

Market Report as of March - 2023

| Current Market | | | | | Based on last 3-months of Sales and Failed data | | | | | | | | | 30 / 60 / 90 Analysis - Based on last 3-months of Sales | | | | | | | | |
|----------------|-----------------|------------|---------------|------------|---|-------------------|-------------------------|-------------------------|-------------------|-------------------|---------------------------|--------------|-----------|---|---------------|----------|-----------------|---------------|-----------|-----------------|---------------|------------|
| List Price | Active Listings | Pendings | Pending Ratio | MSI | Last 3 Mo. Closings | REO % of Closings | All Dist. % of Closings | Failed Listings Percent | Avg. List Price | Avg. Sales Price | Avg. % Sales / List Price | | Avg. DOM | 0 - 30 Days | | | 31 - 90 Days | | | 90+ Days | | |
| | | | | | | | | | | | Weighted | Non-Weighted | | % Listings Sold | SP / LP Ratio | Avg. DOM | % Listings Sold | SP / LP Ratio | Avg. DOM | % Listings Sold | SP / LP Ratio | Avg. DOM |
| <= \$25K | - | - | n/a | n/a | - | n/a | n/a | n/a | \$ - | \$ - | n/a | 0.0% | - | 0% | 0.0% | - | 0% | 0.0% | - | 0% | 0.0% | - |
| \$26K-\$50K | - | - | n/a | n/a | - | n/a | n/a | n/a | \$ - | \$ - | n/a | 0.0% | - | 0% | 0.0% | - | 0% | 0.0% | - | 0% | 0.0% | - |
| \$51K-\$75K | - | - | n/a | n/a | - | n/a | n/a | n/a | \$ - | \$ - | n/a | 0.0% | - | 0% | 0.0% | - | 0% | 0.0% | - | 0% | 0.0% | - |
| \$76K-\$100K | - | - | n/a | n/a | - | n/a | n/a | n/a | \$ - | \$ - | n/a | 0.0% | - | 0% | 0.0% | - | 0% | 0.0% | - | 0% | 0.0% | - |
| \$101K-\$150K | 1 | 2 | 66.7% | 0.5 | 9 | 0.0% | 0.0% | 11.1% | \$ 142,522 | \$ 146,122 | 102.5% | 101.6% | 21 | 78% | 103.0% | 7 | 22% | 96.7% | 72 | 0% | 0.0% | - |
| \$151K-\$200K | 1 | 7 | 87.5% | 0.2 | 15 | 6.7% | 6.7% | 13.3% | \$ 176,727 | \$ 177,773 | 100.6% | 100.4% | 20 | 73% | 102.6% | 8 | 27% | 94.2% | 51 | 0% | 0.0% | - |
| \$201K-\$250K | 2 | 10 | 83.3% | 0.3 | 16 | 0.0% | 0.0% | 18.8% | \$ 235,944 | \$ 235,013 | 99.6% | 98.0% | 23 | 81% | 100.2% | 8 | 13% | 93.2% | 52 | 6% | 79.9% | 155 |
| \$251K-\$300K | 5 | 12 | 70.6% | 0.5 | 30 | 3.3% | 3.3% | 20.0% | \$ 279,901 | \$ 280,674 | 100.3% | 99.9% | 25 | 70% | 101.6% | 9 | 27% | 96.2% | 59 | 3% | 94.0% | 95 |
| \$301K-\$350K | 5 | 13 | 72.2% | 0.5 | 21 | 0.0% | 0.0% | 38.1% | \$ 327,762 | \$ 328,364 | 100.2% | 99.4% | 48 | 67% | 100.6% | 8 | 14% | 97.1% | 62 | 19% | 97.2% | 178 |
| \$351K-\$400K | 14 | 14 | 50.0% | 0.8 | 28 | 0.0% | 0.0% | 39.3% | \$ 384,100 | \$ 381,913 | 99.4% | 97.6% | 34 | 61% | 101.2% | 6 | 29% | 96.4% | 56 | 11% | 80.4% | 136 |
| \$401K-\$500K | 15 | 34 | 69.4% | 0.6 | 46 | 2.2% | 2.2% | 52.2% | \$ 454,235 | \$ 450,449 | 99.2% | 98.9% | 20 | 78% | 99.6% | 9 | 20% | 96.5% | 55 | 2% | 93.5% | 121 |
| \$501K-\$600K | 26 | 23 | 46.9% | 1.1 | 51 | 2.0% | 2.0% | 39.2% | \$ 552,578 | \$ 550,744 | 99.7% | 99.1% | 24 | 69% | 99.8% | 9 | 25% | 99.1% | 48 | 6% | 91.2% | 102 |
| \$601K-\$750K | 16 | 54 | 77.1% | 0.7 | 52 | 0.0% | 0.0% | 50.0% | \$ 671,960 | \$ 669,063 | 99.6% | 99.3% | 26 | 71% | 100.7% | 6 | 19% | 96.8% | 56 | 10% | 94.1% | 114 |
| \$751K-\$1.0M | 23 | 44 | 65.7% | 1.9 | 29 | 0.0% | 0.0% | 103.4% | \$ 842,624 | \$ 831,331 | 98.7% | 98.0% | 26 | 69% | 98.7% | 6 | 24% | 96.8% | 59 | 7% | 95.1% | 110 |
| \$1.0M-\$1.5M | 26 | 17 | 39.5% | 3.3 | 14 | 0.0% | 0.0% | 107.1% | \$ 1,214,856 | \$ 1,234,291 | 101.6% | 101.6% | 62 | 57% | 99.4% | 8 | 14% | 110.2% | 51 | 29% | 101.6% | 178 |
| \$1.5M-\$2.0M | 11 | 6 | 35.3% | n/a | 4 | 0.0% | 0.0% | 175.0% | \$ 1,699,250 | \$ 1,658,750 | 97.6% | 97.1% | 75 | 0% | 0.0% | - | 75% | 97.0% | 57 | 25% | 97.6% | 131 |
| > \$2.0M | 11 | 1 | 8.3% | n/a | 2 | 0.0% | 0.0% | 300.0% | \$ 2,995,000 | \$ 2,637,500 | 88.1% | 88.1% | 55 | 50% | 87.9% | 4 | 0% | 0.0% | - | 50% | 88.4% | 106 |
| TOTAL | 156 | 237 | 60.3% | 1.1 | 317 | 1.3% | 1.3% | 50.2% | \$ 542,564 | \$ 538,328 | 99.2% | 99.1% | 29 | 69% | 100.3% | 8 | 22% | 97.2% | 55 | 8% | 93.2% | 136 |

FILTER = Prop. Types: SFH|Condo|TWHM City: Naperville

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