

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

End of 4th Quarter 2018 - Macro Analysis

Detached 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
Aurora #507													
#129 School	\$189,000	\$179,450	5.32%	55	58	-5.17%	532	516	3.10%	44.3	83	52	1.87
#131 School	\$156,500	\$140,000	11.79%	47	66	-28.79%	451	487	-7.39%	37.6	84	55	2.24
#204 School	\$298,750	\$283,000	5.57%	51	62	-17.74%	366	445	-17.75%	30.5	67	22	2.20
#308 School	\$281,900	\$267,500	5.38%	34	39	-12.82%	211	229	-7.86%	17.6	27	19	1.54
Batavia #510	\$309,900	\$306,000	1.27%	72	91	-20.88%	345	376	-8.24%	28.8	65	27	2.26
Big Rock/Hinckley	\$245,000	\$210,750	16.25%	88	110	-20.00%	50	68	-26.47%	4.2	22	4	5.28
Bolingbrook #440	\$238,000	\$225,000	5.78%	54	60	-10.00%	852	863	-1.27%	71.0	113	78	1.59
Clarendon Hills #514	\$600,000	\$619,950	-3.22%	120	128	-6.25%	117	136	-13.97%	9.8	28	10	2.87
Cortland #112	\$178,750	\$169,900	5.21%	37	59	-37.29%	66	59	11.86%	5.5	11	2	2.00
Crest Hill #498	\$187,000	\$190,500	-1.84%	38	73	-47.95%	146	182	-19.78%	12.2	21	8	1.73
Darien #562	\$350,000	\$339,000	3.24%	72	91	-20.88%	203	219	-7.31%	16.9	53	17	3.13
Dekalb #115	\$150,000	\$141,500	6.01%	62	81	-23.46%	400	370	8.11%	33.3	84	33	2.52
Downers Grove #515	\$382,500	\$378,575	1.04%	98	101	-2.97%	630	680	-7.35%	52.5	192	41	3.66
Elburn #119	\$303,500	\$295,000	2.88%	107	106	0.94%	172	157	9.55%	14.3	60	12	4.19
Elgin #123													
#46 School	\$205,000	\$189,000	8.47%	54	72	-25.00%	841	949	-11.38%	70.1	135	79	1.93
#301 School	\$337,000	\$325,000	3.69%	127	135	-5.93%	236	211	11.85%	19.7	73	21	3.71

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

End of 4th Quarter 2018 - Macro Analysis

Detached Single Family Housing

Area	Last 12 Months			Prev. 12 Months			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
	Median Sales Price			Average DOM			Total #of Sales				Inventory Levels		
Elmhurst #126	\$462,750	\$425,000	8.88%	98	95	3.16%	592	624	-5.13%	49.3	186	49	3.77
Frankfort #423	\$341,000	\$340,000	0.29%	93	107	-13.08%	363	386	-5.96%	30.3	106	31	3.50
Geneva #134	\$356,500	\$359,000	-0.70%	79	98	-19.39%	434	507	-14.40%	36.2	95	34	2.63
Glen Ellyn #137	\$415,000	\$415,000	0.00%	96	110	-12.73%	496	536	-7.46%	41.3	147	40	3.56
Hampshire #140	\$275,000	\$271,000	1.48%	96	95	1.05%	290	299	-3.01%	24.2	65	26	2.69
Hinsdale #521	\$974,000	\$950,000	2.53%	180	160	12.50%	305	305	0.00%	25.4	154	26	6.06
Lemont #439	\$391,250	\$396,500	-1.32%	93	111	-16.22%	252	256	-1.56%	21.0	89	24	4.24
Lisle #532	\$372,700	\$347,000	7.41%	97	93	4.30%	249	250	-0.40%	20.8	63	13	3.04
Lockport/Homer #495	\$248,575	\$243,450	2.11%	59	77	-23.38%	397	402	-1.24%	33.1	58	40	1.75
Homer Glen #500	\$340,000	\$325,163	4.56%	101	111	-9.01%	279	276	1.09%	23.3	66	23	2.84
Lombard #148	\$277,000	\$265,000	4.53%	59	57	3.51%	521	592	-11.99%	43.4	101	47	2.33
Joliet #499													
#202 School	\$230,000	\$219,000	5.02%	47	52	-9.62%	204	215	-5.12%	17.0	31	29	1.82
#204 School	\$155,000	\$145,000	6.90%	55	62	-11.29%	1113	1111	0.18%	92.8	170	90	1.83
Mokena #448	\$325,000	\$295,000	10.17%	69	105	-34.29%	222	250	-11.20%	18.5	63	21	3.41
Montgomery #538	\$205,000	\$209,000	-1.91%	41	52	-21.15%	437	461	-5.21%	36.4	76	35	2.09
Naperville #540													
#203 School	\$425,000	\$412,000	3.16%	88	90	-2.22%	968	967	0.10%	80.7	196	64	2.43

