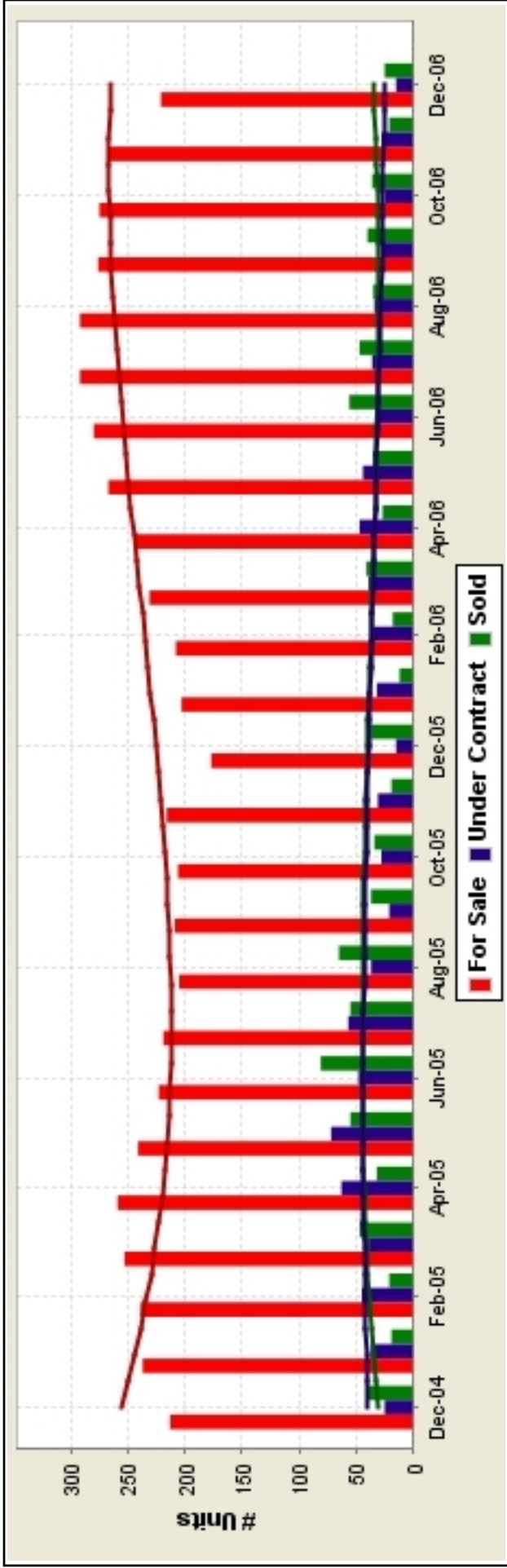


# Market Dynamics

Century 21 Pro-Team

**Basic Supply & Demand**  
 2 Years (Monthly) 12/01/04 - 12/31/06



### KEY INFORMATION

| 2 Year |        |        |     |        |     |     |
|--------|--------|--------|-----|--------|-----|-----|
|        | Dec-04 | Dec-06 | Δ   | % Δ    | Min | Max |
| FS     | 213    | 221    | 8   | 3.76   | 177 | 292 |
| UC     | 25     | 15     | -10 | -40.00 | 15  | 72  |
| Sold   | 40     | 25     | -15 | -37.50 | 12  | 81  |
|        |        |        |     |        | Avg |     |
|        |        |        |     |        | 238 |     |
|        |        |        |     |        | 37  |     |
|        |        |        |     |        | 37  |     |

| December 04-05-06 |        |        |        |         |  |  |
|-------------------|--------|--------|--------|---------|--|--|
|                   | Dec-04 | Dec-05 | Dec-06 | Dec Avg |  |  |
| FS                | 213    | 177    | 221    | 204     |  |  |
| UC                | 25     | 15     | 15     | 18      |  |  |
| Sold              | 40     | 37     | 25     | 34      |  |  |

| Dec-06 |        |        |     |        |  |  |
|--------|--------|--------|-----|--------|--|--|
|        | Dec-05 | Dec-06 | Δ   | % Δ    |  |  |
| FS     | 177    | 221    | 44  | 24.86  |  |  |
| UC     | 15     | 15     | 0   | 0.00   |  |  |
| Sold   | 37     | 25     | -12 | -32.43 |  |  |

### MARKET DYNAMICS SEARCH CRITERIA

MLS: MLS of Northern Illinois,

Time Period: 2 years (monthly)

Price: 0 - 999999999

Bedrooms: All

Bathrooms: All

Construction Type: All

Property Types: Residential:(Detached Single)

Cities: Geneva

Market Dynamics statistics are based on closed MLS transactions. Each closing generates one transaction side only.

# Market Dynamics

Century 21 Pro-Team

Basic Supply & Demand  
2 Years (Monthly) 12/01/04 - 12/31/06

| Month             | FS #       | UC #      | Avg UC %     | Sold #    | Avg Sold %   |
|-------------------|------------|-----------|--------------|-----------|--------------|
| Dec-06            | 221        | 15        | 6.79         | 25        | 11.31        |
| Nov-06            | 267        | 28        | 10.49        | 21        | 7.87         |
| Oct-06            | 275        | 25        | 9.09         | 36        | 13.09        |
| Sep-06            | 276        | 27        | 9.78         | 40        | 14.49        |
| Aug-06            | 292        | 34        | 11.64        | 35        | 11.99        |
| Jul-06            | 292        | 36        | 12.33        | 47        | 16.10        |
| Jun-06            | 280        | 33        | 11.79        | 56        | 20.00        |
| May-06            | 267        | 44        | 16.48        | 35        | 13.11        |
| Apr-06            | 243        | 47        | 19.34        | 27        | 11.11        |
| Mar-06            | 231        | 39        | 16.88        | 41        | 17.75        |
| Feb-06            | 208        | 36        | 17.31        | 18        | 8.65         |
| Jan-06            | 203        | 32        | 15.76        | 12        | 5.91         |
| Dec-05            | 177        | 15        | 8.47         | 37        | 20.90        |
| Nov-05            | 216        | 31        | 14.35        | 19        | 8.80         |
| Oct-05            | 206        | 28        | 13.59        | 34        | 16.50        |
| Sep-05            | 209        | 21        | 10.05        | 37        | 17.70        |
| Aug-05            | 205        | 37        | 18.05        | 65        | 31.71        |
| Jul-05            | 219        | 57        | 26.03        | 55        | 25.11        |
| Jun-05            | 223        | 48        | 21.52        | 81        | 36.32        |
| May-05            | 241        | 72        | 29.88        | 55        | 22.82        |
| Apr-05            | 259        | 63        | 24.32        | 32        | 12.36        |
| Mar-05            | 253        | 39        | 15.42        | 47        | 18.58        |
| Feb-05            | 239        | 45        | 18.83        | 21        | 8.79         |
| Jan-05            | 237        | 37        | 15.61        | 19        | 8.02         |
| Dec-04            | 213        | 25        | 11.74        | 40        | 18.78        |
| <b>Total/Avgs</b> | <b>238</b> | <b>37</b> | <b>15.36</b> | <b>37</b> | <b>15.71</b> |