



Getting Better Results by Working Harder & Smarter Than the Competition!

Chicago "Traditional Markets" Analysis Prepared By Greg Nagel, Real Estate Broker & CPA

Broker Metrics analysis of attached single (condos), 2 bed 2 bath units over last 4 years.

Zip Codes Include: 60601-60607, 60611-60614, 60618, 60622, 60625, 60647, 60654, 60657, & 60661.

| | | | | | | % Diff |
|------------------------|----------------|----------------|----------------|----------------|-----------------|--------|
| | <u>Q1 2011</u> | <u>Q1 2012</u> | <u>Q1 2013</u> | <u>Q1 2014</u> | <u>13 to 12</u> | |
| Avg Median Sales Price | 339,000 | 315,000 | 340,000 | 377,500 | 11.03% | |
| Unit Closed | 408 | 484 | 573 | 590 | 2.97% | |
| Units Under Contract | <u>564</u> | <u>726</u> | <u>916</u> | <u>1,018</u> | <u>11.14%</u> | |
| Sub total Volume | 972 | 1,210 | 1,489 | 1,608 | 7.99% | |
| Avg Days on Market | 199 | 172 | 82 | 74 | -9.76% | |
| # Units for Sale | 3,854 | 2,935 | 2,173 | 2,353 | 8.28% | |

Analysis: Avg Days on Market is down 10% Combined with Low Inventory makes for a HOT Market!

