

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

End of 4th Quarter 2021 - 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 |
| Aurora #507 | | | | | | | | | | | | | |
| #129 School | \$175,000 | \$159,900 | 9.44% | 31 | 66 | -53.03% | 106 | 88 | 20.45% | 8.8 | 5 | 5 | 0.57 |
| #131 School | \$124,200 | \$113,000 | 9.91% | 36 | 76 | -52.63% | 126 | 119 | 5.88% | 10.5 | 5 | 16 | 0.48 |
| #204 School | \$230,000 | \$190,500 | 20.73% | 23 | 40 | -42.50% | 541 | 446 | 21.30% | 45.1 | 7 | 62 | 0.16 |
| #308 School | \$214,450 | \$182,000 | 17.83% | 25 | 49 | -48.98% | 176 | 136 | 29.41% | 14.7 | 7 | 18 | 0.48 |
| Batavia #510 | \$284,000 | \$251,156 | 13.08% | 29 | 76 | -61.84% | 119 | 127 | -6.30% | 9.9 | 10 | 16 | 1.01 |
| Big Rock/Hinckley | \$185,000 | \$182,000 | 1.65% | 25 | 22 | 13.64% | 5 | 3 | 66.67% | 0.4 | 0 | 0 | 0.00 |
| Bolingbrook #440 | \$205,000 | \$179,700 | 14.08% | 33 | 52 | -36.54% | 262 | 220 | 19.09% | 21.8 | 15 | 28 | 0.69 |
| Clarendon Hills #514 | \$236,000 | \$205,000 | 15.12% | 27 | 96 | -71.88% | 49 | 47 | 4.26% | 4.1 | 3 | 11 | 0.73 |
| Cortland #112 | \$165,000 | \$134,000 | 23.13% | 62 | 53 | 16.98% | 33 | 23 | 43.48% | 2.8 | 3 | 3 | 1.09 |
| Crest Hill #498 | \$187,000 | \$170,000 | 10.00% | 28 | 56 | -50.00% | 187 | 143 | 30.77% | 15.6 | 7 | 14 | 0.45 |
| Darien #562 | \$227,500 | \$224,000 | 1.56% | 29 | 61 | -52.46% | 163 | 159 | 2.52% | 13.6 | 5 | 5 | 0.37 |
| Dekalb #115 | \$165,000 | \$150,000 | 10.00% | 22 | 51 | -56.86% | 108 | 86 | 25.58% | 9.0 | 4 | 5 | 0.44 |
| Downers Grove #515 | \$166,525 | \$162,000 | 2.79% | 38 | 78 | -51.28% | 322 | 304 | 5.92% | 26.8 | 27 | 26 | 1.01 |
| Elburn #119 | \$220,000 | \$192,500 | 14.29% | 16 | 58 | -72.41% | 37 | 26 | 42.31% | 3.1 | 1 | 2 | 0.32 |

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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 |
| #202 School | \$219,000 | \$191,700 | 14.24% | 12 | 36 | -66.67% | 96 | 120 | -20.00% | 8.0 | 8 | 13 | 1.00 |
| #204 School | \$149,950 | \$157,500 | -4.79% | 22 | 49 | -55.10% | 232 | 231 | 0.43% | 19.3 | 5 | 15 | 0.26 |
| Mokena #448 | \$244,000 | \$213,750 | 14.15% | 23 | 47 | -51.06% | 137 | 97 | 41.24% | 11.4 | 5 | 6 | 0.44 |
| Montgomery #538 | \$197,500 | \$174,000 | 13.51% | 22 | 66 | -66.67% | 123 | 129 | -4.65% | 10.3 | 4 | 14 | 0.39 |
| Naperville #540 | | | | | | | | | | | | | |
| #203 School | \$235,000 | \$213,500 | 10.07% | 42 | 61 | -31.15% | 399 | 347 | 14.99% | 33.3 | 20 | 21 | 0.60 |
| #204 School | \$260,000 | \$235,000 | 10.64% | 29 | 48 | -39.58% | 601 | 482 | 24.69% | 50.1 | 7 | 31 | 0.14 |
| Newark #541 | \$0 | \$0 | #DIV/0! | 0 | 0 | #DIV/0! | 0 | 0 | #DIV/0! | 0.0 | 0 | 0 | #DIV/0! |
| New Lenox #451 | \$188,000 | \$168,000 | 11.90% | 21 | 45 | -53.33% | 109 | 89 | 22.47% | 9.1 | 5 | 7 | 0.55 |
| North Aurora #542 | \$230,000 | \$185,700 | 23.86% | 37 | 78 | -52.56% | 127 | 110 | 15.45% | 10.6 | 12 | 11 | 1.13 |
| Oak Brook #523 | \$377,500 | \$344,000 | 9.74% | 79 | 118 | -33.05% | 104 | 78 | 33.33% | 8.7 | 5 | 8 | 0.58 |
| Oswego #543 | \$221,500 | \$200,000 | 10.75% | 23 | 54 | -57.41% | 276 | 244 | 13.11% | 23.0 | 7 | 27 | 0.30 |
| Ottawa #350 | \$143,000 | \$154,038 | -7.17% | 62 | 99 | -37.37% | 19 | 16 | 18.75% | 1.6 | 1 | 0 | 0.63 |
| Plainfield #544 | | | | | | | | | | | | | |
| #202 School | \$220,000 | \$195,000 | 12.82% | 18 | 48 | -62.50% | 317 | 287 | 10.45% | 26.4 | 7 | 26 | 0.26 |

