

NORTH BARRINGTON	1996	1997	1998	1999	2000	2001	2002	2003	2004								
UNITS SOLD	34	-12%	30	23%	37	27%	47	36%	64	60	63	49	58				
LEAST EXPENSIVE	\$ 217,000	-13%	\$ 189,000	-11%	\$ 169,000	47%	\$ 249,000	-52%	\$ 119,900	96%	\$ 235,000	-23%	\$ 180,000	44%	\$ 260,000	10%	\$ 285,000
MOST EXPENSIVE	\$ 1,315,000	-9%	\$ 1,200,000	0%	\$ 1,200,000	50%	\$ 1,800,000	35%	\$ 2,425,000	-8%	\$ 2,225,000	-4%	\$ 2,140,000	22%	\$ 2,612,000	51%	\$ 3,937,000
AVERAGE SALE	\$ 577,723	-22%	\$ 449,106	35%	\$ 606,887	28%	\$ 779,501	0%	\$ 780,610	15%	\$ 896,818	-2%	\$ 875,272	5%	\$ 916,180	9%	\$ 998,784
MEDIAN AVERAGE	\$ 524,000	-33%	\$ 350,000	57%	\$ 549,000	33%	\$ 728,500	6%	\$ 775,000	3%	\$ 796,000	5%	\$ 835,000	1%	\$ 845,000	1%	\$ 850,000
MARKET TIME	73		113		108		75		97		138		185		152		
"TALK TO TOM"																	
BILTMORE	1996	1997	1998	1999	2000	2001	2002	2003	2004								
UNITS SOLD	25		17		22		29		30		21		25		19		26
LEAST EXPENSIVE	\$ 192,000	-2%	\$ 189,000	-11%	\$ 169,000	17%	\$ 197,000	-39%	\$ 119,900	92%	\$ 230,000	-22%	\$ 180,000	53%	\$ 275,000	16%	\$ 320,000
MOST EXPENSIVE	\$ 618,500	-24%	\$ 467,500	50%	\$ 699,000	9%	\$ 765,000	1%	\$ 775,000	2%	\$ 792,000	12%	\$ 889,900	-12%	\$ 785,000	91%	\$ 1,500,000
AVERAGE SALE	\$ 301,776	2%	\$ 306,720	13%	\$ 346,313	1%	\$ 350,944	6%	\$ 371,446	9%	\$ 403,547	1%	\$ 405,576	5%	\$ 426,239	33%	\$ 565,761
MEDIAN AVERAGE	\$ 273,000	4%	\$ 285,000	5%	\$ 298,000	0%	\$ 297,250	15%	\$ 343,000	1%	\$ 345,250	6%	\$ 364,250	10%	\$ 402,250	15%	\$ 462,000
MARKET TIME	120		56		69		77		69		139		117		86		
"TALK TO TOM"																	
OAKSBURY	1996	1997	1998	1999	2000	2001	2002	2003	2004								
UNITS SOLD	4		5		6		5		6		7		1		0		7
LEAST EXPENSIVE	\$ 350,000	-18%	\$ 285,500	15%	\$ 329,000	32%	\$ 435,000	-16%	\$ 365,000	4%	\$ 380,000	31%	\$ 496,000				\$ 401,700
MOST EXPENSIVE	\$ 524,000	30%	\$ 680,000	-20%	\$ 545,000	33%	\$ 722,500	-34%	\$ 475,000	51%	\$ 715,000	-31%	\$ 496,000				\$ 675,000
AVERAGE SALE	\$ 430,250	7%	\$ 459,300	-8%	\$ 421,666	35%	\$ 569,000	-28%	\$ 406,983	32%	\$ 538,000	-8%	\$ 496,000				\$ 552,742
MEDIAN AVERAGE	\$ 423,500	9%	\$ 459,500	-14%	\$ 394,500	31%	\$ 515,000	-23%	\$ 394,500	23%	\$ 485,500	2%	\$ 496,000				\$ 595,000
MARKET TIME	66		68		129		52		34		128		54				
"TALK TO TOM"																	
WYNSTONE	1996	1997	1998	1999	2000	2001	2002	2003	2004								
UNITS SOLD	23		16		22		34		43		37		43		27		29
LEAST EXPENSIVE	\$ 385,000	12%	\$ 430,000	6%	\$ 455,000	14%	\$ 520,000	4%	\$ 542,500	13%	\$ 615,000	-7%	\$ 569,100	5%	\$ 600,000	0%	\$ 600,000
MOST EXPENSIVE	\$ 1,315,000	-9%	\$ 1,200,000	25%	\$ 1,500,000	20%	\$ 1,800,000	35%	\$ 2,425,000	-8%	\$ 2,225,000	-4%	\$ 2,140,000	22%	\$ 2,621,000	50%	\$ 3,937,500
AVERAGE SALE	\$ 772,530	-10%	\$ 697,084	24%	\$ 866,247	13%	\$ 981,085	3%	\$ 1,009,255	15%	\$ 1,156,737	-4%	\$ 1,112,909	11%	\$ 1,229,914	12%	\$ 1,381,499
MEDIAN AVERAGE	\$ 741,000	-11%	\$ 657,500	27%	\$ 835,000	4%	\$ 872,500	9%	\$ 954,500	5%	\$ 1,001,500	7%	\$ 1,067,500	14%	\$ 1,215,000	-2%	\$ 1,192,000
MARKET TIME	97		134		136		95		110		136		208		201		
"TALK TO TOM"																	