

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

End of 3rd Quarter 2020 - Macro Analysis

Detached Single Family Housing

| Area | Median Sales Price | | | Average DOM | | | Sales | | | | Inventory Levels | | |
|-----------------------------|--------------------|-----------------|----------|----------------|-----------------|----------|----------------|----------------|----------|-------------|------------------|---------------|-------------------|
| | 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 |
| Aurora #507 | | | | | | | | | | | | | |
| #129 School | \$205,000 | \$194,375 | 5.47% | 52 | 62 | -16.13% | 485 | 520 | -6.73% | 40.4 | 18 | 102 | 0.45 |
| #131 School | \$167,000 | \$165,000 | 1.21% | 59 | 61 | -3.28% | 389 | 450 | -13.56% | 32.4 | 19 | 73 | 0.59 |
| #204 School | \$300,000 | \$309,000 | -2.91% | 74 | 71 | 4.23% | 338 | 318 | 6.29% | 28.2 | 34 | 69 | 1.21 |
| #308 School | \$285,000 | \$278,000 | 2.52% | 49 | 57 | -14.04% | 192 | 203 | -5.42% | 16.0 | 4 | 45 | 0.25 |
| Batavia #510 | \$331,500 | \$320,000 | 3.59% | 90 | 74 | 21.62% | 390 | 313 | 24.60% | 32.5 | 43 | 54 | 1.32 |
| Big Rock/Hinckley | \$239,900 | \$217,950 | 10.07% | 115 | 81 | 41.98% | 52 | 48 | 8.33% | 4.3 | 10 | 10 | 2.31 |
| Bolingbrook #440 | \$258,000 | \$250,000 | 3.20% | 62 | 50 | 24.00% | 779 | 821 | -5.12% | 64.9 | 39 | 142 | 0.60 |
| Clarendon Hills #514 | \$565,000 | \$585,000 | -3.42% | 125 | 95 | 31.58% | 150 | 103 | 45.63% | 12.5 | 40 | 27 | 3.20 |
| Cortland #112 | \$193,000 | \$175,000 | 10.29% | 48 | 56 | -14.29% | 59 | 65 | -9.23% | 4.9 | 2 | 11 | 0.41 |
| Crest Hill #498 | \$199,900 | \$183,000 | 9.23% | 65 | 58 | 12.07% | 153 | 132 | 15.91% | 12.8 | 12 | 26 | 0.94 |
| Darien #562 | \$347,000 | \$352,250 | -1.49% | 94 | 86 | 9.30% | 215 | 194 | 10.82% | 17.9 | 39 | 38 | 2.18 |
| Dekalb #115 | \$168,625 | \$155,000 | 8.79% | 75 | 73 | 2.74% | 340 | 363 | -6.34% | 28.3 | 36 | 49 | 1.27 |
| Downers Grove #515 | \$375,000 | \$382,000 | -1.83% | 97 | 91 | 6.59% | 710 | 598 | 18.73% | 59.2 | 191 | 101 | 3.23 |
| Elburn #119 | \$320,000 | \$323,250 | -1.01% | 134 | 118 | 13.56% | 181 | 158 | 14.56% | 15.1 | 33 | 26 | 2.19 |
| Elgin #123 | | | | | | | | | | | | | |
| #46 School | \$223,500 | \$217,250 | 2.88% | 66 | 57 | 15.79% | 870 | 886 | -1.81% | 72.5 | 85 | 187 | 1.17 |
| #301 School | \$350,000 | \$340,990 | 2.64% | 133 | 112 | 18.75% | 280 | 221 | 26.70% | 23.3 | 54 | 85 | 2.31 |

