

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

End of 1st Quarter 2016 - Macro Analysis - 04/03/2016 Report

## 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			Average DOM			# of Total Sales			Inventory Levels			
<b>Aurora #507</b>													
#129 School	\$113,000	\$92,250	22.49%	70	94	-25.53%	71	68	4.41%	5.9	22	11	3.72
#131 School	\$77,000	\$60,550	27.17%	78	99	-21.21%	89	90	-1.11%	7.4	17	13	2.29
#204 School	\$156,000	\$146,000	6.85%	74	63	17.46%	425	375	13.33%	35.4	65	103	1.84
#308 School	\$140,000	\$128,250	9.16%	78	77	1.30%	146	140	4.29%	12.2	24	29	1.97
<b>Batavia #510</b>	\$176,500	\$174,500	1.15%	85	68	25.00%	70	69	1.45%	5.8	23	11	3.94
<b>Big Rock/Hinckley</b>	\$159,900	\$142,000	12.61%	107	357	-70.03%	3	1	200.00%	0.3	0	1	0.00
<b>Bolingbrook #440</b>	\$115,500	\$89,900	28.48%	61	77	-20.78%	258	215	20.00%	21.5	30	44	1.40
<b>Clarendon Hills #514</b>	\$177,000	\$152,500	16.07%	79	70	12.86%	39	45	-13.33%	3.3	23	9	7.08
<b>Cortland #112</b>	\$86,250	\$86,000	0.29%	61	57	7.02%	10	8	25.00%	0.8	3	2	3.60
<b>Crest Hill #498</b>	\$129,000	\$118,700	8.68%	57	76	-25.00%	143	134	6.72%	11.9	12	26	1.01
<b>Darien #562</b>	\$208,000	\$176,500	17.85%	83	72	15.28%	154	142	8.45%	12.8	27	35	2.10
<b>Dekalb #115</b>	\$118,450	\$115,535	2.52%	114	116	-1.72%	52	63	-17.46%	4.3	26	10	6.00
<b>Downers Grove #515</b>	\$117,500	\$107,500	9.30%	83	80	3.75%	293	248	18.15%	24.4	75	53	3.07
<b>Elburn #119</b>	\$167,100	\$135,285	23.52%	36	89	-59.55%	20	26	-23.08%	1.7	7	1	4.20
<b>Elgin #123</b>													
#46 School	\$132,500	\$115,000	15.22%	86	98	-12.24%	337	324	4.01%	28.1	74	79	2.64
#301 School	\$184,500	\$147,250	25.30%	54	76	-28.95%	41	18	127.78%	3.4	5	11	1.46

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Elmhurst #126	\$193,250	\$265,500	-27.21%	82	109	-24.77%	112	93	20.43%	9.3	24	24	2.57
Frankfort #423	\$198,200	\$213,800	-7.30%	104	92	13.04%	91	105	-13.33%	7.6	12	17	1.58
Geneva #134	\$225,000	\$215,000	4.65%	123	73	68.49%	105	96	9.38%	8.8	39	32	4.46
Glen Ellyn #137	\$140,000	\$135,500	3.32%	104	107	-2.80%	143	152	-5.92%	11.9	30	23	2.52
Hampshire #140	\$143,250	\$136,225	5.16%	83	95	-12.63%	150	117	28.21%	12.5	51	33	4.08
Hinsdale #521	\$399,105	\$355,000	12.42%	163	149	9.40%	89	63	41.27%	7.4	28	24	3.78
Lemont #439	\$290,000	\$269,990	7.41%	104	132	-21.21%	61	57	7.02%	5.1	21	10	4.13
Lisle #532	\$108,000	\$108,000	0.00%	84	85	-1.18%	184	181	1.66%	15.3	38	23	2.48
Lockport/Homer #495	\$156,750	\$152,000	3.13%	79	96	-17.71%	182	148	22.97%	15.2	45	36	2.97
Homer Glen #500	\$222,400	\$214,999	3.44%	112	115	-2.61%	19	31	-38.71%	1.6	8	5	5.05
Lombard #148	\$168,000	\$145,500	15.46%	89	72	23.61%	269	263	2.28%	22.4	51	31	2.28
Joliet #499													
#202 School	\$137,464	\$135,000	1.83%	64	66	-3.03%	99	96	3.13%	8.3	19	20	2.30
#204 School	\$97,250	\$85,000	14.41%	91	86	5.81%	184	189	-2.65%	15.3	37	31	2.41
Mokena #448	\$184,700	\$177,500	4.06%	91	105	-13.33%	124	105	18.10%	10.3	30	9	2.90
Montgomery #538	\$128,450	\$120,000	7.04%	98	72	36.11%	91	103	-11.65%	7.6	11	23	1.45
Naperville #540													
#203 School	\$163,250	\$151,550	7.72%	75	83	-9.64%	318	312	1.92%	26.5	70	62	2.64

