REALTY SCOREBOARD - LAKE ZURICH

BREAKDOWN OF THE LAKE ZURICH AREA, SINGLE FAMILY, DETACHED RESIDENCES

Tom Magner - 847-331-2249

"TALK TO TOM"

LAKE ZURICH AREA (1)	**1996**		**1997**		**1998**		**1999**		**2000**		**2001**		**2002**		**2003**		**2004**		**2005**		**2006**		**2007**
UNITS SOLD	593	8%	642	15%	740	-7%	689	-3%	665	-4%	637	-2%	623	5%	655	-3%	637	2%	652	-23%	499	-8%	459
LEAST EXPENSIVE	$ 98,000	5%	$ 103,000	-20%	$ 82,000	-12%	$ 72,500	-31%	$ 50,000	78%	$ 89,000	25%	$ 111,501	16%	$ 129,500	-15%	$ 110,000	55%	$ 170,000	-21%	$ 134,900	4%	$ 140,000
MOST EXPENSIVE	$ 1,100,000	5%	$ 1,150,000	96%	$ 2,250,000	-44%	$ 1,250,000	19%	$ 1,485,000	-3%	$ 1,435,000	1%	$ 1,455,000	-5%	$ 1,380,000	41%	$ 1,945,000	75%	$ 3,400,000	-35%	$ 2,205,000	-14%	$ 1,900,000
AVERAGE SALE	$ 299,533	4%	$ 311,836	4%	$ 325,063	6%	$ 344,088	7%	$ 367,451	16%	$ 425,494	4%	$ 440,837	5%	$ 463,255	13%	$ 525,610	6%	$ 555,977	7%	$ 593,079	-3%	$ 576,518
MEDIAN AVERAGE	$ 258,000	7%	$ 275,000	2%	$ 281,000	10%	$ 310,000	6%	$ 329,000	16%	$ 381,000	2%	$ 389,000	8%	$ 420,000	12%	$ 470,000	2%	$ 480,000	4%	$ 499,000	0%	$ 500,000
MARKET TIME	70		73		70		60		49		121		113		101								

(1) Lake Zurich, Hawthorne Woods, Kildeer & Long Grove

"TALK TO TOM"

LAKE ZURICH	**1996**		**1997**		**1998**		**1999**		**2000**		**2001**		**2002**		**2003**		**2004**		**2005**		**2006**		**2007**
UNITS SOLD	328	11%	364	6%	385	-12%	339	0%	339	-15%	288	12%	323	6%	341	-8%	314	6%	333	-21%	262	-14%	226
LEAST EXPENSIVE	$ 98,000	5%	$ 103,000	-20%	$ 82,000	-12%	$ 72,500	-31%	$ 50,000	78%	$ 89,000	25%	$ 111,501	16%	$ 129,500	-15%	$ 110,000	55%	$ 170,000	-15%	$ 143,900	-3%	$ 140,000
MOST EXPENSIVE	$ 400,000	13%	$ 453,683	-12%	$ 400,000	28%	$ 510,000	7%	$ 546,000	-11%	$ 485,000	116%	$ 1,050,000	-33%	$ 700,000	25%	$ 875,000	87%	$ 1,640,000	-39%	$ 995,000	-11%	$ 885,000
AVERAGE SALE	$ 196,062	9%	$ 213,113	-3%	$ 207,576	3%	$ 213,405	10%	$ 235,198	11%	$ 260,304	8%	$ 280,245	11%	$ 312,131	9%	$ 340,475	10%	$ 375,646	2%	$ 383,935	-5%	$ 362,880
MEDIAN AVERAGE	$ 186,500	11%	$ 207,500	-12%	$ 182,000	8%	$ 196,500	16%	$ 228,000	10%	$ 251,000	6%	$ 266,000	13%	$ 300,000	8%	$ 324,750	6%	$ 344,000	5%	$ 360,500	-3%	$ 349,000
MARKET TIME	60		60		70		46		40		88		93		84								

"TALK TO TOM"

