

Chicago Market Summary

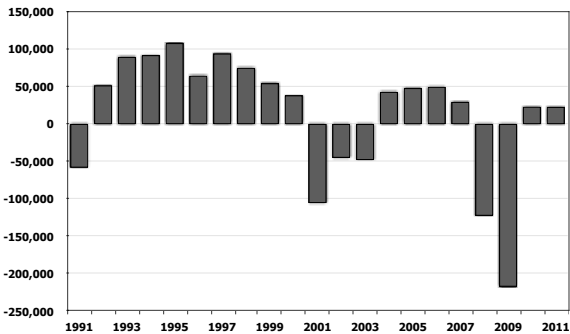
NIU Financial Forecast Symposium
January 27, 2012

Chicago Market

- 🔴 2,754 Total Subdivisions
- 🔴 1,540 Active Subdivisions
- 🔴 1,214 Future Subdivisions
- 🔴 597 Furnished Model Homes (1,754 in 2006)
- 🔴 1,685 Finished & Vacant Homes (5,344 in 2006)
- 🔴 1,890 Homes Under Construction (9,882 in 2006)
- 🔴 57,434 Vacant Developed Lots (57,141 in 2006)
- 🔴 227,501 Future Lots
- 🔴 12-Counties & 30 Field Research Personnel

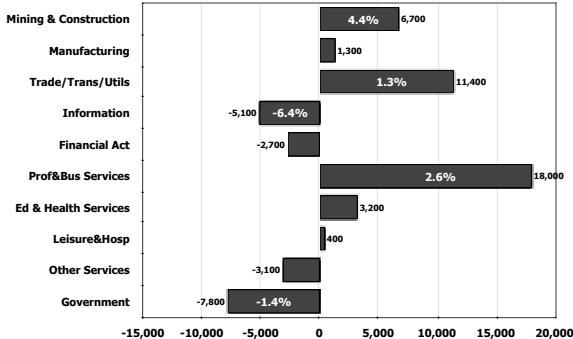
Chicagoland Market

Chicagoland Region - Year by Year Jobs Gained & Lost



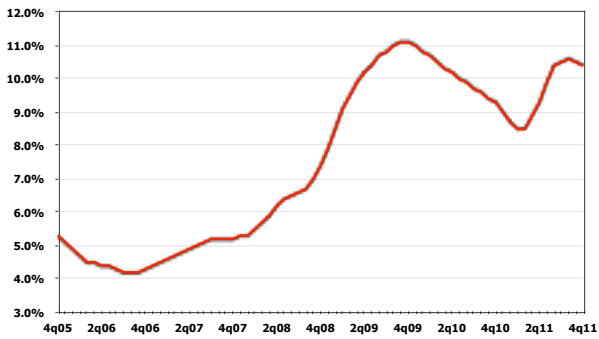
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Job Growth - Jobs Added/Lost by Job Sector During Past Year



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Chicagoland Region - Monthly Unemployment Rate



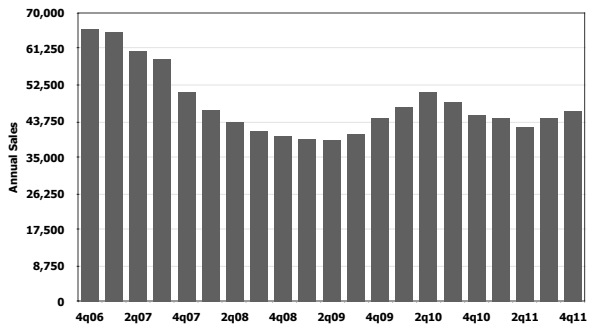
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Job Numbers - Chicago's Largest Employers

Employer	2010 Employees	2011 Employees	% Change
U.S. Government	77,000	49,573	-35.6%
Chicago Public Schools	43,740	40,883	-6.5%
City of Chicago	36,242	35,237	-2.8%
State of Illinois	26,000	25,700	-1.2%
Cook County	23,416	23,083	-1.4%
Wal-Mart Stores	19,990	21,329	6.7%
Advocate Health Care	14,784	14,873	0.6%
J.P. Morgan Chase & Co.	13,142	13,639	3.8%
Walgreen Co.	13,281	13,122	-1.2%
United Continental Holdings	13,000	13,000	0.0%
Abbott Laboratories	13,000	13,000	0.0%
AT&T Inc.	13,000	12,200	-6.2%
Motorola, Inc.	10,300	10,000	-2.9%
University of Illinois at Chicago	9,893	9,766	-1.3%
American Airlines	9,692	9,766	0.8%

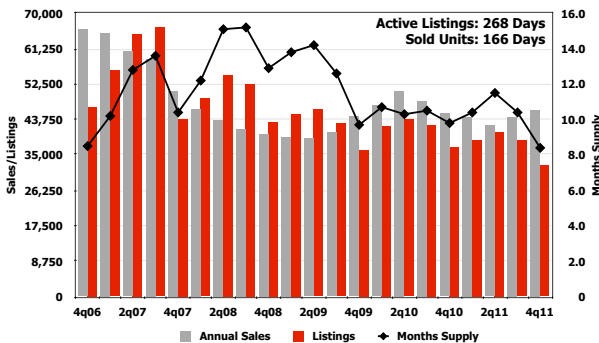
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SF Resale Housing Market - Annual Sales



