

IN THE
UNITED STATES DISTRICT COURT
FOR THE NORTHERN DISTRICT OF ILLINOIS
EASTERN DIVISION

KC FILED
APR 29 2005
MICHAEL W. DOBBINS
CLERK, U.S. DISTRICT COURT

UNITED STATES OF AMERICA,)
)
Plaintiff,)
)
vs.)
)
MICHAEL MARCELLO,)
)
Defendant.)

No. 02 CR 1050
Hon. James B. Zagel

DEFENDANT MARCELLO'S MOTION FOR PRE-TRIAL RELEASE

Now comes the Defendant, MICHAEL MARCELLO, by his attorney, ALEXANDER M. SALERNO, and pursuant to Title 18 U.S.C. Section 18 U.S.C. § 3142(c), moves this Court for entry of an order granting pre-trial release. In support of this request, the defendant states as follows:

I. Analysis of Bail Reform Act

The Bail Reform Act of 1984, Title 18 U.S.C. 3142 et seq., expressly provides that a defendant shall be released on his or her own recognizance or on a secured bond unless the court determines that no condition or combination of conditions will insure that the defendant does not represent a risk of flight or a danger to the community. Title 18 U.S.C. 3142(b). As the Supreme Court noted in reviewing the constitutionality of the Act: "In our society liberty is the norm, and detention prior to trial...is the carefully limited exception." United States v. Salerno, 481 U.S. 739, 755 (1987). Moreover, "federal law has traditionally provided that a person

arrested for a noncapital offense shall be admitted to bail. Only in rare circumstances should release be denied. Doubts regarding the propriety of release should be resolved in favor of the defendant. United States v. Motamedi, 767 F.2d 1403, 1405 (9th Cir. 1985).

To ensure that pretrial detention remains only a carefully limited exception, the Act provides two hurdles the government must overcome. First, the defendant must qualify for pretrial detention under at least one of the six conditions enumerated under Title 18 U.S.C. 3142(f)(1). See United States v. Ploof, 851 F.2d 7, 10 (1st Cir. 1988); United States v. Phillips, 732 F.Supp. 255, 260 (D.Mass. 1990). Second, under Title 18 U.S.C. 3142(e), the defendant can then be detained only if the government shows by clear and convincing evidence that no release condition or set of conditions will reasonably assure the safety of the community and by a preponderance of the evidence that no condition or set of conditions under subsection (c) will reasonably assure the defendant's appearance...(emphasis in original). United States v. Orta, 760 F.2d 887, 891 (8th Cir. 1985); United States v. Portes, 786 F.2d 758 (7th Cir. 1985).

Under Title 18 U.S.C. Section 3142(e), a rebuttable presumption arises that no condition or combination of conditions will reasonably assure the defendant's appearance or the safety of the community where the court has probable cause to believe that the defendant has committed a crime of violence. Although this case involves allegations of violence of murder, there

are no allegations that Mr. Marcello participated or conspired in any of these acts. Therefore, it is the defendant's position that the presumption under Section 3142(e) does not apply. If the government invokes the presumption contained in Title 18 U.S.C. Section 3142(e), the defendant need only present some credible evidence showing that he is neither a risk of flight nor a danger to the community. United States v. Portes, 786 F.2d 758, 764 (7th Cir. 1986). Courts have held that evidence contained in the pretrial services report and evidence of the defendant's family, economic, and social stability provide such evidence for rebutting the presumption. United States v. Dominguez, 783 F.2d 702 (7th Cir. 1986); United States v. Nicholas, 681 F.Supp. 527 (N.D.Ill. 1988); United States v. Hare, 873 F.2d 765 (5th Cir. 1989); United States v. Clark, 791 F.Supp. 259 (W.D.Wash. 1992). Indeed, as one court has observed, ignoring the recommendation of the pretrial services report risks "creating a de facto 'presumption' of detention and . . . not adequately following the mandates of the statutory scheme laid out in the Bail Reform Act of 1984." United States v. Mendez-Hernandez, 747 F.Supp. 846, 849 (D.Puerto Rico 1990).

Furthermore, the presumption merely shifts the burden of production, not the burden of persuasion, to the defendant, and the government retains the burden of proof by the preponderance of the evidence where the issue is risk of flight and by clear and convincing evidence where the issue is danger to the community. United States v. Portes, 786 F.2d 758 (7th Cir. 1985). Finally, it

must be noted that throughout this process, the Defendant is presumed innocent of the charge, and that federal law has traditionally provided that a person who is arrested for a non-capital charge should be admitted to bail so as to permit the unhampered preparation of a defense and to prevent the infliction of punishment prior to conviction. 18 U.S.C. Section 3142(j); Stack v. Boyle, 342 U.S. 1 (1951); United States v. Montamedi, 767 F.2d 1403, 1405 (9th Cir. 1985)(doubts regarding the propriety of release should be resolved in favor of the defendant).

II. Mr. Marcello is not a flight risk.

Where the government seeks detention based upon the defendant's alleged risk of flight, courts have found that the availability of electronic monitoring programs, and the imposition of other conditions of release, effectively rebut the statutory presumption and warrant pretrial release. United States v. O'Brien, 895 F.2d 810, 816 (1st Cir. 1990).

Mr. Marcello is 54 years old. He has never been arrested. He has lived in and around the city of Chicago all of his life. He has one child, Salvatore, twenty-six years old. He has one brother and two sisters living in the Chicago area. Mr. Marcello is the primary caretaker of his elderly mother, who resides with him in Schaumburg, Illinois. The elder Marcello has congestive heart failure and relies on a pacemaker. She recently suffered a stroke for which she is undergoing daily rehabilitation. She has only a small percentage of vision, is

not able to drive herself to rehabilitation, and has relied on her son for her care. Mrs. Marcello must be assisted in all activities, including use of the restroom.

III. Mr. Marcello is not a danger to the community.

Assuming the government is seeking detention on the basis of the defendant's alleged dangerousness to the community, the government cannot meet its requisite burden of proof solely on the presumption contained in Title 18 U.S.C. Section 3142(e) unless there is proof of the defendant's future dangerousness. United States v. Dominguez, 783 F.2d 702 (7th Cir. 1986); United States v. Jeffries, 679 F.Supp. 1114 (M.D.Ga. 1988)(government cannot rely on indictment alone; gun and drug charges not necessarily enough to provide clear and convincing evidence of defendant's dangerousness); United States v. Bell, 673 F.Supp. 1429 (E.D.Mich. 1987)(hearsay may not satisfy clear and convincing evidence standard); United States v. Cox, 635 F.Supp. 1047 (D.Kan. 1986)(unrebutted presumption not clear and convincing evidence); United States v. Jones, 614 F.Supp. 96 (E.D. Pa. 1985)(defendant did not rebut presumption, but government failed to show clear and convincing evidence of danger). The danger alleged by the government must relate to the federal case for which the defendant has been charged, and unrelated allegations of danger to others are insufficient. United States v. Ploof, 851 F.2d 7 (1st Cir. 1988); United States v. Byrd, 969 F.2d 106 (5th Cir. 1992).

Mr. Marcello has no criminal history. There are no allegations in the indictment indicating that Mr. Marcello participated in or conspired to commit any acts of violence. While there are allegations relating to acts of violence, there is no evidence that Mr. Marcello was part and parcel of any violent activity. Therefore, it is clear that there is no physical danger presented to any individuals that would militate against the release of Mr. Marcello on bond.

IV. Conditions exist which would assure the defendant's presence in court and the safety of the community.

Under Section 3142(g), there are factors that the Court must consider when deciding whether to release a defendant on bond.

(a) Whether the charged offense is a crime of violence.

Again, the defendant proposes that he has not been charged with a crime of violence. The government has agreed that Mr. Marcello is not involved in the murders alleged in the indictment. So, while there are allegations of violence, no evidence exists that ties Mr. Marcello to an act of violence.

(b) The weight of evidence against Mr. Marcello is minimal.

The government has presented no evidence indicating that Mr. Marcello is guilty of the offenses outlined in the indictment. Without understanding the weight of the government's evidence, Mr. Marcello cannot be expected to rebut a showing of probable cause.

(c) Mr. Marcello's character and family ties indicate that his presence

is assured.

Mr. Marcello has never been arrested, and he has lived his entire life in Chicago. His entire family lives in and around Chicago. There exists nothing indicating that Mr. Marcello, should he be released on bond, fail to appear. The investigation leading up to the present indictment has been pending and Mr. Marcello, through his attorney, has been in contact with the government for over two years. When informed that he was to be indicted, Mr. Marcello offered to voluntarily surrender himself. He never attempted to flee. Throughout the pendency of the investigation, Mr. Marcello was cognizant of the identity of the witnesses against him, and has proved he is a non-violent individual. As such, there is no risk of flight, nor danger to the community.

PROPOSED CONDITIONS OF RELEASE

Pre-trial services recommended Mr. Marcello's release under less rigid conditions than those suggested below. Mr. Marcello suggests any number of, or combination of, and does not limit the following conditions to assure his appearance in court.

(1) **Posting of property to secure a bond.** The beneficial owners' of the trust are the defendant's mother and family members and the properties are free of all liens and encumbrances. See attached market analysis.

a) LaSalle Bank Trust 52892:

- (1) two bedroom condominium at 9500 West Glenlake, Rosemont, IL (value: \$146,300)
- (2) studio units at 9500 West Glenlake, Rosemont, IL (Total value: \$203,100)
- (2) one bedroom condominiums at 9500 West

Glenlake, Rosemont, IL (total value: \$249,600)
-(1) two bedroom condominium at 263 Driftwood Lane,
Schaumburg, IL (value: \$167,500)

- b) Chicago Title and Land Trust 1113225
-(1) Unit D-1 at 263 Driftwood Lane, Schaumburg, IL
(value: \$189,800)

**Total value of Real Estate: \$953,300, which
comprises the complete net worth of his family.**

- (2) In addition, if this court feels the need for additional security in the form of a co-signature on a cash bond, the Mr. Marcello's son Sam, and his close friend, Thomas Ford will agree to co-sign the bond. Mr. Marcello's son is the sole owner and president of Hospitality Plus Inc. in Franklin Park, IL and earns over \$50,000.00 per year. Mr. Ford owns 52% of the shares of BBF Erector's in Addison, IL, is acting President, and earns well in excess of \$125,000.00 per year. An additional guarantee of \$100,000 is suggested by the defense, co-signed by both individual's jointly and severally to increase the total amount of collateral to over \$1,000,000.00.
- (3) a commitment by his son to act as third-party custodian for his father;
- (4) electronic monitoring;
- (5) restriction to his home, except with express permission from pretrial services;
- (6) check-in with pre-trial services by telephone, twice weekly, and once per week in person;
- (7) restricted visitation to his home from a list of pre-approved individuals;
- (8) passport surrender;
- (9) no use of mobile telephone and government monitoring of home telephone;
- (10) any other condition the Court deems appropriate.

Certainly, these conditions are reasonable, and have been deemed reasonable in other forums. In *United States v. Felice*, 934 F.2d 103 (7th Cir. 1991), the Court released two defendants under less stringent conditions than

proposed herein. Both individuals were alleged to be members of a street crew; one was alleged to have committed one gang-lord style murder, and the other, said to have committed two. See memorandum opinion, 90 CR 87 Mem. Op. Ord. (N. Dist. II 1990). In *United States v. Volpendesto*, the defendant was released even though he had been charged with obstruction due to a baseball bat beating of a federal witness. In *United States v. Patriarca*, 948 F.2d 789 (1st Cir. 1991), an alleged crime boss charged with racketeering, was released under less stringent conditions proposed above. In *United States v. Traity*, 807 F.2d 322 (3rd Cir. 1986), the defendant was released though he had been charged with numerous offenses, including extortion, acts of intimidation, violence, and obstruction of justice.

WHEREFORE, Michael Marcello respectfully requests that the Court allow him pre-trial release, and enter an order setting a reasonable bail consistent with the requests submitted above.


MICHAEL MARCELLO, Defendant

BY:

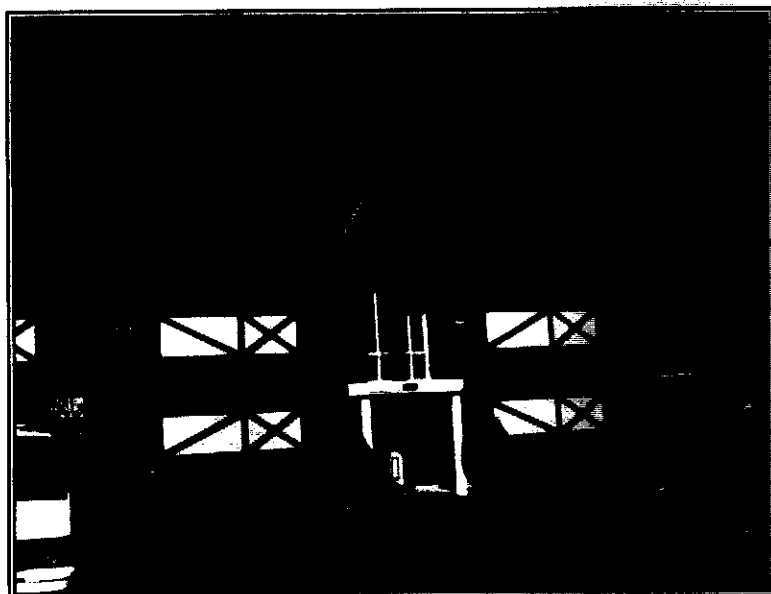

ALEXANDER M. SALERNO

CERTIFICATE OF SERVICE

The undersigned attorney hereby certifies that a copy of the foregoing instrument was hand-delivered to the United States Attorney's Office, 219 S. Dearborn Street, Fifth Floor, on April 29, 2005.


ALEXANDER M. SALERNO, ESQ.

Property Profile *and* Market Analysis



Prepared especially for:

Marcello
9500 Glenlake Ave
Rosemont, IL 60018

April 28, 2005

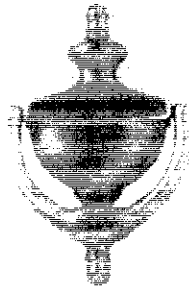
Prepared by:

Jose Herrera
Century 21 Northlake
242 E. North Ave
Northlake, IL 60164

Office: 708-562-5689

Pager: 630-223-5224





Thursday, April 28, 2005

Marcello
9500 Glenlake Ave
Rosemont, IL 60018

Dear Marcello:

Thank you for the opportunity to present my marketing plan to you.

I have prepared this market analysis in order to provide you with the most current information about what is happening in the market place.

Since the other comparable properties may vary in size and amenities relative to your home, I have taken the market analysis process one step further. In addition to the standard statistical analysis, I have prepared an "Adjusted Market Analysis" for you. This analysis more accurately indicates the "Price Point" in today's market place for your home based on the area you live in, the size of your property and its amenities. This comparative market analysis will provide you with the information necessary to determine an indicated price range for your home in today's market.

It is especially important in the current market to set the price correctly and to prepare your home for "show". There is a large inventory of homes available in every price range, the buyers are comparison shopping. The "best" homes at the right price are the ones that are attracting the qualified buyers.

Enclosed you will find a copy of my marketing program which I will be going over in detail with you. It is a dynamic plan, and I think you are going to feel very comfortable with us marketing your home.

I am looking forward to working with you on the marketing of your home.

Sincerely,

Jose Herrera



Comparative Market Analysis Explanation



The following pages graphically illustrate the comparable properties that closely match your property's characteristics. These properties will help to find a fair market value for your property and help decide the proper listing price for your home.

