|  | Current Market |  |  |  | Based on last 3-months of Sales and Failed data |  |  |  |  |  |  |  |  |  |  |  | 30 / 60 / 90 Analysis - Based on last 3-months of Sales |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Last 3 Mo . | RE | Short Sale | All I | Failed |  |  |  |  | Avg. \% Sales | / List Price |  |  | 30 Days |  |  | 90 Days |  |  | + Days |  |
| Price | Listings | Pendings | Ratio | MSI | Closings | \% of Closings | $\%$ of Closings | \% of Closings | Listings Percent |  | Price |  | Price | Weighted | NonWeighted | $\begin{aligned} & \text { Avg. } \\ & \text { DOM. } \end{aligned}$ | $\begin{aligned} & \text { \% Listings } \\ & \text { Sold } \end{aligned}$ | $\begin{aligned} & \text { SP / LP } \\ & \text { Ratio } \end{aligned}$ | $\begin{aligned} & \text { Avg. } \\ & \text { DOM } \end{aligned}$ | \% Listings Sold | $\begin{aligned} & \text { SP / LP } \\ & \text { Ratio } \end{aligned}$ | Avg. DOM | $\begin{aligned} & \text { \% Listings } \\ & \text { Sold } \end{aligned}$ | SP / LP Ratio | Avg. DOM |
| <= \$25K | - |  | n/a | n/a | - | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ | \$ |  | \$ | - | n/a | 0.0\% | - | 0\% | 0.0\% | - | 0\% | 0.0\% | - | 0\% | 0.0\% | - |
| \$26K-\$50K | - |  | n/a | n/a | - | $\mathrm{n} / \mathrm{a}$ | n/a | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ | \$ | - | \$ | - | $\mathrm{n} / \mathrm{a}$ | 0.0\% | - | 0\% | 0.0\% | - | 0\% | 0.0\% | - | 0\% | 0.0\% | - |
| \$51K-\$75K |  | - | n/a | n/a |  | $\mathrm{n} / \mathrm{a}$ | n/a | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ | \$ |  | \$ | - | $\mathrm{n} / \mathrm{a}$ | 0.0\% | - | 0\% | 0.0\% | - | 0\% | 0.0\% | - | 0\% | 0.0\% | - |
| \$76K-\$100K | - | - | n/a | n/a | - | $\mathrm{n} / \mathrm{a}$ | n/a | $\mathrm{n} / \mathrm{a}$ | n/a | \$ | - | \$ | - | n/a | 0.0\% | - | 0\% | 0.0\% | - | 0\% | 0.0\% | - | 0\% | 0.0\% | - |
| \$101K-\$150K | 1 | - | 0.0\% | 0.5 | 3 | 0.0\% | 0.0\% | 0.0\% | 66.7\% | \$ | 129,933 | \$ | 141,667 | 109.0\% | 109.7\% | 12 | 100\% | 109.7\% | 12 | 0\% | 0.0\% | - | 0\% | 0.0\% | - |
| \$151K-\$200K | 4 | 10 | 71.4\% | 0.8 | 18 | 0.0\% | 0.0\% | 0.0\% | 5.6\% | \$ | 174,533 | \$ | 177,181 | 101.5\% | 101.3\% | 28 | 94\% | 101.6\% | 8 | 0\% | 0.0\% | - | 6\% | 95.8\% | 366 |