LONG GROVE	**1996**		**1997**		**1998**		**1999**		**2000**		**2001**		**2002**		**2003**		**2004**		**2005**		**2006**		**2007**
UNITS SOLD	93	22%	113	23%	139	-14%	120	1%	121	21%	147	-9%	134	-15%	114	5%	120	1%	121	-20%	97	10%	107
LEAST EXPENSIVE	$ 199,500	-47%	$ 105,000	100%	$ 210,000	0%	$ 210,000	-5%	$ 200,000	0%	$ 199,900	38%	$ 275,000	16%	$ 318,500	7%	$ 340,000	7%	$ 362,500	16%	$ 420,000	-24%	$ 320,000
MOST EXPENSIVE	$ 1,100,000	5%	$ 1,150,000	96%	$ 2,250,000	-44%	$ 1,250,000	19%	$ 1,485,000	-3%	$ 1,435,000	1%	$ 1,455,000	-5%	$ 1,380,000	30%	$ 1,800,000	4%	$ 1,864,000	18%	$ 2,205,000	-14%	$ 1,900,000
AVERAGE SALE	$ 507,331	1%	$ 510,444	5%	$ 536,000	7%	$ 575,160	1%	$ 578,830	6%	$ 614,275	9%	$ 667,195	6%	$ 704,006	11%	$ 781,490	5%	$ 823,348	14%	$ 936,691	-9%	$ 854,719
MEDIAN AVERAGE	$ 495,000	-3%	$ 480,500	14%	$ 550,000	-3%	$ 535,000	-2%	$ 525,000	11%	$ 580,500	8%	$ 625,000	5%	$ 653,500	11%	$ 725,000	5%	$ 763,000	7%	$ 814,000	-5%	$ 775,000
MARKET TIME	79		90		87		88		65		139		153		126								

"TALK TO TOM"

HAWTHORN WOODS	**1996**		**1997**		**1998**		**1999**		**2000**		**2001**		**2002**		**2003**		**2004**		**2005**		**2006**		**2007**
UNITS SOLD	102	20%	122	19%	145	-5%	138	-7%	128	-2%	126	-26%	93	40%	130	2%	132	-1%	131	-39%	80	2%	82
LEAST EXPENSIVE	$ 227,000	-28%	$ 164,000	18%	$ 193,000	-2%	$ 190,000	8%	$ 205,000	-20%	$ 165,000	67%	$ 274,900	12%	$ 308,000	2%	$ 315,000	6%	$ 335,000	17%	$ 391,000	-18%	$ 320,000
MOST EXPENSIVE	$ 812,500	-24%	$ 620,000	29%	$ 802,000	-11%	$ 710,000	2%	$ 725,000	31%	$ 950,000	5%	$ 999,900	20%	$ 1,200,000	-14%	$ 1,035,000	229%	$ 3,400,000	-66%	$ 1,170,000	39%	$ 1,630,000
AVERAGE SALE	$ 359,776	1%	$ 362,120	2%	$ 371,000	5%	$ 390,431	10%	$ 431,313	9%	$ 468,505	10%	$ 517,577	3%	$ 532,697	11%	$ 591,030	6%	$ 626,783	5%	$ 659,839	4%	$ 687,853
MEDIAN AVERAGE	$ 344,000	2%	$ 352,000	2%	$ 360,000	2%	$ 368,000	10%	$ 405,000	11%	$ 450,000	7%	$ 482,500	6%	$ 510,000	14%	$ 579,000	0%	$ 580,300	9%	$ 630,000	2%	$ 644,500
MARKET TIME	75		89		90		65		50		143		113		103								

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KILDEER	**1996**		**1997**		**1998**		**1999**		**2000**		**2001**		**2002**		**2003**		**2004**		**2005**		**2006**		**2007**
UNITS SOLD	62	-16%	52	35%	70	27%	89	-18%	73	0%	73	-8%	67	0%	67	6%	71	-6%	67	-10%	60	-27%	44
LEAST EXPENSIVE	$ 265,000	-39%	$ 161,500	46%	$ 235,000	-13%	$ 205,000	2%	$ 210,000	38%	$ 290,000	34%	$ 390,000	-6%	$ 367,000	-2%	$ 360,000	24%	$ 445,000	-10%	$ 402,500	-6%	$ 377,000
MOST EXPENSIVE	$ 812,000	-28%	$ 588,000	36%	$ 797,000	-4%	$ 765,000	10%	$ 840,000	56%	$ 1,310,624	10%	$ 1,435,826	-9%	$ 1,300,000	50%	$ 1,945,000	3%	$ 2,000,000	6%	$ 2,120,000	-25%	$ 1,600,000
AVERAGE SALE	$ 439,134	-5%	$ 418,186	5%	$ 439,000	5%	$ 460,240	12%	$ 515,234	21%	$ 622,271	4%	$ 649,649	5%	$ 681,090	16%	$ 790,278	5%	$ 830,942	4%	$ 861,823	-8%	$ 789,825
MEDIAN AVERAGE	$ 429,000	-3%	$ 418,000	-1%	$ 412,000	7%	$ 439,000	10%	$ 484,000	18%	$ 573,500	-1%	$ 570,000	13%	$ 643,750	11%	$ 712,500	4%	$ 740,000	0%	$ 743,000	-5%	$ 705,000
MARKET TIME	103		89		73		69		58		175		130		143								