FAIR MARKET VALUE HAS BEEN DEFINED AS:

The highest price estimated in terms of money which the property will bring when the property is exposed for sale in the open market by a willing seller, allowing time to find a willing buyer, neither buyer nor seller acting under compulsion, both having full knowledge of all the uses and purposes to which the property is adapted and for which is capable of being used.

This market value definition presupposes perfect knowledge on the part of the buyer and seller. Since this perfect world rarely exists, our estimate of price is generally indicated as a range.

In evaluating your property I have used many of the tools that a professional appraiser utilizes: comparable sales, competitive listings in escrow, square footage, location, amenities, and the general condition of the property. I have also considered the effect of any existing financing on the property.

The enclosed data was researched from the reliable information currently available from the local Association of Realtors, local real estate firms, and title companies. It does not reflect every property of comparable value for sale now, but does represent a good cross section of the competitive real estate inventory and recent sales.

Please note that while none of the properties are exactly like yours, they do provide a good reference source in a comparative market analysis.

The estimated value I have given for your property does not mean that the sale of the property could not occur at a higher price. The price you ultimately receive, of course, will depend on your motivation, the motivation of the buyer, and market conditions at the time offers are received.

Once we have tested the market at this price, we will make periodic reviews to ensure we remain competitive.





Determining Value

Factors That Affect The Value of Your Home in Today's Market

Location

- Location is the single most important factor in determining the value of your home.

Competition

- Prospective buyers compare your property against competing properties.
- Buyers will perceive value based upon properties that have sold or are available in the area.

Timing

- Property values are affected by the current real estate market.
- As the real estate market cannot be manipulated, a flexible marketing plan should be developed which analyzes the current marketing conditions and individual features of the property.

Condition

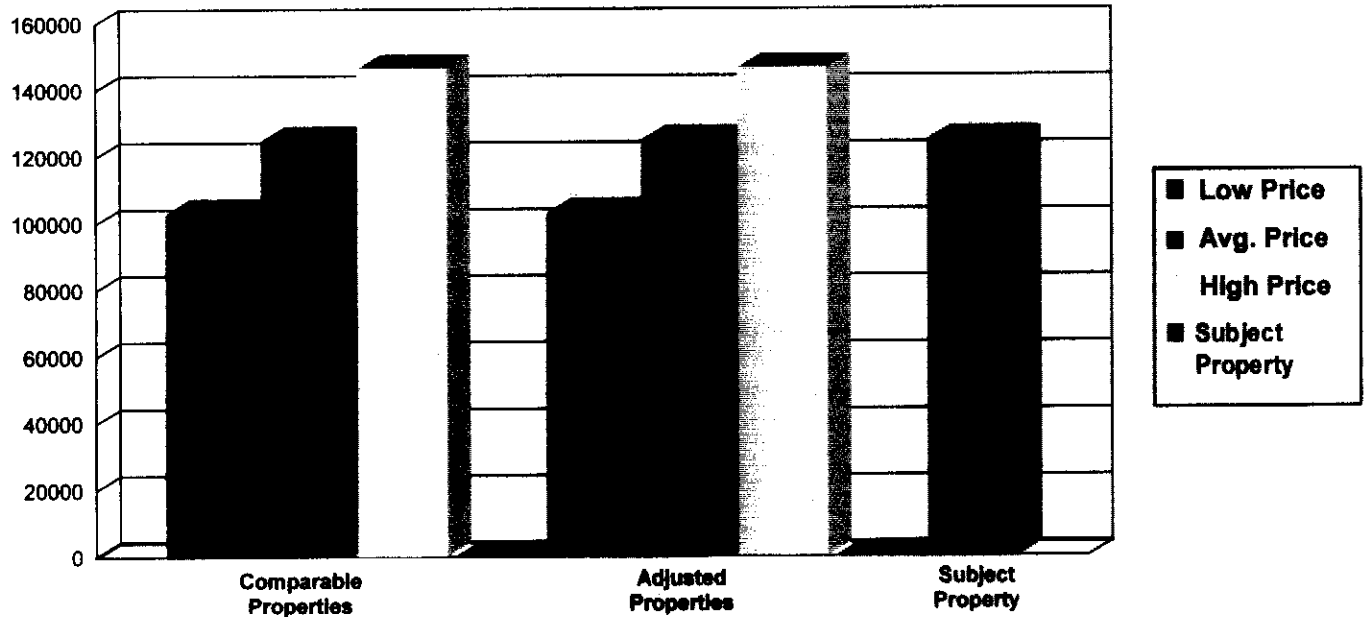
- The condition of the property affects the price and speed of the sale.
- As prospective buyers often make purchases based on emotion, first impressions are important.
- Optimizing the physical appearance of your home will maximize the buyer's perception of value.

Price

- Pricing your home properly from the beginning is an important factor in determining the length of time it will take to sell your home.
- Reviewing this home marketing plan will assist you in determining the best possible asking price.



Comparable Price Analysis



Comparable Price Analysis

Low Price	\$103,000
Average Price	\$124,833
High Price	\$146,500

Sold Price

Price per Sq. Ft.

Adjusted Price Analysis

Low Price	\$103,000
Average Price	\$124,833
High Price	\$146,500

Adjusted Sold Price

Price per Sq. Ft.

Suggested List Price	\$124,800	N/A
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Seller

Joseph H. Hove

Date

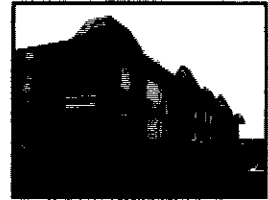
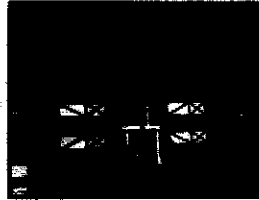
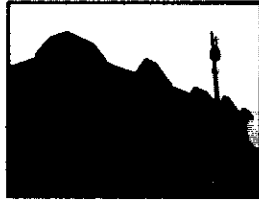
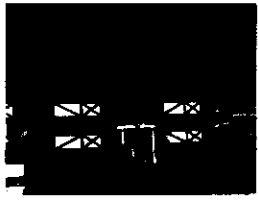
4/28/08

Broker/Sales Associate

Date



Properties Recently Sold

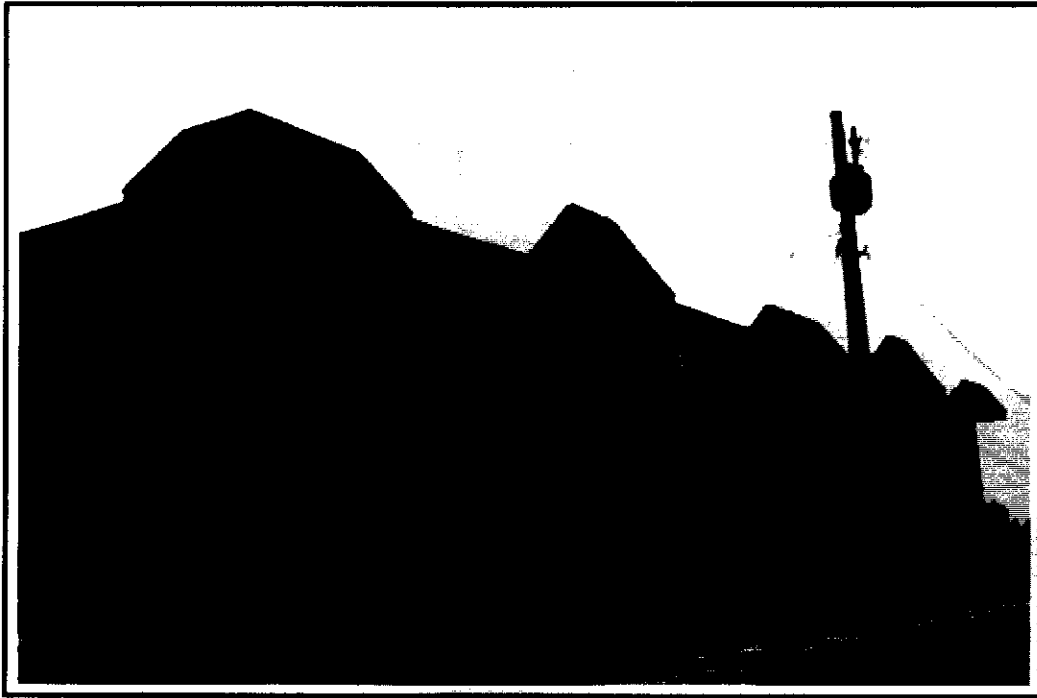


Subject Property

<u>List Price</u>	\$124,800	\$ 104,500	\$ 134,900	\$ 169,900
<u>Sold Price</u>	N/A	\$ 103,000	\$ 125,000	\$ 146,500
<u>Address</u>	9500 Glenlake Ave	9510 W Glenlake #202	9500 W Glenlake #323	9514 W Glenlake #226
<u>City</u>	Rosemont	Rosemont	Rosemont	Rosemont
<u>Bedrooms</u>	0	1	1	2
<u>Bathrooms</u>		1.0	1.0	1.0
<u>Square Ft.</u>	0			
<u>Lot Size</u>		COMMON	PER SURVEY	COMMON
<u>List Date</u>		1/7/2004	9/16/2004	9/7/2004
<u>Sold Date</u>		2/23/2004	3/11/2005	11/17/2004
<u>Expired Date</u>		2/6/2004	2/16/2005	10/18/2004
<u>D. O. M.</u>		30	153	221
<u>MLS #</u>		04004747	04223868	04213727



Property Recently Sold



Addr: 9510 W Glenlake #202

DOM/MT: 30

1

MLS#: 04004747 **Sold Price:** \$ 103,000

List Price: \$ 104,500

Beds: 1.00 **Baths:** 1.0

SqFt:

List Date: 1/7/2004 **Sold Date:** 2/23/2004

Expired Date: 2/6/2004

Year/Age: 1980 **\$/Sqft:** N/A

Map Code: N:7 W:12 S:0

City/Area: Rosemont

Lot Size: COMMON

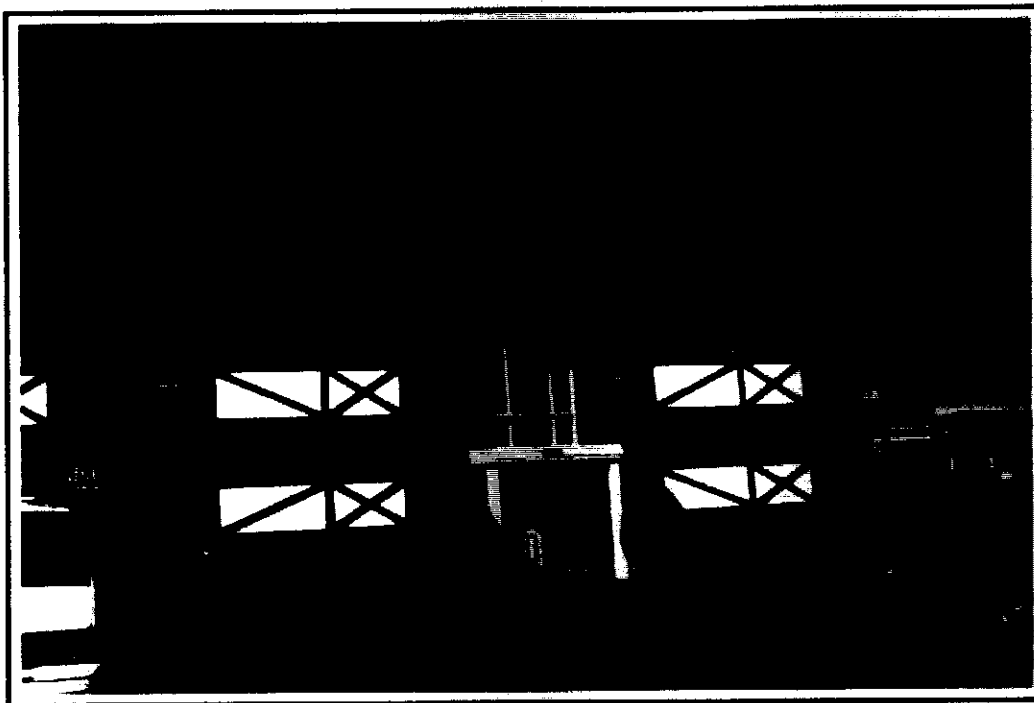
Agent Comments:

Remarks: Super Location, Close To Everywhere. 2nd Floor, 1 Br Condo, . Nice & Bright! Washer In The Unit. Newer Appliances. Remodeled Bath W/jacuzzi.low Ass.includes Heat,water,common Ins.beautiful View.perapproved Buyers Please!

Features: Exterior: Type:condo; # Units:12; Floor #:2; Exterior:br; Waterfront:n; Parking/#cars:s/1; Garage Desc:none. Utilities: Air:1 W/w Unit; Heat:gas, radiant; Water:lake Mich; Sewer:sewer-pub. Interior: Basement:none; # Fireplace;; Master Bath:n; Dining Room:wlr; Other Rooms:. Extras:/oven/mg,refrig,washer/pet:cats Ok,weight Limit



Property Recently Sold



Addr: 9500 W Glenlake #323

DOM/MT: 153

2

MLS#: 04223868 **Sold Price:** \$ 125,000

List Price: \$ 134,900

Beds: 1.00 **Baths:** 1.0

SqFt:

List Date: 9/16/2004 **Sold Date:** 3/11/2005

Expired Date: 2/16/2005

Year/Age: 1980 **\$/Sqft:** N/A

Map Code: N:7 W:12 S:0

City/Area: Rosemont/Glenlake

Lot Size: PER SURVEY

Agent Comments:

Remarks: Super Location, close To Train, expressway, shops, nice Condo In Excellent Condition Lots Of Light, low Assessment And Tax. Heat included In Assessment. Beautiful View. Court And Swimming Pool In The Complex. Please Bring Your Pre-approved Buyers Show And Sell.

Features: Exterior: Type:condo; # Units:24; Floor #:3; Exterior:br; Waterfront:n; Parking/#cars:s/1; Garage Desc:trmsmtr. Utilities: Air:spc Pac; Heat:hot Wtr/steam,baseboard; Water:lake Mich,public; Sewer:sewer-pub. Interior: Basement:slab; # Fireplace;; Master Bath:n; Dining Room;; Other Rooms:. Extras://pet:cats Ok,dogs Ok



Property Recently Sold



Addr: 9514 W Glenlake #226

DOM/MT: 221

3

MLS#: 04213727 **Sold Price:** \$ 146,500

List Price: \$ 169,900

Beds: 2.00 **Baths:** 1.0

SqFt:

List Date: 9/7/2004 **Sold Date:** 11/17/2004

Expired Date: 10/18/2004

Year/Age: 1980 **\$/Sqft:** N/A

Map Code:

City/Area: Rosemont

Lot Size: COMMON

Agent Comments:

Remarks: Location!location!location!2 Bedroom Condo-rarity On The Market.great For 1st Time Buyer!2nd Floor,low Taxes;low Assessment includes Heat.close To Kennedy Expressway,cta, O'hare,surrounded By Parks.no Trouble With Parking-spaces For Guests!why Rent? Unit Currently Rented For \$ 850 A Month.