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| | Median Sales Price | % Change | Average DOM | Last 12 Months | Prev. 12 Months | % Change | Last 12 Months | Prev 12 Months | % Change | Absorp Rate | Active Listings | Pending Sales | Current Inventory |
| Elmhurst #126 | \$459,750 | \$445,000 | 3.31% | 107 | 106 | 0.94% | 626 | 547 | 14.44% | 52.2 | 170 | 101 | 3.26 |
| Frankfort #423 | \$379,950 | \$369,000 | 2.97% | 102 | 103 | -0.97% | 442 | 395 | 11.90% | 36.8 | 60 | 67 | 1.63 |
| Geneva #134 | \$370,000 | \$362,750 | 2.00% | 101 | 80 | 26.25% | 438 | 412 | 6.31% | 36.5 | 86 | 85 | 2.36 |
| Glen Ellyn #137 | \$441,500 | \$395,000 | 11.77% | 101 | 94 | 7.45% | 545 | 494 | 10.32% | 45.4 | 128 | 112 | 2.82 |
| Hampshire #140 | \$295,515 | \$283,300 | 4.31% | 98 | 82 | 19.51% | 288 | 250 | 15.20% | 24.0 | 45 | 66 | 1.88 |
| Hinsdale #521 | \$900,000 | \$900,000 | 0.00% | 181 | 167 | 8.38% | 331 | 281 | 17.79% | 27.6 | 170 | 59 | 6.16 |
| Lemont #439 | \$442,500 | \$405,000 | 9.26% | 119 | 104 | 14.42% | 279 | 234 | 19.23% | 23.3 | 68 | 69 | 2.92 |
| Lisle #532 | \$375,000 | \$363,500 | 3.16% | 111 | 95 | 16.84% | 261 | 226 | 15.49% | 21.8 | 50 | 38 | 2.30 |
| Lockport/Homer #495 | \$250,000 | \$250,000 | 0.00% | 70 | 55 | 27.27% | 413 | 388 | 6.44% | 34.4 | 53 | 58 | 1.54 |
| Homer Glen #500 | \$360,000 | \$355,000 | 1.41% | 92 | 86 | 6.98% | 285 | 268 | 6.34% | 23.8 | 69 | 50 | 2.91 |
| Lombard #148 | \$292,500 | \$280,500 | 4.28% | 56 | 65 | -13.85% | 533 | 509 | 4.72% | 44.4 | 89 | 90 | 2.00 |
| Joliet #499 | | | | | | | | | | | | | |
| #202 School | \$234,400 | \$240,000 | -2.33% | 54 | 49 | 10.20% | 188 | 198 | -5.05% | 15.7 | 4 | 31 | 0.26 |
| #204 School | \$172,000 | \$162,750 | 5.68% | 58 | 56 | 3.57% | 1003 | 1114 | -9.96% | 83.6 | 90 | 216 | 1.08 |
| Mokena #448 | \$340,000 | \$336,500 | 1.04% | 78 | 90 | -13.33% | 278 | 232 | 19.83% | 23.2 | 38 | 66 | 1.64 |
| Montgomery #538 | \$232,000 | \$215,000 | 7.91% | 49 | 55 | -10.91% | 425 | 415 | 2.41% | 35.4 | 39 | 68 | 1.10 |
| Naperville #540 | | | | | | | | | | | | | |
| #203 School | \$429,900 | \$418,500 | 2.72% | 92 | 83 | 10.84% | 945 | 853 | 10.79% | 78.8 | 186 | 151 | 2.36 |

