

Current Local Marketing Conditions - Presented by Lenders Choice Inc. (630-778-7800)

End of 1st Quarter 2014 - Macro Analysis - 04/01/2014 Report

Detached Houses

Area	Last 12 Months	Prev. 12 Months	% Change	Last 12 Months	Prev. 12 Months	% Change	# Sales Last 12 Months	# Sales Prev 12 Months	% Change	Absorp Rate	# Active Listings	# Pending Sales	Current Inventory
	Median Sales Price			Average DOM			# of Total Sales			Inventory Levels			
Aurora #507													
#129 School	\$112,000	\$104,000	7.69%	97	128	-24.22%	576	529	8.88%	48.0	104	108	2.17
#131 School	\$70,000	\$58,500	19.66%	90	107	-15.89%	652	665	-1.95%	54.3	94	138	1.73
#204 School	\$275,000	\$248,713	10.57%	81	126	-35.71%	370	318	16.35%	30.8	85	61	2.76
#308 School	\$230,000	\$197,615	16.39%	74	118	-37.29%	190	158	20.25%	15.8	44	36	2.78
Batavia #510	\$268,750	\$250,000	7.50%	101	155	-34.84%	338	260	30.00%	28.2	109	54	3.87
Big Rock/Hinckley	\$164,200	\$190,000	-13.58%	126	198	-36.36%	50	39	28.21%	4.2	17	9	4.08
Bolingbrook #440	\$185,000	\$170,000	8.82%	90	121	-25.62%	734	676	8.58%	61.2	176	198	2.88
Clarendon Hills #514	\$575,000	\$440,000	30.68%	94	134	-29.85%	139	103	34.95%	11.6	38	26	3.28
Cortland #112	\$130,000	\$117,600	10.54%	89	117	-23.93%	59	78	-24.36%	4.9	13	13	2.64
Crest Hill #498	\$119,000	\$125,000	-4.80%	102	134	-23.88%	133	100	33.00%	11.1	27	31	2.44
Darien #562	\$284,500	\$275,000	3.45%	93	126	-26.19%	188	144	30.56%	15.7	42	34	2.68
Dekalb #115	\$125,450	\$114,250	9.80%	138	132	4.55%	284	249	14.06%	23.7	102	43	4.31
Downers Grove #515	\$330,250	\$298,250	10.73%	108	152	-28.95%	614	488	25.82%	51.2	157	93	3.07
Elburn #119	\$236,500	\$224,000	5.58%	170	179	-5.03%	159	110	44.55%	13.3	72	25	5.43
Elgin #123													
#46 School	\$125,000	\$105,000	19.05%	109	149	-26.85%	1051	997	5.42%	87.6	243	216	2.77
#301 School	\$302,000	\$272,250	10.93%	145	183	-20.77%	220	148	48.65%	18.3	138	36	7.53
Elmhurst #126	\$384,000	\$345,000	11.30%	98	133	-26.32%	564	480	17.50%	47.0	206	107	4.38
Frankfort #423	\$310,775	\$303,615	2.36%	136	151	-9.93%	356	282	26.24%	29.7	112	63	3.78
Geneva #134	\$320,000	\$314,000	1.91%	88	156	-43.59%	426	367	16.08%	35.5	132	76	3.72

