

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

End of 3rd Quarter 2016 - Macro Analysis - 10/01/2016 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			
Aurora #507													
#129 School	\$132,500	\$105,000	26.19%	92	88	4.55%	80	71	12.68%	6.7	18	17	2.70
#131 School	\$83,750	\$76,000	10.20%	73	83	-12.05%	96	82	17.07%	8.0	14	17	1.75
#204 School	\$160,125	\$154,500	3.64%	58	71	-18.31%	484	406	19.21%	40.3	62	70	1.54
#308 School	\$146,000	\$135,000	8.15%	70	69	1.45%	161	141	14.18%	13.4	15	29	1.12
Batavia #510	\$171,150	\$177,750	-3.71%	113	76	48.68%	77	80	-3.75%	6.4	12	7	1.87
Big Rock/Hinckley	\$152,000	\$142,000	7.04%	127	357	-64.43%	4	1	300.00%	0.3	0	0	0.00
Bolingbrook #440	\$127,000	\$105,000	20.95%	59	72	-18.06%	235	235	0.00%	19.6	35	50	1.79
Clarendon Hills #514	\$177,500	\$168,000	5.65%	100	76	31.58%	49	43	13.95%	4.1	18	7	4.41
Cortland #112	\$95,000	\$91,450	3.88%	48	58	-17.24%	10	10	0.00%	0.8	3	1	3.60
Crest Hill #498	\$138,937	\$125,000	11.15%	52	66	-21.21%	126	149	-15.44%	10.5	17	29	1.62
Darien #562	\$210,000	\$190,500	10.24%	77	75	2.67%	166	157	5.73%	13.8	41	21	2.96
Dekalb #115	\$124,900	\$113,000	10.53%	121	130	-6.92%	59	61	-3.28%	4.9	22	12	4.47
Downers Grove #515	\$119,272	\$114,000	4.62%	81	86	-5.81%	302	262	15.27%	25.2	57	47	2.26
Elburn #119	\$160,250	\$166,500	-3.75%	44	67	-34.33%	18	21	-14.29%	1.5	4	4	2.67
Elgin #123													
#46 School	\$135,000	\$123,500	9.31%	83	94	-11.70%	359	343	4.66%	29.9	89	55	2.97
#301 School	\$190,044	\$163,950	15.92%	47	93	-49.46%	47	28	67.86%	3.9	4	8	1.02

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Elmhurst #126	\$224,000	\$193,000	16.06%	86	88	-2.27%	91	116	-21.55%	7.6	27	14	3.56
Frankfort #423	\$200,000	\$247,500	-19.19%	75	109	-31.19%	89	91	-2.20%	7.4	19	13	2.56
Geneva #134	\$245,000	\$233,000	5.15%	115	104	10.58%	128	104	23.08%	10.7	27	20	2.53
Glen Ellyn #137	\$140,450	\$145,200	-3.27%	102	85	20.00%	141	146	-3.42%	11.8	32	25	2.72
Hampshire #140	\$155,490	\$142,000	9.50%	80	79	1.27%	202	121	66.94%	16.8	20	34	1.19
Hinsdale #521	\$410,000	\$399,105	2.73%	121	155	-21.94%	81	77	5.19%	6.8	24	24	3.56
Lemont #439	\$287,000	\$287,000	0.00%	81	128	-36.72%	52	60	-13.33%	4.3	39	8	9.00
Lisle #532	\$120,000	\$111,500	7.62%	73	85	-14.12%	194	190	2.11%	16.2	33	31	2.04
Lockport/Homer #495	\$162,750	\$151,000	7.78%	76	82	-7.32%	184	167	10.18%	15.3	41	28	2.67
Homer Glen #500	\$233,500	\$215,000	8.60%	130	94	38.30%	24	32	-25.00%	2.0	14	8	7.00
Lombard #148	\$170,000	\$155,000	9.68%	73	75	-2.67%	289	255	13.33%	24.1	35	36	1.45
Joliet #499													
#202 School	\$145,000	\$137,000	5.84%	69	60	15.00%	103	97	6.19%	8.6	16	24	1.86
#204 School	\$100,000	\$87,000	14.94%	78	89	-12.36%	187	181	3.31%	15.6	26	35	1.67
Mokena #448	\$185,000	\$188,500	-1.86%	67	107	-37.38%	105	112	-6.25%	8.8	17	16	1.94
Montgomery #538	\$135,000	\$125,000	8.00%	69	89	-22.47%	112	97	15.46%	9.3	17	16	1.82
Naperville #540													
#203 School	\$175,000	\$150,450	16.32%	74	78	-5.13%	360	296	21.62%	30.0	70	44	2.33

