b>1996</b>		<b>1997</b>		<b>1998</b>		<b>1999</b>		<b>2000</b>		<b>2001</b>		<b>2002</b>		<b>2003</b>		<b>2004</b>		<b>2005</b>		<b>2006</b>		<b>2007</b>	
UNITS SOLD	7	-71%	2	50%	3	67%	5	-80%	1	0	1	500%	6	-67%	2	-50%	1	0%	1	0	1	0		
LEAST EXPENSIVE	\$ 275,000	11%	\$ 304,800	-10%	\$ 273,500	8%	\$ 295,000	38%	\$ 408,000		\$ 320,000	21%	\$ 388,000	26%	\$ 490,000	2%	\$ 499,000	16%	\$ 580,000					
MOST EXPENSIVE	\$ 480,000	-32%	\$ 325,000	30%	\$ 423,000	16%	\$ 490,000	-17%	\$ 408,000		\$ 320,000	137%	\$ 759,000	-10%	\$ 683,000	-27%	\$ 499,000	16%	\$ 580,000					
AVERAGE SALE	\$ 358,571	-12%	\$ 314,900	6%	\$ 333,000	5%	\$ 348,700	17%	\$ 408,000		\$ 320,000	64%	\$ 523,333	12%	\$ 586,500	-15%	\$ 499,000	16%	\$ 580,000					
MEDIAN AVERAGE	\$ 342,000	-8%	\$ 314,900	-4%	\$ 302,500	4%	\$ 315,000	30%	\$ 408,000		\$ 320,000	56%	\$ 499,000	18%	\$ 586,500	-15%	\$ 499,000	16%	\$ 580,000					
MARKET TIME	99		72		246		191		38		186		206											

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<b>HERITAGE ESTATES</b>	<b>1996</b>		<b>1997</b>		<b>1998</b>		<b>1999</b>		<b>2000</b>		<b>2001</b>		<b>2002</b>		<b>2003</b>		<b>2004</b>		<b>2005</b>		<b>2006</b>		<b>2007</b>	
UNITS SOLD	2	-50%	1	100%	2	-50%	1	0	0	1	100%	2	0%	2	0%	2	-50%	1	100%	2	-50%	1		
LEAST EXPENSIVE	\$ 564,086	11%	\$ 625,000	-4%	\$ 600,000	17%	\$ 702,500	\$ -	\$ 1,021,000	-22%	\$ 795,000	7%	\$ 850,000	-13%	\$ 737,000	55%	\$ 1,143,000	-10%	\$ 1,030,000	26%	\$ 1,299,000			
MOST EXPENSIVE	\$ 645,637	-3%	\$ 625,000	12%	\$ 700,000	0%	\$ 702,500	\$ -	\$ 1,021,000	-16%	\$ 859,000	30%	\$ 1,112,500	-19%	\$ 905,000	26%	\$ 1,143,000	53%	\$ 1,745,000	-26%	\$ 1,299,000			
AVERAGE SALE	\$ 604,861	3%	\$ 625,000	4%	\$ 650,000	8%	\$ 702,500	\$ -	\$ 1,021,000	-19%	\$ 827,000	19%	\$ 981,250	-16%	\$ 821,000	39%	\$ 1,143,000	21%	\$ 1,387,500	-6%	\$ 1,299,000			
MEDIAN AVERAGE	\$ 604,561	3%	\$ 625,000	4%	\$ 650,000	8%	\$ 702,500	\$ -	\$ 1,021,000	-19%	\$ 827,000	19%	\$ 981,250	-16%	\$ 821,000	39%	\$ 1,143,000	21%	\$ 1,387,500	-6%	\$ 1,299,000			
MARKET TIME	139		108		65		32	0	132		99		72											

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<b>HERITAGE OAKS</b>	<b>1996</b>		<b>1997</b>		<b>1998</b>		<b>1999</b>		<b>2000</b>		<b>2001</b>		<b>2002</b>		<b>2003</b>		<b>2004</b>		<b>2005</b>		<b>2006</b>		<b>2007</b>	
UNITS SOLD	6	-83%	1	200%	3	33%	4	-50%	2	-50%	1	0	3	133%	7	0	0	0	0	0	0			
LEAST EXPENSIVE	\$ 500,000	27%	\$ 635,000	-7%	\$ 590,000	0%	\$ 592,000	15%	\$ 680,000	4%	\$ 705,000		\$ 690,000	-5%	\$ 655,000									
MOST EXPENSIVE	\$ 585,000	9%	\$ 635,000	-2%	\$ 625,000	2%	\$ 636,150	9%	\$ 691,700	2%	\$ 705,000		\$ 755,000	7%	\$ 810,000									
AVERAGE SALE	\$ 541,500	17%	\$ 635,000	-5%	\$ 605,000	3%	\$ 620,162	11%	\$ 685,850	3%	\$ 705,000		\$ 724,666	4%	\$ 751,642									
MEDIAN AVERAGE	\$ 542,500	17%	\$ 635,000	-6%	\$ 600,000	8%	\$ 647,250	6%	\$ 685,850	3%	\$ 705,000		\$ 729,000	5%	\$ 769,000									
MARKET TIME	113		29		89		89	49	95				162											

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<b>TWIN POND ESTATES</b>	<b>1996</b>		<b>1997</b>		<b>1998</b>		<b>1999</b>		<b>2000</b>		<b>2001</b>		<b>2002</b>		<b>2003</b>		<b>2004</b>		<b>2005</b>		<b>2006</b>		<b>2007</b>	
UNITS SOLD	6	83%	11	-55%	5	40%	7	-14%	6	-17%	5	-20%	4	0	0	0	5	-60%	2	0	0			
LEAST EXPENSIVE	\$ 305,000	6%	\$ 322,000	-8%	\$ 295,000	3%	\$ 305,000	40%	\$ 428,000	-13%	\$ 372,500	17%	\$ 436,000				\$ 519,000	23%	\$ 639,900					
MOST EXPENSIVE	\$ 522,500	6%	\$ 555,000	-16%	\$ 468,000	31%	\$ 615,000	6%	\$ 654,800	-9%	\$ 597,000	-10%	\$ 540,000				\$ 679,900	-4%	\$ 655,000					
AVERAGE SALE	\$ 384,000	12%	\$ 428,454	-10%	\$ 383,600	14%	\$ 438,285	16%	\$ 508,216	-7%	\$ 474,900	4%	\$ 494,875				\$ 619,780	3%	\$ 638,750					
MEDIAN AVERAGE	\$ 353,250	20%	\$ 425,000	-9%	\$ 385,000	14%	\$ 438,000	21%	\$ 529,000	-11%	\$ 470,000	7%	\$ 501,750				\$ 622,500	3%	\$ 638,750					
MARKET TIME	89		112		101		68	50	147		197													

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