

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

End of 2nd Quarter 2016 - Macro Analysis - 07/01/2016 Report

## Detached 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			
<b>Aurora #507</b>													
#129 School	\$157,000	\$139,700	12.38%	88	85	3.53%	531	482	10.17%	44.3	111	116	2.51
#131 School	\$115,000	\$105,000	9.52%	78	81	-3.70%	439	525	-16.38%	36.6	93	111	2.54
#204 School	\$264,950	\$275,000	-3.65%	89	86	3.49%	422	421	0.24%	35.2	102	87	2.90
#308 School	\$241,000	\$229,900	4.83%	78	108	-27.78%	243	223	8.97%	20.3	38	53	1.88
<b>Batavia #510</b>	\$283,500	\$274,700	3.20%	95	110	-13.64%	355	336	5.65%	29.6	125	80	4.23
<b>Big Rock/Hinckley</b>	\$219,250	\$164,450	33.32%	141	136	3.68%	36	52	-30.77%	3.0	31	7	10.33
<b>Bolingbrook #440</b>	\$213,500	\$191,000	11.78%	89	90	-1.11%	973	835	16.53%	81.1	191	223	2.36
<b>Clarendon Hills #514</b>	\$547,500	\$702,000	-22.01%	123	110	11.82%	115	122	-5.74%	9.6	71	33	7.41
<b>Cortland #112</b>	\$144,000	\$134,900	6.75%	79	89	-11.24%	69	63	9.52%	5.8	15	13	2.61
<b>Crest Hill #498</b>	\$151,000	\$134,250	12.48%	77	112	-31.25%	140	152	-7.89%	11.7	36	31	3.09
<b>Darien #562</b>	\$315,000	\$320,000	-1.56%	95	93	2.15%	245	179	36.87%	20.4	75	52	3.67
<b>Dekalb #115</b>	\$140,000	\$125,000	12.00%	113	115	-1.74%	337	298	13.09%	28.1	119	59	4.24
<b>Downers Grove #515</b>	\$343,500	\$347,000	-1.01%	103	93	10.75%	632	579	9.15%	52.7	321	120	6.09
<b>Elburn #119</b>	\$254,000	\$250,000	1.60%	139	115	20.87%	179	157	14.01%	14.9	77	37	5.16
<b>Elgin #123</b>													
#46 School	\$166,502	\$149,000	11.75%	92	92	0.00%	917	1037	-11.57%	76.4	221	211	2.89
#301 School	\$329,900	\$306,345	7.69%	141	126	11.90%	221	234	-5.56%	18.4	150	45	8.14
<b>Elmhurst #126</b>	\$420,000	\$405,000	3.70%	102	99	3.03%	587	608	-3.45%	48.9	216	138	4.42

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<b>Frankfort #423</b>	\$316,000	\$322,000	-1.86%	118	116	1.72%	408	373	9.38%	34.0	181	85	5.32
<b>Geneva #134</b>	\$336,000	\$339,000	-0.88%	95	106	-10.38%	464	433	7.16%	38.7	224	85	5.79
<b>Glen Ellyn #137</b>	\$425,000	\$395,000	7.59%	107	95	12.63%	577	490	17.76%	48.1	238	109	4.95
<b>Hampshire #140</b>	\$249,000	\$236,500	5.29%	109	110	-0.91%	231	212	8.96%	19.3	114	55	5.92
<b>Hinsdale #521</b>	\$950,000	\$890,000	6.74%	165	124	33.06%	274	273	0.37%	22.8	250	61	10.95
<b>Lemont #439</b>	\$376,500	\$350,000	7.57%	136	112	21.43%	256	227	12.78%	21.3	141	60	6.61
<b>Lisle #532</b>	\$348,000	\$359,000	-3.06%	86	80	7.50%	255	283	-9.89%	21.3	96	51	4.52
<b>Lockport/Homer #495</b>	\$210,000	\$195,000	7.69%	85	96	-11.46%	395	410	-3.66%	32.9	139	83	4.22
<b>Homer Glen #500</b>	\$292,500	\$293,950	-0.49%	108	125	-13.60%	261	262	-0.38%	21.8	158	63	7.26
<b>Lombard #148</b>	\$245,000	\$230,000	6.52%	80	93	-13.98%	575	510	12.75%	47.9	118	117	2.46
<b>Joliet #499</b>													
#202 School	\$187,750	\$170,000	10.44%	79	85	-7.06%	180	192	-6.25%	15.0	42	55	2.80
#204 School	\$117,250	\$100,000	17.25%	83	92	-9.78%	1102	1078	2.23%	91.8	171	240	1.86
<b>Mokena #448</b>	\$285,000	\$292,000	-2.40%	98	112	-12.50%	264	255	3.53%	22.0	107	44	4.86
<b>Montgomery #538</b>	\$185,000	\$173,000	6.94%	75	82	-8.54%	425	383	10.97%	35.4	81	86	2.29
<b>Naperville #540</b>													
#203 School	\$399,950	\$391,000	2.29%	104	94	10.64%	954	852	11.97%	79.5	437	182	5.50
#204 School	\$420,000	\$429,500	-2.21%	97	84	15.48%	888	814	9.09%	74.0	351	195	4.74
<b>Newark #541</b>	\$263,000	\$163,500	60.86%	113	202	-44.06%	28	31	-9.68%	2.3	7	13	3.00

