

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

End of 1st Quarter 2016 - Macro Analysis - 04/01/2016 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			
<b>Aurora #507</b>													
#129 School	\$149,000	\$135,000	10.37%	90	83	8.43%	520	486	7.00%	43.3	102	100	2.35
#131 School	\$113,950	\$93,000	22.53%	80	90	-11.11%	462	533	-13.32%	38.5	99	93	2.57
#204 School	\$274,250	\$273,000	0.46%	94	87	8.05%	430	333	29.13%	35.8	108	104	3.01
#308 School	\$237,500	\$225,500	5.32%	91	110	-17.27%	243	182	33.52%	20.3	44	54	2.17
<b>Batavia #510</b>	\$279,900	\$260,000	7.65%	109	104	4.81%	349	307	13.68%	29.1	99	83	3.40
<b>Big Rock/Hinckley</b>	\$201,500	\$168,000	19.94%	138	168	-17.86%	42	47	-10.64%	3.5	21	4	6.00
<b>Bolingbrook #440</b>	\$206,000	\$185,000	11.35%	87	84	3.57%	965	788	22.46%	80.4	182	208	2.26
<b>Clarendon Hills #514</b>	\$610,000	\$647,500	-5.79%	115	105	9.52%	125	116	7.76%	10.4	72	23	6.91
<b>Cortland #112</b>	\$139,950	\$138,500	1.05%	95	81	17.28%	74	56	32.14%	6.2	10	11	1.62
<b>Crest Hill #498</b>	\$151,000	\$134,500	12.27%	90	104	-13.46%	155	141	9.93%	12.9	27	28	2.09
<b>Darien #562</b>	\$316,000	\$318,250	-0.71%	98	86	13.95%	226	170	32.94%	18.8	64	49	3.40
<b>Dekalb #115</b>	\$136,500	\$126,000	8.33%	109	116	-6.03%	313	277	13.00%	26.1	124	64	4.75
<b>Downers Grove #515</b>	\$345,000	\$342,000	0.88%	97	93	4.30%	604	550	9.82%	50.3	295	109	5.86
<b>Elburn #119</b>	\$250,000	\$240,000	4.17%	135	122	10.66%	175	137	27.74%	14.6	75	28	5.14
<b>Elgin #123</b>													
#46 School	\$162,000	\$143,000	13.29%	96	90	6.67%	962	983	-2.14%	80.2	185	182	2.31
#301 School	\$322,000	\$302,235	6.54%	142	117	21.37%	221	209	5.74%	18.4	134	55	7.28
<b>Elmhurst #126</b>	\$410,000	\$390,000	5.13%	102	93	9.68%	605	573	5.58%	50.4	214	133	4.24

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

End of 1st Quarter 2016 - Macro Analysis - 04/01/2016 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		
<b>Frankfort #423</b>	\$324,000	\$318,000	1.89%	118	110	7.27%	384	353	8.78%	32.0	156	78	4.88
<b>Geneva #134</b>	\$335,000	\$330,000	1.52%	94	100	-6.00%	429	423	1.42%	35.8	188	83	5.26
<b>Glen Ellyn #137</b>	\$410,000	\$394,750	3.86%	109	83	31.33%	539	460	17.17%	44.9	230	134	5.12
<b>Hampshire #140</b>	\$242,500	\$231,495	4.75%	113	101	11.88%	207	194	6.70%	17.3	89	62	5.16
<b>Hinsdale #521</b>	\$975,000	\$877,500	11.11%	156	128	21.88%	263	290	-9.31%	21.9	233	50	10.63
<b>Lemont #439</b>	\$356,250	\$345,250	3.19%	134	111	20.72%	252	198	27.27%	21.0	113	66	5.38
<b>Lisle #532</b>	\$347,750	\$362,750	-4.14%	90	80	12.50%	280	258	8.53%	23.3	100	48	4.29
<b>Lockport/Homer #495</b>	\$200,000	\$192,500	3.90%	98	87	12.64%	413	367	12.53%	34.4	118	84	3.43
<b>Homer Glen #500</b>	\$295,000	\$289,250	1.99%	110	126	-12.70%	270	234	15.38%	22.5	140	50	6.22
<b>Lombard #148</b>	\$240,000	\$225,000	6.67%	81	93	-12.90%	572	468/	#VALUE!	47.7	138	80	2.90
<b>Joliet #499</b>													
#202 School	\$181,000	\$177,750	1.83%	82	93	-11.83%	177	180	-1.67%	14.8	26	55	1.76
#204 School	\$110,000	\$93,000	18.28%	87	93	-6.45%	1076	1070	0.56%	89.7	203	211	2.26
<b>Mokena #448</b>	\$290,000	\$290,000	0.00%	103	107	-3.74%	258	266	-3.01%	21.5	97	30	4.51
<b>Montgomery #538</b>	\$180,000	\$170,000	5.88%	77	87	-11.49%	428	360	18.89%	35.7	57	97	1.60
<b>Naperville #540</b>													
#203 School	\$397,000	\$390,000	1.79%	98	87	12.64%	891	814	9.46%	74.3	364	213	4.90
#204 School	\$421,100	\$425,000	-0.92%	97	79	22.78%	857	738	16.12%	71.4	321	187	4.49
<b>Newark #541</b>	\$178,000	\$155,000	14.84%	137	196	-30.10%	26	31	-16.13%	2.2	14	8	6.46

