

Current Local Marketing Conditions - Presented by Lender's Choice Inc. (630-778-7800)

End of 2nd Quarter 2019 - Macro Analysis

Attached Single Family Housing

| Area | Median Sales Price | | | Average DOM | | | Total # of Sales | | | | Inventory Levels | | |
|----------------------------|--------------------|-----------------|----------|----------------|-----------------|----------|----------------------|----------------|----------|-------------|------------------|---------------|-------------------|
| | Last 12 Months | Prev. 12 Months | % Change | Last 12 Months | Prev. 12 Months | % Change | Sales Last 12 Months | Prev 12 Months | % Change | Absorp Rate | Active Listings | Pending Sales | Current Inventory |
| #46 School | \$163,950 | \$157,950 | 3.80% | 54 | 59 | -8.47% | 382 | 414 | -7.73% | 31.8 | 54 | 62 | 1.70 |
| #301 School | \$198,000 | \$190,950 | 3.69% | 73 | 40 | 82.50% | 52 | 40 | 30.00% | 4.3 | 5 | 12 | 1.15 |
| Elmhurst #126 | \$236,500 | \$257,000 | -7.98% | 63 | 62 | 1.61% | 111 | 91 | 21.98% | 9.3 | 34 | 23 | 3.68 |
| Frankfort #423 | \$242,000 | \$205,000 | 18.05% | 55 | 65 | -15.38% | 83 | 93 | -10.75% | 6.9 | 26 | 15 | 3.76 |
| Geneva #134 | \$265,000 | \$235,000 | 12.77% | 61 | 60 | 1.67% | 94 | 137 | -31.39% | 7.8 | 31 | 17 | 3.96 |
| Glen Ellyn #137 | \$176,000 | \$164,500 | 6.99% | 61 | 39 | 56.41% | 150 | 154 | -2.60% | 12.5 | 38 | 12 | 3.04 |
| Hampshire #140 | \$178,000 | \$170,000 | 4.71% | 50 | 40 | 25.00% | 266 | 268 | -0.75% | 22.2 | 25 | 26 | 1.13 |
| Hinsdale #521 | \$417,500 | \$388,000 | 7.60% | 112 | 82 | 36.59% | 54 | 56 | -3.57% | 4.5 | 26 | 9 | 5.78 |
| Lemont #439 | \$324,500 | \$283,000 | 14.66% | 128 | 96 | 33.33% | 66 | 72 | -8.33% | 5.5 | 49 | 15 | 8.91 |
| Lisle #532 | \$135,000 | \$140,000 | -3.57% | 52 | 44 | 18.18% | 251 | 215 | 16.74% | 20.9 | 29 | 25 | 1.39 |
| Lockport/Homer #495 | \$190,000 | \$185,000 | 2.70% | 41 | 39 | 5.13% | 222 | 177 | 25.42% | 18.5 | 13 | 26 | 0.70 |
| Homer Glen #500 | \$271,200 | \$255,000 | 6.35% | 133 | 72 | 84.72% | 28 | 17 | 64.71% | 2.3 | 9 | 4 | 3.86 |
| Lombard #148 | \$169,900 | \$165,000 | 2.97% | 48 | 37 | 29.73% | 283 | 301 | -5.98% | 23.6 | 36 | 36 | 1.53 |
| Joliet #499 | | | | | | | | | | | | | |
| #202 School | \$184,000 | \$173,500 | 6.05% | 52 | 100 | -48.00% | 137 | 21 | 552.38% | 11.4 | 7 | 17 | 0.61 |
| #204 School | \$134,000 | \$131,750 | 1.71% | 47 | 40 | 17.50% | 212 | 220 | -3.64% | 17.7 | 24 | 44 | 1.36 |

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| | Last 12 Months | Prev. 12 Months | % Change | Last 12 Months | Prev. 12 Months | % Change | Last 12 Months | Prev 12 Months | % Change | Absorp Rate | Active Listings | Pending Sales | Current Inventory |
| Mokena #448 | \$213,900 | \$191,000 | 11.99% | 51 | 52 | -1.92% | 111 | 101 | 9.90% | 9.3 | 17 | 17 | 1.84 |
| Montgomery #538 | \$169,450 | \$169,900 | -0.26% | 44 | 45 | -2.22% | 116 | 19 | 510.53% | 9.7 | 13 | 9 | 1.34 |
| Naperville #540 | | | | | | | | | | | | | |
| #203 School | \$188,500 | \$188,200 | 0.16% | 57 | 46 | 23.91% | 358 | 359 | -0.28% | 29.8 | 70 | 51 | 2.35 |
| #204 School | \$230,250 | \$224,250 | 2.68% | 54 | 44 | 22.73% | 518 | 563 | -7.99% | 43.2 | 73 | 75 | 1.69 |
| Newark #541 | \$0 | \$0 | #DIV/0! | 0 | 0 | #DIV/0! | 0 | 0 | #DIV/0! | 0.0 | 0 | 0 | #DIV/0! |
| New Lenox #451 | \$155,000 | \$144,000 | 7.64% | 35 | 48 | -27.08% | 85 | 81 | 4.94% | 7.1 | 11 | 10 | 1.55 |
| North Aurora #542 | \$176,500 | \$162,050 | 8.92% | 37 | 41 | -9.76% | 74 | 98 | -24.49% | 6.2 | 12 | 11 | 1.95 |
| Oak Brook #523 | \$324,900 | \$331,750 | -2.06% | 102 | 126 | -19.05% | 89 | 106 | -16.04% | 7.4 | 29 | 13 | 3.91 |
| Oswego #543 | \$184,000 | \$175,500 | 4.84% | 46 | 32 | 43.75% | 229 | 224 | 2.23% | 19.1 | 45 | 41 | 2.36 |
| Ottawa #350 | \$133,000 | \$101,000 | 31.68% | 211 | 106 | 99.06% | 18 | 17 | 5.88% | 1.5 | 9 | 2 | 6.00 |
| Plainfield #544 | | | | | | | | | | | | | |
| #202 School | \$186,750 | \$179,500 | 4.04% | 36 | 32 | 12.50% | 264 | 327 | -19.27% | 22.0 | 36 | 33 | 1.64 |
| #204 School | \$168,000 | \$160,000 | 5.00% | 26 | 20 | 30.00% | 24 | 29 | -17.24% | 2.0 | 3 | 4 | 1.50 |
| #308 School | \$260,875 | \$240,403 | 8.52% | 138 | 87 | 58.62% | 11 | 17 | -35.29% | 0.9 | 8 | 3 | 8.73 |
| Plano #545 | \$141,000 | \$133,000 | 6.02% | 45 | 55 | -18.18% | 71 | 72 | -1.39% | 5.9 | 5 | 14 | 0.85 |