Features: Exterior: Type:condo; # Units:12; Floor #:2; Exterior:br,cd; Waterfront:n; Parking/#cars:s/1; Garage Desc:none. Utilities: Air:1 W/w Unit; Heat:gas,hot Wtr/steam; Water:other; Sewer:other. Interior: Basement:full; # Fireplace;; Master Bath:n; Dining Room;; Other Rooms:.. Extras:/oven/mg,refrig/pet:cats Ok,dogs Ok



Comparable Property Statistics

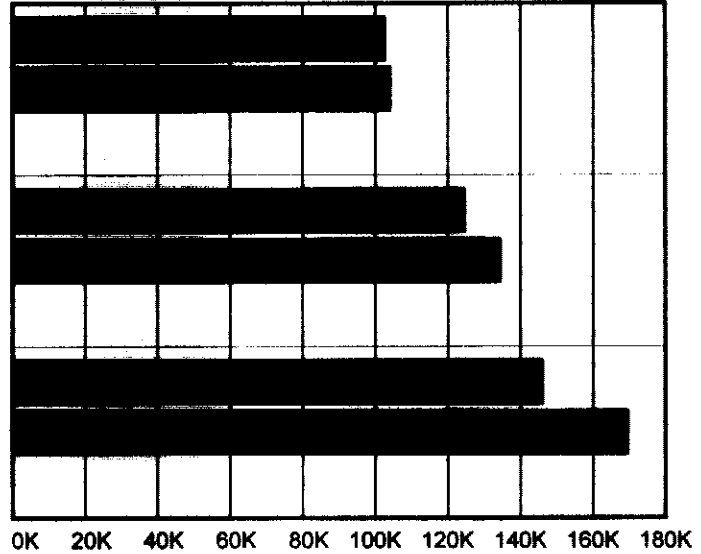
Sold Properties

Total # of Listings	3
Lowest Sold Price	\$ 103,000
Average Sold Price	\$ 124,833
Highest Sold Price	\$ 146,500
Average Sold Price/SqFt	N/A
Average Days on Market	135
Average Age/Year	1980

9510 W Glenlake #202

9500 W Glenlake #323

9514 W Glenlake #228



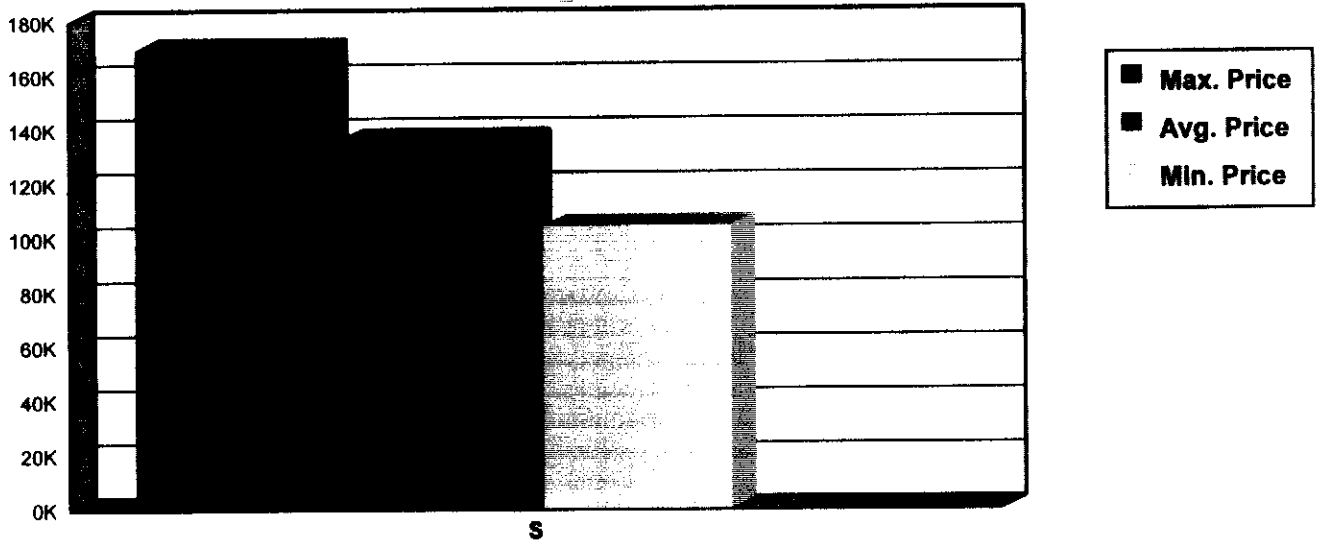
Summary of Comparable Properties



#	Street Address	Beds	Baths	Sold Date	DOM	SqFt	ListPrice	SoldPrice
Sold Properties								
1	9510 W Glenlake #202	1	1.0	2/23/2004	30		\$ 104,500	\$ 103,000
2	9500 W Glenlake #323	1	1.0	3/11/2005	153		\$ 134,900	\$ 125,000
3	9514 W Glenlake #226	2	1.0	11/17/2004	221		\$ 169,900	\$ 146,500
					Averages	135	\$ 136,433	\$ 124,833



Summary Analysis



Cumulative Analysis

Listing Category	Lowest Price	Highest Price	Average Price	Avg Price/SqFt
Active Listings	N/A	N/A	N/A	N/A
Pending Listings	N/A	N/A	N/A	N/A
Expired Listings	N/A	N/A	N/A	N/A
Sold Listings	\$103,000	\$146,500	\$124,833	N/A
Total Averages	\$103,000	\$146,500	\$124,833	N/A

Sold Property Analysis

Address	List Price	Sold Price	DOM	% Chg	SP/SqFt
9510 W Glenlake #202	\$ 104,500	\$ 103,000	30	1.44 %	N/A
9500 W Glenlake #323	\$ 134,900	\$ 125,000	153	7.34 %	N/A
9514 W Glenlake #226	\$ 169,900	\$ 146,500	221	13.77 %	N/A
Sold Averages	\$ 136,433	\$ 124,833	135	7.52 %	N/A

Maximizing First Impressions

Exterior and Curb Appeal

Experts say most buyers make their decision at first sight.

General Exterior

Prospective buyers will react well to signs your home has been meticulously maintained.

- Manicure landscaping: mow, edge and water lawn, trim hedges, weed and fertilize flowerbeds, and prune trees.
- Keep driveway clean and free of parked cars, and keep the garage door closed.
- Repair or replace loose or damaged roof shingles.
- Minimize cracks or crumbling on walkways, walls, or steps, and keep them clean and free of obstructions like toys or snow.
- Items from RV's to waste cans left out can contribute to a cluttered or busy appearance. Make sure that from the street, your property appears clear.
- Inspect appearance of interior window coverings from the curb.
- Repair any peeling paint or loose caulking on windows or other areas.
- Take steps to eliminate insect or rodent pests.
- Pick up after your pets or neighborhood animals.

Doorway

While agents work the lockbox for a key, buyers have idle time to notice details.

- Apply a fresh coat of paint to the front door and frame.
- Consider adding pots of flowering plants in the entryway if weather permits.
- Eliminate cobwebs and groom doorway area windows, porchlight, or decorative glass.

Interior Appeal

Once inside, experts say most buyers are reaffirming their curbside decision.

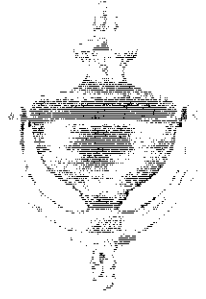
Clean, Clear, Light and Bright

- Give every room in the house a thorough cleaning and remove all clutter. Hiring a cleaning service may pay for itself by adding to a buyer's perceived value of your home.
- For a sleeker, more spacious look, consider placing furniture from crowded rooms in storage.
- Clear kitchen counters of everything other than perhaps a few very pretty items. Ask yourself, in a model home, would a professional decorator put your choice of items out on the counter?
- Remember: closets will be opened! Keep closets, cupboards, and even your attic orderly and neat. Since you are anticipating a move anyway, consider holding a garage sale or boxing and storing unused belongings.
- If necessary, repaint or clean/replace dingy, soiled or strongly-colored walls, and window and floor coverings with a light, neutral shade. Bright rooms look bigger, and neutral colors help buyers envision their own furnishings and décor.
- Repair dripping faucets, burned-out light bulbs, or cracked windowpanes.
- Repair cracks, holes or damage to plaster, wallboard, wallpaper, and tiles.

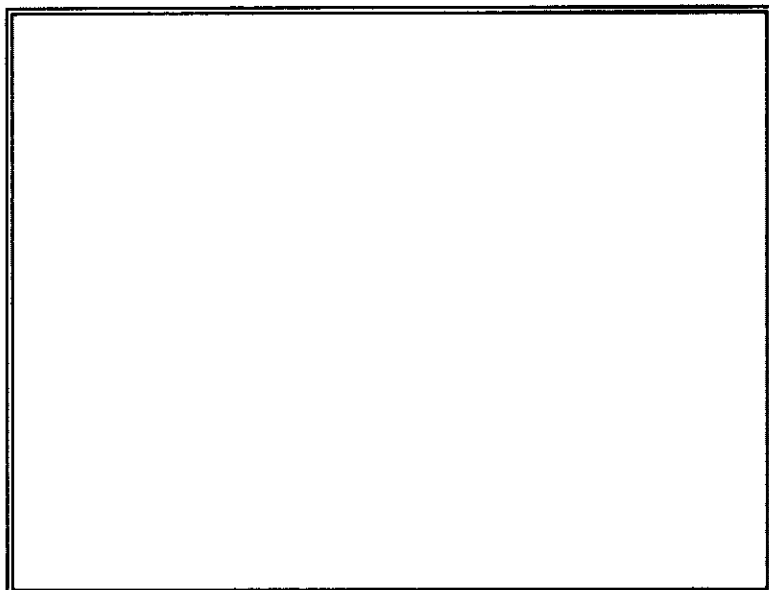
Warm and Homey

- Subtle scents of potpourri in bedrooms or baths and fresh baked cookies or cinnamon in the kitchen can make your home more inviting.
- Keep an attractive set of towels in each bathroom to be brought out only for showings.





Property Profile and Market Analysis



Prepared especially for:

Marcello
9500 Glenlake Ave'
Rosemont, IL 60018

April 28, 2005

Prepared by:

Jose Herrera
Century 21 Northlake
242 E. North Ave
Northlake, IL 60164

Office: 708-562-5689

Pager: 630-223-5224





Thursday, April 28, 2005

Marcello
9500 Glenlake Ave'
Rosemont, IL 60018

Dear Marcello:

Thank you for the opportunity to present my marketing plan to you.

I have prepared this market analysis in order to provide you with the most current information about what is happening in the market place.

Since the other comparable properties may vary in size and amenities relative to your home, I have taken the market analysis process one step further. In addition to the standard statistical analysis, I have prepared an "Adjusted Market Analysis" for you. This analysis more accurately indicates the "Price Point" in today's market place for your home based on the area you live in, the size of your property and its amenities. This comparative market analysis will provide you with the information necessary to determine an indicated price range for your home in today's market.

It is especially important in the current market to set the price correctly and to prepare your home for "show". There is a large inventory of homes available in every price range, the buyers are comparison shopping. The "best" homes at the right price are the ones that are attracting the qualified buyers.

Enclosed you will find a copy of my marketing program which I will be going over in detail with you. It is a dynamic plan, and I think you are going to feel very comfortable with us marketing your home.

I am looking forward to working with you on the marketing of your home.

Sincerely,

Jose Herrera



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The highest price estimated in terms of money which the property will bring when the property is exposed for sale in the open market by a willing seller, allowing time to find a willing buyer, neither buyer nor seller acting under compulsion, both having full knowledge of all the uses and purposes to which the property is adapted and for which is capable of being used.

This market value definition presupposes perfect knowledge on the part of the buyer and seller. Since this perfect world rarely exists, our estimate of price is generally indicated as a range.

In evaluating your property I have used many of the tools that a professional appraiser utilizes: comparable sales, competitive listings in escrow, square footage, location, amenities, and the general condition of the property. I have also considered the effect of any existing financing on the property.

The enclosed data was researched from the reliable information currently available from the local Association of Realtors, local real estate firms, and title companies. It does not reflect every property of comparable value for sale now, but does represent a good cross section of the competitive real estate inventory and recent sales.

Please note that while none of the properties are exactly like yours, they do provide a good reference source in a comparative market analysis.

The estimated value I have given for your property does not mean that the sale of the property could not occur at a higher price. The price you ultimately receive, of course, will depend on your motivation, the motivation of the buyer, and market conditions at the time offers are received.

Once we have tested the market at this price, we will make periodic reviews to ensure we remain competitive.





Determining Value

Factors That Affect The Value of Your Home in Today's Market

Location

- Location is the single most important factor in determining the value of your home.

Competition

- Prospective buyers compare your property against competing properties.
- Buyers will perceive value based upon properties that have sold or are available in the area.

Timing

- Property values are affected by the current real estate market.
- As the real estate market cannot be manipulated, a flexible marketing plan should be developed which analyzes the current marketing conditions and individual features of the property.

Condition

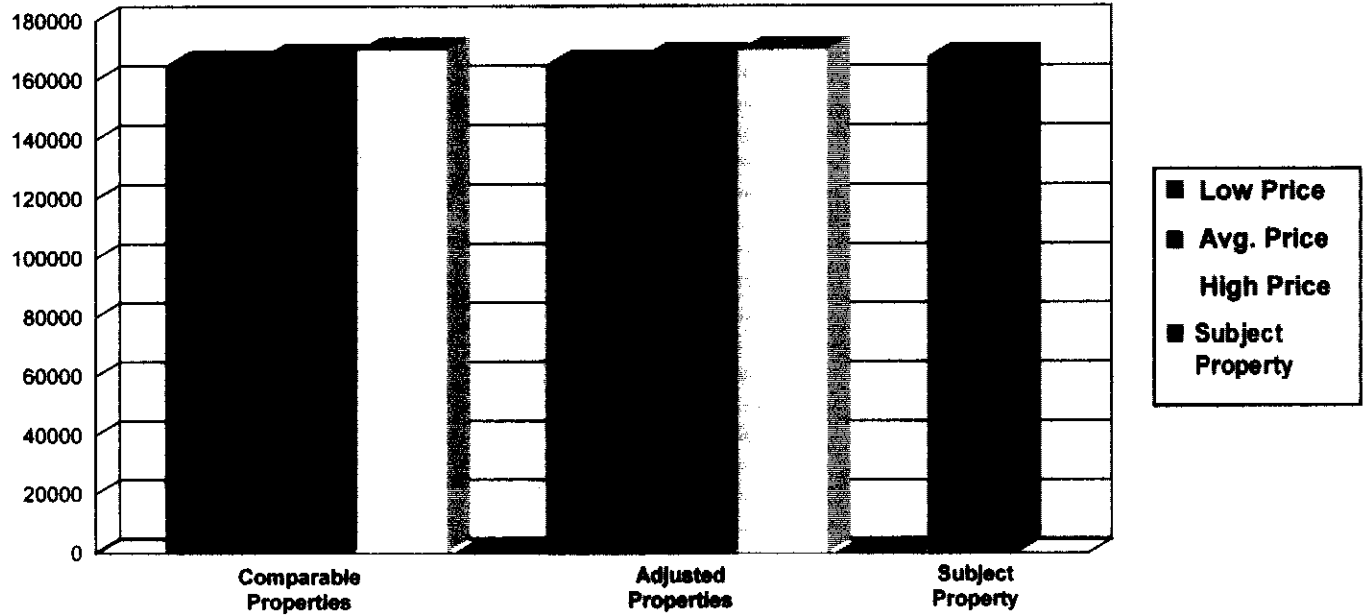
- The condition of the property affects the price and speed of the sale.
- As prospective buyers often make purchases based on emotion, first impressions are important.
- Optimizing the physical appearance of your home will maximize the buyer's perception of value.

Price

- Pricing your home properly from the beginning is an important factor in determining the length of time it will take to sell your home.
- Reviewing this home marketing plan will assist you in determining the best possible asking price.



Comparable Price Analysis



Comparable Price Analysis

Low Price
Average Price
High Price

Sold Price

\$165,000
\$167,467
\$169,900

Price per Sq. Ft.

\$174
\$176

Adjusted Price Analysis

Low Price
Average Price
* High Price

Adjusted Sold Price

\$165,000
\$167,467
\$169,900

Price per Sq. Ft.

