

Current Local Marketing Conditions - Presented by Lenders Choice Inc.

End of 4th Quarter - Macro Analysis - 12/31/2013

Attached 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			DOM			# of Total Sales			Inventory Levels			
Aurora #507													
#129 School	\$52,500	\$43,300	21.25%	160	164	-2.44%	93	66	40.91%	7.8	16	12	2.06
#131 School	\$47,100	\$46,100	2.17%	102	151	-32.45%	108	112	-3.57%	9.0	14	28	1.56
#204 School	\$137,000	\$113,000	21.24%	78	134	-41.79%	393	330	19.09%	32.8	68	72	2.08
#308 School	\$125,000	\$111,450	12.16%	115	157	-26.75%	125	113	10.62%	10.4	30	33	2.88
Batavia #510	\$148,500	\$155,000	-4.19%	124	202	-38.61%	60	44	36.36%	5.0	8	6	1.60
Big Rock/Hinckley	\$110,500	\$110,300	0.18%	123	265	-53.58%	4	2	100.00%	0.3	1	0	3.00
Bolingbrook #440	\$68,000	\$61,250	11.02%	95	115	-17.39%	213	188	13.30%	17.8	32	60	1.80
Clarendon Hills #514	\$153,000	\$136,500	12.09%	170	202	-15.84%	59	42	40.48%	4.9	7	3	1.42
Cortland #112	\$74,750	\$67,000	11.57%	50	90	-44.44%	18	18	0.00%	1.5	1	0	0.67
Crest Hill #498	\$116,500	\$102,000	14.22%	99	168	-41.07%	112	107	4.67%	9.3	30	17	3.21
Darien #562	\$175,000	\$150,000	16.67%	101	223	-54.71%	143	123	16.26%	11.9	29	9	2.43
Dekalb #115	\$93,000	\$92,350	0.70%	100	140	-28.57%	55	54	1.85%	4.6	19	8	4.15
Downers Grove #515	\$105,000	\$94,500	11.11%	177	332	-46.69%	320	219	46.12%	26.7	46	21	1.73
Elburn #119	\$127,950	\$115,000	11.26%	82	199	-58.79%	22	24	-8.33%	1.8	4	2	2.18
Elgin #123													
#46 School	\$90,000	\$84,500	6.51%	121	155	-21.94%	377	327	15.29%	31.4	102	91	3.25
#301 School	\$144,900	\$148,000	-2.09%	159	186	-14.52%	21	32	-34.38%	1.8	5	4	2.86
Elmhurst #126	\$166,250	\$180,000	-7.64%	160	260	-38.46%	124	59	110.17%	10.3	32	15	3.10
Frankfort #423	\$230,000	\$186,000	23.66%	173	212	-18.40%	95	90	5.56%	7.9	20	12	2.53
Geneva #134	\$210,650	\$199,500	5.59%	141	197	-28.43%	106	80	32.50%	8.8	25	11	2.83