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

End of 4th Quarter 2018 - Macro Analysis

Detached Single Family Housing

Area	Last 12 Months			Prev. 12 Months			Sales				Inventory		
	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
	Median Sales Price			Average DOM			Total #of Sales				Inventory Levels		
#204 School	\$445,000	\$431,000	3.25%	82	92	-10.87%	803	877	-8.44%	66.9	197	44	2.94
Newark #541	\$179,500	\$170,000	5.59%	132	98	34.69%	38	25	52.00%	3.2	11	3	3.47
New Lenox #451	\$300,000	\$280,000	7.14%	66	91	-27.47%	454	495	-8.28%	37.8	106	29	2.80
North Aurora #542	\$275,500	\$250,000	10.20%	78	111	-29.73%	248	266	-6.77%	20.7	45	18	2.18
Oak Brook #523	\$840,000	\$809,500	3.77%	201	244	-17.62%	90	102	-11.76%	7.5	68	4	9.07
Oswego #543	\$289,500	\$270,000	7.22%	61	70	-12.86%	511	558	-8.42%	42.6	137	49	3.22
Ottawa #350	\$129,500	\$109,000	18.81%	131	106	23.58%	274	264	3.79%	22.8	90	21	3.94
Plainfield #544													
#202 School	\$265,000	\$250,000	6.00%	58	60	-3.33%	1137	1183	-3.89%	94.8	176	77	1.86
#204 School	\$230,000	\$228,000	0.88%	47	59	-20.34%	67	73	-8.22%	5.6	12	3	2.15
#308 School	\$369,990	\$365,000	1.37%	97	147	-34.01%	108	106	1.89%	9.0	64	18	7.11
Plano #545	\$183,000	\$172,500	6.09%	63	65	-3.08%	177	188	-5.85%	14.8	33	23	2.24
Romeoville #494													
#202 School	\$233,000	\$222,250	4.84%	40	51	-21.57%	100	120	-16.67%	8.3	26	8	3.12
#365 School	\$179,000	\$169,000	5.92%	46	59	-22.03%	341	325	4.92%	28.4	46	24	1.62
St. Charles #174													
#301 School	\$352,054	\$322,588	9.13%	96	138	-30.43%	38	32	18.75%	3.2	21	2	6.63
#303 School	\$354,000	\$344,000	2.91%	112	116	-3.45%	805	807	-0.25%	67.1	265	66	3.95

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

End of 4th Quarter 2018 - Macro Analysis

Detached Single Family Housing

Area	Price			Prev.			Sales				Inventory		
	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				Inventory Levels		
Sandwich #491	\$193,000	\$180,000	7.22%	64	67	-4.48%	117	115	1.74%	9.8	17	10	1.74
Shorewood #496	\$265,000	\$273,000	-2.93%	70	80	-12.50%	255	249	2.41%	21.3	78	23	3.67
South Elgin #177	\$275,000	\$255,000	7.84%	58	79	-26.58%	247	271	-8.86%	20.6	47	38	2.28
Sugar Grove #554	\$283,000	\$285,000	-0.70%	90	95	-5.26%	156	177	-11.86%	13.0	33	12	2.54
Sycamore #178	\$230,000	\$215,500	6.73%	69	79	-12.66%	261	244	6.97%	21.8	70	16	3.22
Villa Park #186	\$249,900	\$235,000	6.34%	57	50	14.00%	282	307	-8.14%	23.5	33	15	1.40
Warrenville #555	\$272,000	\$251,250	8.26%	62	73	-15.07%	103	128	-19.53%	8.6	21	13	2.45
West Chicago #185	\$270,000	\$260,900	3.49%	73	92	-20.65%	312	313	-0.32%	26.0	75	41	2.88
Wheaton #187	\$388,000	\$384,000	1.04%	84	77	9.09%	635	653	-2.76%	52.9	150	42	2.83
Willowbrook #516	\$438,250	\$417,500	4.97%	112	157	-28.66%	80	92	-13.04%	6.7	33	6	4.95
Winfield #190	\$329,500	\$335,000	-1.64%	94	109	-13.76%	128	131	-2.29%	10.7	31	4	2.91
Woodridge #517	\$283,000	\$292,000	-3.08%	65	67	-2.99%	284	284	0.00%	23.7	51	14	2.15
Yorkville/Bristol #560	\$265,900	\$254,319	4.55%	74	92	-19.57%	381	428	-10.98%	31.8	92	34	2.90

* Items shaded in green represent a larger than 10% 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 01/03/2019