

Current Local Marketing Conditions - Presented by Lenders Choice Inc.

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

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			DOM			# of Total Sales				Inventory Levels		
Aurora #507													
#129 School	\$110,000	\$98,000	12.24%	92	134	-31.34%	584	507	15.19%	48.7	121	91	2.49
#131 School	\$67,000	\$56,000	19.64%	86	123	-30.08%	665	660	0.76%	55.4	124	139	2.24
#204 School	\$273,000	\$252,500	8.12%	86	130	-33.85%	391	308	26.95%	32.6	74	29	2.27
#308 School	\$225,000	\$199,950	12.53%	87	113	-23.01%	197	148	33.11%	16.4	37	24	2.25
Batavia #510	\$268,250	\$240,000	11.77%	103	171	-39.77%	338	251	34.66%	28.2	97	35	3.44
Big Rock/Hinckley	\$156,600	\$175,500	-10.77%	142	220	-35.45%	56	38	47.37%	4.7	18	5	3.86
Bolingbrook #440	\$185,000	\$165,000	12.12%	93	129	-27.91%	717	677	5.91%	59.8	154	167	2.58
Clarendon Hills #514	\$572,000	\$430,000	33.02%	94	138	-31.88%	144	91	58.24%	12.0	29	14	2.42
Cortland #112	\$119,000	\$117,600	1.19%	87	125	-30.40%	65	70	-7.14%	5.4	8	8	1.48
Crest Hill #498	\$128,950	\$125,000	3.16%	102	134	-23.88%	124	96	29.17%	10.3	31	29	3.00
Darien #562	\$284,500	\$275,250	3.36%	99	122	-18.85%	174	142	22.54%	14.5	39	24	2.69
Dekalb #115	\$117,000	\$115,000	1.74%	138	137	0.73%	293	227	29.07%	24.4	98	30	4.01
Downers Grove #515	\$325,500	\$301,000	8.14%	117	154	-24.03%	606	461	31.45%	50.5	170	60	3.37
Elburn #119	\$241,000	\$215,000	12.09%	165	196	-15.82%	161	106	51.89%	13.4	58	28	4.32
Elgin #123													
#46 School	\$121,121	\$103,500	17.03%	127	145	-12.41%	1076	915	17.60%	89.7	216	231	2.41
#301 School	\$296,300	\$271,050	9.32%	143	200	-28.50%	201	154	30.52%	16.8	105	38	6.27
Elmhurst #126	\$380,500	\$321,750	18.26%	97	135	-28.15%	570	448	27.23%	47.5	156	69	3.28
Frankfort #423	\$311,750	\$306,250	1.80%	145	148	-2.03%	370	274	35.04%	30.8	115	36	3.73
Geneva #134	\$316,000	\$315,000	0.32%	96	155	-38.06%	445	354	25.71%	37.1	120	31	3.24