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#204 School	\$185,000	\$182,000	1.65%	81	76	6.58%	470	427	10.07%	39.2	55	95	1.40
<b>Newark #541</b>	\$0	\$0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0.0	0	0	#DIV/0!
<b>New Lenox #451</b>	\$137,500	\$126,750	8.48%	61	88	-30.68%	74	86	-13.95%	6.2	12	13	1.95
<b>North Aurora #542</b>	\$145,000	\$129,900	11.62%	77	100	-23.00%	83	73	13.70%	6.9	9	14	1.30
<b>Oak Brook #523</b>	\$275,000	\$320,000	-14.06%	110	90	22.22%	71	76	-6.58%	5.9	30	11	5.07
<b>Oswego #543</b>	\$139,900	\$136,000	2.87%	66	71	-7.04%	199	159	25.16%	16.6	25	36	1.51
<b>Ottawa #350</b>	\$121,000	\$127,000	-4.72%	161	180	-10.56%	13	19	-31.58%	1.1	16	4	14.77
<b>Plainfield #544</b>													
#202 School	\$150,000	\$144,000	4.17%	68	74	-8.11%	276	294	-6.12%	23.0	40	53	1.74
#204 School	\$136,450	\$126,450	7.91%	42	115	-63.48%	24	14	71.43%	2.0	3	5	1.50
#308 School	\$213,000	\$206,000	3.40%	71	89	-20.22%	8	14	-42.86%	0.7	12	2	18.00
<b>Plano #545</b>	\$99,500	\$87,051	14.30%	72	54	33.33%	62	68	-8.82%	5.2	8	14	1.55
<b>Romeoville #494</b>	\$124,900	\$123,000	1.54%	81	71	14.08%	179	185	-3.24%	14.9	21	45	1.41
<b>St. Charles #174</b>													
#301 School	\$182,000	\$176,000	3.41%	228	41	456.10%	4	4	0.00%	0.3	1	1	3.00
#303 School	\$203,000	\$202,000	0.50%	88	98	-10.20%	193	168	14.88%	16.1	48	45	2.98
<b>Sandwich #491</b>	\$120,000	\$116,500	3.00%	64	63	1.59%	14	12	16.67%	1.2	5	2	4.29
<b>Shorewood #496</b>	\$146,500	\$140,000	4.64%	64	64	0.00%	58	67	-13.43%	4.8	8	3	1.66

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South Elgin #177	\$138,500	\$134,900	2.67%	90	109	-17.43%	110	118	-6.78%	9.2	30	25	3.27
Sugar Grove #554	\$169,900	\$154,250	10.15%	83	70	18.57%	62	58	6.90%	5.2	26	13	5.03
Sycamore #178	\$132,900	\$125,000	6.32%	87	99	-12.12%	87	92	-5.43%	7.3	32	17	4.41
Villa Park #186	\$127,000	\$111,000	14.41%	75	63	19.05%	85	76	11.84%	7.1	12	14	1.69
Warrenville #555	\$148,000	\$146,400	1.09%	61	71	-14.08%	117	102	14.71%	9.8	20	24	2.05
West Chicago #185	\$152,000	\$129,000	17.83%	60	141	-57.45%	39	35	11.43%	3.3	5	4	1.54
Wheaton #187	\$160,750	\$154,000	4.38%	77	80	-3.75%	242	237	2.11%	20.2	59	47	2.93
Willowbrook #516	\$131,000	\$152,500	-14.10%	70	70	0.00%	189	45	320.00%	15.8	29	37	1.84
Winfield #190	\$160,000	\$219,000	-26.94%	63	81	-22.22%	77	79	-2.53%	6.4	22	14	3.43
Woodridge #517	\$98,000	\$85,393	14.76%	74	112	-33.93%	167	134	24.63%	13.9	21	30	1.51
Yorkville #560	\$120,625	\$109,450	10.21%	55	60	-8.33%	122	126	-3.17%	10.2	22	34	2.16

\* Items shaded in green represent a larger than 10% increase in median price levels. \*\*Survey completed on 04/03/2016.

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