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| #204 School | \$455,000 | \$450,000 | 1.11% | 93 | 95 | -2.11% | 859 | 775 | 10.84% | 71.6 | 137 | 171 | 1.91 |
| Newark #541 | \$223,000 | \$210,000 | 6.19% | 111 | 156 | -28.85% | 45 | 39 | 15.38% | 3.8 | 11 | 7 | 2.93 |
| New Lenox #451 | \$317,000 | \$300,000 | 5.67% | 65 | 67 | -2.99% | 547 | 441 | 24.04% | 45.6 | 67 | 79 | 1.47 |
| North Aurora #542 | \$282,250 | \$275,750 | 2.36% | 61 | 72 | -15.28% | 226 | 218 | 3.67% | 18.8 | 21 | 40 | 1.12 |
| Oak Brook #523 | \$740,000 | \$710,000 | 4.23% | 180 | 198 | -9.09% | 85 | 73 | 16.44% | 7.1 | 75 | 21 | 10.59 |
| Oswego #543 | \$296,000 | \$279,950 | 5.73% | 73 | 60 | 21.67% | 609 | 536 | 13.62% | 50.8 | 71 | 113 | 1.40 |
| Ottawa #350 | \$145,000 | \$130,000 | 11.54% | 100 | 109 | -8.26% | 323 | 262 | 23.28% | 26.9 | 77 | 53 | 2.86 |
| Plainfield #544 | | | | | | | | | | | | | |
| #202 School | \$280,000 | \$269,900 | 3.74% | 60 | 59 | 1.69% | 1157 | 1093 | 5.86% | 96.4 | 69 | 199 | 0.72 |
| #204 School | \$253,000 | \$249,000 | 1.61% | 63 | 70 | -10.00% | 81 | 49 | 65.31% | 6.8 | 1 | 9 | 0.15 |
| #308 School | \$378,620 | \$369,990 | 2.33% | 135 | 136 | -0.74% | 144 | 131 | 9.92% | 12.0 | 60 | 31 | 5.00 |
| Plano #545 | \$209,900 | \$190,000 | 10.47% | 73 | 71 | 2.82% | 223 | 187 | 19.25% | 18.6 | 22 | 53 | 1.18 |
| Romeoville #494 | | | | | | | | | | | | | |
| #202 School | \$264,000 | \$243,000 | 8.64% | 82 | 69 | 18.84% | 124 | 117 | 5.98% | 10.3 | 7 | 19 | 0.68 |
| #365 School | \$200,000 | \$186,350 | 7.32% | 62 | 55 | 12.73% | 286 | 328 | -12.80% | 23.8 | 19 | 37 | 0.80 |
| St. Charles #174 | | | | | | | | | | | | | |
| #301 School | \$360,500 | \$355,000 | 1.55% | 137 | 116 | 18.10% | 50 | 38 | 31.58% | 4.2 | 17 | 6 | 4.08 |
| #303 School | \$392,000 | \$367,000 | 6.81% | 112 | 115 | -2.61% | 801 | 779 | 2.82% | 66.8 | 158 | 145 | 2.37 |

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| Sandwich #491 | \$200,000 | \$187,000 | 6.95% | 70 | 53 | 32.08% | 120 | 121 | -0.83% | 10.0 | 14 | 20 | 1.40 |
| Shorewood #496 | \$300,500 | \$276,000 | 8.88% | 96 | 83 | 15.66% | 298 | 274 | 8.76% | 24.8 | 43 | 49 | 1.73 |
| South Elgin #177 | \$279,000 | \$279,900 | -0.32% | 64 | 62 | 3.23% | 265 | 261 | 1.53% | 22.1 | 29 | 79 | 1.31 |
| Sugar Grove #554 | \$313,500 | \$296,500 | 5.73% | 87 | 81 | 7.41% | 196 | 159 | 23.27% | 16.3 | 21 | 33 | 1.29 |
| Sycamore #178 | \$238,650 | \$232,750 | 2.53% | 82 | 60 | 36.67% | 236 | 256 | -7.81% | 19.7 | 37 | 46 | 1.88 |
| Villa Park #186 | \$260,000 | \$252,000 | 3.17% | 47 | 71 | -33.80% | 273 | 245 | 11.43% | 22.8 | 27 | 41 | 1.19 |
| Warrenville #555 | \$276,000 | \$271,500 | 1.66% | 73 | 69 | 5.80% | 121 | 107 | 13.08% | 10.1 | 18 | 16 | 1.79 |
| West Chicago #185 | \$294,000 | \$275,000 | 6.91% | 85 | 78 | 8.97% | 323 | 315 | 2.54% | 26.9 | 41 | 52 | 1.52 |
| Wheaton #187 | \$380,000 | \$410,000 | -7.32% | 97 | 84 | 15.48% | 719 | 631 | 13.95% | 59.9 | 174 | 120 | 2.90 |
| Willowbrook #516 | \$468,000 | \$414,500 | 12.91% | 139 | 99 | 40.40% | 92 | 70 | 31.43% | 7.7 | 46 | 15 | 6.00 |
| Winfield #190 | \$331,000 | \$333,500 | -0.75% | 75 | 98 | -23.47% | 154 | 139 | 10.79% | 12.8 | 28 | 25 | 2.18 |
| Woodridge #517 | \$300,500 | \$279,000 | 7.71% | 68 | 63 | 7.94% | 298 | 272 | 9.56% | 24.8 | 31 | 43 | 1.25 |
| Yorkville/Bristol #560 | \$272,635 | \$268,165 | 1.67% | 96 | 76 | 26.32% | 451 | 386 | 16.84% | 37.6 | 84 | 119 | 2.24 |

* Items shaded in green represent a larger than 5% increase in median price levels.

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

* Information obtained from local MRED MLS Statistics. Report completed on 10/04/2020