

Residential Market Analysis
-- Strategy Planning Guidelines --
New Lenox, Illinois

Prepared on behalf of:

Village of New Lenox
1 Veterans Parkway
New Lenox, IL 60451

June 27, 2024



TRACY CROSS & ASSOCIATES, INC.
REAL ESTATE MARKET ANALYSIS
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TRACY CROSS & ASSOCIATES, INC.
REAL ESTATE MARKET ANALYSIS

INTRODUCTION

At the request of the Village of New Lenox, Tracy Cross & Associates, Inc. evaluated the market potential for residential development in New Lenox, Will County, Illinois – a southwest suburb of Chicago. Specifically focusing upon *new construction housing* opportunities throughout the Village, this analysis establishes the following:

- Conclusions regarding the depth of the market (demand) for new construction residential development throughout New Lenox based upon pertinent economic, demographic, and residential trends which define the marketplace.
- Conclusions regarding highest-and-best residential uses within the Village over the next 5-10 years. These conclusions are based upon factors associated with the location of New Lenox, depth of market, demographic and socio-economic characteristics of existing and future households, and the alignment of residential developments, both existing and planned.
- Detailed recommendations regarding those housing forms viewed to hold measurable market support near- to mid-term. Investigative uses range from all forms of for sale housing such as condominiums, townhomes, villas/duplexes, single family, etc. to a variety of rental housing idioms. These recommendations address specific product types, plan styles/sizes, features/amenities, etc., along with benchmark pricing/rent strategies necessary to achieve acceptable levels of absorption. Please note that these recommendations will focus on all segments of the conventional market ranging from younger (entry level) profiles to active adult (55+) households.
- A geographic positioning strategy for the introduction of new housing development in New Lenox.

Note: All recommendations provided in this report give full consideration to current code requirements and/or standards currently represented in the Village, along with possible variations to these requirements/standards in selected areas (as appropriate).

WORK PLAN

The work plan for this assignment involved a series of inter-related research investigations as summarized below:

- A thorough investigation of New Lenox and surrounding areas to determine geographic boundaries of the local market area(s); identify factors which may impact residential potentials within the municipality; and examine areas that may be suitable for residential development.
- A detailed analysis of all relevant employment, demographic, and residential trends/statistics including a comprehensive evaluation of key socio-economic and income variables of area households.
- A thorough assessment of the *for sale* and *for rent* sectors of the local housing market (and adjoining areas as applicable). This assessment includes an evaluation of both the existing home market and the new construction sector.
- A demand forecast for residential development in and around New Lenox over the next 5-10 years.

THE REPORT

This report is divided into four sections. Of particular importance is **Section 1** which forwards detailed conclusions and recommendations regarding the highest-and-best housing options for development in New Lenox over the next several years. Not to be dismissed, however, are the remaining three sections which can be defined as *fundamentals*. **Section 2**, for instance, provides an outlook for future residential development in the market area based upon all demand-related variables, while **Sections 3 and 4** present a thorough analysis of market's current and future residential marketplace, i.e., both for sale and rental.

CERTIFICATION AND SIGNATURE

This analysis represents our objective and independent opinion regarding the market potential for new construction housing development in New Lenox, Will County, Illinois as certified below:

TRACY CROSS & ASSOCIATES, INC.

An Illinois Corporation

By:


Erik A. Doersching

Its:

President & CEO

Date: June 27, 2024





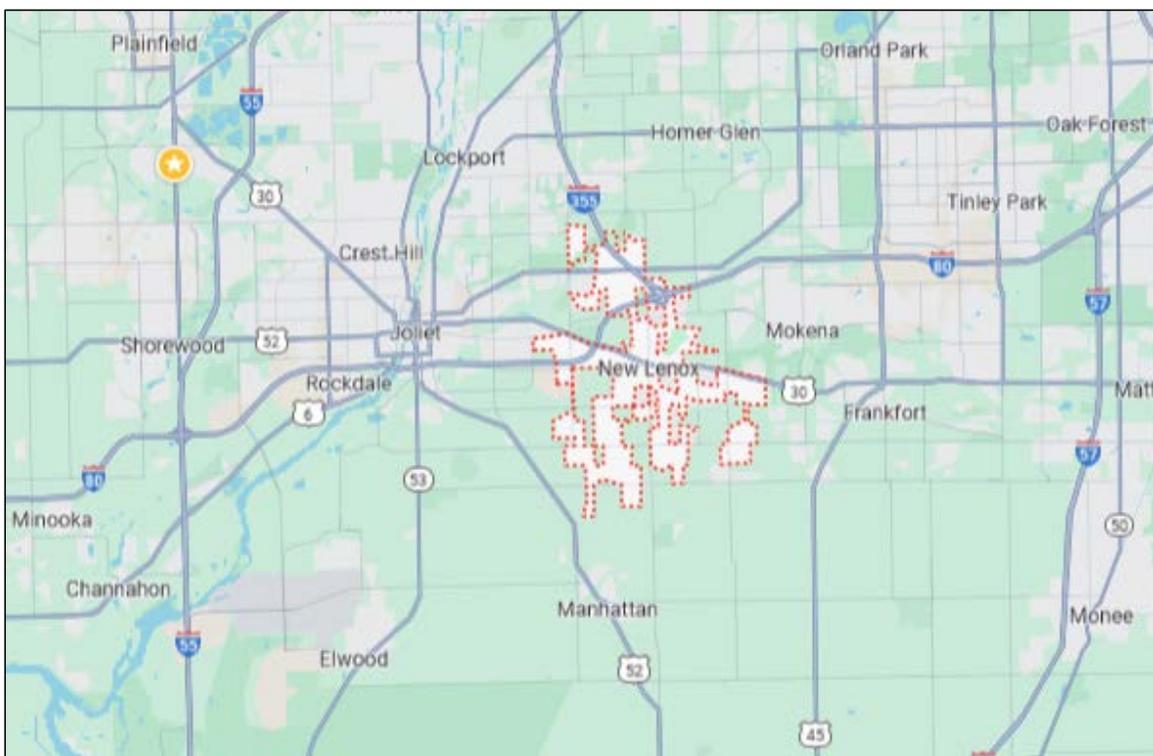
1. A FRAMEWORK FOR PLANNING

New Lenox is a village in central Will County, Illinois. It is a southwestern suburb of Chicago supporting an estimated 2024 population base of 27,649 distributed among 9,623 households. Since 1990, the Village's population base has *nearly tripled*. Among existing households, roughly 90 percent represent homeowners with the remaining 10 percent reflecting renter households. The median household income in New Lenox currently stands at \$120,718, a level 40.4 percent higher than the \$85,974 reflected for the 10-county Chicago metropolitan region.

New Lenox can be characterized as a highly desirable self-contained Village with “already in-place” concentrations of employment, shopping, services, transportation, and schools. Anchoring the local economy is Silver Cross Hospital with an employment base of more than 3,000. Two interstate expressways traverse the municipality (I-80 and I-355) with three others reachable within a reasonable drivetime (I-55, I-57 and I-294). Additionally, several major local arterials provide ease of access throughout the southwest suburban area. These include US-6, US-30, US-45 and US-52. Public transportation is provided by Metra rail service with two stations located within the Village. Travel times from New Lenox to downtown Chicago (via Metra) stands at roughly 40 minutes.



Residentially, over 83 percent of the housing in New Lenox currently consists of single family detached homes. The balance of housing in the Village consists of a mix of duplexes, townhomes and multifamily dwellings. Nearly 60 percent of all housing units in New Lenox have been constructed since 1990.



SUMMARY OF CONCLUSIONS AND RECOMMENDATIONS

The overall potential to successfully introduce additional new construction housing within the Village of New Lenox over the next 5-10 years is considered *strong*. In other words, future new construction residential opportunities in New Lenox are *significant* provided specific criteria can be met relative to product and price. Specifically, the market is showing clear signs of demand for a variety of market rate housing options ranging from various forms of for sale offerings to several rental alternatives.

This favorable conclusion, which will be fully supported in Sections 2, 3 and 4 of this report, is based primarily upon: 1) more than adequate demand to support a variety of new construction housing alternatives within the village; 2) notable supply-side constraints in the market; 3) an ample base of existing (and future) households with strong demographic profiles; 4) tightness (and certain disjointedness) in both the for sale and rental sectors of the market; 5) an excellent localized environment characterized by in-place employment, transportation, shopping/services, entertainment and recreation, along with quality schools; and 6) the opportunity to introduce strategically positioned housing product in a market with limited options.

Ultimately, the Village of New Lenox is in a unique position to help guide future residential development efforts in a direction of discipline and insight as it relates to specific products and geographic areas that will meet the demands of the market relative to product forms, unit types/styles and price/rent positioning.

Because housing demand is ample and, most importantly, will likely exceed supply over the next several years, the Village of New Lenox can look at a bifurcated approach to future residential development – an approach that will allow the municipality to maintain the integrity of its current housing stock, while also providing expanded housing choices for its current and future households.

- First, the Village can continue to accept proposals and/or promote housing development conforming to its current codes and regulations. This “business as usual” approach should be reserved for premium or prime site locations and/or those areas of the village bordering established neighborhoods where integrity needs to be maintained. In doing so, however, a tailored strategy regarding the product will help maximize marketability and absorption.

- Second, consideration should be given to the introduction of more transitional product alternatives not widely represented in the village and/or reflecting offerings that do not fully conform to current codes/regulations. In other words, the Village has an opportunity (if it so chooses) to broaden its housing options on non-premium or transitional sites within the municipality. Transitional sites generally consist of parcels located aligning arterial roadways, railroad tracks, non-residential uses, and smaller sites developed prior to the Village’s adoption of the current site and structure requirements.

A PLANNING STRATEGY: TRADITIONAL PRODUCTS

Because supply issues in New Lenox (and adjoining areas) are largely driven by depleting inventories, the following bullet-point summary provides specific product guidelines for establishing the most practical and marketable hierarchy of conventional/traditional for sale housing options for the Village over the next several years. These product recommendations, which, again, adhere to the Village’s current codes and regulations, should serve as a guide for planning and implementation efforts on premium or prime sites.

- Representing the first of four product lines in the “for sale” sector of the market, and to establish an overall hierarchy of traditional ownership product with efficiently designed plans, albeit tastefully appointed residences, is a moderate-density ***conventional townhome series***. This product line would include three separate conventional two-story plan types, each with two main living areas, a full unfinished basement, and a two-car, front-load garage. Plan sizes for this series, which will

average 1,825 square feet, should range from 1,700 to 1,950 square feet. Combined, the three individual plan offerings will be capable of attracting a broad range of buyer profiles, with attentive focus directed toward young professional singles and couples without children, couples in their initial stages of family formation and young families.

- ❑ Architecturally, the conventional townhome product can support either a traditional elevation scheme, or it can command something more contemporary/urban oriented, i.e., at the builder's discretion and dependent upon Village approvals. Overall, this product line would be configured in a series of four-unit buildings and can be done in standalone communities or with other products in a larger-scale development.



- ❑ Representing an alternative to the typical age-targeted ranch duplexes found in New Lenox (and elsewhere throughout the area), yet still directed toward the more mature, move-down home purchaser aged 55-74, an **attached ranch villa** ownership program is highly recommended. This product line, which should be configured in 4-unit buildings (duplexed/triplexed where necessary) would consist exclusively of single-level ranch plans, each with a full unfinished basement and a front-load two-car garage. Ranging in size from 1,500 to 1,800 square feet, the average attached villa unit would carry 1,650 square feet of living space. While directed toward the move-down consumer or empty-nester, which will remain a significant consumer group in and around New Lenox for the next 5-10+ years, this product line would be capable of attracting other segments of the market as well. Ultimately, the goal of creating a villa product with four units per building (as opposed to straight duplexes) would be to achieve a slightly higher density which would allow costs to be distributed across more units, leading to competitive prices, while staying within the purview of current codes and regulations.



- ❑ The first single family detached product line should consist of a **modest-lot traditional single family series** with front-access, two-car garages, and full unfinished basements. This product line, which would be configured on the Village's minimum lot size of 9,375 square feet, should be comprised of one single-level "ranch" plan and five traditional two-story units. Ranging in size from 1,900 to 2,900 square feet, and averaging roughly 2,400 square feet across the group, homes in this program should be configured on 75' wide homesites. Together, the six single family plans will appeal to a broad spectrum of single family home purchasers including young childless married couples, couples in their initial stages of family formation, and first- and second-time move up families. And, with the inclusion of a ranch plan, this series might also attract the 55 and older empty-nester segment as well, i.e., those desirous of a multi-generational living environment.



- ❑ Rounding out the the continuum (hierarchy) of traditional products at premium locations within the village would be a **higher-end conventional single family** series to be configured on the larger 90' wide lots. This product line should consist of at least four two-story plans extending from 3,000 to 3,600 square feet and averaging 3,300 square feet across the group. Geared toward second- and third-time move-up buyers, primarily families, this product would include standard three-car garages (either front- or side-load), along with full unfinished basements.



In meeting these criteria, **Exhibits 1.1 through 1.4** provide detailed guidelines regarding the suggested product lines, individual plan styles and unit sizes, along with benchmark price points, in today's dollars, viewed as appropriate for market entry and to achieve what one would view as reasonable sales rates.

As depicted, the conventional townhome series would support an average current dollar base sales price (not including options, upgrades or premiums) of \$386,990 while the ranch villas and two single family series would support average base prices of \$433,990, \$497,990 and \$611,490, respectively. At these price points, each housing type would generate sales rates close to the market average when cast against better-selling communities in the area provided a reasonable development size (total unit count) is maintained per program.

Note: estimated closing prices for the four conventional home series would be much higher standing at approximately \$417,900, \$468,700, \$537,800 and \$660,400, respectively.

It is important to mention that the benchmark prices established for the four conventional housing series are by no means arbitrary as they have been *carefully* determined so that each product line would maintain a competitive position in the market relative to comparable developments. For example, the two single family series will each occupy competitive, albeit modest above market value positions, compared to "like" developments in and around New Lenox (see **Exhibits 1.5 and 1.6**). The townhomes and ranch villas, in turn, have been positioned incrementally lower than the single family housing series in order to round out the overall continuum, while also maintaining appropriate positions in the market compared to similar developments within their same product classes. All told, with base sales prices concentrated in the \$400,000-\$599,999 range for all four conventional products, these home series will fall within the realm of where most sales are occurring throughout the market.

MASTER-PLANNED COMMUNITY DEVELOPMENT – A CONSIDERATION

Given the current availability of larger land assemblages within portions of New Lenox, consideration should be given to the creation of a true master-planned community whereby all four of the suggested traditional for sale product lines would be introduced within an amenity enhanced environment. Such a community could become a **destination point development** whereby the full hierarchy of conventional for sale residential products are combined (at a single location) with heavy landscaping and hardscaping, together with amenities such as pocket parks, walking/jogging/biking trails, playgrounds, sport courts, open space areas, etc., and *representing a true lifestyle environment*. Such a development (done properly) is generally absent in most areas of suburban Chicago and would most allow the Village of New Lenox to capture a *disproportionate share of market-wide conventional demand*, while also inducing spillover from other areas.



PRODUCT CRITERIA AND BENCHMARK PRICES - FOR SALE CONVENTIONAL TOWNHOMES
-- PREMIUM SITE LOCATIONS --
NEW LENOX, ILLINOIS

1.1

| Product Line Summary | |
|---|--|
| Product Form: | Conventional Townhomes (4-Unit Buildings) |
| Garage Condition: | 2-Car (Front Load) |
| Average Plan Size (Sq. Ft.): | 1,825 |
| Average Benchmark Base Price:⁽¹⁾ | \$386,990 |
| Per Sq. Ft.: | \$212.05 |
| Average Anticipated Closing Price:⁽²⁾ | \$417,900 |
| Per Sq. Ft.: | \$228.99 |
| Monthly Sales Rate (In Units) | 2.0 |
| Annual Sales Rate (In Units) | 24 |



| Plan Detail | | | |
|---|------------------|------------------|------------------|
| Plan Designation | TH-A | TH-B | TH-C |
| Plan Style | 2-Story | 2-Story | 2-Story |
| Bedrooms | 2+Loft/3 | 3 | 3+Flex |
| Baths | 2.5 | 2.5 | 2.5 |
| Unit Size (Sq. Ft.) | 1,700 | 1,825 | 1,950 |
| Benchmark Base Price: ⁽¹⁾ | \$375,990 | \$386,990 | \$397,990 |
| Per Sq. Ft.: | \$221.17 | \$212.05 | \$204.10 |
| Anticipated Closing Price:⁽²⁾ | \$406,100 | \$417,900 | \$429,800 |
| Per Sq. Ft.: | \$238.88 | \$228.99 | \$220.41 |

| Features and Amenities | | |
|---|--|---|
| <p>UNIT STANDARDS</p> <ul style="list-style-type: none"> ■ Luxury Plank Flooring in Main Living Areas ■ Quality Carpeting in Bedroom Areas ■ "White" Interior Paint Finish ■ Painted Trim ■ Direct-Wire Smoke Detectors Per Code ■ Cable/Satellite/Telephone Prewire ■ Paneled Doors ■ Smart-Home Technology ■ Air Conditioning ■ Designer Door Hardware ■ Designer Lighting Package ■ Private Patio/Backyard Area <p>CLOSETS, UTILITIES, AND LAUNDRY</p> <ul style="list-style-type: none"> ■ Walk-In MBR Closet (Per Plan) ■ Laminate Closet Shelving ■ Washer/Dryer Hook-Up ■ Linen Closet(s) ■ Programmable Thermostat | <p>KITCHEN FEATURES</p> <ul style="list-style-type: none"> ■ Quality Cabinetry ■ Luxury Plank Flooring ■ Four Burner Cooktop ■ Self Clean Single Oven-Stainless Steel ■ Built-In 5-Cycle Dishwasher-Stainless Steel ■ Refrigerator with Ice-Maker-Stainless Steel ■ Garbage Disposal ■ Microwave with Vent ■ Granite or Quartz Countertops ■ Double Bowl Stainless Steel Sink | <p>BATH/POWDER ROOM STANDARDS</p> <ul style="list-style-type: none"> ■ Ceramic Flooring ■ Granite or Quartz Vanity Tops ■ Quality Cabinetry ■ Ceramic Tub/Shower Surround <p>BUILDING FEATURES/AMENITIES</p> <ul style="list-style-type: none"> ■ Architecturally-Enhanced Exteriors ■ Extensive Hardscaping/Landscaping ■ Full Unfinished Basements ■ 4 Sides Masonry / 8 Feet High (As Required) <p>■ Recreational Components Will Depend Upon Scale of Community</p> |

⁽¹⁾ Benchmark base sales prices, which are presented in May 2024 dollars, do not include options, upgrades or premiums.