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|-------------------------|--------------------|-----------------|----------|----------------|-----------------|----------|----------------------|----------------|----------|-------------|------------------|---------------|-------------------|
| | Median Sales Price | | | Average DOM | | | Total # of Sales | | | | Inventory Levels | | |
| #204 School | \$215,000 | \$183,000 | 17.49% | 13 | 43 | -69.77% | 36 | 15 | 140.00% | 3.0 | 0 | 2 | 0.00 |
| #308 School | \$300,000 | \$272,000 | 10.29% | 22 | 109 | -79.82% | 18 | 32 | -43.75% | 1.5 | 0 | 0 | 0.00 |
| Plano #545 | \$173,500 | \$150,000 | 15.67% | 9 | 42 | -78.57% | 86 | 77 | 11.69% | 7.2 | 0 | 0 | 0.00 |
| Romeoville #494 | | | | | | | | | | | | | |
| #202 School | \$217,500 | \$198,000 | 9.85% | 12 | 35 | -65.71% | 53 | 49 | 8.16% | 4.4 | 1 | 3 | 0.23 |
| #365 School | \$200,000 | \$175,000 | 14.29% | 24 | 44 | -45.45% | 107 | 99 | 8.08% | 8.9 | 4 | 9 | 0.45 |
| St. Charles #174 | | | | | | | | | | | | | |
| #301 School | \$235,000 | \$202,500 | 16.05% | 5 | 27 | -81.48% | 2 | 3 | -33.33% | 0.2 | 0 | 1 | 0.00 |
| #303 School | \$269,900 | \$240,000 | 12.46% | 32 | 55 | -41.82% | 175 | 196 | -10.71% | 14.6 | 11 | 13 | 0.75 |
| Sandwich #491 | \$126,450 | \$149,900 | -15.64% | 15 | 34 | -55.88% | 12 | 17 | -29.41% | 1.0 | 1 | 0 | 1.00 |
| Shorewood #496 | \$212,000 | \$190,000 | 11.58% | 15 | 21 | -28.57% | 75 | 66 | 13.64% | 6.3 | 0 | 3 | 0.00 |
| South Elgin #177 | \$214,900 | \$176,000 | 22.10% | 32 | 38 | -15.79% | 195 | 171 | 14.04% | 16.3 | 14 | 18 | 0.86 |
| Sugar Grove #554 | \$228,750 | \$198,950 | 14.98% | 21 | 52 | -59.62% | 72 | 76 | -5.26% | 6.0 | 0 | 4 | 0.00 |
| Sycamore #178 | \$158,000 | \$143,000 | 10.49% | 34 | 49 | -30.61% | 111 | 121 | -8.26% | 9.3 | 10 | 11 | 1.08 |
| Villa Park #186 | \$186,000 | \$170,893 | 8.84% | 35 | 51 | -31.37% | 115 | 76 | 51.32% | 9.6 | 9 | 7 | 0.94 |

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|------------------------|--------------------|-----------------|----------|----------------|-----------------|----------|----------------|----------------|----------|-------------|------------------|---------------|-------------------|
| | Median Sales Price | | | Average DOM | | | Last 12 Months | Prev 12 Months | % Change | Absorp Rate | Inventory Levels | | |
| Warrenville #555 | \$230,000 | \$203,250 | 13.16% | 44 | 77 | -42.86% | 173 | 156 | 10.90% | 14.4 | 5 | 22 | 0.35 |
| West Chicago #185 | \$227,000 | \$204,500 | 11.00% | 17 | 71 | -76.06% | 41 | 32 | 28.13% | 3.4 | 1 | 3 | 0.29 |
| Wheaton #187 | \$220,000 | \$188,500 | 16.71% | 40 | 59 | -32.20% | 301 | 253 | 18.97% | 25.1 | 6 | 25 | 0.24 |
| Willowbrook #516 | \$169,500 | \$174,750 | -3.00% | 37 | 64 | -42.19% | 194 | 174 | 11.49% | 16.2 | 8 | 11 | 0.49 |
| Winfield #190 | \$279,900 | \$248,000 | 12.86% | 25 | 55 | -54.55% | 103 | 69 | 49.28% | 8.6 | 3 | 4 | 0.35 |
| Woodridge #517 | \$163,000 | \$148,000 | 10.14% | 73 | 68 | 7.35% | 196 | 151 | 29.80% | 16.3 | 12 | 18 | 0.73 |
| Yorkville/Bristol #560 | \$210,000 | \$172,750 | 21.56% | 22 | 46 | -52.17% | 267 | 210 | 27.14% | 22.3 | 21 | 48 | 0.94 |

* Items shaded in green represent a larger than 5% 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 01/14/2022