

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

End of 4th Quarter 2015 - Macro Analysis - 01/04/2016 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	\$110,000	\$90,450	21.61%	77	108	-28.70%	71	62	14.52%	5.9	24	7	4.06
#131 School	\$74,950	\$58,000	29.22%	79	100	-21.00%	84	102	-17.65%	7.0	12	12	1.71
#204 School	\$156,750	\$141,500	10.78%	72	67	7.46%	405	374	8.29%	33.8	53	64	1.57
#308 School	\$137,000	\$128,250	6.82%	83	68	22.06%	142	144	-1.39%	11.8	17	22	1.44
Batavia #510	\$177,000	\$170,000	4.12%	88	60	46.67%	78	62	25.81%	6.5	16	7	2.46
Big Rock/Hinckley	\$142,000	\$0	#DIV/0!	357	0	#DIV/0!	1	0	#DIV/0!	0.1	1	0	12.00
Bolingbrook #440	\$109,949	\$85,000	29.35%	64	82	-21.95%	256	213	20.19%	21.3	51	29	2.39
Clarendon Hills #514	\$175,000	\$150,000	16.67%	77	76	1.32%	38	43	-11.63%	3.2	21	3	6.63
Cortland #112	\$86,250	\$85,000	1.47%	61	58	5.17%	10	9	11.11%	0.8	0	2	0.00
Crest Hill #498	\$127,000	\$115,100	10.34%	66	85	-22.35%	146	135	8.15%	12.2	15	17	1.23
Darien #562	\$191,000	\$170,500	12.02%	78	79	-1.27%	155	139	11.51%	12.9	26	15	2.01
Dekalb #115	\$114,375	\$115,000	-0.54%	155	85	82.35%	58	59	-1.69%	4.8	20	2	4.14
Downers Grove #515	\$115,750	\$107,000	8.18%	87	87	0.00%	286	251	13.94%	23.8	74	21	3.10
Elburn #119	\$166,500	\$128,285	29.79%	58	78	-25.64%	19	26	-26.92%	1.6	6	2	3.79
Elgin #123													
#46 School	\$126,950	\$107,000	18.64%	90	101	-10.89%	334	356	-6.18%	27.8	65	49	2.34
#301 School	\$176,501	\$147,250	19.86%	74	90	-17.78%	30	20	50.00%	2.5	3	10	1.20

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	Elmhurst #126	\$200,000	\$202,000	-0.99%	87	109	-20.18%	113	99	14.14%	9.4	25	12
Frankfort #423	\$233,000	\$213,800	8.98%	111	89	24.72%	85	105	-19.05%	7.1	25	12	3.53
Geneva #134	\$229,500	\$202,500	13.33%	110	98	12.24%	108	92	17.39%	9.0	50	20	5.56
Glen Ellyn #137	\$145,900	\$134,000	8.88%	92	106	-13.21%	141	149	-5.37%	11.8	34	15	2.89
Hampshire #140	\$141,995	\$135,000	5.18%	80	102	-21.57%	130	117	11.11%	10.8	43	25	3.97
Hinsdale #521	\$443,525	\$331,700	33.71%	164	152	7.89%	83	75	10.67%	6.9	31	14	4.48
Lemont #439	\$291,000	\$264,050	10.21%	111	151	-26.49%	57	59	-3.39%	4.8	13	10	2.74
Lisle #532	\$112,000	\$107,000	4.67%	81	77	5.19%	176	193	-8.81%	14.7	27	21	1.84
Lockport/Homer #495	\$153,500	\$153,250	0.16%	78	120	-35.00%	169	136	24.26%	14.1	36	31	2.56
Homer Glen #500	\$215,000	\$205,500	4.62%	118	117	0.85%	27	24	12.50%	2.3	10	1	4.44
Lombard #148	\$168,000	\$146,250	14.87%	86	76	13.16%	239	286	-16.43%	19.9	34	38	1.71
Joliet #499													
#202 School	\$135,000	\$134,900	0.07%	65	67	-2.99%	99	95	4.21%	8.3	17	10	2.06
#204 School	\$89,900	\$87,670	2.54%	92	92	0.00%	194	185	4.86%	16.2	29	19	1.79
Mokena #448	\$190,000	\$173,000	9.83%	92	108	-14.81%	117	115	1.74%	9.8	14	6	1.44
Montgomery #538	\$127,990	\$118,000	8.47%	91	72	26.39%	83	107	-22.43%	6.9	15	15	2.17
Naperville #540													
#203 School	\$167,000	\$149,750	11.52%	76	86	-11.63%	320	310	3.23%	26.7	60	31	2.25