⁽²⁾ Includes an estimate for options, upgrades and premiums, i.e. 8.0 percent above the base sales price.

PRODUCT CRITERIA AND BENCHMARK PRICES - FOR SALE ATTACHED RANCH VILLAS
-- PREMIUM SITE LOCATIONS --
NEW LENOX, ILLINOIS

1.2

| Product Line Summary | |
|--|--|
| Product Form: | Attached Ranch Villas <i>(4-Unit Buildings - Duplexed/Triplexed Where Necessary)</i> |
| Garage Condition: | 2-Car (Front) |
| Average Plan Size (Sq. Ft.): | 1,650 |
| Average Benchmark Base Price:⁽¹⁾ Per Sq. Ft.: | \$433,990 \$263.02 |
| Average Anticipated Closing Price:⁽²⁾ Per Sq. Ft.: | \$468,700 \$284.06 |
| Monthly Sales Rate (In Units) | 2.0 |
| Annual Sales Rate (In Units) | 24 |



| Plan Detail | | | |
|---|------------------|------------------|------------------|
| Plan Designation | RV-A | RV-B | RV-C |
| Plan Style | Ranch | Ranch | Ranch |
| Bedrooms | 2+Den | 3 | 3 |
| Baths | 2.0 | 2.0 | 2.0 |
| Unit Size (Sq. Ft.) | 1,500 | 1,650 | 1,800 |
| Benchmark Base Price: ⁽¹⁾ | \$419,990 | \$433,990 | \$447,990 |
| Per Sq. Ft.: | \$279.99 | \$263.02 | \$248.88 |
| Anticipated Closing Price:⁽²⁾ | \$453,600 | \$468,700 | \$483,800 |
| Per Sq. Ft.: | \$302.40 | \$284.06 | \$268.78 |

| Features and Amenities | | |
|---|--|--|
| <p>UNIT STANDARDS</p> <ul style="list-style-type: none"> ■ Luxury Plank Flooring in Main Living Areas ■ Carpeting in Bedroom Areas ■ "White" Interior Paint Finish ■ Painted Trim ■ Direct-Wire Smoke Detectors Per Code ■ Cable/Satellite/Telephone Prewire ■ Paneled Doors ■ Smart-Home Technology ■ Air Conditioning ■ Designer Door Hardware ■ Designer Lighting Package ■ Private Patio/Backyard Area | <p>KITCHEN FEATURES</p> <ul style="list-style-type: none"> ■ Quality Cabinetry ■ Luxury Plank Flooring ■ Four Burner Cooktop ■ Self Clean Single Oven-Stainless Steel ■ Built-In 5-Cycle Dishwasher-Stainless Steel ■ Refrigerator with Ice-Maker-Stainless Steel ■ Garbage Disposal ■ Microwave with Vent ■ Granite or Quartz Countertops ■ Double Bowl Stainless Steel Sink | <p>BATH/POWDER ROOM STANDARDS</p> <ul style="list-style-type: none"> ■ Ceramic Flooring ■ Granite or Quartz Vanity Tops ■ Quality Cabinetry ■ Ceramic Tub/Shower Surround |
| <p>CLOSETS, UTILITIES, AND LAUNDRY</p> <ul style="list-style-type: none"> ■ Walk-In MBR Closet (Per Plan) ■ Laminate Closet Shelving ■ Washer/Dryer Hook-Up ■ Linen Closet(s) ■ Programmable Thermostat | <p>HOME FEATURES/AMENITIES</p> <ul style="list-style-type: none"> ■ Architecturally-Enhanced Exteriors ■ Extensive Hardscaping/Landscaping ■ Full Unfinished Basements ■ 4 Sides Masonry / 8 Feet High (As Required) | <p>■ Recreational Components Will Depend Upon Scale of Community</p> |

⁽¹⁾ Benchmark base sales prices, which are presented in May 2024 dollars, do not include options, upgrades or premiums.

⁽²⁾ Includes an estimate for options, upgrades and premiums, i.e. 8.0 percent above the base sales price.

PRODUCT CRITERIA AND BENCHMARK PRICES - CONVENTIONAL FOR SALE SINGLE FAMILY - SERIES 1
-- PREMIUM SITE LOCATIONS --
NEW LENOX, ILLINOIS

1.3

Product Line Summary

| | |
|---|----------------------|
| Product Form: | Single Family |
| Typical Lot Dimensions: | 75' x 125' |
| Typical Lot Size: | 9,375 Sq. Ft. |
| Standard Garage Condition: | 2-Car (Front) |
| Average Plan Size (Sq. Ft.): | 2,400 |
| Average Benchmark Base Price:⁽¹⁾ | \$497,990 |
| Per Sq. Ft.: | \$207.50 |
| Average Anticipated Closing Price:⁽²⁾ | \$537,800 |
| Per Sq. Ft.: | \$224.08 |
| Monthly Sales Rate (In Units) | 2.5 |
| Annual Sales Rate (In Units) | 30 |



Plan Detail

| | SF1-A | SF1-B | SF1-C | SF1-D | SF1-E | SF1-F |
|---|------------------|------------------|------------------|------------------|------------------|------------------|
| Plan Designation | SF1-A | SF1-B | SF1-C | SF1-D | SF1-E | SF1-F |
| Plan Style | Ranch | 2-Story | 2-Story | 2-Story | 2-Story | 2-Story |
| Bedrooms | 3 | 3+Flex | 4 | 4+Flex | 4+Flex | 4+Den+Flex |
| Baths | 2.0 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 |
| Unit Size (Sq. Ft.) | 1,900 | 2,100 | 2,300 | 2,500 | 2,700 | 2,900 |
| Benchmark Base Price: ⁽¹⁾ | \$477,990 | \$465,990 | \$483,990 | \$501,990 | \$519,990 | \$537,990 |
| Per Sq. Ft.: | \$251.57 | \$221.90 | \$210.43 | \$200.80 | \$192.59 | \$185.51 |
| Anticipated Closing Price:⁽²⁾ | \$516,200 | \$503,300 | \$522,700 | \$542,100 | \$561,600 | \$581,000 |
| Per Sq. Ft.: | \$271.68 | \$239.67 | \$227.26 | \$216.84 | \$208.00 | \$200.34 |

Features and Amenities

UNIT STANDARDS

- Luxury Plank Flooring in Main Living Areas
- Carpeting in Bedroom Areas
- "White" Interior Paint Finish
- Painted Trim
- Direct-Wire Smoke Detectors Per Code
- Cable/Satellite/Telephone Prewire
- Paneled Doors
- Smart-Home Technology
- Air Conditioning
- Designer Door Hardware
- Designer Lighting Package
- Private Patio/Backyard Area

KITCHEN FEATURES

- Quality Cabinetry
- Luxury Plank Flooring
- Four Burner Cooktop
- Self Clean Single Oven-Stainless Steel
- Built-In 5-Cycle Dishwasher-Stainless Steel
- Refrigerator with Ice-Maker-Stainless Steel
- Garbage Disposal
- Microwave with Vent
- Granite or Quartz Countertops
- Double Bowl Stainless Steel Sink

BATH/POWDER ROOM STANDARDS

- Ceramic Flooring
- Granite or Quartz Vanity Tops
- Quality Cabinetry
- Ceramic Tub/Shower Surround

CLOSETS, UTILITIES, AND LAUNDRY

- Walk-In MBR Closet (Per Plan)
- Laminate Closet Shelving
- Washer/Dryer Hook-Up
- Linen Closet(s)
- Programmable Thermostat

HOME FEATURES/AMENITIES

- Architecturally-Enhanced Exteriors
- Extensive Hardscaping/Landscaping
- Full Unfinished Basements
- Optional Three-Car Garage
- 4 Sides Masonry / 8 Feet High (As Required)

- Recreational Components Will Depend Upon Scale of Community

⁽¹⁾ Benchmark base sales prices, which are presented in May 2024 dollars, do not include options, upgrades or premiums.

⁽²⁾ Includes an estimate for options, upgrades and premiums, i.e. 8.0 percent above the base sales price.

PRODUCT CRITERIA AND BENCHMARK PRICES - CONVENTIONAL FOR SALE SINGLE FAMILY - SERIES 2
-- PREMIUM SITE LOCATIONS --
NEW LENOX, ILLINOIS

1.4

Product Line Summary

| | |
|---|---------------------------|
| Product Form: | Single Family |
| Typical Lot Dimensions: | 90' x 130' |
| Typical Lot Size: | 11,700 Sq. Ft. |
| Standard Garage Condition: | 3-Car (Front/Side) |
| Average Plan Size (Sq. Ft.): | 3,300 |
| Average Benchmark Base Price:⁽¹⁾ | \$611,490 |
| Per Sq. Ft.: | \$185.30 |
| Average Anticipated Closing Price:⁽²⁾ | \$660,400 |
| Per Sq. Ft.: | \$200.12 |
| Monthly Sales Rate (In Units) | 1.5 |
| Annual Sales Rate (In Units) | 18 |



Plan Detail

| Plan Designation | SF2-A | SF2-B | SF2-C | SF2-D |
|---|------------------|------------------|------------------|------------------|
| Plan Style | 2-Story | 2-Story | 2-Story | 2-Story |
| Bedrooms | 4+Flex | 4+Den+Flex | 4+Den+Flex | 4+Den+Flex |
| Baths | 2.5 | 2.5 | 2.5 | 2.5 |
| Unit Size (Sq. Ft.) | 3,000 | 3,200 | 3,400 | 3,600 |
| Benchmark Base Price: ⁽¹⁾ | \$582,990 | \$601,990 | \$620,990 | \$639,990 |
| Per Sq. Ft.: | \$194.33 | \$188.12 | \$182.64 | \$177.78 |
| Anticipated Closing Price:⁽²⁾ | \$629,600 | \$650,100 | \$670,700 | \$691,200 |
| Per Sq. Ft.: | \$209.87 | \$203.16 | \$197.26 | \$192.00 |

Features and Amenities

UNIT STANDARDS

- Luxury Plank Flooring in Main Living Areas
- Carpeting in Bedroom Areas
- "White" Interior Paint Finish
- Painted Trim
- Direct-Wire Smoke Detectors Per Code
- Cable/Satellite/Telephone Prewire
- Paneled Doors
- Smart-Home Technology
- Air Conditioning
- Designer Door Hardware
- Designer Lighting Package
- Private Patio/Backyard Area

KITCHEN FEATURES

- Quality Cabinetry
- Luxury Plank Flooring
- Four Burner Cooktop
- Self Clean Single Oven-Stainless Steel
- Built-In 5-Cycle Dishwasher-Stainless Steel
- Refrigerator with Ice-Maker-Stainless Steel
- Garbage Disposal
- Microwave with Vent
- Granite or Quartz Countertops
- Double Bowl Stainless Steel Sink

BATH/POWDER ROOM STANDARDS

- Ceramic Flooring
- Granite or Quartz Vanity Tops
- Quality Cabinetry
- Ceramic Tub/Shower Surround

CLOSETS, UTILITIES, AND LAUNDRY

- Walk-In MBR Closet (Per Plan)
- Laminate Closet Shelving
- Washer/Dryer Hook-Up
- Linen Closet(s)
- Programmable Thermostat

HOME FEATURES/AMENITIES

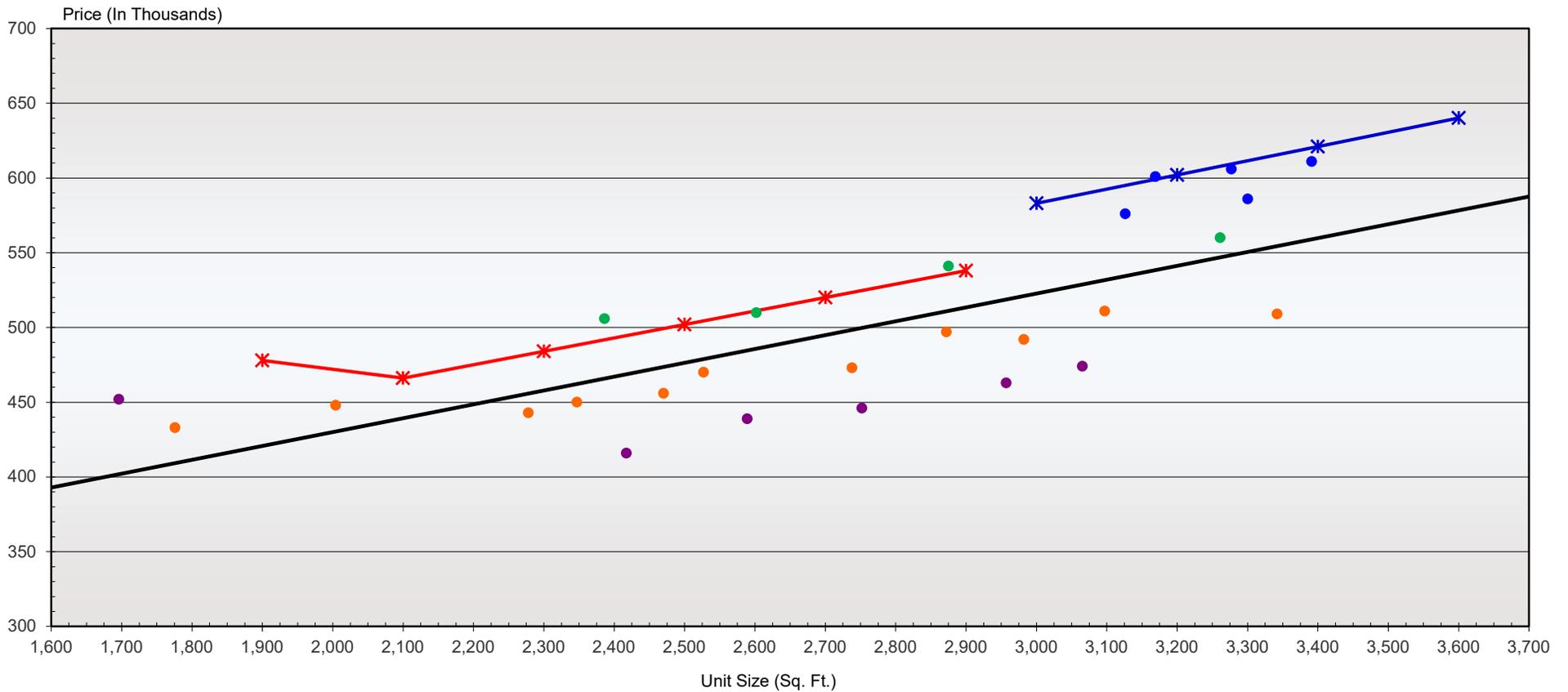
- Architecturally-Enhanced Exteriors
- Extensive Hardscaping/Landscaping
- Full Unfinished Basements
- 4 Sides Masonry / 8 Feet High (As Required)
- Recreational Components Will Depend Upon Scale of Community

⁽¹⁾ Benchmark base sales prices, which are presented in May 2024 dollars, do not include options, upgrades or premiums.

⁽²⁾ Includes an estimate for options, upgrades and premiums, i.e. 8.0 percent above the base sales price.