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|--------------------------|--------------------|-----------------|----------|----------------|-----------------|----------|----------------------|----------------|----------|-------------|------------------|---------------|-------------------|
| | Last 12 Months | Prev. 12 Months | % Change | Last 12 Months | Prev. 12 Months | % Change | Sales Last 12 Months | Prev 12 Months | % Change | Absorp Rate | Active Listings | Pending Sales | Current Inventory |
| Romeoville #494 | | | | | | | | | | | | | |
| #202 School | \$180,000 | \$170,000 | 5.88% | 22 | 18 | 22.22% | 44 | 52 | -15.38% | 3.7 | 1 | 6 | 0.27 |
| #365 School | \$167,000 | \$158,000 | 5.70% | 44 | 74 | -40.54% | 92 | 96 | -4.17% | 7.7 | 18 | 14 | 2.35 |
| St. Charles #174 | | | | | | | | | | | | | |
| #301 School | \$182,000 | \$198,950 | -8.52% | 1 | 10 | -90.00% | 1 | 2 | -50.00% | 0.1 | 1 | 0 | 12.00 |
| #303 School | \$230,000 | \$230,250 | -0.11% | 73 | 55 | 32.73% | 156 | 189 | -17.46% | 13.0 | 58 | 28 | 4.46 |
| Sandwich #491 | \$139,900 | \$133,250 | 4.99% | 66 | 40 | 65.00% | 17 | 16 | 6.25% | 1.4 | 1 | 1 | 0.71 |
| Shorewood #496 | \$175,000 | \$165,000 | 6.06% | 33 | 35 | -5.71% | 58 | 158 | -63.29% | 4.8 | 3 | 12 | 0.62 |
| South Elgin #177 | \$178,500 | \$173,000 | 3.18% | 45 | 50 | -10.00% | 142 | 165 | -13.94% | 11.8 | 11 | 20 | 0.93 |
| Sugar Grove #554 | \$193,500 | \$187,000 | 3.48% | 53 | 58 | -8.62% | 63 | 79 | -20.25% | 5.3 | 9 | 13 | 1.71 |
| Sycamore #178 | \$136,500 | \$142,500 | -4.21% | 50 | 74 | -32.43% | 120 | 123 | -2.44% | 10.0 | 19 | 26 | 1.90 |
| Villa Park #186 | \$147,000 | \$153,250 | -4.08% | 56 | 48 | 16.67% | 81 | 92 | -11.96% | 6.8 | 11 | 12 | 1.63 |
| Warrenville #555 | \$192,000 | \$179,900 | 6.73% | 37 | 38 | -2.63% | 128 | 131 | -2.29% | 10.7 | 19 | 21 | 1.78 |
| West Chicago #185 | \$189,000 | \$171,450 | 10.24% | 45 | 54 | -16.67% | 39 | 34 | 14.71% | 3.3 | 3 | 5 | 0.92 |
| Wheaton #187 | \$172,000 | \$179,900 | -4.39% | 53 | 42 | 26.19% | 240 | 269 | -10.78% | 20.0 | 32 | 25 | 1.60 |
| Willowbrook #516 | \$170,000 | \$158,000 | 7.59% | 51 | 43 | 18.60% | 177 | 192 | -7.81% | 14.8 | 22 | 17 | 1.49 |

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|-------------------------------|--------------------|-----------------|----------|-----------------|-----------|----------|------------------|----------------|----------|-------------|------------------|---------------|-------------------|
| | Last 12 Months | Prev. 12 Months | % Change | Last 12 Months | 12 Months | % Change | Last 12 Months | Prev 12 Months | % Change | Absorp Rate | Active Listings | Pending Sales | Current Inventory |
| | Median Sales Price | | | Average DOM | | | Total # of Sales | | | | | | |
| Winfield #190 | \$283,500 | \$258,000 | 9.88% | 71 | 55 | 29.09% | 80 | 97 | -17.53% | 6.7 | 19 | 13 | 2.85 |
| Woodridge #517 | \$154,375 | \$134,750 | 14.56% | 58 | 53 | 9.43% | 152 | 160 | -5.00% | 12.7 | 23 | 42 | 1.82 |
| Yorkville/Bristol #560 | \$149,900 | \$143,000 | 4.83% | 51 | 29 | 75.86% | 118 | 131 | -9.92% | 9.8 | 29 | 20 | 2.95 |

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

* Items shaded in red represent a less than 3 month supply.

* Information obtained from local MRED MLS statistics. Report completed on 07/10/2019