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Glen Ellyn #137	\$115,000	\$113,000	1.77%	134	248	-45.97%	157	138	13.77%	13.1	40	19	3.06
Hampshire #140	\$113,950	\$103,000	10.63%	117	122	-4.10%	134	90	48.89%	11.2	28	24	2.51
Hinsdale #521	\$355,000	\$225,000	57.78%	200	369	-45.80%	65	45	44.44%	5.4	31	15	5.72
Lemont #439	\$269,990	\$250,750	7.67%	222	222	0.00%	55	30	83.33%	4.6	24	10	5.24
Lisle #532	\$92,000	\$79,000	16.46%	132	169	-21.89%	175	193	-9.33%	14.6	35	36	2.40
Lombard #148	\$117,450	\$102,000	15.15%	143	153	-6.54%	258	221	16.74%	21.5	60	36	2.79
Joliet #499													
#202 School	\$120,000	\$108,000	11.11%	91	137	-33.58%	90	74	21.62%	7.5	17	11	2.27
#204 School	\$82,000	\$80,000	2.50%	145	169	-14.20%	173	108	60.19%	14.4	48	29	3.33
Mokena #448	\$176,500	\$180,611	-2.28%	114	177	-35.59%	94	66	42.42%	7.8	47	8	6.00
Montgomery #538	\$104,000	\$92,625	12.28%	103	162	-36.42%	93	82	13.41%	7.8	23	17	2.97
Naperville #540													
#203 School	\$144,000	\$156,450	-7.96%	133	162	-17.90%	263	254	3.54%	21.9	67	44	3.06
#204 School	\$165,000	\$158,250	4.27%	95	153	-37.91%	415	300	38.33%	34.6	65	47	1.88
Newark #541	\$0	\$0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0.0	0		#DIV/0!
New Lenox #451	\$131,500	\$129,700	1.39%	153	156	-1.92%	88	50	76.00%	7.3	19	9	2.59
North Aurora #542	\$124,500	\$118,000	5.51%	135	175	-22.86%	67	61	9.84%	5.6	18	10	3.22
Oak Brook #523	\$230,000	\$251,000	-8.37%	244	284	-14.08%	87	74	17.57%	7.3	26	15	3.59
Oswego #543	\$115,000	\$107,000	7.48%	127	132	-3.79%	197	171	15.20%	16.4	21	27	1.28
Plainfield #544													
#202 School	\$134,000	\$119,500	12.13%	99	120	-17.50%	245	207	18.36%	20.4	52	32	2.55

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#204 School	\$113,500	\$104,000	9.13%	111	189	-41.27%	16	19	-15.79%	1.3	2	4	1.50
#308 School	\$160,500	\$192,907	-16.80%	176	88	100.00%	6	14	-57.14%	0.5	7	2	14.00
Plano	\$66,250	\$60,000	10.42%	79	109	-27.52%	90	70	28.57%	7.5	11	14	1.47
Romeoville #494	\$102,799	\$90,000	14.22%	112	155	-27.74%	161	137	17.52%	13.4	32	45	2.39
St. Charles #174													
#301 School	\$140,000	\$151,000	-7.28%	194	113	71.68%	6	2	200.00%	0.5	1	0	2.00
#303 School	\$179,500	\$174,500	2.87%	123	192	-35.94%	179	120	49.17%	14.9	44	18	2.95
Sandwich #491	\$98,500	\$75,000	31.33%	107	76	40.79%	10	7	42.86%	0.8	2	0	2.40
Shorewood #496	\$120,500	\$115,000	4.78%	100	121	-17.36%	52	30	73.33%	4.3	14	5	3.23
South Elgin #177	\$114,650	\$112,000	2.37%	96	160	-40.00%	133	84	58.33%	11.1	26	15	2.35
Sugar Grove #554	\$141,750	\$130,000	9.04%	100	218	-54.13%	62	46	34.78%	5.2	6	10	1.16
Sycamore #178	\$107,500	\$105,000	2.38%	106	212	-50.00%	93	69	34.78%	7.8	24	8	3.10
Villa Park #186	\$73,000	\$74,000	-1.35%	88	116	-24.14%	97	76	27.63%	8.1	10	18	1.24
Warrenville #555	\$126,750	\$117,500	7.87%	116	174	-33.33%	128	90	42.22%	10.7	22	18	2.06
West Chicago #185	\$75,000	\$99,900	-24.92%	116	180	-35.56%	39	21	85.71%	3.3	10	10	3.08
Wheaton #187	\$140,000	\$122,500	14.29%	160	186	-13.98%	226	149	51.68%	18.8	49	26	2.60
Willowbrook #516	\$115,000	\$100,000	15.00%	124	200	-38.00%	171	169	1.18%	14.3	46	17	3.23
Winfield #190	\$180,500	\$150,000	20.33%	123	200	-38.50%	70	53	32.08%	5.8	20	8	3.43
Woodridge #517	\$71,000	\$61,722	15.03%	128	205	-37.56%	148	94	57.45%	12.3	37	24	3.00
Yorkville #560	\$84,000	\$74,500	12.75%	87	120	-27.50%	137	136	0.74%	11.4	8	34	0.70

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