1.5

Price/Value Analysis Selected Better Selling Single Family Communities New Lenox and Surrounding Areas 1st Quarter 2024



Development (Sales Per Month Since Opening)



Price/value analysis uses a scatter diagram to graphically represent a set of observations found in today's marketplace, specifically the square footage of models offered and their associated sales prices. Regression analysis is then used to fit a line through the set of market observations that represent the "best fit" or average market line. This market line can then be used to predict the performance of a new, untested product line or offer explanations regarding the sales rate of currently available product lines.

1.6

Price/Value Analysis
 Selected Better Selling Single Family Communities
 New Lenox and Surrounding Areas
 1st Quarter 2024

| Plan Size (Sq. Ft.) | Average Market Price | Development/Location (Builder) | Average Plan Size (Sq. Ft.) | Average Base Sales Price | | Average Market Price | Price Variance From Market | Seasonally Adjusted, Annualized Rate 1Q2024 | Average Monthly Sales Rate Since Opening |
|------------------------|-------------------------|---|-----------------------------------|-----------------------------|----------------------|----------------------------|-------------------------------------|---|--|
| | | | | Dollars | Price Per Sq. Ft. | | | | |
| 1,600 | \$392,969 | Single Family - Series II | 3,300 | \$611,490 | \$185.30 | \$550,508 | +\$60,982 | --- | 1.5 (Forecast) |
| 1,700 | 402,236 | Gleneagles-Estates/Lemont (Pulte Group) | 3,253 | 595,990 | 183.21 | 546,152 | +49,838 | 24.81 | 2.5 |
| 1,800 | 411,503 | Single Family - Series I | 2,400 | 497,990 | 207.50 | 467,105 | +30,885 | --- | 2.5 (Forecast) |
| 1,900 | 420,770 | Gleneagles-Meadows/Lemont (Pulte Group) | 2,781 | 529,240 | 190.31 | 502,412 | +26,828 | 24.81 | 2.9 |
| 2,000 | 430,037 | | | | | | | | |
| 2,100 | 439,304 | --- Market --- | 2,742 | 498,798 | 181.91 | 498,798 | 0 | 37.21 | 2.8 |
| 2,200 | 448,571 | | | | | | | | |
| 2,300 | 457,838 | Silo Bend-SF/Lockport (M/I Homes) | 2,585 | 471,081 | 182.24 | 484,248 | -13,167 | 60.24 | 3.5 |
| 2,400 | 467,105 | Darby Farm/New Lenox (M/I Homes) | 2,579 | 448,323 | 173.81 | 483,723 | -35,400 | 38.98 | 2.0 |
| 2,500 | 476,372 | | | | | | | | |
| 2,600 | 485,639 | | | | | | | | |
| 2,700 | 494,906 | | | | | | | | |
| 2,800 | 504,173 | | | | | | | | |
| 2,900 | 513,440 | | | | | | | | |
| 3,000 | 522,707 | | | | | | | | |
| 3,100 | 531,974 | | | | | | | | |
| 3,200 | 541,241 | | | | | | | | |
| 3,300 | 550,508 | | | | | | | | |
| 3,400 | 559,775 | | | | | | | | |

Slope: \$92.67 per sq. ft.

Provided below are several items to consider if planning a destination-point master-planned community:

- ❑ To provide strong community infrastructure created around a theme of livability, functionality, walkability, and recreation/convenience.
- ❑ To create a community where emphasis is placed on multiple market segments ranging from younger singles and couples to families living, playing, and growing together; and where active adult residents can see and experience the vibrancy of youth. Establishing this reality would include the full combination of the four traditional product lines with appropriate, but marginally expensive, amenities.
- ❑ To create a community in which homes are carefully combined with pocket parks and other recreational uses – and that all are highly integrated and exposed for everyone to enjoy.



A PLANNING STRATEGY: ALTERNATIVE PRODUCTS

For site locations within the Village viewed as transitional or non-premium, *strong consideration* should be given to the introduction of new rental housing products where possible. As detailed later in this report, new construction rental apartments, along with other lower-density rental housing forms, would be extremely well received on the basis of the following key factors:

- ❑ New construction rental housing supply in the local market is extremely limited, especially in the Village of New Lenox.
- ❑ Demand for rental product is ample market-wide and is likely to exceed supply near- to mid-term.
- ❑ Multiple Class A rental housing options provide an avenue for younger professional households to reside in a community like New Lenox (or come back to where they grew up) – as a transition to buying a future home. Creating an incubated base of future homeowners is essential to any community’s sustainability. Currently, New Lenox’s share of households under the age of 35 is one of the lowest in suburban Chicago. Improving this representation will lead to a stronger for sale housing sector in the future.
- ❑ At the same time, offering rental housing options for those move-down, empty-nester households who are no longer desirous of owning a home, while also appealing to non-traditional households such as never-nested couples, divorcees, etc., is critical for maintaining the appropriate balance of housing within a community.
- ❑ In the Village of New Lenox and the areas immediately surrounding it, the representation of renter households stands at just 12.3 percent. In New Lenox, only 10.3 percent of all households are renters. For perspective, the share of renter households in suburban Chicago stands at nearly 30.0 percent.

With this said, it is our recommendation that the Village of New Lenox focus on two specific rental housing products for those transitional sites where such product would be an acceptable alternative for development. These two product lines, which are described in detail in the following paragraphs, include a two-story garden apartment program and a ranch villa rental series (and may require a loosening of current codes/regulations). Together, these two products will allow for a broad and varied mix of unit types, sizes, and rents capable of penetrating the threshold of middle to upper-end conventional renter households in

the marketplace – and those emanating to New Lenox in the years to come. In other words, the introduction of these two new construction product lines in New Lenox would allow the full breadth of mainstream renter profiles to be targeted. These include Millennials, also known as Echo Boomers or Generation Y, along with Centennials, also known as Generation Z (i.e., younger professional singles and couples without children), together with traditional and non-traditional households such as divorcees, middle-age singles, never-nested couples, singles living together as couples in a roommate condition, young families, etc., and, of course, the move-down empty-nester/active adult/pre-retiree/retiree aged 55 to 74 – *a segment which shows substantial growth near term – many of which desire a rental alternative in lieu of home ownership.*

- ❑ For planning purposes, the **two-story garden apartment program** should consist of a “private entry” product with a component of attached, direct-access garages. In this regard, one of the most successful garden-style developments in the Midwest consists of a series of eight-unit buildings (each with four direct-access one-car garages) or 16-unit buildings (each with eight direct-access one-car garages). With just 50 percent direct-access garages suggested per structure, two different versions of the garden apartment building should be designed in order for each of the individual floorplans to be offered *with a direct access garage* in one of the two building types. By following this formula, each plan offering would have a 50 percent representation of direct-access one-car garages.



- ❑ Individual designs for the garden apartment product should be broad and varied consisting of eight (8) floorplan types including one-bedroom, one-bedroom den, two-bedroom and two-bedroom den/three-bedroom offerings ranging in size from 600 to 1,250 square feet. Please note that the incorporation of dens into a few unit types will allow professional singles and couples a work-from-home option. Please also note that this product line would also be accompanied by buildings with optional detached garages. As such, renter profiles could elect either surface parking only; a detached garage; or a unit with an attached garage, thus giving future residents a full continuum of rental options to choose from as it relates to their choice of parking cast against their desired monthly payment based upon income. This scenario will also provide competitive consistency with other developments in the market, current and future.

- ❑ The **ranch villa rental program**, in turn, which would target households aged 55+, although not be restricted to this consumer segment, would consist of direct-entry single-level ranch-type townhome plans, most with one-car attached garages, but also including a two-car garage offering. Modeled, in part, after very successful empty nester ranches in other parts of the Midwest and suburban Chicago, this product line would consist of four different plan designs ranging from a one-bedroom residence at 725 square feet to a three-bedroom unit with 1,275 square feet. Ideally, this product line would be configured in 3-, 4-, 5- and 6-unit buildings (duplexed where necessary) with slab-on-grade construction.



- ❑ If elevated properly, the two rental housing products can exemplify tasteful suburban architecture and be very complimentary to for sale development initiatives elsewhere throughout the municipality.

For a detailed outline of the two suggested rental products (for possible introduction within transitional sites), consult **Exhibits 1.7 through 1.8**. As depicted, plan offerings are broad and varied, and reflect some of the most desirable floorplan alternatives among successful “like” products throughout the Midwest.

At benchmark **base** rents, and considering a 50 percent representation of direct access garages, the *garden apartment series* would support a *current dollar* base monthly lease rate of \$2,259 for a residence containing 925 square feet of livable area. This translates to a value ratio of \$2.44 per square foot. This average base rent level does not include premiums, application/administration fees, pet fees, utilities, or detached garages, but includes a specific set of unit features/community amenities as outlined.

For the *attached ranch villa rentals*, each of which includes a one- or two-car garage, a current dollar average base monthly lease rate of \$2,619 is reflected for 1,000 square feet of living space, or \$2.62 per square foot. This average does not include premiums, application/administration fees, pet fees or utilities.

While absorption will be dependent upon the scale of development, any garden apartment community of 150 or more total units (at the benchmark criteria) would achieve an absorption rate of 15+/- units monthly, while any ranch villa rental program of 100 or more units would lease units at a pace of 8+/- units monthly.

As highlighted in **Exhibits 1.9 and 1.10**, the garden apartment product line, at benchmark rents, would maintain a competitive position in the market when cast against the most formidable multifamily developments in and around New Lenox. The ranch villa rentals, in turn, have been positioned appropriately higher than the garden apartment program for comparable footage considering the enhancement of its lower density form, while also maintaining a similar value position compared to the only other new/newer ranch villa rental program in the market, i.e., Redwood Lockport. This development, which is currently absorbing units at a pace of 9.8 units per month, carries an average base rental rate of \$2,821 for 1,360 square feet of living space.

While transitional sites within the Village should be fully vetted regarding the adaptability of one or both of the suggested rental housing products, consideration should also be given to the introduction of a more **moderately priced townhome/rowhome series** in the *for sale* sector of the market. While this endeavor would certainly require a loosening of certain codes/regulations for selected sites, a higher-density townhome/rowhome series could provide housing for those ownership households desirous of a new construction home, but unable to afford one of the staple New Lenox for sale product lines highlighted earlier. This product line would include two separate three-story plan types, each with two main living areas configured over an integral two-car garage and a finished lower level. Additive to the three-story plans would be a raised ranch (split-foyer) end unit with one main living level configured over a two-car garage and finished lower level space. Plan sizes for this series, which should average 1,750 square feet, will range from 1,650 to 1,850 square feet including finished lower levels. This can be achieved in very efficient and cost effective 20'-22' wide modules. With rear-entry garages, individual buildings are generally designed to face one another, thus allowing for a small pedestrian greenway between buildings, or they can be configured fronting a street.



Overall, this product line can achieve a density of 12+/- units per acre (if configured in 6-unit buildings), thus allowing builders to distribute land and development costs across more units – in an attempt to bring prices *appropriately below* the more traditional townhome and ranch villa/duplex products. In addition, the “four sides masonry” requirement should be reconsidered for this product line on transitional sites, again, to allow for a more competitive pricing structure. In doing so, however, we are not suggesting that quality be minimized, nor is there implication that curb appeal be compromised. Instead, we are recommending that a strong use of colors *not materials* be utilized, which will portray quality to the consumer (and the community). This has been accomplished in numerous communities throughout the U.S. with specific reference made to re-development efforts at Stapleton Airport in Denver, among others.

PRODUCT CRITERIA AND BENCHMARK RENTS - TWO-STORY GARDEN APARTMENTS
-- TRANSITIONAL SITE LOCATIONS --
NEW LENOX, ILLINOIS

1.7

Product Line Summary

Product Form: *Two-Story Garden Apartments
(8- or 16-Unit Buildings with 4 or 8 Direct Access One-Car Garages Per Building)*

Density in Units Per Acre: 16.0

Average Plan Size (Sq. Ft.): 925

**Average Benchmark Base Rent w/50 % Garages:
Per Sq. Ft.:(1)** **\$2,259**
\$2.44



Plan Detail

| Plan Designation | A-1 | A-2 | A-3 | B | C-1 | C-2 | C-3 | D |
|--|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|
| Percent Distribution | 12.5 | 12.5 | 12.5 | 12.5 | 12.5 | 12.5 | 12.5 | 12.5 |
| Plan Type | 1BR | 1BR | 1BR | 1BR DEN | 2BR | 2BR | 2BR | 2BR DEN/3BR |
| Bedroom/Bath Mix | 1/1.0 | 1/1.0 | 1/1.0 | 1+Den/1.0 | 2/2.0 | 2/2.0 | 2/2.0 | 2+Den or 3/2.0 |
| Unit Size (Sq. Ft.) | 600 | 700 | 775 | 875 | 975 | 1,075 | 1,150 | 1,250 |
| Benchmark Base Rent w/o Garage:(1) Per Sq. Ft.:(1) | \$1,770 \$2.95 | \$1,900 \$2.71 | \$1,995 \$2.57 | \$2,125 \$2.43 | \$2,255 \$2.31 | \$2,385 \$2.22 | \$2,480 \$2.16 | \$2,660 \$2.13 |
| Benchmark Base Rent w/ Garage:(2) Per Sq. Ft.:(2) | \$1,895 \$3.16 | \$2,025 \$2.89 | \$2,120 \$2.74 | \$2,250 \$2.57 | \$2,380 \$2.44 | \$2,510 \$2.33 | \$2,605 \$2.27 | \$2,785 \$2.23 |

Unit Features and Community Amenities

UNIT STANDARDS

- Painted Trim
- Plank Flooring in Living Areas
- "White" Interior Paint Finish
- Direct Wire Smoke Detectors
- Cable/Satellite Access
- High-Speed Internet Connectivity
- USB Ports
- Air Conditioning
- Quality Door Hardware
- Quality Lighting Package
- Private Balcony/Patio

CLOSETS, UTILITIES, AND STORAGE

- Walk-In MBR Closet (Per Plan)
- Wire Closet Shelving
- Full Size Washer/Dryer (Stacked or Side-by-Side)
- Storage Area (Either In-Unit or Separate)
- Linen Closet(s)
- Programmable Thermostat

KITCHEN FEATURES

- Quality Wood Cabinetry
- Plank Flooring
- Self Clean Range Oven
- Built-In Dishwasher
- Refrigerator with Ice-Maker
- Garbage Disposal
- Microwave with Vent
- Hard Surface Countertops
- Stainless Steel Sink

**COMMUNITY FEATURES/AMENITIES (LARGE-SCALE DEVELOPMENTS)
(POSSIBLY SHARED W/RANCH VILLA RENTALS)**

- Architecturally-enhanced Exteriors
- Secured Access Entry Per Unit
- Clubhouse w/ Community Room, Kitchen, Fitness Center, E-Lounge, Etc.
- Outdoor Fireside Lounge & Grilling Stations
- Outdoor Swimming Pool/Deck Area
- Dog Park & Dog Washing Station

BATH/POWDER ROOM STANDARDS

- Plank Flooring
- Hard Surface Vanity Tops
- Quality Cabinetry
- Ceramic Tub/Shower Surround
- Framed Glass Mirror Over Vanity

- Trail System
- Sport Courts/Playground
- Extensive Landscaping/Hardscaping
- Wi-Fi in all Common Areas
- Direct Access Garages at 50%
- Adequate Surface Parking⁽³⁾
- Detached Garages @ \$65 Monthly Per Space

⁽¹⁾ Benchmark base monthly rents, which are presented in May 2024 dollars, reflect the posted base rents for units without direct access garages. They do not include potential premiums for corner units, floor or view. They also do not include application/administration fees, pet fees, storage rental, utilities, or detached garages.

⁽²⁾ Benchmark base monthly rents, which are presented in May 2024 dollars, reflect the posted base rents for units with direct access garages. They do not include potential premiums for corner units, floor or view. They also do not include application/administration fees, pet fees, storage rental, utilities, or detached garages.

⁽³⁾ Based upon the recommended unit mix, and considering 50 percent of all units will have direct-access one-car garages, surface parking should carry a 1.0 to 1.0 space-to-unit ratio, or an overall parking ratio (including both surface and garages) of 1.6 to 1.0 for any development with this product. Please keep in mind that the incorporation of detached garages would reduce the required number of surface spaces proportionately.