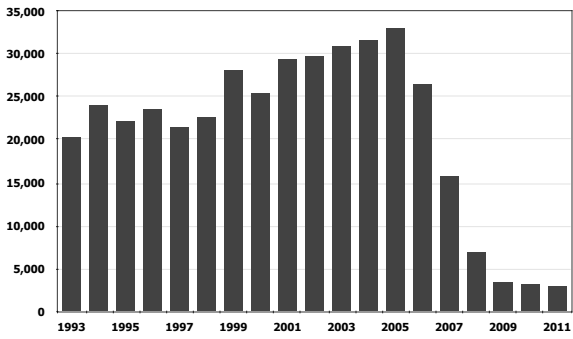
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SF Resale Housing Market - Annual Sales & Active Listings



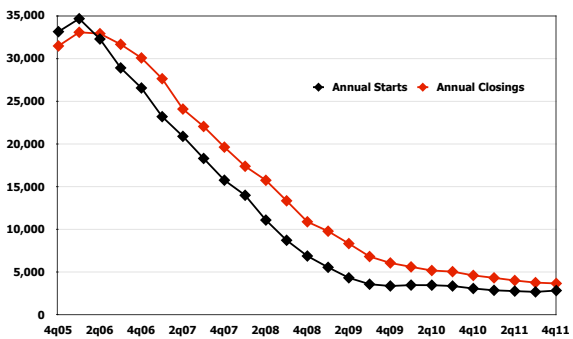
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Annual New Homes Started - Year by Year



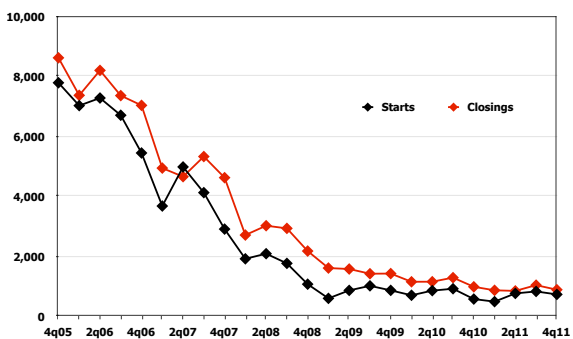
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Annual New Home Starts & Closings - 12-Month Moving Total



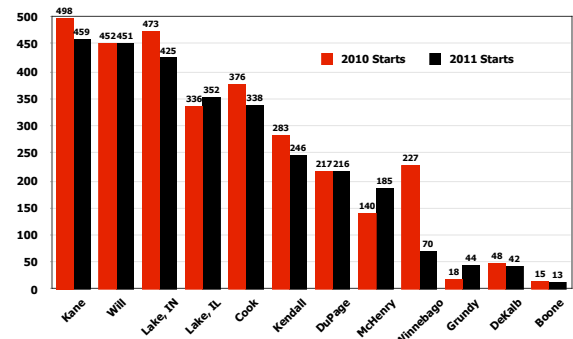
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Quarterly New Home Starts & Closings - 6-Year History



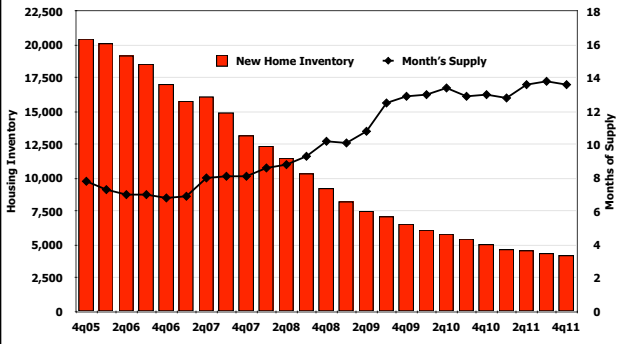
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Year to Date Housing Starts - 2010 & 2011 Comparison by County



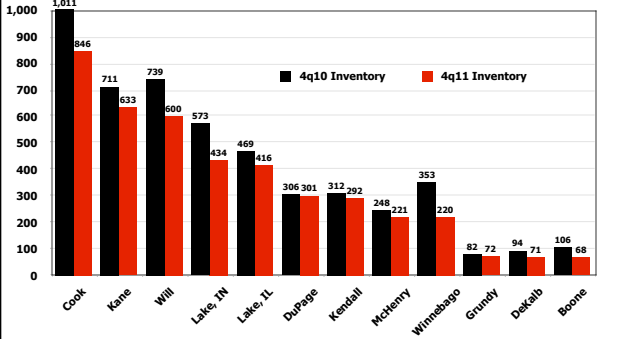
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New Home Inventory - Trend in Inventory & Month's of Supply