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<b>New Lenox #451</b>	\$269,900	\$259,000	4.21%	100	106	-5.66%	407	444	-8.33%	33.9	185	75	5.45
<b>North Aurora #542</b>	\$234,500	\$240,000	-2.29%	100	123	-18.70%	239	234	2.14%	19.9	89	43	4.47
<b>Oak Brook #523</b>	\$762,500	\$820,000	-7.01%	171	218	-21.56%	80	84	-4.76%	6.7	120	19	18.00
<b>Oswego #543</b>	\$250,000	\$240,000	4.17%	94	113	-16.81%	571	538	6.13%	47.6	161	112	3.38
<b>Ottawa #350</b>	\$107,750	\$110,000	-2.05%	158	152	3.95%	262	249	5.22%	21.8	173	50	7.92
<b>Plainfield #544</b>													
#202 School	\$227,000	\$224,450	1.14%	81	78	3.85%	1207	1058	14.08%	100.6	220	265	2.19
#204 School	\$196,107	\$197,500	-0.71%	76	87	-12.64%	76	68	11.76%	6.3	15	8	2.37
#308 School	\$325,500	\$320,000	1.72%	109	124	-12.10%	95	92	3.26%	7.9	78	21	9.85
<b>Plano #545</b>	\$157,000	\$140,000	12.14%	76	99	-23.23%	167	173	-3.47%	13.9	42	21	3.02
<b>Romeoville #494</b>	\$160,000	\$158,500	0.95%	77	87	-11.49%	512	503	1.79%	42.7	64	91	1.50
<b>St. Charles #174</b>													
#301 School	\$326,450	\$332,500	-1.82%	169	150	12.67%	46	45	2.22%	3.8	30	8	7.83
#303 School	\$325,200	\$312,500	4.06%	110	115	-4.35%	787	727	8.25%	65.6	421	151	6.42
<b>Sandwich #491</b>	\$156,250	\$143,500	8.89%	103	102	0.98%	116	101	14.85%	9.7	33	11	3.41
<b>Shorewood #496</b>	\$251,595	\$226,000	11.33%	85	94	-9.57%	275	249	10.44%	22.9	88	58	3.84
<b>South Elgin #177</b>	\$254,000	\$229,000	10.92%	86	86	0.00%	269	265	1.51%	22.4	89	57	3.97
<b>Sugar Grove #554</b>	\$283,329	\$274,530	3.21%	97	117	-17.09%	178	151	17.88%	14.8	71	24	4.79
<b>Sycamore #178</b>	\$186,000	\$192,500	-3.38%	80	94	-14.89%	229	214	7.01%	19.1	63	59	3.30

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Villa Park #186	\$219,000	\$199,900	9.55%	85	84	1.19%	291	269	8.18%	24.3	64	62	2.64
Warrenville #555	\$240,000	\$209,265	14.69%	83	89	-6.74%	123	88	39.77%	10.3	41	23	4.00
West Chicago #185	\$216,000	\$201,000	7.46%	112	117	-4.27%	337	341	-1.17%	28.1	111	74	3.95
Wheaton #187	\$355,000	\$341,500	3.95%	101	100	1.00%	680	654	3.98%	56.7	257	163	4.54
Willowbrook #516	\$373,750	\$400,000	-6.56%	143	148	-3.38%	90	85	5.88%	7.5	72	26	9.60
Winfield #190	\$286,000	\$330,500	-13.46%	121	107	13.08%	141	164	-14.02%	11.8	55	29	4.68
Woodridge #517	\$260,000	\$250,750	3.69%	89	79	12.66%	305	278	9.71%	25.4	81	49	3.19
Yorkville #560	\$234,000	\$229,900	1.78%	104	118	-11.86%	398	301	32.23%	33.2	153	97	4.61

\* Items shaded in green represent a larger than 10% increase in median price levels. \*\*Survey Completed on 07/03/2016

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