\$174
\$176

Suggested List Price \$167,500 N/A

Seller

Joe R. Hena

Date

4/28/05

Broker/Sales Associate

Date



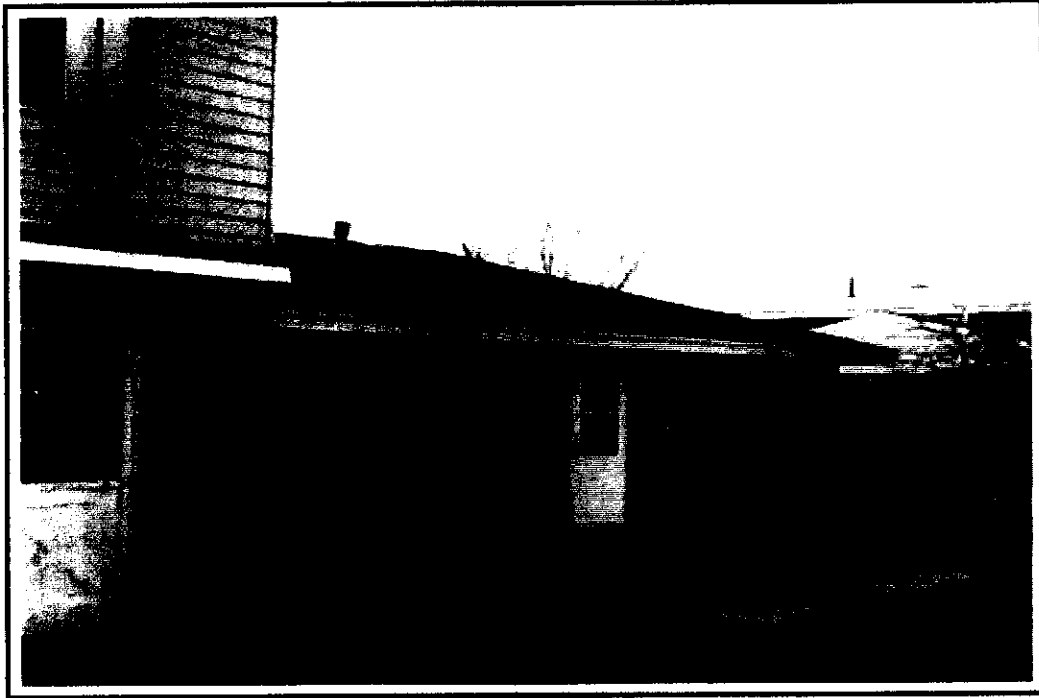
Properties Recently Sold



Subject Property				
List Price	\$167,500	\$ 169,000	\$ 169,900	\$ 169,900
Sold Price	N/A	\$ 165,000	\$ 167,500	\$ 169,900
Address	9500 Glenlake Ave'	216 Sagamore Ct #216	25 Illinois Ave #ul	1067 Brunswick Harbor #1067
City	Rosemont	Schaumburg	Schaumburg	Schaumburg
Bedrooms	0	2	2	2
Bathrooms		1.0	1.0	1.0
Square Ft.	0	950		
Lot Size		COMMON	COMMON	COMMON
List Date		2/21/2005	11/15/2004	2/14/2005
Sold Date		4/8/2005	12/27/2004	3/31/2005
Expired Date		3/5/2005	11/15/2004	2/17/2005
D. O. M.		12	1	3
MLS #		05039665	04269083	05033245



Property Recently Sold



Addr: 216 Sagamore Ct #216

DOM/MT: 12

1

MLS#: 05039665 **Sold Price:** \$ 165,000

List Price: \$ 169,000

Beds: 2.00 **Baths:** 1.0

SqFt: 950

List Date: 2/21/2005 **Sold Date:** 4/8/2005

Expired Date: 3/5/2005

Year/Age: 1976 **\$/Sqft:** \$173

Map Code: N:10 W:24

City/Area: Schaumburg/Weathersfield Lakes

Lot Size: COMMON

Agent Comments:

Remarks: Priced For Quick Sale Ranch Unit With Attached Garage Leading To Mud/utility Rm. Bright And Airy With Over 20 Feet Of Custom Mirrors In L.r. Beautiful New Bathroom With Ceramic And All New Fixtures.patio Doors In L.r. White Cabinets In Kitchen. Master W/ Double Closets.walk Across The Street To Clubhouse And Pool.don't Let This 1 Pass U Up!

Features: Exterior: Type:condo; # Units:4; Floor #:1; Exterior:avs,br; Waterfront:n; Parking/#cars:g/1; Garage Desc:attached,1car Gar. Utilities: Air:cen Air; Heat:gas,forced Air; Water:public; Sewer:sewer-pub. Interior: Basement:slab; # Fireplace;; Master Bath:n; Dining Room:sep; Other Rooms:ut/Indry-1 Flr950. Extras:prvt Entrance,end Unit,l//pet:cats Ok,dogs Ok



Property Recently Sold



Addr: 25 Illinois Ave #ul	DOM/MT: 1	# 2
MLS#: 04269083	Sold Price: \$ 167,500	List Price: \$ 169,900
Beds: 2.00	Baths: 1.0	SqFt:
List Date: 11/15/2004	Sold Date: 12/27/2004	Expired Date: 11/15/2004
Year/Age: 1983	\$/Sqft: N/A	Map Code: N:10 W:23
City/Area: Schaumburg/Lexington Lane		
Lot Size: COMMON		

Agent Comments:

Remarks: Popular Upper Unit W/vaulted Ceilings & Open Floor Plan, + 1st Garage Closes To Entry & Peak Which Allows 4 Storage. Featuring Newer Plush Carpet W/matching Verticles, Bright Kitchen W/ Refaced Cabinets, New Stove*dishwasher*disposal* Shelving In Pantry. New Furnace*cac*humidifier*h20 Heater*windows*garage* Dr*close 2 Old Town Shops*library*ent

Features: Exterior: Type:condo; # Units:0; Floor #:2; Exterior:avs,br; Waterfront:n; Parking/#cars:g/1; Garage Desc:attached,1car Gar. Utilities: Air:cen Air; Heat:gas,forced Air; Water:lake Mich; Sewer:sewer-pub. Interior: Basement:slab; # Fireplace.; Master Bath:n; Dining Room:l; Other Rooms:. Extras:Indry In Unit,balcony,vl/oven/mg,dshwsh,refrig,washer, Dryer,disp/pet:cats Ok,dogs Ok



Property Recently Sold



Addr: 1067 Brunswick Harbor #1067

DOM/MT: 3

3

MLS#: 05033245 **Sold Price:** \$ 169,900

List Price: \$ 169,900

Beds: 2.00 **Baths:** 1.0

SqFt:

List Date: 2/14/2005 **Sold Date:** 3/31/2005

Expired Date: 2/17/2005

Year/Age: 1978 **\$/Sqft:** N/A

Map Code: N:9 W:22 S:0

City/Area: Schaumburg/Nantucket Cove

Lot Size: COMMON

Agent Comments:

Remarks: Beautiful Penthouse Condo Is The Best One On The Market In This Price Range!totally New Kitchen Less Than 4 Yrs Ago, 42"honeo Oak Cabinets,updated Appliances & A Mirrored Back Splash!mb Is Huge W/walk In Closet!2nd Bed Is Generous In Size.pull Down Attic Stairs W/tons Of Storage.att Gar & Premium Schaum Location.tastefully Decorated.

Features: Exterior: Type:condo; # Units:4; Floor #:2; Exterior:avs; Waterfront:n; Parking/#cars:g/1; Garage Desc:attached,1 car Gar. Utilities: Air:cen Air; Heat:gas,forced Air; Water:lake Mich; Sewer:sewer-pub. Interior: Basement:none; # Fireplace:; Master Bath:n; Dining Room:wlr; Other Rooms: Extras:end Unit,Indry In Unit,s/oven/rng,microwave,dshwsh,refrig, Washer,dryer,disp/pet:cats Ok,dogs Ok



Comparable Property Statistics

Sold Properties

Total # of Listings **3**

Lowest Sold Price **\$ 165,000**

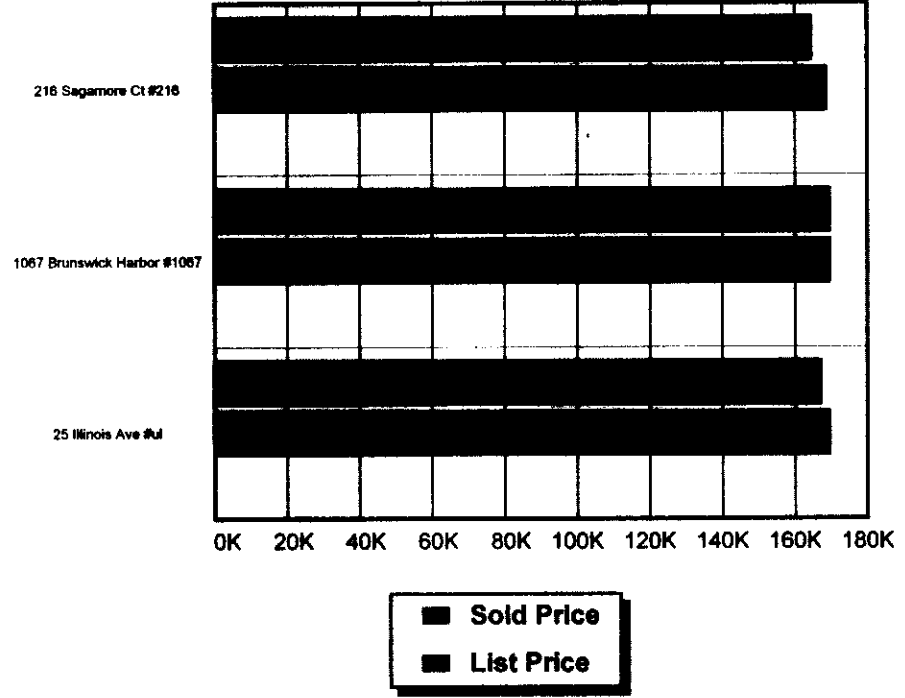
Average Sold Price **\$ 167,467**

Highest Sold Price **\$ 169,900**

Average Sold Price/SqFt **\$174**

Average Days on Market **5**

Average Age/Year **1979**



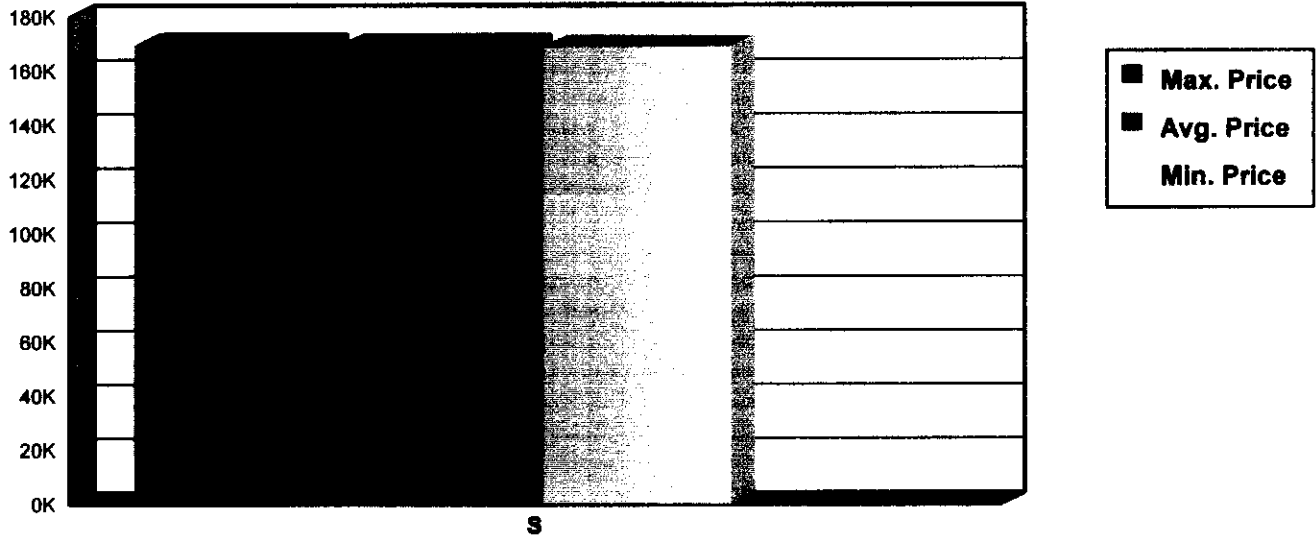
Summary of Comparable Properties



#	Street Address	Beds	Baths	Sold Date	DOM	SqFt	ListPrice	SoldPrice
Sold Properties								
1	216 Sagamore Ct #216	2	1.0	4/8/2005	12	950	\$ 169,000	\$ 165,000
2	25 Illinois Ave #ul	2	1.0	12/27/2004	1		\$ 169,900	\$ 167,500
3	1067 Brunswick Harbor #1067	2	1.0	3/31/2005	3		\$ 169,900	\$ 169,900
Averages					5	950	\$ 169,600	\$ 167,467



Summary Analysis



Cumulative Analysis

Listing Category	Lowest Price	Highest Price	Average Price	Avg Price/SqFt
Active Listings	N/A	N/A	N/A	N/A
Pending Listings	N/A	N/A	N/A	N/A
Expired Listings	N/A	N/A	N/A	N/A
Sold Listings	\$165,000	\$169,900	\$167,466	\$174
<i>Total Averages</i>	\$165,000	\$169,900	\$167,466	\$174

Sold Property Analysis

Address	List Price	Sold Price	DOM	% Chg	SP/SqFt
216 Sagamore Ct #216	\$ 169,000	\$ 165,000	12	2.37 %	\$174
1067 Brunswick Harbor #1067	\$ 169,900	\$ 169,900	3	0.00 %	N/A
25 Illinois Ave #ul	\$ 169,900	\$ 167,500	1	1.41 %	N/A
<i>Sold Averages</i>	\$ 169,600	\$ 167,467	5	1.26 %	\$174



Seller's Approximate Proceeds

	<i>Low</i>	<i>High</i>
<input type="checkbox"/> Price	\$165,000	\$169,900
<input type="checkbox"/> Encumbrances		
First Loan	\$0	\$0
Second Loan	\$0	\$0
<input type="checkbox"/> Estimated Closing Costs		
Title Insurance	\$1,125	\$1,150
Commissions	\$9,900	\$10,194
Escrow Fees	\$350	\$355
Home Warranty	\$350	\$350
Tax Stamp	\$188	\$194
Pest Inspection	\$50	\$50
Termite Work	\$0	\$0
Other Work	\$0	\$0

Total Encumbrances	\$0	\$0
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Total Estimated Closing Costs	\$11,963	\$12,292
--------------------------------------	-----------------	-----------------

Net Cash To Seller	\$153,037	\$157,608
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I understand that the above is an estimate only and not the actual costs which would be incurred if an actual sale is consummated. The estimated amounts above are not guaranteed in any way.