PRODUCT CRITERIA AND BENCHMARK RENTS - RANCH VILLA RENTALS
-- TRANSITIONAL SITE LOCATIONS --
NEW LENOX, ILLINOIS

1.8

Product Line Summary

Product Form: *Single-Level Ranch Villas w/Attached Garages - Slab on Grade/No Basements (3-, 4-, 5- and/or 6-Unit Buildings-Duplexed Where Necessary)*

Density in Units Per Acre: 10.0

Average Plan Size (Sq. Ft.): 1,000

Average Benchmark Base Rent: \$2,596
Per Sq. Ft.:(1) \$2.60



Plan Detail

| Plan Designation | A | B | C | D |
|-------------------------|---------|-----------|---------|----------------|
| Percent Distribution | 25.0 | 25.0 | 25.0 | 25.0 |
| Plan Type | 1BR | 1BR DEN | 2BR | 2BR DEN/3BR |
| Garage Condition | 1-Car | 1-Car | 1-Car | 2-Car |
| Bedroom/Bath Mix | 1/1.0 | 1+Den/1.0 | 2/2.0 | 2+Den or 3/2.0 |
| Unit Size (Sq. Ft.) | 725 | 925 | 1,075 | 1,275 |
| Benchmark Base Rent:(1) | \$2,200 | \$2,470 | \$2,665 | \$3,050 |
| Per Sq. Ft.:(1) | \$3.03 | \$2.67 | \$2.48 | \$2.39 |

Unit Features and Community Amenities

UNIT STANDARDS

- Painted Trim
- Plank Flooring in Living Areas
- "White" Interior Paint Finish
- Direct Wire Smoke Detectors
- Cable/Satellite Access
- High-Speed Internet Connectivity
- USB Ports
- Air Conditioning
- Quality Door Hardware and Lighting Package
- Private Patio

KITCHEN FEATURES

- Quality Wood Cabinetry
- Plank Flooring
- Self Clean Range Oven
- Built-In Dishwasher
- Refrigerator with Ice-Maker
- Garbage Disposal
- Microwave with Vent
- Hard Surface Countertops
- Stainless Steel Sink

BATH/POWDER ROOM STANDARDS

- Plank Flooring
- Hard Surface Vanity Tops
- Quality Cabinetry
- Ceramic Tub/Shower Surround
- Framed Glass Mirror Over Vanity

CLOSETS, UTILITIES, AND STORAGE

- Walk-In MBR Closet (Per Plan)
- Wire Closet Shelving
- Full Size Washer/Dryer (Stacked or Side-by-Side)
- Storage Area (Either In-Unit or Separate)
- Linen Closet(s)
- Programmable Thermostat

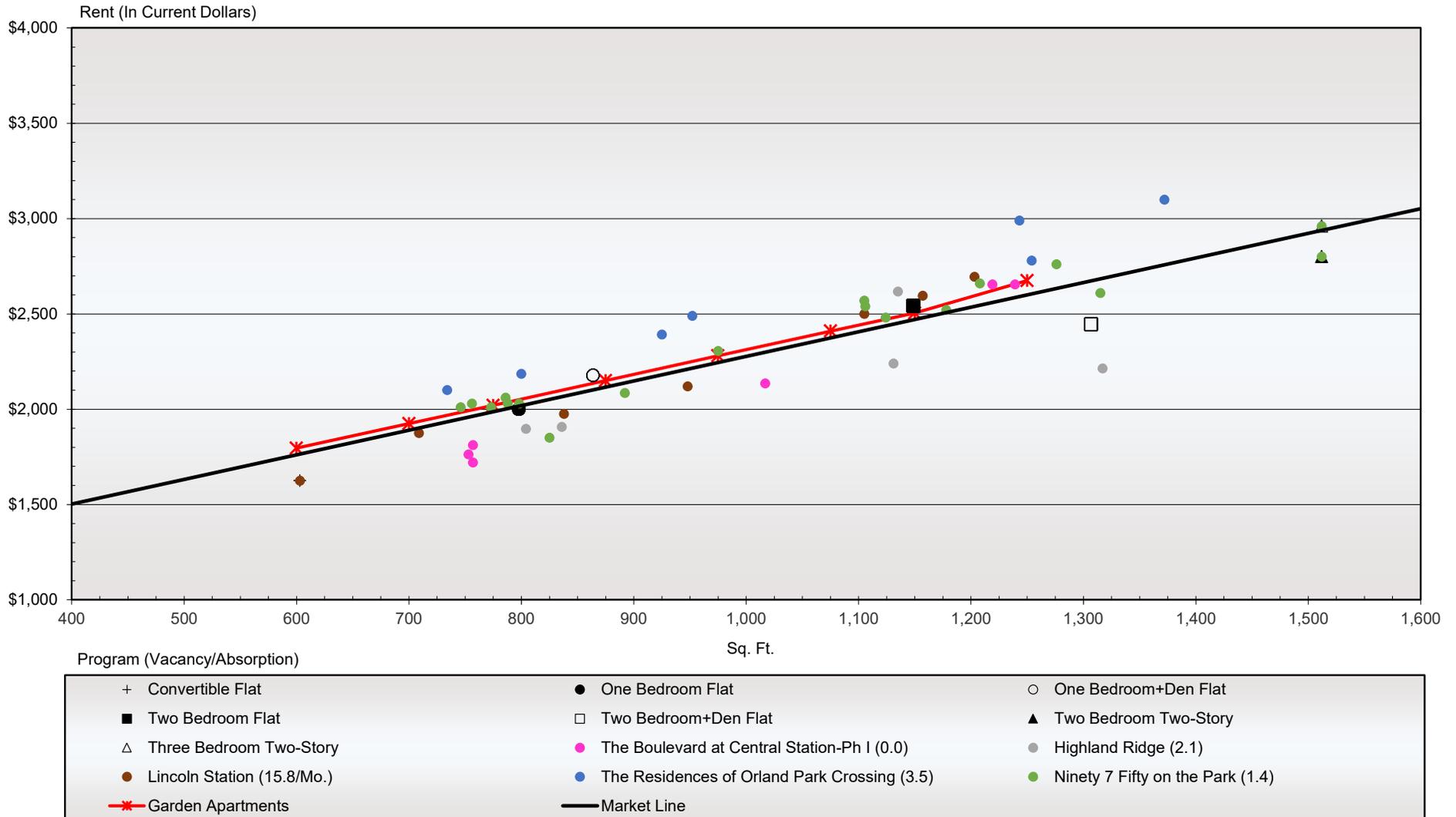
**COMMUNITY FEATURES/AMENITIES (LARGE-SCALE DEVELOPMENTS)
(POSSIBLY SHARED W/GARDEN APARTMENTS)**

- | | |
|---|---|
| <ul style="list-style-type: none"> ■ Architecturally-enhanced Exteriors ■ Secured Access Entry Per Unit ■ Clubhouse w/ Community Room, Kitchen, Fitness Center, E-Lounge, Etc. ■ Outdoor Fireside Lounge & Grilling Stations ■ Outdoor Swimming Pool/Deck Area ■ Trail System | <ul style="list-style-type: none"> ■ Dog Park ■ Dog Washing Station ■ Sport Courts/Playground ■ Extensive Landscaping/Hardscaping ■ Wi-Fi in all Common Areas ■ Direct Access Garages at 100% ■ Additional Surface Parking |
|---|---|

(1) Benchmark base monthly rents, which are presented in May 2024 dollars, reflect the posted base rents, each of which includes an attached garage. They do not include potential premiums for end units or view. They also do not include application/administration fees, pet fees, storage rental, or utilities.

1.9

Rent/Value Analysis Selected Apartment Communities New Lenox and Surrounding Areas 1st Quarter 2024



Rent/value analysis uses a scatter diagram to graphically represent a set of observations found in today's marketplace, specifically the square footage of units offered and their associated rent levels. Regression analysis is then used to fit a line through the set of market observations that represent the "best fit" or average market line. This market line can then be used to predict the performance of a new, untested product line or offer explanations regarding the occupancy/absorption rates of currently available product lines.

1.10

Rent/Value Analysis Selected Apartment Communities New Lenox and Surrounding Areas 1st Quarter 2024

| Plan Size (Sq. Ft.) | Average Market Rent | Program/Location | Year Built | Total Units | Average Plan Size (Sq. Ft.) | Average Posted Base Rent | | Average Base Market Rent | Price Variance From Market | Vacancy Rate / Absorption (Units/Mo.) |
|------------------------|------------------------|---|---------------|----------------|-----------------------------------|-----------------------------|---------------------|-----------------------------------|-------------------------------------|--|
| | | | | | | Dollars | Rent per Sq. Ft. | | | |
| 400 | \$1,502 | The Res. of Orland Park Crossing (Flats Only)/Orland Park | 2016 | 168 | 979 | \$2,482 | \$2.54 | \$2,249 | +\$233 | 3.5 |
| 500 | 1,631 | ⁽¹⁾ Ninety 7 Fifty on the Park/Orland Park | 2012 | 295 | 930 | 2,235 | 2.40 | 2,186 | +49 | 1.4 |
| 600 | 1,760 | Garden Apts (Adjusted for Garage Condition) | --- | --- | 925 | 2,196 | 2.37 | 2,179 | +17 | --- |
| 700 | 1,889 | | | | | | | | | |
| 800 | 2,018 | ---- Market Average ---- | --- | --- | 961 | 2,226 | 2.32 | 2,226 | 0 | 2.2 / 15.8/Mo. |
| 900 | 2,147 | | | | | | | | | |
| 1,000 | 2,276 | Lincoln Station/New Lenox | 2023 | 220 | 927 | 2,174 | 2.35 | 2,182 | -8 | 15.8/Mo. |
| 1,100 | 2,405 | The Boulevard at Central Station-Ph I/Tinley Park | 2021 | 66 | 909 | 2,035 | 2.24 | 2,159 | -124 | 0.0 |
| 1,200 | 2,534 | Highland Ridge/Lockport | 2019 | 240 | 1,015 | 2,104 | 2.07 | 2,296 | -192 | 2.1 |
| 1,300 | 2,663 | | | | | | | | | |
| 1,400 | 2,792 | | | | | | | | | |
| 1,500 | 2,921 | | | | | | | | | |
| 1,600 | 3,050 | | | | | | | | | |

Slope: \$1.29 per sq. ft.

⁽¹⁾ Rents adjusted to reflect value of enclosed garage space included in the rent; utilized for analytical purposes only.

For details regarding the townhome/rowhome series for transitional sites, consult **Exhibit 1.11**. As depicted, base sales prices in the mid- to upper-\$300,000s will allow for a healthy sales rate of 36 units annually per development with this product.

PUTTING IT ALL TOGETHER

As mentioned earlier, the integration of Class A rental housing products and a moderately priced for sale alternative (on transitional sites), coupled with the full continuum of conventional products (on premium sites) will provide for a hierarchy of new construction housing capable of attracting and retaining a broad range of consumer segments for years to come. In fact, the full continuum of products – starting with the garden apartments and extending up through high-end single family homes – will appeal to the bulk of households in the market, i.e., those earning \$70,000 or more annually. Currently, households earning less than \$150,000 annually have very few new construction choices in the Village. All told, in New Lenox and surrounding areas, the pool of households with incomes of \$70,000 or more currently accounts for a full 70 percent of the total with 37 percent earning between \$70,000 and \$149,999 and the other 33 percent earning \$150,000+.

The importance of working toward a true hierarchy of housing will better serve the Village’s own base of employment. For example, just 10.4 percent of all employees at Silver Cross Hospital reside in New Lenox

RESIDENCY CHARACTERISTICS / SILVER CROSS HOSPITAL EMPLOYEES: 2024

| Current Residency of Employees | Number | Percent of Total |
|-----------------------------------|--------------|------------------|
| Joliet | 536 | 16.2 |
| <i>New Lenox</i> | <i>343</i> | <i>10.4</i> |
| Lockport | 192 | 5.8 |
| Plainfield | 165 | 5.0 |
| Mokena | 152 | 4.6 |
| Tinley Park | 152 | 4.6 |
| Orland Park | 151 | 4.5 |
| Manhattan | 128 | 3.9 |
| Frankfort | 124 | 3.8 |
| Other South/Southwest/West Suburb | 1,336 | 40.4 |
| Indiana | 19 | 0.6 |
| Elsewhere | 8 | 0.2 |
| Total Number of Employees | 3,306 | 100.0 |

Source: Silver Cross Hospital

To summarize, by broadening the range of housing options throughout New Lenox with careful attention to site selection, the Village will be in a much better position to attract and retain the full breadth of household profiles, while still maintain the integrity of existing residential areas within the community.

PRODUCT CRITERIA AND BENCHMARK PRICES - FOR SALE TOWNHOMES/ROWHOMES
-- TRANSITIONAL SITE LOCATIONS --
NEW LENOX, ILLINOIS

1.11

| Product Line Summary | |
|---|--|
| Product Form: | Courtyard-Style Townhomes/Rowhomes (6-Unit Buildings Ideally) |
| Garage Condition: | 2-Car (Rear Load) |
| Average Plan Size (Sq. Ft.): | 1,750 |
| Average Benchmark Base Price:⁽¹⁾ | \$344,990 |
| Per Sq. Ft.: | \$197.14 |
| Average Anticipated Closing Price:⁽²⁾ | \$369,200 |
| Per Sq. Ft.: | \$210.97 |
| Monthly Sales Rate (In Units) | 3.0 |
| Annual Sales Rate (In Units) | 36 |



| Plan Detail | | | |
|---|------------------|------------------|--|
| Plan Designation | RH-A | RH-B | RH-C |
| Plan Style | 3-Story | 3-Story | Raised Ranch/Split Foyer (Always an End Unit) |
| Bedrooms | 2 | 2+Loft+Flex | 3+Flex |
| Baths | 2.5 | 2.5 | 2.5 |
| Unit Size (Sq. Ft.) | 1,650 | 1,750 | 1,850 |
| Benchmark Base Price: ⁽¹⁾ | \$330,990 | \$339,990 | \$363,990 |
| Per Sq. Ft.: | \$200.60 | \$194.28 | \$196.75 |
| Anticipated Closing Price:⁽²⁾ | \$354,200 | \$363,800 | \$389,500 |
| Per Sq. Ft.: | \$214.67 | \$207.89 | \$210.54 |

| Features and Amenities | | |
|---|--|--|
| <p>UNIT STANDARDS</p> <ul style="list-style-type: none"> ■ Luxury Plank Flooring in Main Living Areas ■ Quality Carpeting in Bedroom Areas ■ "White" Interior Paint Finish ■ Painted Trim ■ Direct-Wire Smoke Detectors Per Code ■ Cable/Satellite/Telephone Prewire ■ Paneled Doors ■ Smart-Home Technology ■ Air Conditioning ■ Designer Door Hardware ■ Designer Lighting Package ■ Private Balcony <p>CLOSETS, UTILITIES, AND LAUNDRY</p> <ul style="list-style-type: none"> ■ Walk-In MBR Closet (Per Plan) ■ Laminate Closet Shelving ■ Washer/Dryer Hook-Up ■ Linen Closet(s) ■ Programmable Thermostat | <p>KITCHEN FEATURES</p> <ul style="list-style-type: none"> ■ Quality Cabinetry ■ Luxury Plank Flooring ■ Four Burner Cooktop ■ Self Clean Single Oven-Stainless Steel ■ Built-In 5-Cycle Dishwasher-Stainless Steel ■ Refrigerator with Ice-Maker-Stainless Steel ■ Garbage Disposal ■ Microwave with Vent ■ Granite or Quartz Countertops ■ Double Bowl Stainless Steel Sink | <p>BATH/POWDER ROOM STANDARDS</p> <ul style="list-style-type: none"> ■ Ceramic Flooring ■ Granite or Quartz Vanity Tops ■ Quality Cabinetry ■ Ceramic Tub/Shower Surround <p>BUILDING FEATURES/AMENITIES</p> <ul style="list-style-type: none"> ■ Architecturally-Enhanced Exteriors ■ Extensive Hardscaping/Landscaping ■ Finished Lower Levels in Lieu of Basement ■ Recreational Components Will Depend Upon Scale of Community |

⁽¹⁾ Benchmark base sales prices, which are presented in May 2024 dollars, do not include options, upgrades or premiums, although a premium has been applied to the RH-C raised ranch plan, which is always an end unit.

⁽²⁾ Includes an estimate for options, upgrades and premiums, i.e. 7.0 percent above the base sales price.

PRODUCT CLARIFICATION

Please keep in mind that while our product guidelines are very specific, there are a number of derivatives to each of the recommended generic forms that could evolve through the design efforts of individual builders/developers – or through the overall implementation process when evaluating both premium and transitional sites. However, when considering any derivatives during the course of the planning process, it is still important to follow the general parameters outlined for each of the recommended products relative to unit types, bedroom counts, prices, rents, etc., in order to insure acceptable sales and/or absorption.

In addition, consideration can certainly be given to the introduction of other generic forms on the basis of the imbalance that exists market-wide between supply and demand – but done so with the same general planning strategy in mind.