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

End of 1st Quarter 2016 - Macro Analysis - 04/01/2016 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		
	<b>New Lenox #451</b>	\$265,000	\$255,950	3.54%	105	105	0.00%	417	418	-0.24%	34.8	148	77
<b>North Aurora #542</b>	\$234,600	\$240,000	-2.25%	103	125	-17.60%	234	203	15.27%	19.5	113	40	5.79
<b>Oak Brook #523</b>	\$775,000	\$750,000	3.33%	176	219	-19.63%	89	69	28.99%	7.4	96	17	12.94
<b>Oswego #543</b>	\$247,250	\$240,000	3.02%	98	115	-14.78%	544	500	8.80%	45.3	136	130	3.00
<b>Ottawa #350</b>	\$111,000	\$106,000	4.72%	158	148	6.76%	241	261	-7.66%	20.1	167	39	8.32
<b>Plainfield #544</b>													
#202 School	\$225,000	\$223,000	0.90%	82	78	5.13%	1147	1021	12.34%	95.6	224	265	2.34
#204 School	\$196,750	\$191,250	2.88%	75	86	-12.79%	72	65	10.77%	6.0	16	16	2.67
#308 School	\$326,250	\$320,000	1.95%	105	131	-19.85%	92	91	1.10%	7.7	72	25	9.39
<b>Plano #545</b>	\$150,000	\$140,000	7.14%	91	100	-9.00%	177	151	17.22%	14.8	31	32	2.10
<b>Romeoville #494</b>	\$154,900	\$159,200	-2.70%	87	86	1.16%	521	475	9.68%	43.4	64	111	1.47
<b>St. Charles #174</b>													
#301 School	\$330,000	\$324,500	1.69%	178	145	22.76%	47	43	9.30%	3.9	29	6	7.40
#303 School	\$319,000	\$322,725	-1.15%	114	115	-0.87%	743	672	10.57%	61.9	367	158	5.93
<b>Sandwich #491</b>	\$157,500	\$135,000	16.67%	105	104	0.96%	113	107	5.61%	9.4	23	13	2.44
<b>Shorewood #496</b>	\$245,275	\$229,450	6.90%	94	87	8.05%	282	246	14.63%	23.5	79	52	3.36
<b>South Elgin #177</b>	\$253,875	\$220,000	15.40%	67	97	-30.93%	278	239	16.32%	23.2	76	44	3.28
<b>Sugar Grove #554</b>	\$280,000	\$281,250	-0.44%	104	124	-16.13%	177	134	32.09%	14.8	67	32	4.54
<b>Sycamore #178</b>	\$196,000	\$185,500	5.66%	89	111	-19.82%	235	212	10.85%	19.6	71	44	3.63

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

End of 1st Quarter 2016 - Macro Analysis - 04/01/2016 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		
Villa Park #186	\$211,750	\$200,000	5.88%	83	75	10.67%	260	275	-5.45%	21.7	67	55	3.09
Warrenville #555	\$225,000	\$211,000	6.64%	88	88	0.00%	123	76	61.84%	10.3	36	25	3.51
West Chicago #185	\$197,000	\$226,000	-12.83%	112	114	-1.75%	320	317	0.95%	26.7	105	87	3.94
Wheaton #187	\$345,000	\$335,000	2.99%	95	102	-6.86%	649	634	2.37%	54.1	228	130	4.22
Willowbrook #516	\$375,000	\$390,000	-3.85%	124	139	-10.79%	89	83	7.23%	7.4	54	22	7.28
Winfield #190	\$276,000	\$361,250	-23.60%	115	106	8.49%	140	162	-13.58%	11.7	55	24	4.71
Woodridge #517	\$258,500	\$240,000	7.71%	82	80	2.50%	308	249	23.69%	25.7	73	47	2.84
Yorkville #560	\$234,450	\$227,500	3.05%	107	124	-13.71%	364	293	24.23%	30.3	140	77	4.62

\* 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