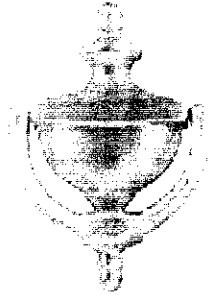
Seller

Date

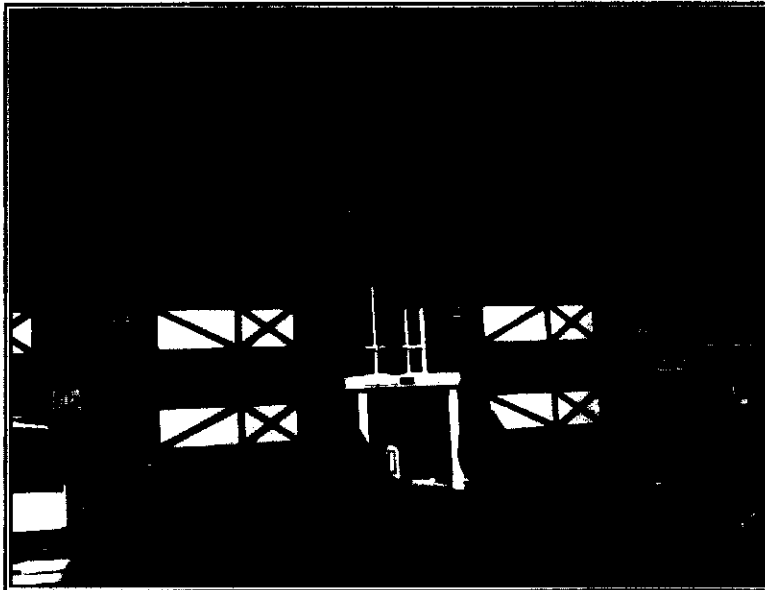
Broker/Sales Associate

Date





Property Profile and Market Analysis



Prepared especially for:

Marcello
9500 Glenlake Ave.
Rosemont, IL 60018

April 28, 2005

Prepared by:

Jose Herrera
Century 21 Northlake
242 E. North Ave
Northlake, IL 60164

Office: 708-562-5689

Pager: 630-223-5224





Thursday, April 28, 2005

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Rosemont, IL 60018

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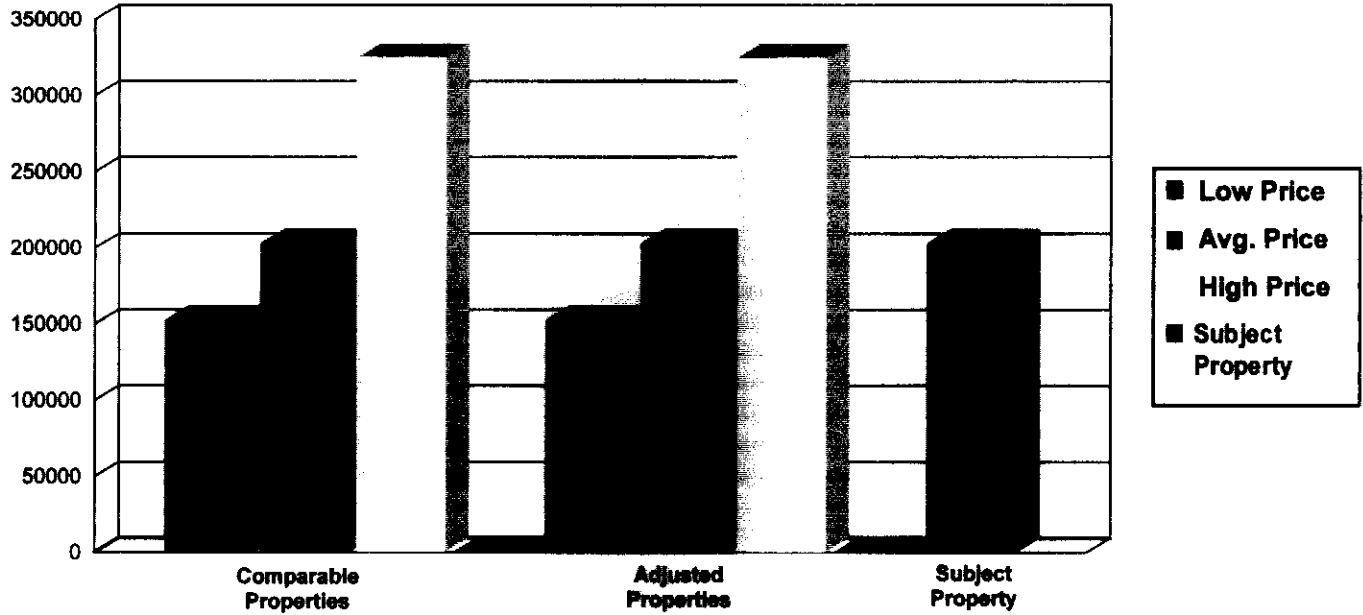
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Comparable Price Analysis



Comparable Price Analysis

Low Price	\$152,500
Average Price	\$203,125
High Price	\$325,000

Sold Price

Price per Sq. Ft.

Adjusted Price Analysis

Low Price	\$152,500
⌘ Average Price	\$203,125
High Price	\$325,000

Adjusted Sold Price

Price per Sq. Ft.

Suggested List Price \$203,100 N/A

Seller

Joseph H. Hene

Date

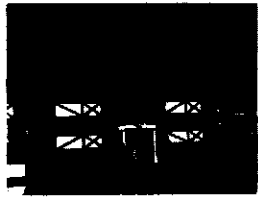
4/28/05

Broker/Sales Associate

Date



Properties Recently Sold



Subject Property				
List Price	\$203,100	\$ 158,900	\$ 173,900	\$ 174,999
Sold Price	N/A	\$ 152,500	\$ 163,000	\$ 172,000
Address	9500 Glenlake Ave.	9614 W Higgins Road #2c	9622 W Higgins #2ds	9608 W Higgins #1b
City	Rosemont	Rosemont	Rosemont	Rosemont
Bedrooms	0	2	2	2
Bathrooms		1.0	1.0	1.0
Square Ft.	0			
Lot Size		INTEGRAL	COMMON	INTEGRAL
List Date		1/8/2004	9/11/2004	2/18/2004
Sold Date		2/16/2004	9/30/2004	3/31/2004
Expired Date		1/18/2004	10/1/2004	2/25/2004
D. O. M.		10	20	42
MLS #		04006276	04218856	04038030



Properties Recently Sold



Subject Property

<u>List Price</u>	\$203,100	\$ 334,900
Sold Price	<i>N/A</i>	\$ 325,000
<u>Address</u>	9500 Glenlake Ave.	2159 N Seminary #c
<u>City</u>	Rosemont	Chicago
Bedrooms	0	2
<u>Bathrooms</u>		2.0
<u>Square Ft.</u>	0	
<u>Lot Size</u>		COMMON
<u>List Date</u>		5/27/2003
<u>Sold Date</u>		8/29/2003
<u>Expired Date</u>		6/30/2003
<u>D. O. M.</u>		34
<u>MLS #</u>		03127279



Property Recently Sold



Addr: 9614 W Higgins Road #2c

DOM/MT: 10

1

MLS#: 04006276 **Sold Price:** \$ 152,500

List Price: \$ 158,900

Beds: 2.00 **Baths:** 1.0

SqFt:

List Date: 1/8/2004 **Sold Date:** 2/16/2004

Expired Date: 1/18/2004

Year/Age: 1966 **\$/Sqft:** N/A

Map Code: N:7 W:12 S:0

City/Area: Rosemont/Executive Estates

Lot Size: INTEGRAL

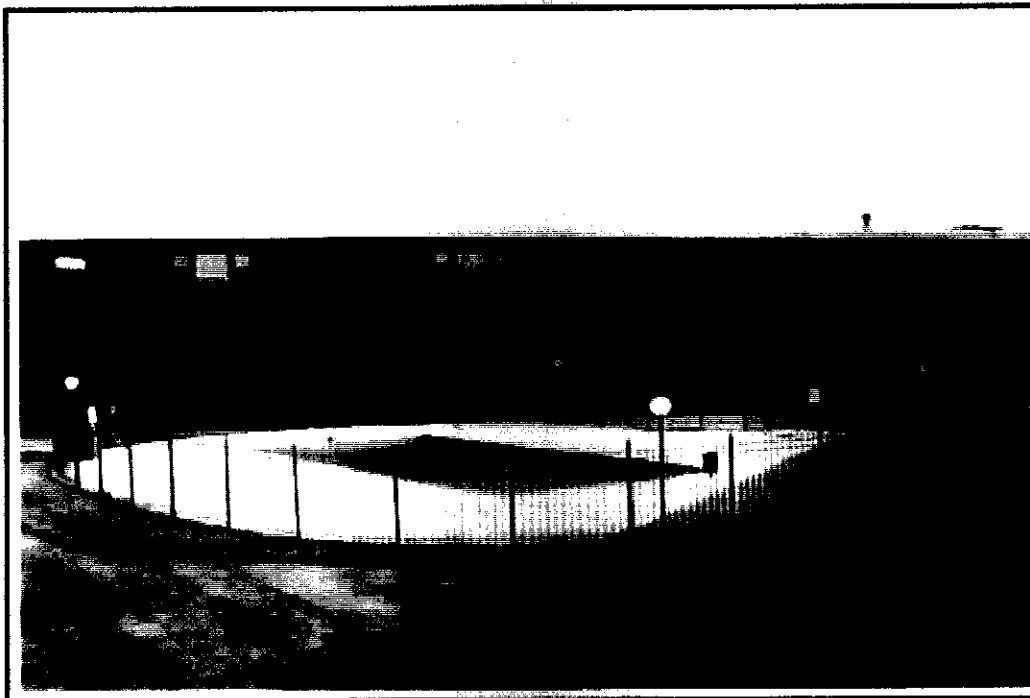
Agent Comments:

Remarks: Modern 2nd Flr Unit Offers Separate Dining Area, eat-in Kit Space, new Pergo Flrs In Liv & Dining Rooms, washer & Dryer In Unit, new Oven/range & Water Heater, pool, playground, all New Windows To Be Installed-seller To Pay Assessment, village Tax Rebate, central Air, basement Storage, lots Of Closet Space, Close To Metra & Bus Transportation.

Features: Exterior: Type:condo; # Units:27; Floor #:02; Exterior:br; Waterfront:n; Parking/#cars:s/1; Garage Desc:unassgnd. Utilities: Air:cen Air; Heat:electric; Water:lake Mich; Sewer:sewer-pub. Interior: Basement:full; # Fireplace:; Master Bath:n; Dining Room:; Other Rooms:; Extras:/oven/rng,dshwsh,refrig,washer, Dryer/pet:cats Ok,dogs Ok



Property Recently Sold



Addr: 9622 W Higgins #2ds	DOM/MT: 20	# 2
MLS#: 04218856	Sold Price: \$ 163,000	List Price: \$ 173,900
Beds: 2.00	Baths: 1.0	SqFt:
List Date: 9/11/2004	Sold Date: 9/30/2004	Expired Date: 10/1/2004
Year/Age: 1966	\$/Sqft: N/A	Map Code: N:7 W:13 S:0
City/Area: Rosemont/Executive Estates		
Lot Size: COMMON		

Agent Comments:

Remarks: Executive Estates 2br Condo Rarely Available! great Location! Nice View Of Courtyard W/ Outdoor Pool! Many New Appliances (refrigerator, Dishwasher, Disposal, Microwave, Water Heater, Ect.) And New Windows! Adjacent Playground. Storage Area In Basement. Central Air. Laundry In Unit. Annual Village Tax Rebate! Close To All Transportation.

Features: Exterior: Type:condo; # Units:24; Floor #:2; Exterior:br; Waterfront:n; Parking/#cars:s/1; Garage Desc:none. Utilities: Air:cen Air; Heat:electric; Water:lake Mich; Sewer:sewer-pub. Interior: Basement:full; # Fireplace;; Master Bath:n; Dining Room:l; Other Rooms:ut/Indry-1 Fir. Extras:prvt Entrance,Indry In U/oven/mg,microwave,dshwsh,refrig, Washer,dryer,disp/pet:cats Ok,dogs Ok



Property Recently Sold



Addr: 9608 W Higgins #1b	DOM/MT: 42	# 3
MLS#: 04038030	Sold Price: \$ 172,000	List Price: \$ 174,999
Beds: 2.00	Baths: 1.0	SqFt:
List Date: 2/18/2004	Sold Date: 3/31/2004	Expired Date: 2/25/2004
Year/Age: 1966	\$/Sqft: N/A	Map Code: N:8 W:13 S:0
City/Area: Rosemont/Executive Estates		
Lot Size: INTEGRAL		

Agent Comments:

Remarks: Executive Estates 2br Condo Rarely Available!great Location! Completely Remodeled! New Kitchen With Maple Cabinets,new White Appliances, New Carpeting And More!in-unit Wash,dryer Nice View Of Outdoor Swimming Pool.low Taxes! Mint Condition This Condo Is A Must See! Open House This Sunday 1-4

Features: Exterior: Type:condo; # Units:18; Floor #:1; Exterior:lg: Waterfront:n; Parking/#cars:s/1; Garage Desc:asegnd 1. Utilities: Air:cen Air; Heat:electric; Water:lake Mich; Sewer:sewer-pub. Interior: Basement:none; # Fireplace:; Master Bath:n; Dining Room:; Other Rooms:.. Extras:indry In Unit,storage//pet:cats Ok,dogs Ok



Property Recently Sold



Addr: 2159 N Seminary #c

DOM/MT: 34

4

MLS#: 03127279 **Sold Price:** \$ 325,000

List Price: \$ 334,900

Beds: 2.00 **Baths:** 2.0

SqFt:

List Date: 5/27/2003 **Sold Date:** 8/29/2003

Expired Date: 6/30/2003

Year/Age: **\$/Sqft:** N/A

Map Code:

City/Area: Chicago/Chicago

Lot Size: COMMON

Agent Comments:

Remarks: Prime Corner, Top Floor Vintage Unit. High Ceilings, Hard Floors, Wbfp, Granite Kitchen With Stainless Appliances, Full Sized W/d. Large Deck Overlooks Massive Landscaped Yard. Loads Of Charming Touches Including Built-in China Hutch In Dining Room And Window Seat In Living Room. Easy Zoned Parking. Open Sunday 8/8 - 1-3 Pm

Features: Exterior: Type:condo,vintage; # Units:18; Floor #:3; Exterior:br; Waterfront:n; Parking#cars:n; Garage Desc:none. Utilities: Air:2 W/w Unts; Heat:gas; Water:lake Mich; Sewer:sewer-pub. Interior: Basement:none; # Fireplace:; Master Bath:y; Dining Room:sep; Other Rooms:; Extras:end Unit,Indry in Unit,s/oven/rng,microwave,dshwah,refrig, Washer,dryer/pet:cats Ok,dogs Ok

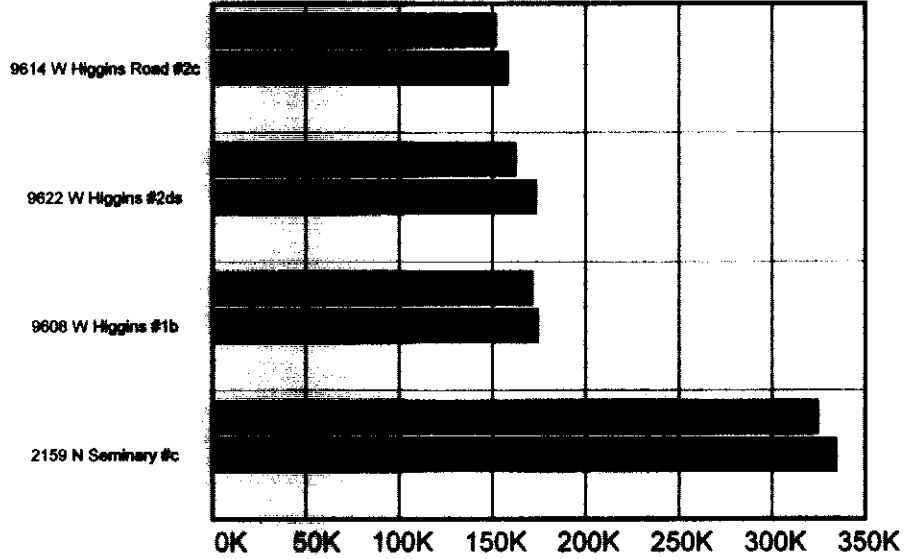




Comparable Property Statistics

Sold Properties

Total # of Listings	4
Lowest Sold Price	\$ 152,500
Average Sold Price	\$ 203,125
Highest Sold Price	\$ 325,000
Average Sold Price/SqFt	N/A
Average Days on Market	27
Average Age/Year	1966