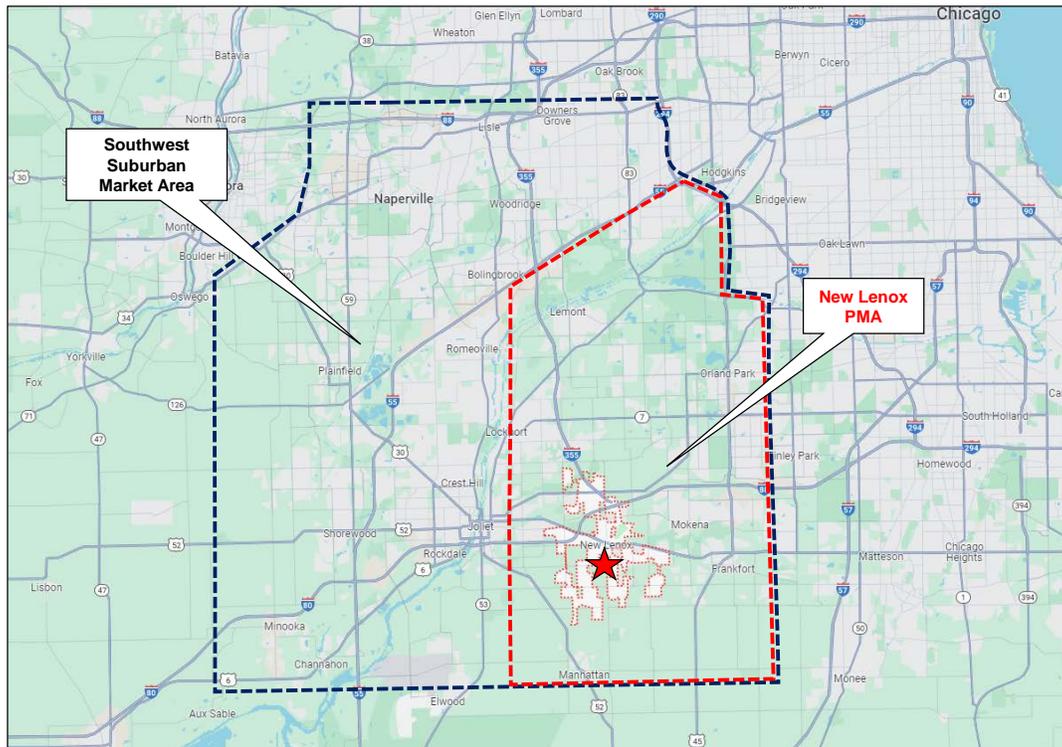


2. MARKET FUNDAMENTALS FOR NEW CONSTRUCTION HOUSING

Any new residential development within the Village of New Lenox will receive its primary demand support from a localized area that includes the townships of New Lenox itself, along with Homer, Frankfort, Green Garden and Manhattan in Will County, along with Lemont, Orland and Palos in Cook County. This geographic area, defined as the *New Lenox Primary Market Area (PMA)*, forms a homogeneous component of the southwest suburbs defined by its dependence upon like sources of employment; commuting patterns; socio-economic similarities in demographic and household composition; and the alignment and location of new/newer residential developments which will serve as sources of competitive influence on future initiatives within the municipality.

Provided below is a geographic delineation of the New Lenox PMA as a part of the broader Southwest Suburban Market Area.

**GEOGRAPHIC DELINEATION
NEW LENOX PMA (AS A PART OF THE SOUTHWEST SUBURBAN MARKET AREA)**



Source: Tracy Cross & Associates, Inc. and Google Maps

POPULATION AND HOUSEHOLDS

Despite the built-out nature of several portions of the New Lenox PMA (primarily to the north/northeast), coupled with cyclical variations in the market, population and household growth has remained positive. For example, based upon recent Census data, household growth during the 2010-2020 period totaled 8,050, or 806 per year, dropping only slightly to a pace of 729 yearly during the most recent 2020-2024 period. This latter timeframe was impacted by the limited amount of growth during the six-month period following

the onset of the Covid-19 pandemic, but also benefitted, to a certain extent, from the outmigration of households from more urban areas of Chicago to suburban locales during the latter part of the pandemic.

According to estimates by Environics Analytics (through its review of Census Bureau data and its annual American Community surveys), household additions in New Lenox PMA during the 2024-2029 forecast period will average another 648 per year.

**POPULATION AND HOUSEHOLD TRENDS
NEW LENOX PMA**

| Area | 2010 | 2020 | 2024 (Estimate) | 2029 (Projected) | Average Annual Change | | |
|----------------------|---------|---------|--------------------|---------------------|-----------------------|----------------|----------------|
| | | | | | 2010 - 2020 | 2020 - 2024 | 2024 - 2029 |
| Population | | | | | | | |
| New Lenox PMA | 322,834 | 337,442 | 342,690 | 347,540 | +1,461 | +1,312 | +970 |
| Village of New Lenox | 25,795 | 27,214 | 27,649 | 28,036 | +142 | +109 | +77 |
| Percent of PMA | 8.0 | 8.1 | 8.1 | 8.1 | --- | --- | --- |
| Households | | | | | | | |
| New Lenox PMA | 114,514 | 122,569 | 125,485 | 128,725 | +806 | +729 | +648 |
| Village of New Lenox | 8,589 | 9,425 | 9,623 | 9,883 | +84 | +50 | +52 |
| Percent of PMA | 7.5 | 7.7 | 7.7 | 7.7 | --- | --- | --- |

Source: U.S. Census Bureau, Environics Analytics; 2024 *Demographic Snapshot* and Tracy Cross & Associates, Inc.

Overall, the established base of households represented in the New Lenox PMA is viewed as *substantial* standing at an estimated 125,485 in 2024 – increasing to 128,725 by 2029, with total population nearing the 350,000 level in just five years. Relative to household tenure, the PMA’s current (2024) household base is distributed between 110,050 (87.7 percent) in the ownership sector and 15,435 (12.3 percent) in the rental category. For reference, household tenure throughout the entire Southwest Suburban Market Area stands at 339,349 ownership households (78.4 percent) and 93,494 renter households (21.6 percent).

In the Village of New Lenox, there are currently an estimated 9,623 total households distributed among 8,632 owners (89.7 percent) and 991 renters (10.3 percent).

Overall, the New Lenox PMA is relatively affluent with an estimated 2024 median household income of \$108,736 reflected, which is slightly higher than the median noted for the overall Southwest Suburban Market Area (see *Appendix Table A1*). In addition, the PMA’s median household income is some 26.4 percent higher than the \$85,974 median reflected for the 10-county Chicago metropolitan area as a whole.

In the Village of New Lenox, the estimated 2024 median household income stands at \$120,718, a level 11.0 percent higher than the host PMA.

Relative to household composition, the number of households in the various age brackets from 35-74 are, for the most part, evenly distributed throughout the PMA; however, the Under 35 age category contains a more modest share, even compared to the 75-84 classification (see *Appendix Table A2*). Specifically, the number of households under the age of 35 in the New Lenox PMA stands at 12,674, or a 10.1 percent share of all households. In the entire Southwest Suburban Market Area, households under the age of 35 account for a 13.0 share, and in the entire Chicago region, the share position for this profile stands at 17.8 percent.

For reference, in the Village of New Lenox, the number of households under the age of 35 accounts for 10.9 percent of all households, while the other categories from 35-74 account for shares ranging from 17.1 to 23.0 percent.

As highlighted in the following text table, most of the age groups among households in the New Lenox PMA are expected to show growth over the next five years – led by the 65-74 age segment.

**HOUSEHOLD GROWTH BY AGE GROUP
-- NEW LENOX PMA AND THE VILLAGE OF NEW LENOX, ILLINOIS --**

| Age Range | New Lenox PMA | | Village of New Lenox | |
|--------------|----------------|----------------|----------------------|--------------|
| | 2024 | 2029 | 2024 | 2029 |
| Under 35 | 12,674 | 12,824 | 1,058 | 1,094 |
| 35-44 | 20,203 | 20,109 | 1,795 | 1,776 |
| 45-54 | 22,587 | 22,710 | 1,908 | 1,877 |
| 55-64 | 27,481 | 27,501 | 2,209 | 2,167 |
| 65-74 | 24,470 | 26,055 | 1,643 | 1,803 |
| 75 and over | 18,070 | 19,526 | 1,010 | 1,166 |
| Total | 125,485 | 128,725 | 9,623 | 9,883 |

Source: Environics Analytics: 2024 Demographic Snapshot Report.

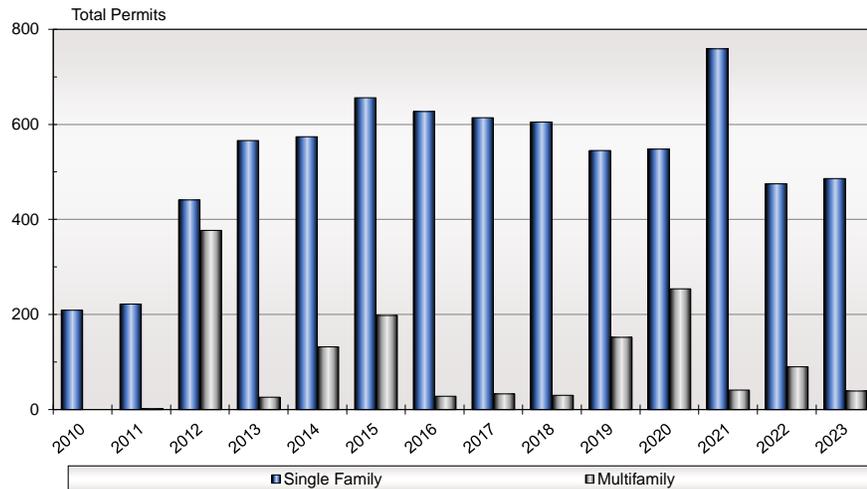
Please note that future population and household estimates for the Village of New Lenox (as provided by Environics Analytics) assume standard growth initiatives based, primarily, on historic trends. Upside potentials certainly exist with a focused directive toward residential growth.

RESIDENTIAL BUILDING ACTIVITY

Since 2010, the New Lenox PMA has recorded an average of 624 residential building permits per year ranging from a recessionary-impacted low of 209 units in 2010 to a high of 854 in 2015. The level of construction activity since 2010 generally coincides with household growth trends in the PMA.

Historically, single family permit authorizations have been generally steady, although major fluctuations have occurred in the multifamily (apartment) sector, primarily resulting from the cyclical nature of approvals for this product form. As highlighted in the adjacent table, and detailed further in *Appendix Table A3*, multifamily authorizations have ranged from zero permits during a given year to a high of 377 units in 2012.

**RESIDENTIAL PERMIT TRENDS: NEW LENOX PMA
2010 – 2023**



Source: U.S. Department of Commerce, Bureau of the Census: *C-40 Construction Reports*

Over the last 14 years, the New Lenox PMA has consistently captured *one-third* of all residential construction activity in the Southwest Suburban Market Area, albeit just 7.0 percent of all housing permits in the Chicago region's entire suburban area.

EMPLOYMENT

Fueling residential construction activity and the influx of new households in the New Lenox PMA is the area's generally healthy employment picture. New Lenox, while supporting its own internal economy with various concentrations of localized employment, is also within a reasonable driving distance to employment clusters in other areas of the Chicago region. Specifically, the Village's relative proximity to five major interstate expressways provides area residents reasonable access to significant concentrations of employment and over one million suburban private sector jobs aligning the I-55, I-57, I-80, I-294 and I-355 corridors, primarily throughout Will County; south/southwest and western Cook County; and southern DuPage County. These jobs can all be reached within an approximate 45-minute commuting time.

**CURRENT PRIVATE SECTOR EMPLOYMENT
-- SUBURBAN AREAS INCLUDING AND PROXIMATE TO NEW LENOX --**

| Area | Total Private Sector Jobs: 2023 |
|---|---------------------------------|
| Six Core Counties of Chicago Metro Area⁽¹⁾ | 3,343,257 |
| Within a 45-Minute Commute of New Lenox: | 1,027,665 |
| Will County | 219,011 |
| Cook County ⁽²⁾ | 440,616 |
| <i>New Lenox</i> | <i>10,580</i> |
| DuPage County ⁽³⁾ | 368,038 |
| ⁽¹⁾ Includes Cook, DuPage, Kane, Lake, McHenry, and Will counties in Illinois. ⁽²⁾ Includes south/southwest suburban Cook County and the far western portion of Cook County. ⁽³⁾ Includes the southern portion of DuPage County. | |

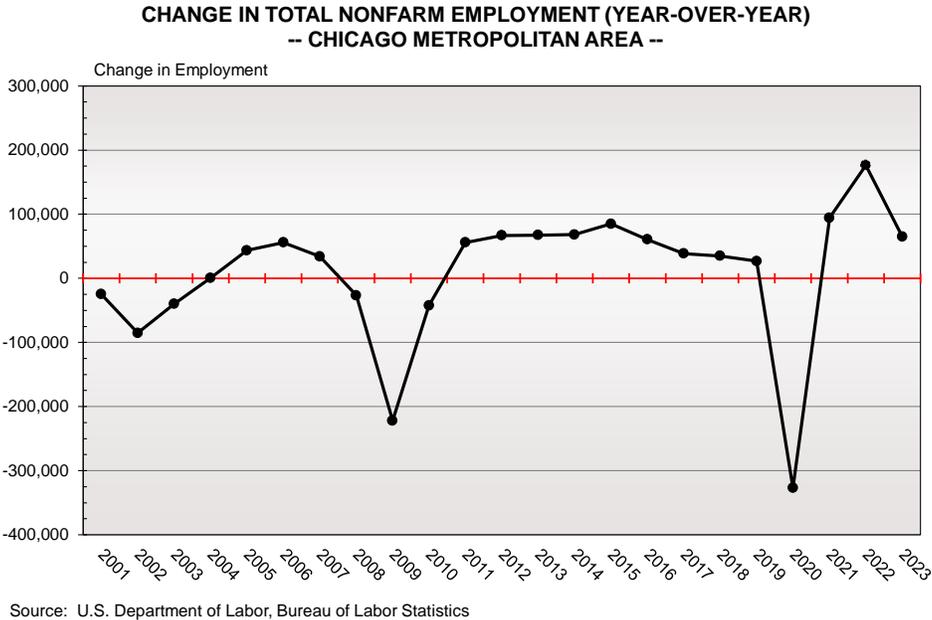
Source: Illinois Department of Employment Security (IDES).

Private sector job growth over the last 10 years in areas in the areas reflected above has averaged roughly 10,000 new workers annually.

Major employers in the host Will County include the ExxonMobil Oil and the CenterPoint Intermodal facility located south of I-80 and the Des Plaines River/Illinois Shipping Channel in Joliet and Elwood; the Amazon Fulfillment Center in Joliet which employs some 7,000 workers; logistics and business parks scattered throughout the county including major parks such as Windham Lakes, Paragon, and Interchange 55 Logistics in Romeoville; Lewis University in Lockport; and Stateville Correctional Center in Crest Hill which employs some 1,052 workers locally, to name a few. Of note in the Village of New Lenox is the Cherry Hill business park.

Several regional medical campuses serve the area including Silver Cross Hospital in New Lenox itself, along with Ascension St. Joseph in Joliet and Amita Health Adventist Medical Center in Bolingbrook.

From a broader perspective, the Chicago region’s economy, overall, is on reasonably solid footing. While the 10-county metropolitan area, like virtually all major markets throughout the country, was *hard hit* by the recent COVID-19 pandemic (and ensuing economic constraints and periods of social unrest), total nonfarm employment in the region rebounded quickly reaching a healthy 4.25 million total jobs by the close of 2021. Moreover, the Chicago region witnessed nonfarm employment gains of 176,300 during 2022, and another 65,000 during 2023. In addition, prior to the coronavirus pandemic, the greater Chicago region had enjoyed employment gains for nine years in a row, averaging 56,000 new jobs annually between 2011 and 2019.



HOUSING DEMAND – AN OUTLOOK

Construction requirements for new housing in the New Lenox PMA will average 875 units annually over the next five years, with this average sustainable for the five years thereafter, i.e., 2030-2035. This 875-unit forecast can be tied to household growth levels estimated at 648 per annum through 2029, along with an estimated 225+ units representing the replacement of residences lost to demolition and abandonment and the need to provide a vacancy allowance for filtering or movement from one residence to another. As highlighted in the adjacent text table, of the 875 units expected to be absorbed annually in the New Lenox PMA, 625 will occur among for sale housing forms with 250 represented in the rental apartment sector. As such, derived demand through 2029 translates to a total of 3,125 for sale housing units and 1,250 in the rental sector – an ample pool for future development initiatives in New Lenox.

**ANNUAL HOUSING DEMAND BY PRODUCT TYPE
-- NEW LENOX PMA --
2024-2029**

| Product Type | Average Annual Absorption (In Units) |
|-----------------------------|--------------------------------------|
| Total | 875 |
| For Sale | 625 |
| Single Family Detached | 375 |
| Townhome/Duplex/Condominium | 250 |
| For Rent | 250 |

Source: Tracy Cross & Associates, Inc.

The 875-unit annual demand forecast can be reconciled on the basis of recent residential construction trends. As discussed earlier, residential permit authorizations throughout the New Lenox PMA averaged 631 since 2010 and exceeding the 800-unit mark four times in the last 10 years (when supply was made available in both the for sale and rental housing sectors).

Considering the limited supply of new construction housing in the PMA, which will be discussed thoroughly in the following sections, coupled with the built-out nature of certain areas throughout the market, it is not unreasonable to conclude that the market's derived demand base of 875 units per year could *be higher* during any given year where properly positioned supply is made available.