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Glen Ellyn #137	\$382,500	\$350,000	9.29%	84	144	-41.67%	489	410	19.27%	40.8	150	87	3.68
Hampshire #140	\$212,000	\$197,990	7.08%	141	193	-26.94%	182	155	17.42%	15.2	74	38	4.88
Hinsdale #521	\$930,000	\$848,475	9.61%	128	178	-28.09%	321	266	20.68%	26.8	165	62	6.17
Lemont #439	\$355,000	\$324,500	9.40%	182	280	-35.00%	200	158	26.58%	16.7	93	37	5.58
Lisle #532	\$332,500	\$308,500	7.78%	115	124	-7.26%	215	136	58.09%	17.9	68	64	3.80
Lombard #148	\$225,000	\$192,000	17.19%	95	122	-22.13%	479	409	17.11%	39.9	110	84	2.76
Joliet #499													
#202 School	\$175,000	\$164,000	6.71%	64	117	-45.30%	143	149	-4.03%	11.9	41	33	3.44
#204 School	\$93,100	\$90,000	3.44%	102	128	-20.31%	897	793	13.11%	74.8	271	167	3.63
Mokena #448	\$276,000	\$264,000	4.55%	98	134	-26.87%	216	189	14.29%	18.0	89	44	4.94
Montgomery #538	\$160,000	\$145,000	10.34%	90	109	-17.43%	372	363	2.48%	31.0	102	86	3.29
Naperville #540													
#203 School	\$382,500	\$366,000	4.51%	81	119	-31.93%	884	759	16.47%	73.7	234	131	3.18
#204 School	\$435,000	\$395,750	9.92%	74	104	-28.85%	798	722	10.53%	66.5	196	124	2.95
Newark #541	\$216,000	\$195,500	10.49%	290	299	-3.01%	23	14	64.29%	1.9	18	5	9.39
New Lenox #451	\$250,000	\$245,000	2.04%	116	152	-23.68%	350	278	25.90%	29.2	145	73	4.97
North Aurora #542	\$229,250	\$215,000	6.63%	103	110	-6.36%	196	191	2.62%	16.3	97	36	5.94
Oak Brook #523	\$769,101	\$767,000	0.27%	178	273	-34.80%	97	85	14.12%	8.1	61	16	7.55
Oswego #543	\$230,000	\$217,900	5.55%	93	126	-26.19%	473	423	11.82%	39.4	157	111	3.98
Ottawa #350	\$92,750	\$97,000	-4.38%	183	199	-8.04%	252	232	8.62%	21.0	161	38	7.67
Plainfield #544													
#202 School	\$205,000	\$193,000	6.22%	75	111	-32.43%	973	918	5.99%	81.1	203	202	2.50

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#204 School	\$190,500	\$155,550	22.47%	76	94	-19.15%	66	66	0.00%	5.5	11	20	2.00
#308 School	\$325,000	\$342,000	-4.97%	97	156	-37.82%	73	83	-12.05%	6.1	82	14	13.48
Plano #545	\$115,000	\$110,000	4.55%	88	112	-21.43%	191	168	13.69%	15.9	38	31	2.39
Romeoville #494	\$150,000	\$130,500	14.94%	92	142	-35.21%	399	356	12.08%	33.3	82	131	2.47
St. Charles #174													
#301 School	\$312,000	\$316,000	-1.27%	194	143	35.66%	45	26	73.08%	3.8	30	7	8.00
#303 School	\$310,000	\$283,000	9.54%	132	174	-24.14%	755	601	25.62%	62.9	278	114	4.42
Sandwich #491	\$124,500	\$122,150	1.92%	118	147	-19.73%	97	92	5.43%	8.1	40	21	4.95
Shorewood #496	\$233,585	\$211,990	10.19%	101	145	-30.34%	221	171	29.24%	18.4	86	58	4.67
South Elgin #177	\$196,900	\$193,750	1.63%	82	123	-33.33%	235	218	7.80%	19.6	59	36	3.01
Sugar Grove #554	\$255,000	\$238,000	7.14%	93	134	-30.60%	135	113	19.47%	11.3	61	28	5.42
Sycamore #178	\$180,500	\$171,500	5.25%	110	155	-29.03%	225	192	17.19%	18.8	76	43	4.05
Villa Park #186	\$180,000	\$155,000	16.13%	72	140	-48.57%	254	224	13.39%	21.2	54	47	2.55
Warrenville #555	\$179,000	\$183,750	-2.59%	124	173	-28.32%	105	92	14.13%	8.8	28	13	3.20
West Chicago #185	\$179,000	\$148,500	20.54%	121	173	-30.06%	320	318	0.63%	26.7	107	64	4.01
Wheaton #187	\$337,750	\$310,000	8.95%	92	132	-30.30%	686	525	30.67%	57.2	183	115	3.20
Willowbrook #516	\$379,000	\$347,500	9.06%	138	260	-46.92%	76	45	68.89%	6.3	47	21	7.42
Winfield #190	\$274,000	\$259,700	5.51%	112	229	-51.09%	117	92	27.17%	9.8	65	52	6.67
Woodridge #517	\$227,250	\$205,000	10.85%	77	122	-36.89%	258	221	16.74%	21.5	67	39	3.12
Yorkville #560	\$215,000	\$199,958	7.52%	98	139	-29.50%	302	256	17.97%	25.2	102	60	4.05

* Items shaded in green represent a larger than 10% increase in median price levels.

* Items shaded in red represent less than a 3 Month supply of housing - based on the 12 month average absorption rates