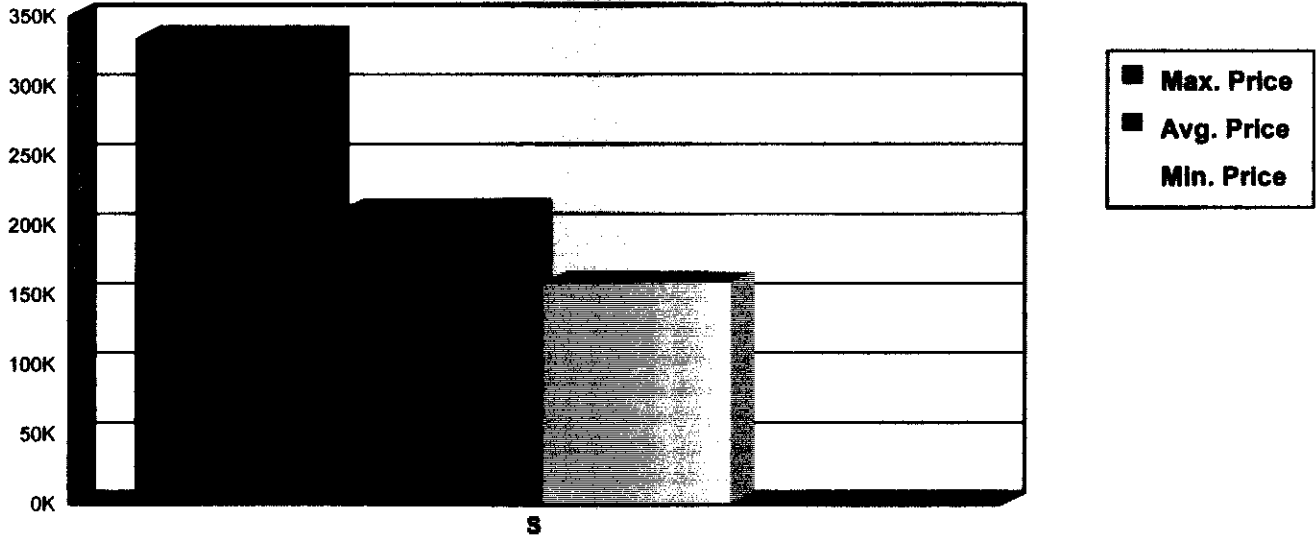


Summary of Comparable Properties

#	Street Address	Beds	Baths	Sold Date	DOM	SqFt	ListPrice	SoldPrice
Sold Properties								
1	9614 W Higgins Road #2c	2	1.0	2/16/2004	10		\$ 158,900	\$ 152,500
2	9622 W Higgins #2ds	2	1.0	9/30/2004	20		\$ 173,900	\$ 163,000
3	9608 W Higgins #1b	2	1.0	3/31/2004	42		\$ 174,999	\$ 172,000
4	2159 N Seminary #c	2	2.0	8/29/2003	34		\$ 334,900	\$ 325,000
					Averages	27	\$ 210,675	\$ 203,125



Summary Analysis

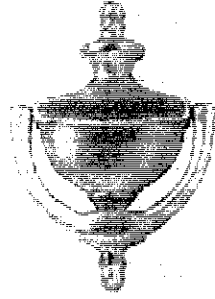


Cumulative Analysis

Listing Category	Lowest Price	Highest Price	Average Price	Avg Price/SqFt
Active Listings	N/A	N/A	N/A	N/A
Pending Listings	N/A	N/A	N/A	N/A
Expired Listings	N/A	N/A	N/A	N/A
Sold Listings	\$152,500	\$325,000	\$203,125	N/A
<i>Total Averages</i>	\$152,500	\$325,000	\$203,125	N/A

Sold Property Analysis

Address	List Price	Sold Price	DOM	% Chg	SP/SqFt
9614 W Higgins Road #2c	\$ 158,900	\$ 182,600	10	4.03 %	N/A
9622 W Higgins #2ds	\$ 173,900	\$ 183,000	20	6.27 %	N/A
9608 W Higgins #1b	\$ 174,999	\$ 172,000	42	1.71 %	N/A
2159 N Seminary #c	\$ 334,900	\$ 325,000	34	2.96 %	N/A
<i>Sold Averages</i>	\$ 210,675	\$ 203,125	27	3.74 %	N/A



Property Profile *and* Market Analysis



Prepared especially for:

Marcello
263 Driftwood Ct.
Schaumburg, IL 60193

April 28, 2005

Prepared by:

Jose Herrera
Century 21 Northlake
242 E. North Ave
Northlake, IL 60164

Office: 708-562-5689

Pager: 630-223-5224





Thursday, April 28, 2005

Marcello
263 Driftwood Ct.
Schaumburg, IL 60193

Dear Marcello:

Thank you for the opportunity to present my marketing plan to you.

I have prepared this market analysis in order to provide you with the most current information about what is happening in the market place.

Since the other comparable properties may vary in size and amenities relative to your home, I have taken the market analysis process one step further. In addition to the standard statistical analysis, I have prepared an "Adjusted Market Analysis" for you. This analysis more accurately indicates the "Price Point" in today's market place for your home based on the area you live in, the size of your property and its amenities. This comparative market analysis will provide you with the information necessary to determine an indicated price range for your home in today's market.

It is especially important in the current market to set the price correctly and to prepare your home for "show". There is a large inventory of homes available in every price range, the buyers are comparison shopping. The "best" homes at the right price are the ones that are attracting the qualified buyers.

Enclosed you will find a copy of my marketing program which I will be going over in detail with you. It is a dynamic plan, and I think you are going to feel very comfortable with us marketing your home.

I am looking forward to working with you on the marketing of your home.

Sincerely,

Jose Herrera





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The following pages graphically illustrate the comparable properties that closely match your property's characteristics. These properties will help to find a fair market value for your property and help decide the proper listing price for your home.

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The highest price estimated in terms of money which the property will bring when the property is exposed for sale in the open market by a willing seller, allowing time to find a willing buyer, neither buyer nor seller acting under compulsion, both having full knowledge of all the uses and purposes to which the property is adapted and for which is capable of being used.

This market value definition presupposes perfect knowledge on the part of the buyer and seller. Since this perfect world rarely exists, our estimate of price is generally indicated as a range.

In evaluating your property I have used many of the tools that a professional appraiser utilizes: comparable sales, competitive listings in escrow, square footage, location, amenities, and the general condition of the property. I have also considered the effect of any existing financing on the property.

The enclosed data was researched from the reliable information currently available from the local Association of Realtors, local real estate firms, and title companies. It does not reflect every property of comparable value for sale now, but does represent a good cross section of the competitive real estate inventory and recent sales.

Please note that while none of the properties are exactly like yours, they do provide a good reference source in a comparative market analysis.

The estimated value I have given for your property does not mean that the sale of the property could not occur at a higher price. The price you ultimately receive, of course, will depend on your motivation, the motivation of the buyer, and market conditions at the time offers are received.

Once we have tested the market at this price, we will make periodic reviews to ensure we remain competitive.





Determining Value

Factors That Affect The Value of Your Home in Today's Market

Location

- Location is the single most important factor in determining the value of your home.

Competition

- Prospective buyers compare your property against competing properties.
- Buyers will perceive value based upon properties that have sold or are available in the area.

Timing

- Property values are affected by the current real estate market.
- As the real estate market cannot be manipulated, a flexible marketing plan should be developed which analyzes the current marketing conditions and individual features of the property.

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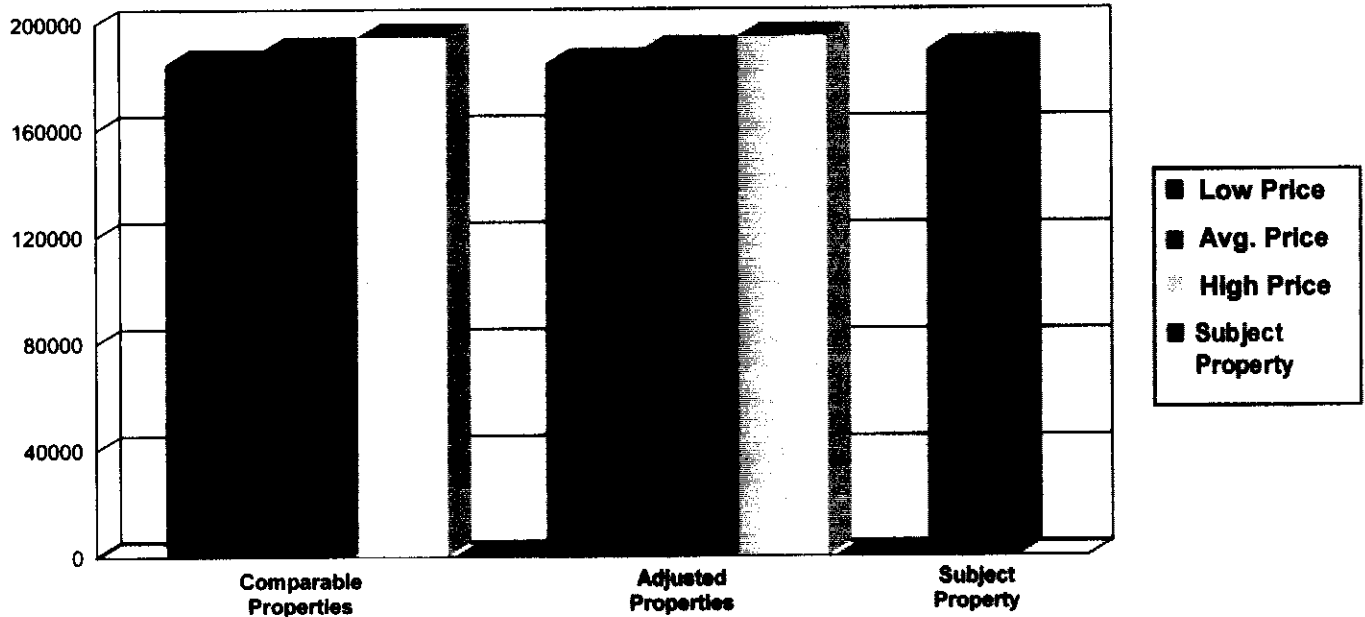
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- As prospective buyers often make purchases based on emotion, first impressions are important.
- Optimizing the physical appearance of your home will maximize the buyer's perception of value.

Price

- Pricing your home properly from the beginning is an important factor in determining the length of time it will take to sell your home.
- Reviewing this home marketing plan will assist you in determining the best possible asking price.



Comparable Price Analysis



Comparable Price Analysis

Low Price
Average Price
High Price

Sold Price

\$185,000
\$189,750
\$195,000

Price per Sq. Ft.

\$148
\$152

Adjusted Price Analysis

Low Price
Average Price
↓ High Price

Adjusted Sold Price

\$185,000
\$189,750
\$195,000

Price per Sq. Ft.

\$148
\$152

Suggested List Price \$189,800 N/A

Seller
Jose R. Herrera
Broker/Sales Associate

Date
4/28/05
Date



Properties Recently Sold



Subject Property

List Price	\$189,800	\$ 188,500	\$ 190,000	\$ 197,900
Sold Price	<i>N/A</i>	\$ 185,000	\$ 186,000	\$ 193,000
Address	263 Driftwood Ct.	2121 Northwind Circle #2121	24 Ashburn #b	1455 Fairlane Dr. #1455
City	Schaumburg	Schaumburg	Schaumburg	Schaumburg
Bedrooms	0	2	2	2
Bathrooms		2.0	2.0	2.0
Square Ft.	0	1,250		
Lot Size		INTEGRAL	COMMON	COMMON GROUND
List Date		1/24/2005	12/22/2004	2/28/2005
Sold Date		3/2/2005	2/28/2005	4/18/2005
Expired Date		2/8/2005	2/28/2005	3/10/2005
D. O. M.		15	68	10
MLS #		05017271	04287807	05045282



Properties Recently Sold



Subject Property

<u>List Price</u>	\$189,800	\$ 198,900
Sold Price	<i>N/A</i>	\$ 195,000
<u>Address</u>	263 Driftwood Ct.	124 Stirling Lane #v1
<u>City</u>	Schaumburg	Schaumburg
<u>Bedrooms</u>	0	2
<u>Bathrooms</u>		2.0
<u>Square Ft.</u>	0	
<u>Lot Size</u>		COMMON
<u>List Date</u>		1/18/2005
<u>Sold Date</u>		3/29/2005
<u>Expired Date</u>		2/21/2005
<u>D. O. M.</u>		34
<u>MLS #</u>		05013453



Property Recently Sold



Addr: 2121 Northwind Circle #2121	DOM/MT: 15	# 1
MLS#: 05017271	Sold Price: \$ 185,000	List Price: \$ 188,500
Beds: 2.00	Baths: 2.0	SqFt: 1,250
List Date: 1/24/2005	Sold Date: 3/2/2005	Expired Date: 2/8/2005
Year/Age: 1990	\$/Sqft: \$148	Map Code: N:11 W:26
City/Area: Schaumburg/Windsong		
Lot Size: INTEGRAL		

Agent Comments:

Remarks: Wonderful Townhome Close To Schools, Park, Golf Courses, Highways, And Woodfield Mall. Large Master With Huge Walk-in Closet And Full Bath. Newer Stove, Dishwasher, Roof, And Garage Door. Agent Owned. Quick Close Is Possible.

Features: Exterior: Type:condo,townhse; # Units:4; Floor #:1; Exterior:avs; Waterfront:n; Parking/#cars:g/1; Garage Desc:attached,1car Gar. Utilities: Air:cen Air; Heat:gas; Water:lake Mich; Sewer:sewer-pub. Interior: Basement:slab; # Fireplace:loc-liv Rm; Master Bath:y; Dining Room;; Other Rooms:1250. Extras:prvt Entrance,Indry In U/oven/mg,dshwsh,refrig,washer, Dryer,disp/pet:cats Ok,dogs Ok



Property Recently Sold



Addr: 24 Ashburn #b

DOM/MT: 68

2

MLS#: 04287807 **Sold Price:** \$ 186,000

List Price: \$ 190,000

Beds: 2.00 **Baths:** 2.0

SqFt:

List Date: 12/22/2004 **Sold Date:** 2/28/2005

Expired Date: 2/28/2005

Year/Age: 1992 **\$/Sqft:** N/A

Map Code: N:10 W:27

City/Area: Schaumburg/Towne Place West

Lot Size: COMMON

Agent Comments:

Remarks: 1st Floor Elm Model Is Handicapped Accessible, Great Sun Exposure W/lovely Neutral Decor Thruout.entrance W/vinyl Fir Leads To Carpeted Liv Rm W/frpl And Sd To Covered Patio & Common Area.mstr Bdrm Bath W/6' Wide Shower Drs & Ceramic Tile Surround.kit Has White Laminated Cbnts, Ceiling Fan & Island For Expanded Counter Tops & Storage.