Equally important, it is highly likely that demand will outstrip supply over the next five years given the fact that the number of units formally in the pipeline falls well below aggregate demand through 2029. According to planning and zoning officials throughout the New Lenox PMA, there are currently 2,896 "known" future for sale and for rent housing units in the PMA, many of which are at concept stage only (or simply in planning) and may never come to fruition (see Appendix Table A4). Overall, the 2,896 total units in planning compares with demand for 4,375 housing units through 2029.





3. THE FOR SALE HOUSING MARKET

Current conditions in the ownership sector of the new construction residential marketplace provide underlying support for the development of additional *for sale* housing units throughout the New Lenox PMA and in the Village of New Lenox.

CURRENT MARKET CONDITIONS

- ❑ The most relevant factor supporting for sale development initiatives in the New Lenox PMA is *the generally limited amount of new construction supply* overall. Specifically, in the PMA, just 39 production housing developments are actively selling new homes throughout this wide geographic area, i.e., 23 single family communities and 16 townhome/condominium/duplex developments (see Appendix Tables A5 and A6). For perspective, in 2005, prior to the Great Housing Recession, the New Lenox PMA was host to 84 new construction production housing communities distributed evenly between single family and townhome/condominium/duplex projects.
- ❑ The limited amount of competition in the PMA has resulted from a larger supply issue throughout the Chicago region – a condition that bodes well for the marketability of new product in New Lenox and throughout the PMA. Specifically, production for sale housing developments region-wide have been “selling out” at a rate much greater than they are being replaced in kind. For example, during the 1st Quarter 2024, only 247 production for sale housing developments of scale were actively marketing new homes in the entire suburban Chicago area, a level some 27.6 percent lower than the 341 active communities in 2020 (see **Exhibit 3.1**). Moreover, the number of active subdivisions throughout the suburbs during the most recent quarter was roughly 77.0 percent lower than the 1,060 communities actively marketing *at peak* in 2005. Most importantly, *per project sales rates regionwide keep rising as inventory wanes*, as also depicted in Exhibit 3.1.
- ❑ In the New Lenox PMA, per project sales rates are currently lower than those being realized elsewhere throughout the suburbs, despite the generally limited levels of supply. For instance, the average production housing development in the PMA generated an annualized sale pace of 16.79 units during the 1st Quarter 2024, or 1.4 units monthly per project, which compares with the suburban average of 23.83 units annually, or 2.0 units monthly per development, during the same timeframe. The reason – a number of communities in the local market carry price points *well above* the market average and, as a result, are selling homes at more modest rates. *In other words, the limited amount of “properly positioned” production housing developments in and around New Lenox is curbing upside sales potentials, while also presenting an opportunity for a strategically positioned for sale housing product going forward.* At the same time, those communities being developed by major production homebuilders such as Pulte and MI Homes, especially those with more mainstream price points locally, are performing above the market average. For perspective, a full 50 percent of all production single family developments in the PMA carry average base sales prices above the \$600,000 mark.

ACTIVE PRODUCTION HOUSING DEVELOPMENTS
NEW LENOX PMA: 1ST QUARTER 2024

| Product Line | Number of Developments | Total Sales 1Q 2024 | Average Annualized Per Project Sales Rate (1Q 2024) |
|---------------|------------------------|---------------------|---|
| Single Family | 23 | 97 | 15.39 |
| Th/Co/Dup | 16 | 76 | 18.81 |
| Total | 39 | 173 | 16.79 |

Source: Tracy Cross & Associates, Inc.

3.1

ACTIVE PRODUCTION HOUSING DEVELOPMENTS SUBURBAN CHICAGO: 2001 -1ST QUARTER 2024

| Year | Active Developments ⁽¹⁾ | Total Sales | Average Annual Per Project Sales Rate |
|-----------------------------|------------------------------------|-------------|---------------------------------------|
| 2001 | 910 | 22,717 | 32.55 |
| 2002 | 896 | 23,185 | 32.02 |
| 2003 | 967 | 24,861 | 31.60 |
| 2004 | 989 | 25,699 | 31.35 |
| 2005 | 1,060 | 25,761 | 28.58 |
| 2006 | 1,045 | 19,034 | 20.19 |
| 2007 | 963 | 11,302 | 12.09 |
| 2008 | 838 | 4,880 | 5.89 |
| 2009 | 718 | 2,913 | 4.33 |
| 2010 | 532 | 2,508 | 4.92 |
| 2011 | 435 | 2,355 | 5.70 |
| 2012 | 390 | 2,909 | 8.79 |
| 2013 | 339 | 3,599 | 12.91 |
| 2014 | 317 | 3,394 | 12.98 |
| 2015 | 329 | 3,284 | 12.13 |
| 2016 | 334 | 3,549 | 12.89 |
| 2017 | 333 | 3,423 | 12.56 |
| 2018 | 347 | 3,708 | 14.09 |
| 2019 | 343 | 3,823 | 13.20 |
| 2020 | 341 | 4,737 | 16.38 |
| 2021 | 295 | 5,001 | 20.48 |
| 2022 | 278 | 4,015 | 18.08 |
| 2023 | 251 | 4,772 | 21.71 |
| 1st Qtr 2024 ⁽¹⁾ | 247 | 4,994 | 23.83 |

⁽¹⁾ Reflects active developments during the 4th Quarter of each year, except for the 1st Quarter 2024. Also, sales for the 1st Quarter 2024 have been seasonally adjusted and annualized for comparison purposes.

- While new construction for sale housing supply is limited market-wide, there are currently nine (9) production communities actively selling new homes in the Village of New Lenox, although four (4) are expected to reach final sellout by the end of 2024. During the 1st Quarter 2024, these nine developments combined for 34 sales, or roughly 20 percent of all sales throughout the PMA. The home building community in the Village of New Lenox is typically represented by smaller- to moderate-scale companies, although two major production builders, Lennar and MI Homes, are currently active within the municipality. As highlighted in the following text table, active production developments in New Lenox cover a generally broad range of prices points with **base** averages ranging from the low \$400,000s to over \$600,000, not including options, upgrades, or premiums.

**CURRENT NEW CONSTRUCTION PRODUCTION FOR SALE HOUSING DEVELOPMENTS
-- VILLAGE OF NEW LENOX: 1ST QUARTER 2024 --**

| Development/Builder | Product Type | Total Units | Total Sold | Average Sales Monthly Since Opening | Average Sales Monthly 1Q24 (Seas. Adjusted) | Average Plan Size (Sq. Ft.) | Average Base Sales Price ⁽¹⁾ | Average Base Price Per Sq. Ft. ⁽¹⁾ |
|----------------------------------|---------------|-------------|------------|-------------------------------------|---|-----------------------------|---|---|
| Calistoga/Lennar | Single Family | 95 | 3 | 1.0 | 1.0 | 2,522 | \$519,657 | \$206.05 |
| Darby Farm/MI Homes | Single Family | 83 | 52 | 2.0 | 3.2 | 2,579 | 448,323 | 173.84 |
| Jacob's Field/Flaherty Builders | Single Family | 159 | 109 | 0.6 | 1.7 | 3,050 | 626,700 | 205.48 |
| Leigh Creek-SF/Hartz | Single Family | 52 | 40 | 0.4 | 0.3 | 2,392 | 449,400 | 187.88 |
| Shannon Estates/Hartz | Single Family | 229 | 212 | 0.9 | 1.5 | 2,417 | 442,067 | 182.90 |
| Sky Harbor/Hartz | Single Family | 57 | 54 | 0.4 | 0.9 | 2,358 | 434,400 | 184.22 |
| Leigh Creek-Duplex/Hartz | Duplex | 30 | 2 | 0.4 | 0.6 | 1,815 | 391,400 | 215.65 |
| Prairie Ridge North/Brian Willie | Duplex | 26 | 12 | 2.1 | 0.9 | 1,915 | 549,900 | 287.15 |
| Sky Harbor/Distinctive Homes | Townhome | 41 | 14 | 0.3 | 0.0 | 1,840 | 458,990 | 249.45 |
| Overall Totals/Averages: | --- | 772 | 498 | 0.9 | 1.1 | 2,321 | 480,093 | 206.85 |

⁽¹⁾ Not including options, upgrades, or premiums.

Source: Tracy Cross & Associates, Inc.

- As noted above, the clear sales leader in New Lenox is MI Homes' Darby Farms community, which averaged 3.2 sales monthly (seasonally adjusted) during the 1st Quarter 2024 – a rate *three times* greater than the market average. Darby Farms currently supports the lowest value position in the market with a base sale price averaging just \$173.84 per square foot, which compares with a market average over \$200 per square foot.



- The highest value ratios in the Village of New Lenox are represented in the attached sector of the market by its three active developments, i.e., Leigh Creek-Duplexes by Hartz, Prairie Ridge North-Duplexes by Brian Willie, and Sky Harbor Townhomes by Distinctive Homes. The base sales price per square foot for these developments, not including options, upgrades or premiums, ranges from \$215.65 to \$287.15. During the 1st Quarter 2024, each of these developments recorded less than one sale per month.



- ❑ The lack of properly positioned new construction for sale housing supply throughout the entire New Lenox PMA is putting pressure on the existing home market. As highlighted in the following text table, the average market time among single family resales in 2023 throughout the New Lenox PMA stood at just 29 days, down from 34 days in 2022 and 39 days in 2021. For reference, the typical marketing time for a resale unit in the Midwest ranges from 72-90 days. Additionally, the median price of a single family resale in the PMA is up by \$37,000+ since 2021.

**SINGLE FAMILY RESALE CLOSINGS
NEW LENOX PMA
2021-2023**

| Price Range | 2021 | | 2022 | | 2023 | |
|----------------------------|---------------------|------------------|---------------------|------------------|---------------------|------------------|
| | Number of Closings | Percent of Total | Number of Closings | Percent of Total | Number of Closings | Percent of Total |
| Under \$200,000 | 190 | 5.1 | 114 | 3.9 | 83 | 3.5 |
| 200,000 - 249,999 | 338 | 9.0 | 214 | 7.2 | 123 | 5.2 |
| 250,000 - 299,999 | 539 | 14.4 | 381 | 12.8 | 230 | 9.8 |
| 300,000 - 349,999 | 565 | 15.1 | 427 | 14.4 | 352 | 15.0 |
| 350,000 - 399,999 | 602 | 16.0 | 406 | 13.7 | 345 | 14.7 |
| 400,000 - 449,999 | 478 | 12.7 | 402 | 13.5 | 302 | 12.8 |
| 450,000 - 499,999 | 306 | 8.1 | 282 | 9.5 | 251 | 10.7 |
| 500,000 - 549,999 | 222 | 5.9 | 196 | 6.6 | 186 | 7.9 |
| 550,000 - 599,999 | 167 | 4.4 | 142 | 4.7 | 137 | 5.8 |
| 600,000 - 649,999 | 112 | 3.0 | 98 | 3.3 | 97 | 4.1 |
| 650,000 - 699,999 | 74 | 2.0 | 84 | 2.8 | 68 | 2.9 |
| 700,000 & Above | 163 | 4.3 | 227 | 7.6 | 180 | 7.6 |
| Total | 3,756 | 100.0 | 2,973 | 100.0 | 2,354 | 100.0 |
| Median | -----\$369,999----- | | -----\$392,700----- | | -----\$407,030----- | |
| Avg. Days on Market | -----39----- | | -----34----- | | -----29----- | |

Source: MRED, Inc.

- ❑ The same holds true for the townhome/duplex/condominium sector. As highlighted in the following text table, the average days on market is well below the norm and prices have jumped dramatically since 2021.

**TOWNHOME/DUPLEX/CONDOMINIUM RESALE CLOSINGS
NEW LENOX PMA
2021-2023**

| Price Range | 2021 | | 2022 | | 2023 | |
|----------------------------|---------------------|------------------|---------------------|------------------|---------------------|------------------|
| | Number of Closings | Percent of Total | Number of Closings | Percent of Total | Number of Closings | Percent of Total |
| Under \$150,000 | 315 | 14.6 | 145 | 7.9 | 77 | 5.0 |
| 150,000 - 199,999 | 590 | 27.3 | 383 | 21.0 | 264 | 17.2 |
| 200,000 - 249,999 | 584 | 27.0 | 510 | 27.9 | 368 | 24.0 |
| 250,000 - 299,999 | 327 | 15.1 | 357 | 19.5 | 361 | 23.5 |
| 300,000 - 349,999 | 173 | 8.0 | 214 | 11.7 | 200 | 13.0 |
| 350,000 - 399,999 | 102 | 4.7 | 122 | 6.7 | 135 | 8.8 |
| 400,000 - 449,999 | 35 | 1.6 | 59 | 3.2 | 69 | 4.5 |
| 450,000 - 499,999 | 27 | 1.2 | 20 | 1.1 | 29 | 1.9 |
| 500,000 & Above | 10 | 0.5 | 18 | 1.0 | 33 | 2.1 |
| Total | 2,163 | 100.0 | 1,828 | 100.0 | 1,536 | 100.0 |
| Median | -----\$214,999----- | | -----\$237,813----- | | -----\$258,084----- | |
| Avg. Days on Market | -----25----- | | -----23----- | | -----19----- | |

Source: MRED, Inc.

- ❑ Supply-side constraints in the new construction for sale sector of the New Lenox PMA is also having an impact on resale inventory levels. In fact, among both single family detached and townhome/condominium/duplex resales market-wide, inventory is considered *extremely low*. As outlined in **Exhibit 3.2**, both single family and townhome/duplex/condominium resale inventory levels stand at less than one month, which falls well below the typical three-month inventory period that exists in more normal, or balanced, existing home markets. In addition, the depletion in inventory throughout the PMA can also be seen in the decreasing number of closings each year since 2021. For example, as highlighted previously, the number of single family closings in the PMA has dropped 37.3 percent in the last two years from 3,756 in 2021 to 2,354 in 2023.

- ❑ It is important to note that resale inventory levels in the Village of New Lenox itself can also be considered thin. As illustrated below, the number of single family closings in the existing home market dropped from 508 in 2021 to just 325 in 2023 – a decrease of 36.0 percent. At the same time, the average marketing time (days on market) among single family closings in the Village of New Lenox continues to fall – and at a rate faster than the New Lenox PMA as a whole. Moreover, as of May 1, 2024, there were only 25 single family resale homes listed for sale through the brokerage network, which translates to an overall net inventory level of less than one month.

**SINGLE FAMILY RESALE CLOSINGS
VILLAGE OF NEW LENOX, ILLINOIS
2021-2023**

| Price Range | 2021 | | | 2022 | | | 2023 | | |
|----------------------------|------------------|------------------------------|----------------|------------------|------------------------------|----------------|------------------|------------------------------|----------------|
| | New Lenox PMA | Village of New Lenox | | New Lenox PMA | Village of New Lenox | | New Lenox PMA | Village of New Lenox | |
| | | Number | Percent of PMA | | Number | Percent of PMA | | Number | Percent of PMA |
| Under \$200,000 | 190 | 19 | 10.0 | 114 | 17 | 14.9 | 83 | 6 | 7.2 |
| 200,000 - 249,999 | 338 | 47 | 13.9 | 214 | 23 | 10.7 | 123 | 9 | 7.3 |
| 250,000 - 299,999 | 539 | 81 | 15.0 | 381 | 64 | 16.8 | 230 | 28 | 12.2 |
| 300,000 - 349,999 | 565 | 87 | 15.4 | 427 | 57 | 13.3 | 352 | 52 | 14.8 |
| 350,000 - 399,999 | 602 | 95 | 15.8 | 406 | 54 | 13.3 | 345 | 47 | 13.6 |
| 400,000 - 449,999 | 478 | 91 | 19.0 | 402 | 88 | 21.9 | 302 | 49 | 16.2 |
| 450,000 - 499,999 | 306 | 48 | 15.7 | 282 | 60 | 21.3 | 251 | 51 | 20.3 |
| 500,000 - 549,999 | 222 | 18 | 8.1 | 196 | 23 | 11.7 | 186 | 41 | 22.0 |
| 550,000 - 599,999 | 167 | 9 | 5.4 | 142 | 13 | 9.2 | 137 | 22 | 16.1 |
| 600,000 - 649,999 | 112 | 3 | 2.7 | 98 | 10 | 10.2 | 97 | 9 | 9.3 |
| 650,000 - 699,999 | 74 | 1 | 1.4 | 84 | 2 | 2.4 | 68 | 7 | 10.3 |
| 700,000 and Over | 163 | 9 | 5.5 | 227 | 5 | 2.2 | 180 | 4 | 2.2 |
| Total | 3,756 | 508 | 13.5 | 2,973 | 416 | 14.0 | 2,354 | 325 | 13.8 |
| Median | \$369,999 | ----- \$360,694 ----- | | \$392,700 | ----- \$393,461 ----- | | \$407,030 | ----- \$420,860 ----- | |
| Avg. Days on Market | 39 | ----- 35 ----- | | 33 | ----- 28 ----- | | 38 | ----- 27 ----- | |

Source: MRED, Inc. and Tracy Cross & Associates, Inc.