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Glen Ellyn #137	\$371,000	\$350,000	6.00%	89	152	-41.45%	507	385	31.69%	42.3	118	51	2.79
Hampshire #140	\$207,000	\$195,000	6.15%	149	184	-19.02%	181	151	19.87%	15.1	77	30	5.10
Hinsdale #521	\$931,000	\$828,750	12.34%	142	184	-22.83%	330	276	19.57%	27.5	131	31	4.76
Lemont #439	\$345,000	\$313,500	10.05%	187	294	-36.39%	199	156	27.56%	16.6	87	29	5.25
Lisle #532	\$315,438	\$300,000	5.15%	120	144	-16.67%	184	136	35.29%	15.3	79	57	5.15
Lombard #148	\$218,000	\$189,000	15.34%	101	126	-19.84%	487	401	21.45%	40.6	128	58	3.15
Joliet #499													
#202 School	\$170,000	\$157,000	8.28%	80	109	-26.61%	153	153	0.00%	12.8	43	24	3.37
#204 School	\$95,500	\$85,100	12.22%	109	135	-19.26%	861	785	9.68%	71.8	264	151	3.68
Mokena #448	\$266,500	\$277,000	-3.79%	98	164	-40.24%	234	165	41.82%	19.5	53	27	2.72
Montgomery #538	\$158,250	\$144,000	9.90%	91	131	-30.53%	384	352	9.09%	32.0	107	63	3.34
Naperville #540													
#203 School	\$380,000	\$365,000	4.11%	81	130	-37.69%	880	738	19.24%	73.3	217	79	2.96
#204 School	\$430,875	\$394,750	9.15%	69	110	-37.27%	774	712	8.71%	64.5	161	81	2.50
Newark #541	\$205,500	\$260,000	-20.96%	238	394	-39.59%	24	13	84.62%	2.0	18	2	9.00
New Lenox #451	\$245,000	\$245,000	0.00%	122	155	-21.29%	349	266	31.20%	29.1	132	46	4.54
North Aurora #542	\$235,000	\$210,000	11.90%	97	130	-25.38%	196	191	2.62%	16.3	74	15	4.53
Oak Brook #523	\$770,551	\$776,000	-0.70%	160	290	-44.83%	96	90	6.67%	8.0	61	12	7.63
Oswego #543	\$227,083	\$217,700	4.31%	91	135	-32.59%	490	394	24.37%	40.8	155	67	3.80
Plainfield #544													
#202 School	\$202,000	\$190,000	6.32%	76	119	-36.13%	981	902	8.76%	81.8	219	155	2.68

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#204 School	\$189,750	\$151,500	25.25%	75	109	-31.19%	64	64	0.00%	5.3	10	8	1.88
#308 School	\$322,500	\$340,000	-5.15%	122	134	-8.96%	82	81	1.23%	6.8	73	10	10.68
Plano	\$111,000	\$100,550	10.39%	81	119	-31.93%	196	144	36.11%	16.3	51	26	3.12
Romeoville #494	\$149,000	\$128,713	15.76%	100	149	-32.89%	395	356	10.96%	32.9	83	101	2.52
St. Charles #174													
#301 School	\$306,500	\$325,000	-5.69%	187	211	-11.37%	48	23	108.70%	4.0	28	2	7.00
#303 School	\$305,000	\$295,000	3.39%	135	176	-23.30%	752	563	33.57%	62.7	246	84	3.93
Sandwich #491	\$127,500	\$122,000	4.51%	103	159	-35.22%	91	91	0.00%	7.6	36	10	4.75
Shorewood #496	\$229,500	\$217,700	5.42%	105	162	-35.19%	222	172	29.07%	18.5	69	32	3.73
South Elgin #177	\$196,900	\$193,000	2.02%	84	126	-33.33%	253	195	29.74%	21.1	62	24	2.94
Sugar Grove #554	\$250,000	\$235,250	6.27%	100	136	-26.47%	136	108	25.93%	11.3	59	16	5.21
Sycamore #178	\$183,894	\$169,000	8.81%	111	173	-35.84%	226	189	19.58%	18.8	72	32	3.82
Villa Park #186	\$176,750	\$154,950	14.07%	84	151	-44.37%	258	215	20.00%	21.5	46	27	2.14
Warrenville #555	\$176,500	\$181,250	-2.62%	119	183	-34.97%	106	86	23.26%	8.8	37	10	4.19
West Chicago #185	\$173,000	\$145,000	19.31%	135	174	-22.41%	353	317	11.36%	29.4	100	44	3.40
Wheaton #187	\$335,550	\$310,000	8.24%	95	138	-31.16%	680	497	36.82%	56.7	165	66	2.91
Willowbrook #516	\$350,000	\$385,000	-9.09%	131	293	-55.29%	73	45	62.22%	6.1	43	8	7.07
Winfield #190	\$262,250	\$249,375	5.16%	133	231	-42.42%	134	80	67.50%	11.2	59	19	5.28
Woodridge #517	\$227,000	\$209,250	8.48%	82	133	-38.35%	262	220	19.09%	21.8	55	22	2.52
Yorkville #560	\$215,000	\$195,693	9.87%	108	148	-27.03%	307	224	37.05%	25.6	122	44	4.77

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

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