Features: Exterior: Type:condo; # Units:8; Floor #:1; Exterior:avs,st; Waterfront:n; Parking/#cars:g/1; Garage Desc:attached,1 car Gar. Utilities: Air:cen Air; Heat:gas,forced Air; Water:lake Mich; Sewer:sewer-pub. Interior: Basement:slab; # Fireplace:loc-liv Rm; Master Bath:y; Dining Room:i; Other Rooms:.. Extras:hndcppd Access,Indry In/oven/mg,dshwsh,refrig,washer, Dryer/pet:cats Ok,dogs Ok



Property Recently Sold



Addr: 1455 Fairlane Dr. #1455

DOM/MT: 10

3

MLS#: 05045282 **Sold Price:** \$ 193,000

List Price: \$ 197,900

Beds: 2.00 **Baths:** 2.0

SqFt:

List Date: 2/28/2005 **Sold Date:** 4/18/2005

Expired Date: 3/10/2005

Year/Age: 1990 **\$/Sqft:** N/A

Map Code: N:8 W:25 S:0

City/Area: Schaumburg/Glens Of Schaumburg

Lot Size: COMMON GROUNDS

Agent Comments:

Remarks: Desirable 2nd Flr. Unit W/mbr Suite W/full Bath & Walk-in Closet. Lr W/skylights. Vaulted Ceilings, Newer Carpet & Water Heater. Balcony Off Kit./lr. Move-in Condition! Monthly Assessments Cover New Roof & Gutters-already Installed. All Re-decorated-spacious, Bright & Well-maintained. Close To Metra! Easy To Show!

Features: Exterior: Type:condo,manor/coach/villa; # Units:8; Floor #:2; Exterior:avs,br; Waterfront:n; Parking/#cars:g/1; Garage Desc:attached,1 car Gar,assgnd 2,aut. Utilities: Air:cen Air; Heat:gas,forced Air; Water:lake Mich,public; Sewer:sewer-pub. Interior: Basement:none; # Fireplace:; Master Bath:y; Dining Room:wlr; Other Rooms:utl/ndry-2 Flr. Extras:balcony,skylight/oven/rng,dshwsh,refrig,washer, Dryer,disp/pet:cats Ok,dogs Ok



Property Recently Sold



Addr: 124 Stirling Lane #v1

DOM/MT: 34

4

MLS#: 05013453 **Sold Price:** \$ 195,000

List Price: \$ 198,900

Beds: 2.00 **Baths:** 2.0

SqFt:

List Date: 1/18/2005 **Sold Date:** 3/29/2005

Expired Date: 2/21/2005

Year/Age: 1993 **\$/Sqft:** N/A

Map Code: N:10 W:26

City/Area: Schaumburg/Towne Place

Lot Size: COMMON

Agent Comments:

Remarks: Wow!well Maintained 1st Floor Unit W/2 Bdms & 2 Full Baths Located In A Quiet Cul-de-sac.fireplace In Huge Living Room W/custom Marble & Oak Surround.2 Sets Of Sliding Glass Doors Opening To The Lg Concrete Patio Overlooking Lush Green Belt Area.eat-in Kitchen Includes:walk-in Pantry,all Newer Kit. Appls & Newer Vinyl Tile Flooring.freshly Decorated Thru-out

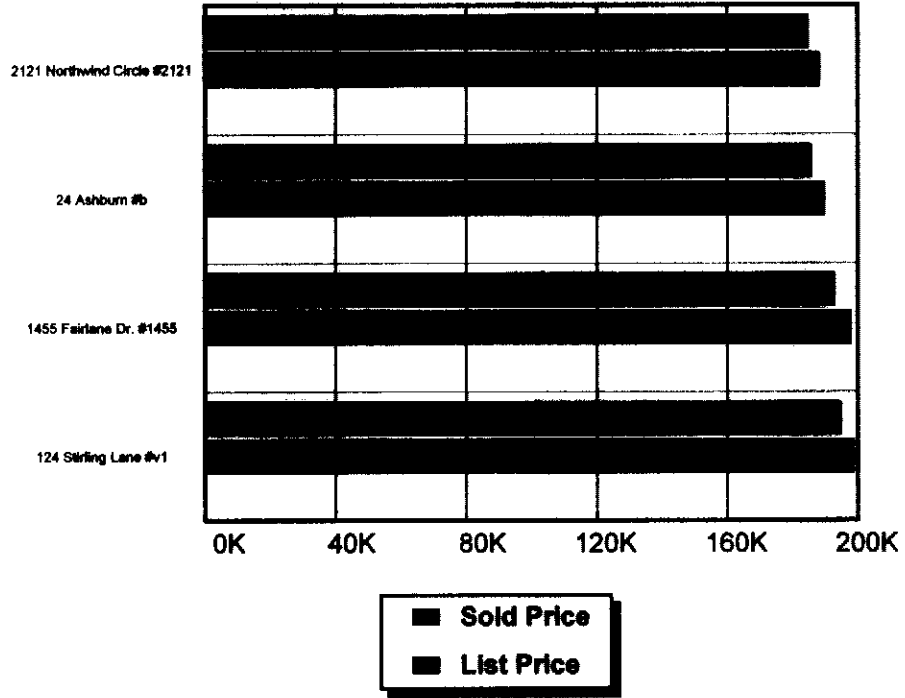
Features: Exterior: Type:condo; # Units:4; Floor #:1; Exterior:avs,br, Waterfront:n; Parking/#cars:g/1; Garage Desc:attached,1car Gar,auto Door Op. Utilities: Air:cen Air; Heat:gas,forced Air; Water:lake Mich; Sewer:sewer-pub. Interior: Basement:slab; # Fireplace:loc-liv Rm,gas Logs,gas Starter; Master Bath:y; Dining Room:wlr; Other Rooms: Extras:/oven/rng,microwave,dshwsh,washer, Dryer,disp/pet:cats Ok,dogs Ok



Comparable Property Statistics

Sold Properties

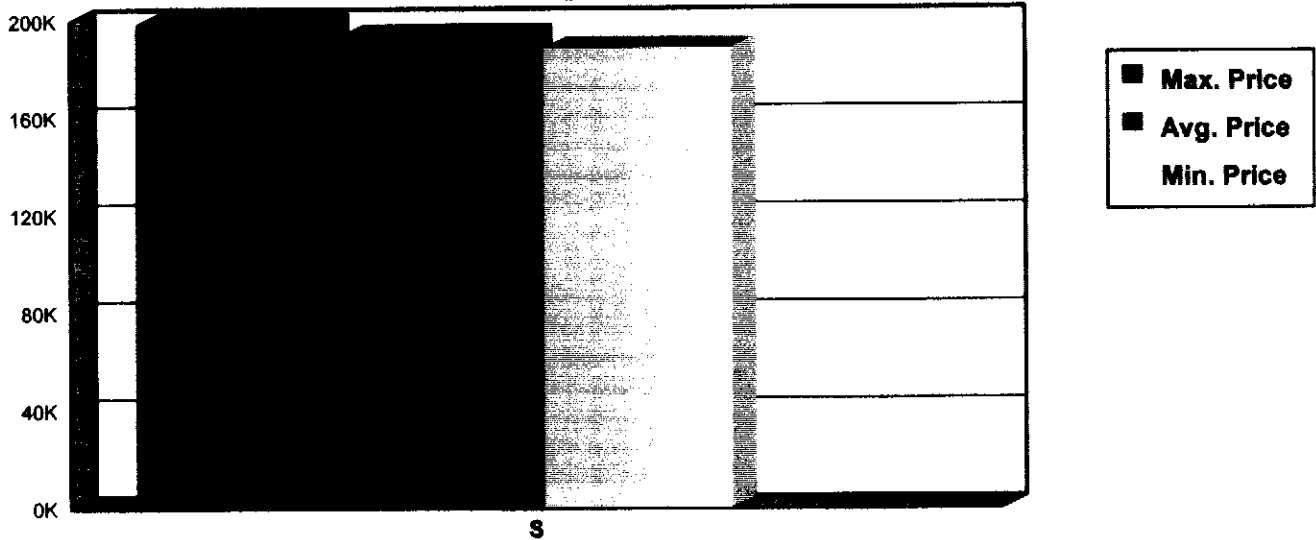
Total # of Listings	4
Lowest Sold Price	\$ 185,000
Average Sold Price	\$ 189,750
Highest Sold Price	\$ 195,000
Average Sold Price/SqFt	\$148
Average Days on Market	32
Average Age/Year	1991



Summary of Comparable Properties

#	Street Address	Beds	Baths	Sold Date	DOM	SqFt	ListPrice	SoldPrice	
Sold Properties									
1	2121 Northwind Circle #2121	2	2.0	3/2/2005	15	1,250	\$ 188,500	\$ 185,000	
2	24 Ashburn #b	2	2.0	2/28/2005	68		\$ 190,000	\$ 186,000	
3	1455 Fairlane Dr. #1455	2	2.0	4/18/2005	10		\$ 197,900	\$ 193,000	
4	124 Stirling Lane #v1	2	2.0	3/29/2005	34		\$ 198,900	\$ 195,000	
					Averages	32	1,250	\$ 193,825	\$ 189,750

Summary Analysis



Cumulative Analysis

Listing Category	Lowest Price	Highest Price	Average Price	Avg Price/SqFt
Active Listings	N/A	N/A	N/A	N/A
Pending Listings	N/A	N/A	N/A	N/A
Expired Listings	N/A	N/A	N/A	N/A
Sold Listings	\$185,000	\$195,000	\$189,750	\$148
<i>Total Averages</i>	\$185,000	\$195,000	\$189,750	\$148

Sold Property Analysis

Address	List Price	Sold Price	DOM	% Chg	SP/SqFt
2121 Northwind Circle #2121	\$ 188,500	\$ 185,000	15	1.86 %	\$148
24 Ashburn #b	\$ 190,000	\$ 186,000	68	2.11 %	N/A
1455 Fairlane Dr. #1455	\$ 197,900	\$ 193,000	10	2.48 %	N/A
124 Stirling Lane #v1	\$ 198,900	\$ 195,000	34	1.96 %	N/A
<i>Sold Averages</i>	\$ 193,825	\$ 189,750	32	2.10 %	\$148

Maximizing First Impressions



Exterior and Curb Appeal

Experts say most buyers make their decision at first sight.

General Exterior

Prospective buyers will react well to signs your home has been meticulously maintained.

- Manicure landscaping: mow, edge and water lawn, trim hedges, weed and fertilize flowerbeds, and prune trees.
- Keep driveway clean and free of parked cars, and keep the garage door closed.
- Repair or replace loose or damaged roof shingles.
- Minimize cracks or crumbling on walkways, walls, or steps, and keep them clean and free of obstructions like toys or snow.
- Items from RV's to waste cans left out can contribute to a cluttered or busy appearance. Make sure that from the street, your property appears clear.
- Inspect appearance of interior window coverings from the curb.
- Repair any peeling paint or loose caulking on windows or other areas.
- Take steps to eliminate insect or rodent pests.
- Pick up after your pets or neighborhood animals.

Doorway

While agents work the lockbox for a key, buyers have idle time to notice details.

- Apply a fresh coat of paint to the front door and frame.
- Consider adding pots of flowering plants in the entryway if weather permits.
- Eliminate cobwebs and groom doorway area windows, porchlight, or decorative glass.

Interior Appeal

Once inside, experts say most buyers are reaffirming their curbside decision.

Clean, Clear, Light and Bright

- Give every room in the house a thorough cleaning and remove all clutter. Hiring a cleaning service may pay for itself by adding to a buyer's perceived value of your home.
- For a sleeker, more spacious look, consider placing furniture from crowded rooms in storage.
- Clear kitchen counters of everything other than perhaps a few very pretty items. Ask yourself, in a model home, would a professional decorator put your choice of items out on the counter?
- Remember: closets will be opened! Keep closets, cupboards, and even your attic orderly and neat. Since you are anticipating a move anyway, consider holding a garage sale or boxing and storing unused belongings.
- If necessary, repaint or clean/replace dingy, soiled or strongly-colored walls, and window and floor coverings with a light, neutral shade. Bright rooms look bigger, and neutral colors help buyers envision their own furnishings and décor.
- Repair dripping faucets, burned-out light bulbs, or cracked windowpanes.
- Repair cracks, holes or damage to plaster, wallboard, wallpaper, and tiles.

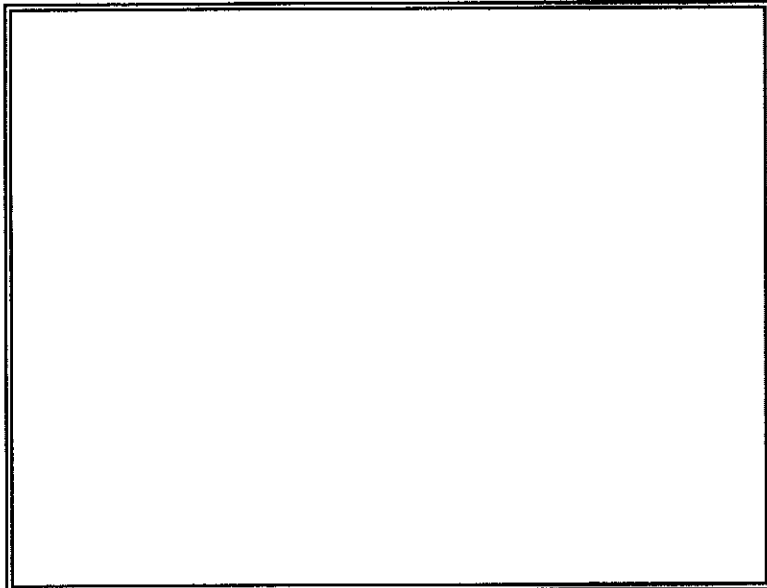
Warm and Homey

- Subtle scents of potpourri in bedrooms or baths and fresh baked cookies or cinnamon in the kitchen can make your home more inviting.
- Keep an attractive set of towels in each bathroom to be brought out only for showings.





Property Profile and Market Analysis



Prepared especially for:

Marcello
263 driftwood Ct.
Schaumburg, IL 60193

April 28, 2005

Prepared by:

Jose Herrera
Century 21 Northlake
242 E. North Ave
Northlake, IL 60164

Office: 708-562-5689

Pager: 630-223-5224





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9500 Glenlake
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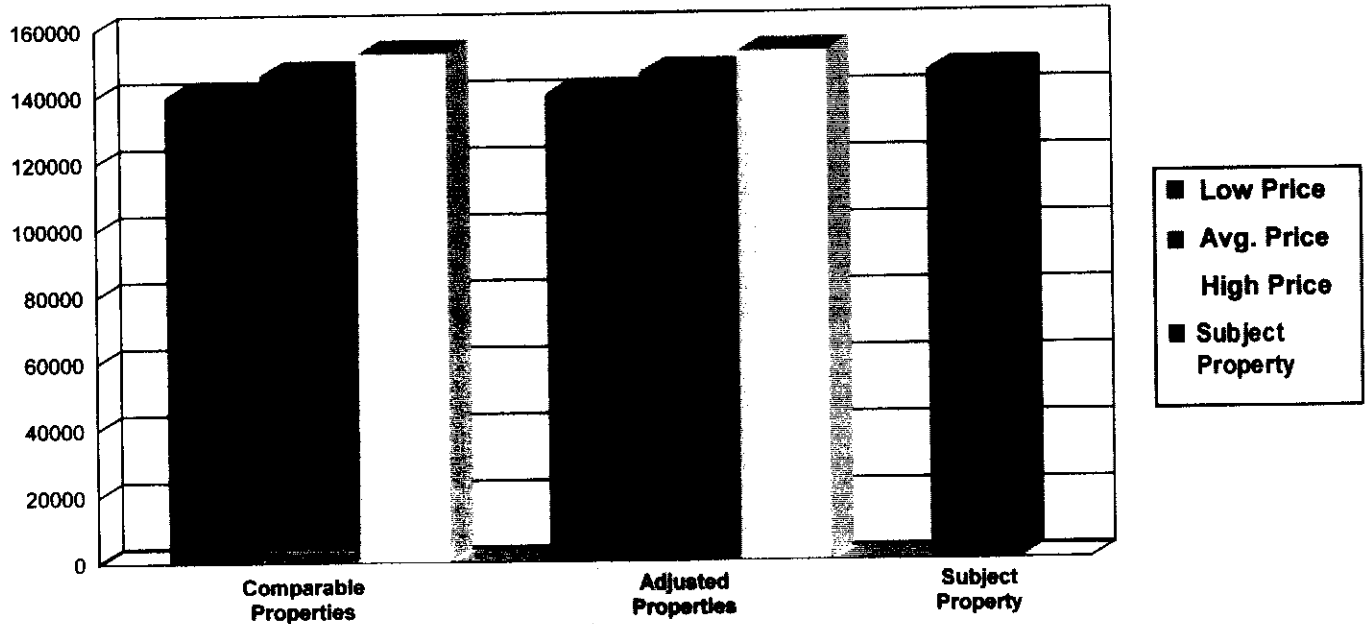
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Price

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Comparable Price Analysis



Comparable Price Analysis

Low Price	\$140,000
Average Price	\$146,333
High Price	\$152,500

Sold Price

Price per Sq. Ft.