- ❑ In the townhome/condominium/duplex sector of the market, inventory levels among existing homes are also of concern. For example, annual closing volumes have dropped from 108 units in 2021 to just 75 units in 2023, while the average days on market is down to just 15 days – a lower level than the PMA as a whole. In addition, as of May 1, 2024, there were only three (3) attached sector resale units listed for sale through the brokerage network, translating to an overall net inventory level well below one month, i.e., closer to two weeks.

3.2

**RESIDENTIAL RESALE INVENTORY ANALYSIS IN MONTH'S SUPPLY
NEW LENOX PMA**

| Price Range | Closings 2023 | Current Listings As of 5/1/2024 | Months of Inventory |
|------------------------------------|------------------|---------------------------------------|------------------------|
| Single Family | | | |
| Under \$200,000 | 83 | 4 | 0.58 |
| 200,000 - 249,999 | 123 | 8 | 0.78 |
| 250,000 - 299,999 | 230 | 12 | 0.63 |
| 300,000 - 349,999 | 352 | 15 | 0.51 |
| 350,000 - 399,999 | 345 | 20 | 0.70 |
| 400,000 - 449,999 | 302 | 19 | 0.75 |
| 450,000 - 499,999 | 251 | 16 | 0.76 |
| 500,000 - 549,999 | 186 | 18 | 1.16 |
| 550,000 - 599,999 | 137 | 14 | 1.23 |
| 600,000 - 649,999 | 97 | 7 | 0.87 |
| 650,000 - 699,999 | 68 | 12 | 2.12 |
| 700,000 & Above | 180 | 43 | 2.87 |
| Total | 2,354 | 188 | 0.96 |
| Townhome/Duplex/Condominium | | | |
| Under \$150,000 | 77 | 1 | 0.16 |
| 150,000 - 199,999 | 264 | 6 | 0.27 |
| 200,000 - 249,999 | 368 | 17 | 0.55 |
| 250,000 - 299,999 | 361 | 19 | 0.63 |
| 300,000 - 349,999 | 200 | 15 | 0.90 |
| 350,000 - 399,999 | 135 | 12 | 1.07 |
| 400,000 - 449,999 | 69 | 5 | 0.87 |
| 450,000 - 499,999 | 29 | 3 | 1.24 |
| 500,000 & Above | 33 | 5 | 1.82 |
| Total | 1,536 | 83 | 0.65 |

Source: MRED, Inc.

**TOWNHOME/CONDOMINIUM/DUPLEX RESALE CLOSINGS
VILLAGE OF NEW LENOX, ILLINOIS
2021-2023**

| Price Range | 2021 | | | 2022 | | | 2023 | | |
|----------------------------|------------------|-----------------------|----------------|------------------|-----------------------|----------------|------------------|-----------------------|----------------|
| | New Lenox PMA | Village of New Lenox | | New Lenox PMA | Village of New Lenox | | New Lenox PMA | Village of New Lenox | |
| | | Number | Percent of PMA | | Number | Percent of PMA | | Number | Percent of PMA |
| Under \$150,000 | 315 | 14 | 4.4 | 145 | 3 | 2.1 | 77 | 1 | 1.3 |
| 150,000 - 199,999 | 590 | 54 | 9.2 | 383 | 32 | 8.4 | 264 | 13 | 4.9 |
| 200,000 - 249,999 | 584 | 9 | 1.5 | 510 | 21 | 4.1 | 368 | 30 | 8.2 |
| 250,000 - 299,999 | 327 | 13 | 4.0 | 357 | 10 | 2.8 | 361 | 7 | 1.9 |
| 300,000 - 349,999 | 173 | 13 | 7.5 | 214 | 10 | 4.7 | 200 | 9 | 4.5 |
| 350,000 - 399,999 | 102 | 6 | 5.9 | 122 | 4 | 3.3 | 135 | 9 | 6.7 |
| 400,000 - 449,999 | 35 | --- | --- | 59 | --- | --- | 69 | 5 | 7.2 |
| 450,000 - 499,999 | 27 | --- | --- | 20 | --- | --- | 29 | 1 | 3.4 |
| 500,000 and Over | 10 | --- | --- | 18 | --- | --- | 33 | --- | --- |
| Total | 2,163 | 109 | 5.0 | 1,828 | 80 | 4.4 | 1,536 | 75 | 4.9 |
| Median | \$214,999 | ----- \$185,575 ----- | | \$237,813 | ----- \$211,831 ----- | | \$258,084 | ----- \$239,249 ----- | |
| Avg. Days on Market | 25 | ----- 21 ----- | | 23 | ----- 16 ----- | | 19 | ----- 15 ----- | |

Source: MRED, Inc. and Tracy Cross & Associates, Inc.

FUTURE FOR SALE COMPETITION

According to planning and zoning officials throughout the PMA's constituent municipalities, just a modicum of for sale housing communities are in the pipeline, i.e., 1,800 units market-wide. Most of these proposals, which consist of various single family and duplex/fourplex/condominium projects, appear to be very similar to other new construction products that exist today. Overall, future "known" supply further indicates an imbalance relative to underlying demand potentials which, again, total 3,125 for sale housing units through 2029.





4. THE RENTAL HOUSING MARKET

The current condition of the rental housing market in and around New Lenox *lends support* to the development of additional units throughout the area and within the Village of New Lenox in particular. Specifically, given the overall strength of this sector of the market as highlighted in the following bullet-point summary, the introduction of additional *for rent* housing product is *warranted* should the Village elect to move in this planning direction.

CURRENT MARKET CONDITIONS

- ❑ In the New Lenox PMA, which, again, includes the primary municipalities of New Lenox itself, along with Frankfort, Lemont, Lockport, Mokena, Orland Park, Tinley Park and the Palos', just seven market rate rental housing communities *of scale* have been built in the last 10+ years in this *broad geographic area* – an area that, again, supports a population base of more than 340,000. Among the seven new/newer apartment communities, four have reached stabilized occupancy and, together, are reporting a vacancy rate of just 2.0 percent, indicative of *tight market conditions* (see **Exhibit 4.1** and Appendix Table A7). For perspective, in a normal (or balanced) market, vacancies of 5.0 to 6.0 percent are typically required for filtering, or movement between developments.
- ❑ Among the seven rental housing communities introduced market-wide in the last 10+ years, two developments are still undergoing their initial lease-up periods – and at *healthy absorption rates*. Specifically, the mid-density Lincoln Station apartment community in New Lenox is achieving an average absorption rate of 15.8 units monthly, while Redwood in Lockport, which consists of all ranch villa rentals, is leasing units at a pace of 9.8 per month.

Note: Excluded from occupancy/vacancy/absorption figures is the 298-unit Orland Ridge townhome/ranch villa community in Orland Park, which has 50+/- townhome units currently vacant, many of which have yet to be completed and are not ready for delivery, along with other internal issues accompanying this large-scale “all townhome/ranch villa” community where base rents start over \$2,600 monthly on a standard 12-month lease. During its initial lease-up period when units were consistently being made available (primarily the ranch villas), the first 200+ rental homes were absorbed at a pace of 10.3 units per month.

- ❑ Focusing on the four stabilized developments in the New Lenox PMA, which include Highland Ridge in Lockport; Ninety 7 Fifty on the Park and The Residences of Orland Park Crossing in Orland Park; and The Boulevard at Central Station-Phase I in Tinley Park, each individual community achieved an average absorption rate in the *double-digits*, averaging 14.0 units monthly (per project) across the group.
- ❑ One of the primary reasons absorption rates among individual apartment communities have been (and continue to be) so strong is the fact that new supply, while minimal over the last 10+ years for such a broad geographic area, was virtually non-existent prior to 2012 – resulting in significant (and lingering) pent-up demand. As such, despite the presence of more than 15,000 renter households currently represented in the PMA, existing renter households have had only a modicum of Class A offerings to choose from.
- ❑ Including the two new rental housing communities undergoing their initial absorption periods, and excluding all vacant units, the New Lenox PMA has absorbed roughly 800 new apartments in the last four years, or 200+/- units annually on average. Moreover, despite this level of absorption, vacancies among other developments have remained in an extremely tight condition. As such, the

4.1

COMPOSITE RENTAL SUMMARY: APARTMENT COMMUNITIES OF SCALE (50 OR MORE TOTAL UNITS) CONSTRUCTED IN 2012 AND AFTER NEW LENOX PMA: 1ST QUARTER 2024

| Development | Municipality | Year Built | Total Units | Number Vacant | Percent Vacant (Absorption Rate in Units) | Average Unit Size (Sq. Ft.) | Average Posted Base Monthly Rent | |
|--|--------------|------------|--------------------------------------|-----------------------------------|---|-----------------------------|----------------------------------|---------------|
| | | | | | | | \$ | \$/Sq. Ft. |
| Highland Ridge | Lockport | 2019 | 240 | 5 | 2.1 | 1,015 | \$2,104 | \$2.07 |
| Redwood Lockport ⁽¹⁾ | Lockport | 2023 | 159 | 22 | 13.8 (9.8/Mo.) | 1,360 | 2,821 | 2.07 |
| Lincoln Station ⁽¹⁾ | New Lenox | 2023 | 220 | 138 | 62.7 (15.8/Mo.) | 927 | 2,174 | 2.35 |
| Ninety 7 Fifty on the Park | Orland Park | 2012 | 295 | 4 | 1.4 | 930 | 2,310 | 2.48 |
| Orland Ridge ⁽²⁾ | Orland Park | 2021 | 298 | NA ⁽²⁾ | NA ⁽²⁾ | 1,459 | 3,200 | 2.19 |
| The Residences of Orland Park Crossing | Orland Park | 2016 | 231 | 8 | 3.5 | 1,193 | 2,761 | 2.31 |
| The Boulevard at Central Station-Phase I | Tinley Park | 2021 | 66 | 0 | 0.0 | 909 | 2,035 | 2.24 |
| Total/ Weighted Average | --- | --- | 1,509 / 832⁽³⁾ | 177 / 17⁽³⁾ | 11.7 / 2.0⁽³⁾ | 1,132 | \$2,544 | \$2.25 |

⁽¹⁾ Community is still undergoing its initial absorption period.

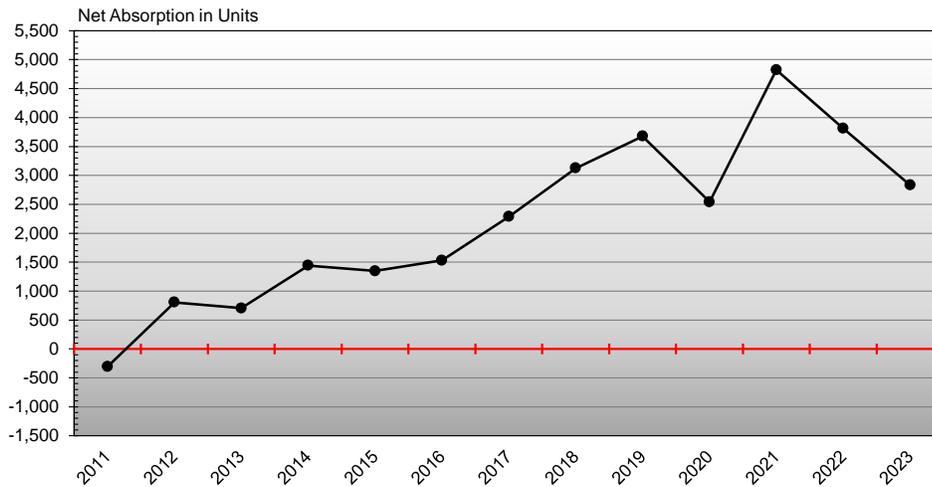
⁽²⁾ Orland Ridge currently supports 50+/- vacant units as several townhome buildings are not yet complete, along with other issues internal to the development.

⁽³⁾ Excludes communities still undergoing their initial absorption periods, along with Orland Ridge.

amount of new development activity in the market over the past few years has not been sufficient enough to provide balance in the market. Simply put, pent-up demand is still in evidence locally which, again, is a result of limited apartment development in this broad geographic area for many years.

- With a recent absorption rate of approximately 200 units yearly over the last four years, the overall limited amount of new supply locally can be further illustrated when casting this absorption rate against the suburban market as a whole. For instance, as highlighted in the following graphic illustration, net absorption in the suburbs has averaged 3,502 units annually over the last four years, with the 4,823 units absorbed in 2021 representing the highest net annual level in suburban Chicago in the last 20+ years. Of total suburban apartment absorption during the last four years, the New Lenox PMA has captured just 5.7 percent of the market – a share position considered *extremely low* given the market’s overall size, population density and strong location regionally.

**NET APARTMENT ABSORPTION
-- SUBURBAN CHICAGO --**



Source: Tracy Cross & Associates, Inc.

- In the Southwest Suburban Market Area (outside of the New Lenox PMA), a much higher capture rate is represented as more new construction/Class A supply has been made available. In the last four years, the Southwest Suburban Market Area (excluding the PMA) has absorbed an average of 565 units annually, equal to a 16.1 percent share of the entire suburban area of Chicago.

FUTURE SUPPLY

- It is important to note that the *demand for rental housing in the New Lenox PMA, which stands at a minimum of 1,250 units through 2029, is balanced against future supply* near term given the fact that eight communities (1,096 total units) are currently in the planning pipeline or under construction and not yet leasing. However, with several of these proposed developments simply at concept stage and only one program with 79 units under construction, it is unclear how many developments will move forward.



A1

POPULATION, HOUSEHOLDS, TENURE, AND INCOME: 2024
-- SOUTHWEST SUBURBAN MARKET AREA⁽¹⁾ AND NEW LENOX PMA⁽²⁾ --

| Attribute/Year | SW Suburban Market Area | New Lenox PMA | Attribute/Year | SW Suburban Market Area | New Lenox PMA |
|--------------------------------------|-------------------------|----------------|---------------------------------|-------------------------|------------------|
| Population | | | Households | | |
| 2010 | 1,143,465 | 322,834 | 2010 | 402,659 | 114,514 |
| 2020 | 1,177,813 | 337,442 | 2020 | 425,083 | 122,569 |
| 2024 | 1,189,901 | 342,690 | 2024 | 432,843 | 125,485 |
| 2029 | 1,200,916 | 347,540 | 2029 | 440,733 | 128,725 |
| Average Annual Change | | | Average Annual Change | | |
| 2010 - 2020 | 3,435 | 1,461 | 2010 - 2020 | 2,242 | 806 |
| 2020 - 2024 | 3,022 | 1,312 | 2020 - 2024 | 1,940 | 729 |
| 2024 - 2029 | 2,203 | 970 | 2024 - 2029 | 1,578 | 648 |
| 2024 Household Tenure | | | 2024 Household Income | | |
| Total Housing Units | 455,627 | 131,713 | Total Households | 432,843 | 125,485 |
| Total Occupied | 432,843 | 125,485 | Under \$35,000 | 59,323 | 15,432 |
| Owner Occupied | 339,349 | 110,050 | 35,000 - 49,999 | 33,790 | 10,284 |
| Percent | 78.4 | 87.7 | 50,000 - 74,999 | 57,106 | 15,838 |
| Renter Occupied | 93,494 | 15,435 | 75,000 - 99,999 | 53,917 | 15,855 |
| Percent | 21.6 | 12.3 | 100,000 - 149,999 | 91,014 | 27,537 |
| Vacant | 22,784 | 6,228 | 150,000 - 199,999 | 53,863 | 16,931 |
| Percent | 5.0 | 4.7 | 200,000 and Above | 83,830 | 23,608 |
| | | | Median | \$105,958 | \$108,736 |
| 2024 Household Size | | | 2024 Travel Time to Work | | |
| Total Population | 1,189,901 | 342,690 | Total Workers Age 16+ | 531,991 | 153,005 |
| In Group Quarters | 14,326 | 2,515 | Less than 30 Minutes | 273,367 | 70,167 |
| In Households | 1,175,575 | 340,175 | 30 - 44 Minutes | 127,222 | 39,131 |
| Total Households | 432,843 | 125,485 | 45 - 59 Minutes | 61,737 | 20,898 |
| Average Persons Per Household | 2.72 | 2.71 | 60 or More Minutes | 69,665 | 22,809 |
| | | | Average Minutes to Work | 33.7 | 35.8 |

⁽¹⁾ Defined as Naperville, Lisle and Downers Grove townships in DuPage County; Lemont, Palos and Orland townships in Cook County; Wheatland, DuPage, Plainfield, Lockport, Homer, Troy, Joliet, New Lenox, Frankfort, Channahon, Jackson, Manhattan and Green Garden townships in Will County.