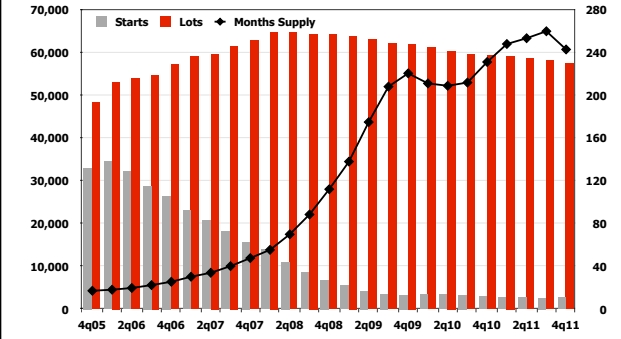
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New Home Inventory - 4q10 & 4q11 Comparison by County



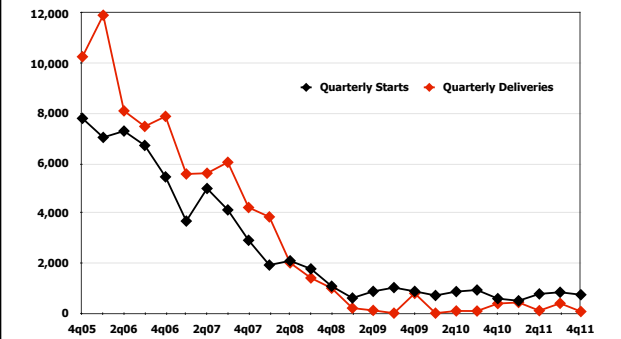
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Annual New Home Starts & Lot Inventory - Annual Trend



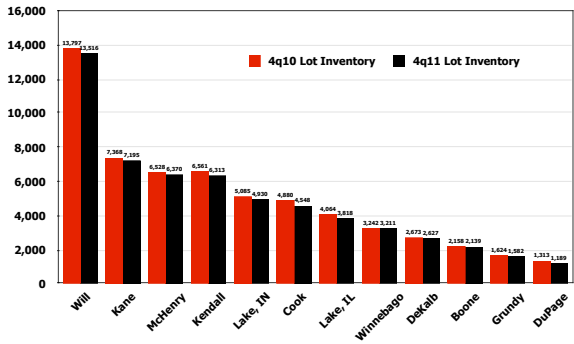
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Lot Absorption & Delivery - Quarterly Trend



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Vacant Develop Lot Inventory - 4q10 & 4q11 Comparison by County



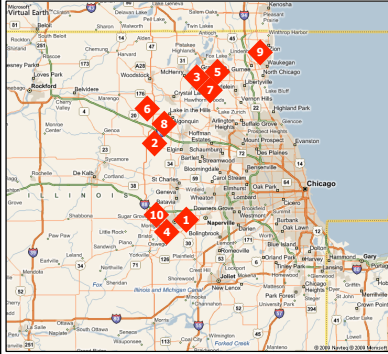
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Municipality Ranking - Ranked by Annual New Home Starts

City/Village	Ann Starts	Ann Closings	INV	Mo. Supply	VDL	Mo. Supply	Future Lots
Elgin	149	190	149	9.4	1,957	157.6	12,344
Huntley	141	125	97	9.3	845	71.9	6,604
Naperville	138	107	132	14.8	764	66.4	1,022
Oswego	106	98	105	12.9	1,634	185.0	6,451
St. John	105	134	85	7.6	1,224	139.9	1,151
Crown Point	100	124	89	8.6	940	112.8	3,290
Winfield (IN)	90	59	88	17.9	369	49.2	695
Volo	85	89	66	8.9	437	61.7	820
Joliet	67	64	80	15.0	2,384	427.0	5,096
Arlington Heights	64	64	23	4.3	6	1.1	97
Plainfield	60	88	104	14.2	1,717	343.4	8,849
Pingree Grove	59	79	81	12.3	808	164.3	5,598
Gilberts	58	45	53	14.1	226	46.8	1,669
Aurora	57	71	88	14.9	759	159.8	1,647
Shorewood	57	63	29	5.5	1,046	220.2	104

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Subdivision Ranking - Single-Family Detached Ranked by Annual Closings



Subdivision (Ann. Closings)

1. Carillon at Stonegate
2. Cambridge Lakes
3. Symphony Meadows
4. Blackberry Crossing West
5. Lancaster Falls
6. Talamore
7. Liberty Lakes/Domenella
8. Town Center of Gilberts
9. Cambridge/Heatherstone
10. Foxmoor

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Subdivision Ranking - Single-Family Attached Ranked by Annual Closings



Subdivision (Ann. Closings)

1. Shelburne Crossing
2. Plaza on New York
3. Talamore
4. Arlington Crossings
5. Town Center of Gilberts
6. Renaissance Estates
7. Westhaven Park
8. Lexington Park
9. Patriot Square
10. Easton Park