| \$201K-\$250K | 4 | 9 | 69.2\% | 0.8 | 22 | 0.0\% | 0.0\% | 0.0\% | 0.0\% | \$ | 229,723 | \$ | 235,467 | 102.5\% | 102.5\% | 11 | 91\% | 102.7\% | 8 | 9\% | 100.5\% | 38 | 0\% | 0.0\% | - |
| \$251K-\$300K | 4 | 8 | 66.7\% | 0.3 | 45 | 0.0\% | 0.0\% | 0.0\% | 8.9\% | \$ | 281,360 | \$ | 288,986 | 102.7\% | 102.4\% | 12 | 89\% | 103.2\% | 8 | 11\% | 96.5\% | 46 | 0\% | 0.0\% |  |
| \$301K-\$350K | 4 | 11 | 73.3\% | 0.8 | 20 | 0.0\% | 0.0\% | 0.0\% | 35.0\% | \$ | 333,145 | \$ | 338,100 | 101.5\% | 101.0\% | 13 | 85\% | 102.1\% | 7 | 15\% | 94.7\% | 52 | 0\% | 0.0\% | - |
| \$351K-\$400K | 15 | 14 | 48.3\% | 1.2 | 48 | 0.0\% | 0.0\% | 0.0\% | 35.4\% | \$ | 381,981 | \$ | 384,416 | 100.6\% | 99.9\% | 19 | 83\% | 101.1\% | 7 | 15\% | 96.3\% | 41 | 2\% | 78.9\% | 309 |
| \$401K-\$500K | 34 | 24 | 41.4\% | 1.1 | 99 | 0.0\% | 0.0\% | 0.0\% | 34.3\% | \$ | 455,572 | \$ | 462,820 | 101.6\% | 101.1\% | 14 | 91\% | 101.7\% | 8 | 8\% | 96.3\% | 56 | 1\% | 85.0\% | 309 |
| \$501K-\$600K | 28 | 31 | 52.5\% | 1.1 | 97 | 0.0\% | 0.0\% | 0.0\% | 28.9\% | \$ | 560,118 | \$ | 568,665 | 101.5\% | 101.2\% | 11 | 90\% | 101.5\% | 7 | 10\% | 98.0\% | 46 | 0\% | 0.0\% | - |
| \$601K-\$750K | 41 | 36 | 46.8\% | 0.9 | 153 | 0.7\% | 0.7\% | 1.3\% | 38.6\% | \$ | 682,795 | \$ | 692,421 | 101.4\% | 101.0\% | 11 | 93\% | 101.3\% | 7 | 7\% | 97.4\% | 50 | 1\% | 99.6\% | 197 |
| \$751K-\$1.0M | 43 | 35 | 44.9\% | 2.0 | 91 | 0.0\% | 1.1\% | 1.1\% | 40.7\% | \$ | 850,817 | \$ | 867,090 | 101.9\% | 101.6\% | 16 | 87\% | 102.4\% | 6 | 11\% | 96.7\% | 47 | 2\% | 94.5\% | 238 |
| \$1.0M-\$1.5M | 22 | 25 | 53.2\% | 1.8 | 40 | 0.0\% | 0.0\% | 0.0\% | 75.0\% | \$ | 1,231,342 | \$ | 1,211,664 | 98.4\% | 98.3\% | 25 | 75\% | 97.6\% | 8 | 15\% | 95.4\% | 49 | 10\% | 107.6\% | 122 |
| \$1.5M-\$2.0M | 8 | 5 | 38.5\% | 1.6 | 12 | 0.0\% | 0.0\% | 0.0\% | 41.7\% | \$ | 1,739,583 | \$ | 1,723,946 | 99.1\% | 97.8\% | 48 | 83\% | 97.9\% | 16 | 8\% | 88.8\% | 38 | 8\% | 106.0\% | 375 |
| > \$2.0M | 9 | 2 | 18.2\% | n/a | 5 | 0.0\% | 0.0\% | 0.0\% | 140.0\% | \$ | 2,323,400 | \$ | 1,954,980 | 84.1\% | 84.8\% | 48 | 40\% | 88.2\% | 18 | 40\% | 73.9\% | 58 | 20\% | 100.0\% | 90 |
| TOTAL | 217 | 210 | 49.2\% | 1.2 | 653 | 0.2\% | 0.3\% | 0.5\% | 35.4\% | \$ | 626,823 | \$ | 630,577 | 100.6\% | 100.9\% | 15 | 88\% | 101.5\% | 7 | 10\% | 96.0\% | 48 | 2\% | 98.7\% | 217 |

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