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#204 School	\$184,900	\$179,600	2.95%	78	76	2.63%	461	413	11.62%	38.4	96	50	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	\$135,400	\$128,000	5.78%	62	96	-35.42%	75	81	-7.41%	6.3	18	8	2.88
North Aurora #542	\$137,000	\$127,950	7.07%	92	85	8.24%	77	74	4.05%	6.4		9	0.00
Oak Brook #523	\$238,500	\$320,000	-25.47%	100	106	-5.66%	70	94	-25.53%	5.8	29	4	4.97
Oswego #543	\$137,950	\$136,500	1.06%	63	70	-10.00%	170	182	-6.59%	14.2	25	25	1.76
Ottawa #350	\$104,000	\$127,000	-18.11%	163	183	-10.93%	11	21	-47.62%	0.9	16	3	17.45
Plainfield #544													
#202 School	\$150,000	\$140,000	7.14%	69	73	-5.48%	271	291	-6.87%	22.6	41	35	1.82
#204 School	\$134,900	\$123,000	9.67%	65	101	-35.64%	23	11	109.09%	1.9	1	4	0.52
#308 School	\$210,000	\$200,000	5.00%	79	82	-3.66%	9	14	-35.71%	0.8	15	1	20.00
Plano #545	\$96,500	\$85,500	12.87%	71	55	29.09%	63	66	-4.55%	5.3	3	17	0.57
Romeoville #494	\$123,000	\$121,950	0.86%	76	75	1.33%	178	187	-4.81%	14.8	24	31	1.62
St. Charles #174													
#301 School	\$175,000	\$143,500	21.95%	210	83	153.01%	4	4	0.00%	0.3	2	0	6.00
#303 School	\$195,000	\$209,000	-6.70%	96	89	7.87%	192	177	8.47%	16.0	39	20	2.44
Sandwich #491	\$120,000	\$118,500	1.27%	64	90	-28.89%	10	14	-28.57%	0.8	5	0	6.00
Shorewood #496	\$143,000	\$138,900	2.95%	67	69	-2.90%	59	63	-6.35%	4.9	2	6	0.41

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South Elgin #177	\$136,500	\$134,900	1.19%	98	113	-13.27%	114	106	7.55%	9.5	28	14	2.95
Sugar Grove #554	\$164,650	\$151,000	9.04%	83	74	12.16%	60	59	1.69%	5.0	16	8	3.20
Sycamore #178	\$132,900	\$126,500	5.06%	88	103	-14.56%	79	86	-8.14%	6.6	23	14	3.49
Villa Park #186	\$114,000	\$106,893	6.65%	74	69	7.25%	83	78	6.41%	6.9	14	12	2.02
Warrenville #555	\$144,500	\$145,000	-0.34%	65	75	-13.33%	107	111	-3.60%	8.9	13	17	1.46
West Chicago #185	\$143,000	\$126,125	13.38%	84	114	-26.32%	37	36	2.78%	3.1	4	3	1.30
Wheaton #187	\$168,000	\$145,100	15.78%	76	83	-8.43%	230	235	-2.13%	19.2	60	27	3.13
Willowbrook #516	\$130,000	\$122,250	6.34%	67	70	-4.29%	180	186	-3.23%	15.0	29	15	1.93
Winfield #190	\$167,000	\$234,500	-28.78%	61	97	-37.11%	72	83	-13.25%	6.0	19	8	3.17
Woodridge #517	\$96,000	\$81,500	17.79%	79	120	-34.17%	167	132	26.52%	13.9	17	19	1.22
Yorkville #560	\$115,500	\$108,000	6.94%	57	59	-3.39%	127	116	9.48%	10.6	22	25	2.08

* Items shaded in green represent a larger than 10% increase in median price levels. **Survey completed on 01/04/2016.

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