Adjusted Price Analysis

Low Price	\$140,000
Average Price	\$146,333
High Price	\$152,500

Adjusted Sold Price

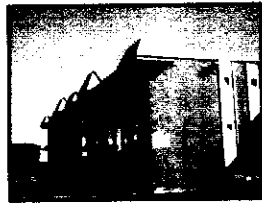
Price per Sq. Ft.

Suggested List Price	\$146,300	N/A
-----------------------------	------------------	------------

Seller 	Date 4/28/05
Broker/Sales Associate	Date



Properties Recently Sold



<u>Subject Property</u>				
<u>List Price</u>	\$146,300	\$ 139,900	\$ 158,900	\$ 169,900
Sold Price	<i>N/A</i>	\$ 140,000	\$ 152,500	\$ 146,500
<u>Address</u>	9500 Glenlake	9512 Glenlake #329	9614 W Higgins Road #2c	9514 W Glenlake #226
<u>City</u>	Rosemont	Rosemont	Rosemont	Rosemont
Bedrooms	0	2	2	2
<u>Bathrooms</u>		1.0	1.0	1.0
<u>Square Ft.</u>	0			
<u>Lot Size</u>		COMMON	INTEGRAL	COMMON
<u>List Date</u>		10/1/2004	1/8/2004	9/7/2004
<u>Sold Date</u>		10/28/2004	2/16/2004	11/17/2004
<u>Expired Date</u>		10/6/2004	1/18/2004	10/18/2004
<u>D. O. M.</u>		5	10	221
<u>MLS #</u>		04235374	04006276	04213727



Property Recently Sold



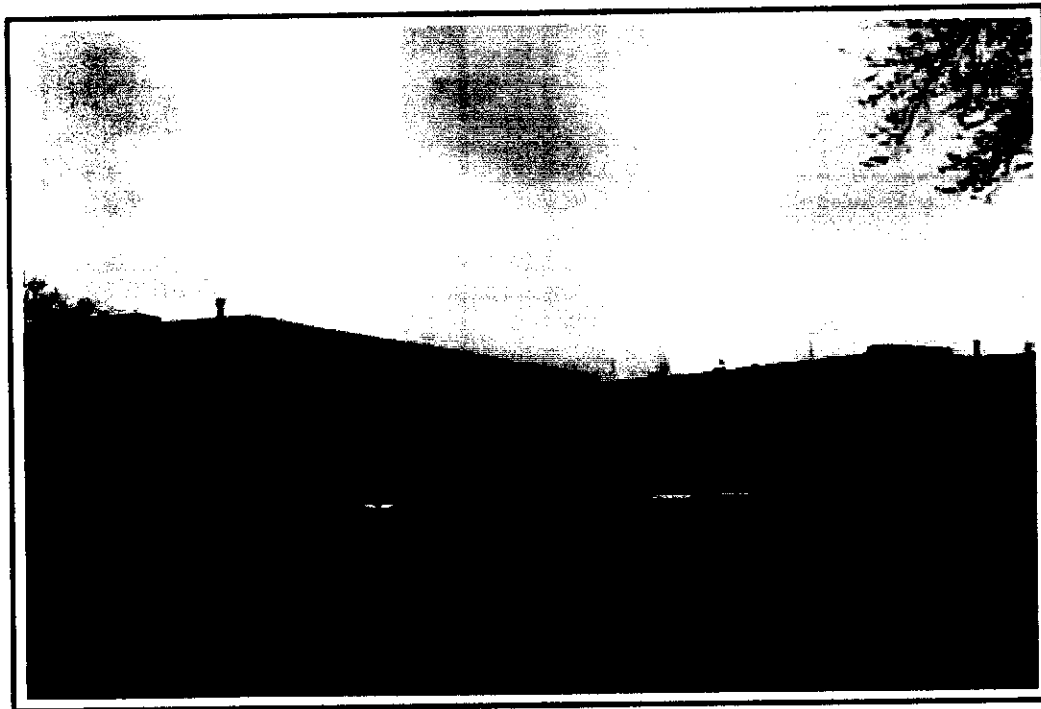
Addr: 9512 Glenlake #329 **DOM/MT:** 5 **# 1**
MLS#: 04235374 **Sold Price:** \$ 140,000 **List Price:** \$ 139,900
Beds: 2.00 **Baths:** 1.0 **SqFt:**
List Date: 10/1/2004 **Sold Date:** 10/28/2004 **Expired Date:** 10/6/2004
Year/Age: **\$/Sqft:** N/A **Map Code:**
City/Area: Rosemont/O'hare Glenlake
Lot Size: COMMON
Agent Comments:

Remarks: Valuable Rosemont Location!bright Sunny 2brm Unit W/courtyd View located In The Heart Of Rosemont Prestige Business,sur- Rounded By Gorgeous Pks.conv To Cta,xway,o'hare Airport, Assgn Pkg Space W/plenty Guest Pkg.low Assessmnt Incl Heat, Water,com Ins,ext Maint.priced To Sell,motivated Seller. Attn:investors This Could Be Your Money Maker.rents \$850/up.

Features: Exterior: Type:condo; # Units:12; Floor #:3; Exterior:br,cd; Waterfront:n; Parking/#cars:s/1; Garage Desc:none. Utilities: Air:1 W/w Unit; Heat:gas,hot Wtr/steam; Water:lake Mich; Sewer:sewer-pub. Interior: Basement:full; # Fireplace;; Master Bath:n; Dining Room;; Other Rooms:. Extras:end Unit/oven/mg,microwave,refrig/pet:cats Ok,dogs Ok



Property Recently Sold



Addr: 9614 W Higgins Road #2c

DOM/MT: 10

2

MLS#: 04006276 **Sold Price:** \$ 152,500

List Price: \$ 158,900

Beds: 2.00 **Baths:** 1.0

SqFt:

List Date: 1/8/2004 **Sold Date:** 2/16/2004

Expired Date: 1/18/2004

Year/Age: 1966 **\$/Sqft:** N/A

Map Code: N:7 W:12 S:0

City/Area: Rosemont/Executive Estates

Lot Size: INTEGRAL

Agent Comments:

Remarks: Modern 2nd Fir Unit Offers Separate Dining Area, eat-in Kit Space, new Pergo Flrs In Liv & Dining Rooms, washer & Dryer In Unit, new Oven/range & Water Heater, pool, playground, all New Windows To Be Installed-seller To Pay Assessment, village Tax Rebate, central Air, basement Storage, lots Of Closet Space, Close To Metra & Bus Transportation.

Features: Exterior: Type:condo; # Units:27; Floor #:02; Exterior:br; Waterfront:n; Parking/#cars:s/1; Garage Desc:unassgnd. Utilities: Air:cen Air; Heat:electric; Water:lake Mich; Sewer:sewer-pub. Interior: Basement:full; # Fireplace:; Master Bath:n; Dining Room:; Other Rooms:; Extras:/oven/rng,dshwsh,refrig,washer, Dryer/pet:cats Ok,dogs Ok



Property Recently Sold



Addr: 9514 W Glenlake #226

DOM/MT: 221

3

MLS#: 04213727 **Sold Price:** \$ 146,500

List Price: \$ 169,900

Beds: 2.00 **Baths:** 1.0

SqFt:

List Date: 9/7/2004 **Sold Date:** 11/17/2004

Expired Date: 10/18/2004

Year/Age: 1980 **\$/Sqft:** N/A

Map Code:

City/Area: Rosemont

Lot Size: COMMON

Agent Comments:

Remarks: Location!location!location!2 Bedroom Condo-rarity On The Market.great For 1st Time Buyer!2nd Floor,low Taxes,low Assessment Includes Heat.close To Kennedy Expressway,cta, O'hare,surrounded By Parks.no Trouble With Parking-spaces For Guests!why Rent? Unit Currently Rented For \$ 850 A Month.

Features: Exterior: Type:condo; # Units:12; Floor #:2; Exterior:br,cd; Waterfront:n; Parking/#cars:s/1; Garage Desc:none. Utilities: Air:1 W/w Unit; Heat:gas,hot Wtr/steam; Water:other; Sewer:other. Interior: Basement:full; # Fireplace;; Master Bath:n; Dining Room;; Other Rooms:. Extras:/oven/mg,refrig/pet:cats Ok,dogs Ok

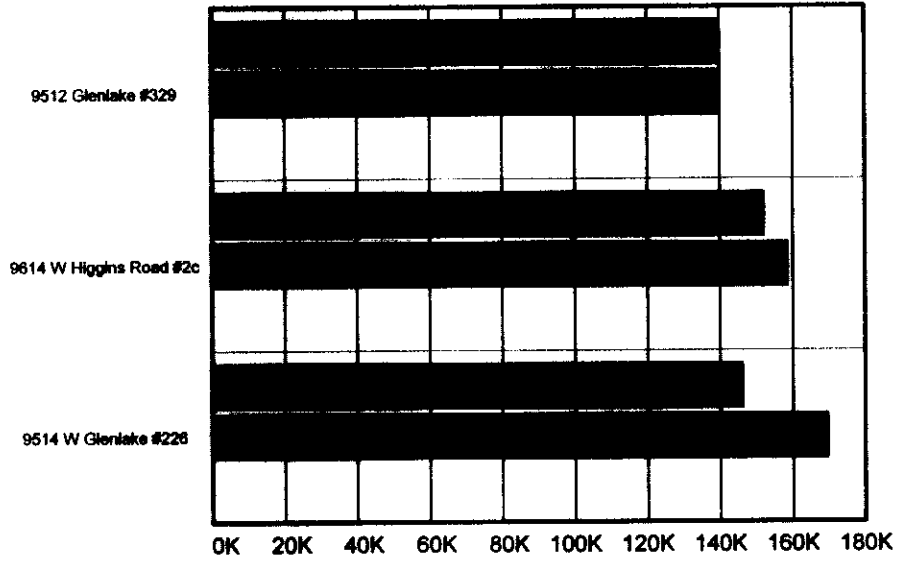




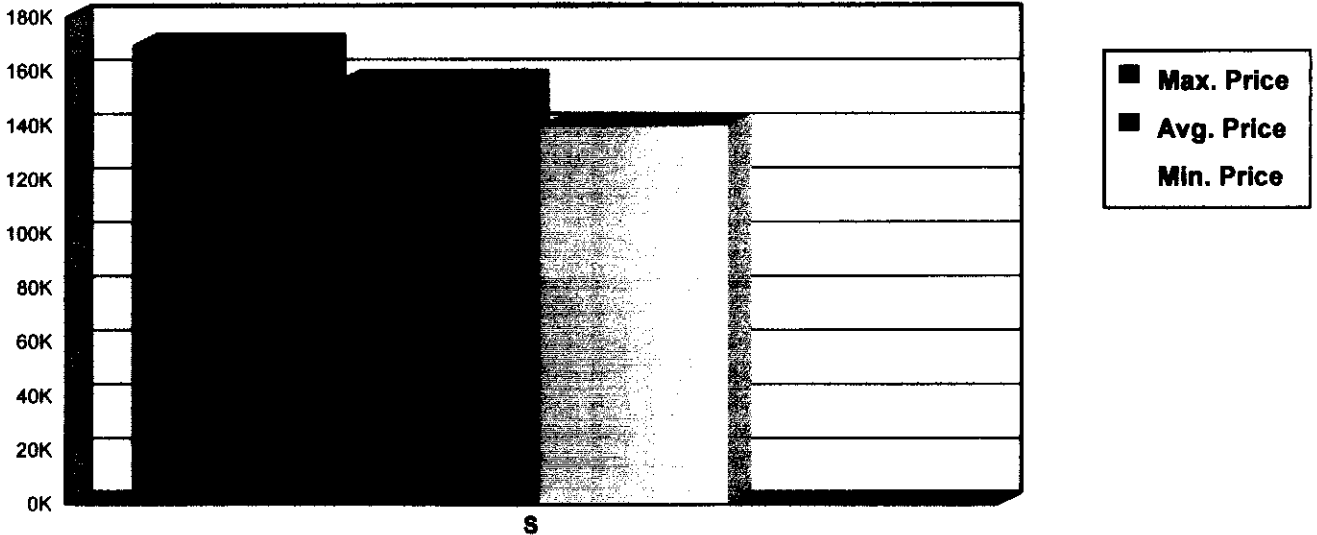
Comparable Property Statistics

Sold Properties

Total # of Listings	3
Lowest Sold Price	\$ 140,000
Average Sold Price	\$ 146,333
Highest Sold Price	\$ 152,500
Average Sold Price/SqFt	N/A
Average Days on Market	79
Average Age/Year	1973



Summary Analysis



Cumulative Analysis

Listing Category	Lowest Price	Highest Price	Average Price	Avg Price/SqFt
Active Listings	N/A	N/A	N/A	N/A
Pending Listings	N/A	N/A	N/A	N/A
Expired Listings	N/A	N/A	N/A	N/A
Sold Listings	\$140,000	\$152,500	\$146,333	N/A
<i>Total Averages</i>	\$140,000	\$152,500	\$146,333	N/A

Sold Property Analysis

Address	List Price	Sold Price	DOM	% Chg	SP/SqFt
9512 Glenlake #329	\$ 139,900	\$ 140,000	5	0.07 %	N/A
9614 W Higgins Road #2c	\$ 158,900	\$ 152,500	10	4.03 %	N/A
9514 W Glenlake #226	\$ 169,900	\$ 146,500	221	13.77 %	N/A
<i>Sold Averages</i>	\$ 156,233	\$ 146,333	79	5.96 %	N/A



Seller's Approximate Proceeds

	<i>Low</i>	<i>High</i>
<input type="checkbox"/> Price	\$140,000	\$152,500
<input type="checkbox"/> Encumbrances		
First Loan	\$0	\$0
Second Loan	\$0	\$0
<input type="checkbox"/> Estimated Closing Costs		
Title Insurance	\$1,000	\$1,063
Commissions	\$8,400	\$9,150
Escrow Fees	\$325	\$338
Home Warranty	\$350	\$350
Tax Stamp	\$160	\$174
Pest Inspection	\$50	\$50
Termite Work	\$0	\$0
Other Work	\$0	\$0
<hr/>		
Total Encumbrances	\$0	\$0
<hr/>		
Total Estimated Closing Costs	\$10,285	\$11,124
<hr/>		
Net Cash To Seller	\$129,715	\$141,376

I understand that the above is an estimate only and not the actual costs which would be incurred if an actual sale is consummated. The estimated amounts above are not guaranteed in any way.

 Seller Date

 Broker/Sales Associate Date