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#204 School	\$188,500	\$185,000	1.89%	72	80	-10.00%	485	469	3.41%	40.4	101	55	2.50
Newark #541	\$0	\$0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0.0	0	0	#DIV/0!
New Lenox #451	\$165,000	\$132,000	25.00%	77	65	18.46%	79	77	2.60%	6.6	13	13	1.97
North Aurora #542	\$152,000	\$134,250	13.22%	83	78	6.41%	85	76	11.84%	7.1	18	9	2.54
Oak Brook #523	\$312,500	\$242,000	29.13%	98	109	-10.09%	71	67	5.97%	5.9	41	12	6.93
Oswego #543	\$145,000	\$137,700	5.30%	53	69	-23.19%	221	168	31.55%	18.4	19	25	1.03
Ottawa #350	\$121,000	\$108,000	12.04%	168	139	20.86%	23	11	109.09%	1.9	15	7	7.83
Plainfield #544													
#202 School	\$154,000	\$147,000	4.76%	58	69	-15.94%	301	281	7.12%	25.1	45	40	1.79
#204 School	\$143,800	\$129,000	11.47%	23	94	-75.53%	21	24	-12.50%	1.8	5	3	2.86
#308 School	\$220,000	\$207,000	6.28%	87	78	11.54%	11	13	-15.38%	0.9	8	1	8.73
Plano #545	\$112,250	\$97,000	15.72%	65	65	0.00%	70	60	16.67%	5.8	12	39	2.06
Romeoville #494	\$140,000	\$119,950	16.72%	61	74	-17.57%	183	188	-2.66%	15.3	31	32	2.03
St. Charles #174													
#301 School	\$220,000	\$190,000	15.79%	9	121	-92.56%	1	1	0.00%	0.1	6	1	72.00
#303 School	\$215,000	\$192,250	11.83%	82	103	-20.39%	193	184	4.89%	16.1	49	33	3.05
Sandwich #491	\$116,900	\$120,000	-2.58%	84	57	47.37%	15	13	15.38%	1.3	0	1	0.00
Shorewood #496	\$156,000	\$140,000	11.43%	39	68	-42.65%	55	61	-9.84%	4.6	11	10	2.40

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South Elgin #177	\$150,000	\$139,250	7.72%	79	117	-32.48%	132	114	15.79%	11.0	24	18	2.18
Sugar Grove #554	\$175,450	\$157,530	11.38%	80	79	1.27%	80	69	15.94%	6.7	8	5	1.20
Sycamore #178	\$135,000	\$126,100	7.06%	66	106	-37.74%	103	85	21.18%	8.6	29	18	3.38
Villa Park #186	\$127,000	\$115,450	10.00%	93	66	40.91%	75	80	-6.25%	6.3	18	16	2.88
Warrenville #555	\$160,450	\$148,225	8.25%	56	66	-15.15%	129	108	19.44%	10.8	24	18	2.23
West Chicago #185	\$167,000	\$139,000	20.14%	39	120	-67.50%	47	40	17.50%	3.9	1	2	0.26
Wheaton #187	\$158,000	\$163,000	-3.07%	82	69	18.84%	276	239	15.48%	23.0	44	38	1.91
Willowbrook #516	\$138,375	\$130,500	6.03%	64	65	-1.54%	182	178	2.25%	15.2	24	24	1.58
Winfield #190	\$210,000	\$174,000	20.69%	106	71	49.30%	73	77	-5.19%	6.1	31	8	5.10
Woodridge #517	\$118,000	\$87,750	34.47%	84	77	9.09%	135	170	-20.59%	11.3	13	19	1.16
Yorkville #560	\$128,000	\$113,900	12.38%	57	58	-1.72%	125	131	-4.58%	10.4	16	31	1.54

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

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