⁽²⁾ Defined as New Lenox, Homer, Frankfort, Manhattan and Green Garden townships in Will County, along with Lemont, Orland and Palos townships in Cook

HOUSEHOLDS BY TYPE AND AGE OF HOUSEHOLDER: 2024
 -- SOUTHWEST SUBURBAN MARKET AREA⁽¹⁾ AND NEW LENOX PMA⁽²⁾ --

| Attribute | Southwest Suburban Market Area | | New Lenox PMA | |
|---|--------------------------------|--------------|-------------------------------|--------------|
| | Number | Percent | Number | Percent |
| 2024 Households by Type | | | | |
| Total Households | 432,843 | 100.0 | 125,485 | 100.0 |
| Average Household Size | ----- 2.72 ----- | | ----- 2.72 ----- | |
| Households with Children | 137,220 | 31.7 | 37,287 | 29.7 |
| Married/Co-Habiting Couple | 116,345 | 26.9 | 32,733 | 26.1 |
| Other Family | 20,875 | 4.8 | 4,554 | 3.6 |
| Households without Children | 295,623 | 68.3 | 88,198 | 70.3 |
| Married/Co-Habiting Couple | 160,480 | 37.1 | 51,747 | 41.2 |
| Single Householder | 99,364 | 23.0 | 26,977 | 21.5 |
| NonFamily | 35,779 | 8.3 | 9,474 | 7.5 |
| 2024 Households by Age of Householder | | | | |
| Total Households | 432,843 | 100.0 | 125,485 | 100.0 |
| Under 25 | 7,096 | 1.6 | 1,380 | 1.1 |
| 25 - 34 | 49,461 | 11.4 | 11,294 | 9.0 |
| 35 - 44 | 75,682 | 17.5 | 20,203 | 16.1 |
| 45 - 54 | 85,948 | 19.9 | 22,587 | 18.0 |
| 55 - 64 | 90,303 | 20.9 | 27,481 | 21.9 |
| 65 - 74 | 73,343 | 16.9 | 24,470 | 19.5 |
| 75 - 84 | 37,888 | 8.8 | 13,176 | 10.5 |
| 85 and Over | 13,122 | 3.0 | 4,894 | 3.9 |
| Median | ----- 54.0 Years ----- | | ----- 57.0 Years ----- | |
| Households Under 35 | 56,557 | 13.1 | 12,674 | 10.1 |
| Households 35 - 54 | 161,630 | 37.3 | 42,790 | 34.1 |
| Households 55 - 74 | 163,646 | 37.8 | 51,951 | 41.4 |
| <p>(1) Defined as Naperville, Lisle and Downers Grove townships in DuPage County; Lemont, Palos and Orland townships in Cook County; Wheatland, DuPage, Plainfield, Lockport, Homer, Troy, Joliet, New Lenox, Frankfort, Channahon, Jackson, Manhattan and Green Garden townships in Will County.</p> <p>(2) Defined as New Lenox, Homer, Frankfort, Manhattan and Green Garden townships in Will County, along with Lemont, Orland and Palos townships in Cook County.</p> | | | | |

RESIDENTIAL BUILDING PERMIT TRENDS: SUBURBAN CHICAGO, SOUTHWEST SUBURBAN MARKET AREA AND NEW LENOX PMA
2010 - 2023

| Year | Suburban Chicago | | | Southwest Suburban Market Area ⁽¹⁾ | | | | | | New Lenox PMA ⁽²⁾ | | | | | |
|-----------------------|------------------|---------------|--------------|---|--------------------------|---------------|--------------------------|--------------|--------------------------|------------------------------|-----------------------|---------------|-----------------------|--------------|-----------------------|
| | Total | Single Family | Multi-Family | Total | Percent of Suburban Area | Single Family | Percent of Suburban Area | Multi-Family | Percent of Suburban Area | Total | Percent of SW Suburbs | Single Family | Percent of SW Suburbs | Multi-Family | Percent of SW Suburbs |
| 2010 | 4,266 | 3,169 | 1,097 | 818 | 19.2 | 692 | 21.8 | 126 | 11.5 | 209 | 25.6 | 209 | 30.2 | 0 | 0.0 |
| 2011 | 4,048 | 3,213 | 835 | 860 | 21.2 | 846 | 26.3 | 14 | 1.7 | 224 | 26.0 | 222 | 26.2 | 2 | 14.3 |
| 2012 | 6,679 | 4,283 | 2,396 | 2,296 | 34.4 | 1,235 | 28.8 | 1,061 | 44.3 | 818 | 35.6 | 441 | 35.7 | 377 | 35.5 |
| 2013 | 7,069 | 5,542 | 1,527 | 1,933 | 27.3 | 1,585 | 28.6 | 348 | 22.8 | 592 | 30.6 | 566 | 35.7 | 26 | 7.5 |
| 2014 | 8,500 | 5,931 | 2,569 | 2,101 | 24.7 | 1,848 | 31.2 | 253 | 9.8 | 706 | 33.6 | 574 | 31.1 | 132 | 52.2 |
| 2015 | 8,620 | 5,905 | 2,715 | 2,256 | 26.2 | 1,874 | 31.7 | 382 | 14.1 | 854 | 37.9 | 656 | 35.0 | 198 | 51.8 |
| 2016 | 9,795 | 5,888 | 3,907 | 2,926 | 29.9 | 1,831 | 31.1 | 1,095 | 28.0 | 655 | 22.4 | 627 | 34.2 | 28 | 2.6 |
| 2017 | 10,981 | 5,949 | 5,032 | 2,331 | 21.2 | 1,918 | 32.2 | 413 | 8.2 | 647 | 27.8 | 614 | 32.0 | 33 | 8.0 |
| 2018 | 9,336 | 6,272 | 3,064 | 2,503 | 26.8 | 1,970 | 31.4 | 533 | 17.4 | 635 | 25.4 | 605 | 30.7 | 30 | 5.6 |
| 2019 | 9,114 | 5,353 | 3,761 | 2,236 | 24.5 | 1,684 | 31.5 | 552 | 14.7 | 697 | 31.2 | 545 | 32.4 | 152 | 27.5 |
| 2020 | 10,517 | 5,745 | 4,772 | 2,750 | 26.1 | 1,844 | 32.1 | 906 | 19.0 | 802 | 29.2 | 548 | 29.7 | 254 | 28.0 |
| 2021 | 11,386 | 7,084 | 4,302 | 3,304 | 29.0 | 2,072 | 29.2 | 1,232 | 28.6 | 800 | 24.2 | 759 | 36.6 | 41 | 3.3 |
| 2022 | 8,630 | 6,450 | 2,180 | 2,309 | 26.8 | 1,896 | 29.4 | 413 | 18.9 | 565 | 24.5 | 475 | 25.1 | 90 | 21.8 |
| 2023 ⁽³⁾ | 9,185 | 6,422 | 2,763 | 2,090 | 22.8 | 1,648 | 25.7 | 442 | 16.0 | 525 | 25.1 | 486 | 29.5 | 39 | 8.8 |
| Annual Average | | | | | | | | | | | | | | | |
| 2010 - 2023 | 8,438 | 5,515 | 2,923 | 2,194 | 26.0 | 1,639 | 29.7 | 555 | 19.0 | 624 | 28.4 | 523 | 31.9 | 101 | 18.2 |

⁽¹⁾ Defined as Naperville, Lisle and Downers Grove townships in DuPage County; Lemont, Palos and Orland townships in Cook County; Wheatland, DuPage, Plainfield, Lockport, Homer, Troy, Joliet, New Lenox, Frankfort, Channahon, Jackson, Manhattan and Green Garden townships in Will County.

⁽²⁾ Defined as New Lenox, Homer, Frankfort, Manhattan and Green Garden townships in Will County, along with Lemont, Orland and Palos townships in Cook County.

⁽³⁾ Figures are preliminary.

RESIDENTIAL PROJECTS IN PLANNING⁽¹⁾: NEW LENOX PMA

| Municipality/ Proposed Development Name | Address | Builder/Developer | Number of Units ⁽²⁾ | | | | | | |
|--|---|---|---|--|---|------------|------------|----------|--------------|
| | | | Status | Total | Single Family | Duplex | Townhome | Condo | Apartments |
| Frankfort Misty Creek Crystal Brook | West Laraway Road at Owens Road Steger Road | Flaherty Builders Distinctive Homes | CS | 32 | --- | --- | 32 | --- | --- |
| | | | UC | 57 | 57 | --- | --- | --- | |
| | | | Subtotal: | 89 | 57 | 0 | 32 | 0 | 0 |
| Homer Glen Hickory Grove Villas of Old Oak (55+) | 14059 W. 159th Street 13240 W. 143rd Street | Hickory Grove LLC Marth Builders | CS | 259 | 57 | 102 | 100 | --- | --- |
| | | | UC | 46 | --- | 46 | --- | --- | |
| | | | Subtotal: | 305 | 57 | 148 | 100 | 0 | 0 |
| Lemont Marble Landing Covington Knolls (Phase 8) Marbella of Lemont | Archer Avenue and Marble Street Covington and Bainbridge Drives 225 Canal Street | Beechen and Dill Gallagher and Henry Lotus Design and Development | INF | 43 | 21 | 22 | --- | --- | --- |
| | | | UC | 24 | 24 | --- | --- | --- | |
| | | | UC | 79 | --- | --- | --- | 79 | |
| | | | Subtotal: | 146 | 45 | 22 | 0 | 0 | 79 |
| Lockport Flagstone Villas TBD Oak Valley Springs at Lockport | Victoria Crossing and Cedar Road West Oak Avenue and Briggs Street 151st Street and Olympic Lane 159th Street and Adelmann Drive | Yukon Development Next Gen Development Co. Lennar Homes Continental Properties | P | 27 | --- | --- | 27 | --- | --- |
| | | | P | 645 | 223 | 134 | --- | 288 | |
| | | | IP | 148 | --- | --- | 148 | --- | |
| | | | A | 320 | --- | --- | --- | 320 | |
| | | | Subtotal: | 1,140 | 223 | 134 | 175 | 0 | 608 |
| Manhattan Villas of Prairie Trails | Route 52 and Benck Drive | Core Homes | IP | 97 | 97 | --- | --- | --- | --- |
| | | | Subtotal: | 97 | 97 | 0 | 0 | 0 | 0 |
| New Lenox Ashton Estates Crossings at Spring Creek Deer Point South Falcon Ridge TBD Whispering Trails Briarwood Place | Spencer road betw Laraway and Delaney Roads Summerfield Road west of Cedar Road High View and Schoolhouse Roads Illinois Highway west of Nelson Road Illinois Highway and Nelson Road Delaney Road betw Cedar and Kankakee Route 30 and Briarwood Court | Camelot Homes Hudson Burnham H&K Partnership Eagle Ridge Corporation AA Investments II LLC Rogina and Associates Ltd. Rigsby Builders | CS | 158 | 158 | --- | --- | --- | --- |
| | | | IP | TBD | TBD | --- | --- | --- | |
| | | | IP | 65 | 65 | --- | --- | --- | |
| | | | IP | 142 | 142 | --- | --- | --- | |
| | | | IP | 182 | 182 | --- | --- | --- | |
| | | | IP | 48 | --- | --- | 48 | --- | |
| | | | A | 95 | 95 | --- | --- | --- | |
| | | | Subtotal: | 690 | 642 | 0 | 48 | 0 | 0 |
| | | | Orland Park Founders of Orland Main Street Triangle District Megan Nicole Ridge Bluff Point-Phase II The Pointe Parkview Townhomes | 16101 Wolf Road NW Corner of 143rd & Main Street 13201 88th Avenue 17028 Foxtail Drive 14250 Southwest Highway 159th & Park Station Boulevard | NA Edwards Realty Co. TBD McNaughton Development Robert Hansen Interforum Holdings | CS | 95 | --- | --- |
| CS | TBD | --- | | | | --- | TBD | --- | --- |
| IP | 9 | 9 | | | | --- | --- | --- | |
| A | 11 | --- | | | | --- | 11 | --- | |
| A | 64 | --- | | | | --- | --- | 64 | |
| A | 60 | --- | | | | --- | --- | 60 | |
| Subtotal: | 239 | 9 | 0 | 11 | 0 | 219 | | | |
| Tinley Park Odessey Club Townhomes The Boulevard at Central Station-Phase II | Olympus Drive & Apollo Court 6701 South Street | Inter-Continental Flaherty and Collins | CS | 91 | --- | --- | --- | --- | 91 |
| | | | A | 99 | --- | --- | --- | --- | 99 |
| | | | Subtotal: | 190 | 0 | 0 | 0 | 0 | 190 |
| Total Potential Units:⁽³⁾ | | | --- | 2,896 | 1,130 | 304 | 366 | 0 | 1,096 |

⁽¹⁾ As of April 2024.

⁽²⁾ Status Key: Concept Stage (CS); In Planning Review (IP); Pending Approval (P); Approved (A); Infrastructure/Site Improvements (INF); Permits Issued/Under Construction (UC).

⁽³⁾ Total excludes developments where product distribution has yet to be determined.

A5

**Active Production Single Family Communities
New Lenox PMA
1st Quarter 2024**

Calistoga-Lennar

Lennar

SF-Production

| | | | | | |
|---------------------|--------------------------------|--------------------------|-------------------------|----------------------------|-----------------|
| <i>Municipality</i> | New Lenox | <i>High School Dist.</i> | 210-Lincoln-Way Central | <i>Total Units</i> | 95 |
| <i>Township</i> | New Lenox | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 12/31/23 |
| <i>County</i> | Will | <i>Phone</i> | (224) 293-3162 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | UC | <i>Minimum Lot Size</i> | 10,400 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | Remote | <i>Lot Dimensions</i> | 80' x 130' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | Calistoga and Caledonia Drives | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | | | | | | | | |
|---|--|--|--|--|----------|---------|-----------------------------|------|
| <i>Quarter</i> | | | | | 4Q23 | 1Q24 | <i>Project Size</i> | 95 |
| <i>Survey Date</i> | | | | | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 3 |
| <i>Quarterly Contracts</i> | | | | | 0 | 3 | <i>Remaining To Be Sold</i> | 92 |
| <i>Contracts Per Month During Quarter</i> | | | | | 0.0 | 1.0 | <i>Months Remaining</i> | 92.8 |
| <i>Total Contracts To Date</i> | | | | | 0 | 3 | | |
| <i>Contracts Per Month Since Opening</i> | | | | | 0.0 | 1.0 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> | | |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|------------------|--------------------------|-----------------------------|----------|-----------|
| | | | | | | | 12/31/23 | 3/31/24 | | | | |
| Siena | 3/2.0 | --- | R | 2E | 10+ | 1,866 | \$495,990 | \$495,990 | \$265.80 | \$469,440 | | |
| Ontario | 3/2.5 | LOFT | 2S | 2E | 7-10 | 2,152 | 479,990 | 479,990 | 223.04 | 456,440 | | |
| Brooklyn | 4/2.5 | STDY | 2S | 2E | 10+ | 2,448 | 508,990 | 508,990 | 207.92 | 481,440 | | |
| Galveston | 4/2.5 | S&F | 2S | 3E | 10+ | 2,612 | 519,990 | 519,990 | 199.08 | 487,440 | | |
| Raleigh | 4/2.5 | F&S | 2S | 3E | 10+ | 2,907 | 548,990 | 548,990 | 188.85 | 516,440 | | |
| Westbury | 4/2.5 | F&L&S | 2S | 3E | 10+ | 3,146 | 563,990 | 563,990 | 179.27 | 531,440 | | |
| * Best Sellers | | | | | | Averages: | 2,522 | | \$519,657 | \$519,657 | \$206.05 | \$490,440 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | VFT | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | VFT | <i>Garage Door Opener</i> | INCL | <i>Hand Rails</i> | DRWL | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | GRAN | <i>Kitchen Flooring</i> | VFT | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | INCL |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | OPT | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | FBGL |
| <i>Vanity Tops</i> | GRAN | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | ASPH | <i>Exterior Siding</i> | MACF | <i>Fencing</i> | OPT | <i>Homeowner Assoc. Fee</i> | \$TBD/Yr. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | SODF | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: 5.5% mortgage rate with preferred lender.

Comments:

Darby Farm

M/I Homes

SF-Production

| | | | | | |
|---------------------|---|--------------------------|----------------------|----------------------------|-----------------|
| <i>Municipality</i> | New Lenox | <i>High School Dist.</i> | 210-Lincoln-Way West | <i>Total Units</i> | 83 |
| <i>Township</i> | New Lenox | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 1/19/22 |
| <i>County</i> | Will | <i>Phone</i> | (630) 360-9080 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | UC-2 | <i>Minimum Lot Size</i> | 9,375 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | 75' x 125' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | Northeast corner of West Illinois Highway and Nelson Road | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|-----------------------------|------|
| <i>Quarter</i> | | | | | | <i>Project Size</i> | 83 |
| <i>Survey Date</i> | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 52 |
| <i>Quarterly Contracts</i> | 5 | 5 | 11 | 5 | 11 | <i>Remaining To Be Sold</i> | 31 |
| <i>Contracts Per Month During Quarter</i> | 1.7 | 1.7 | 3.6 | 1.7 | 3.7 | <i>Months Remaining</i> | 15.7 |
| <i>Total Contracts To Date</i> | 20 | 25 | 36 | 41 | 52 | | |
| <i>Contracts Per Month Since Opening</i> | 1.4 | 1.4 | 1.8 | 1.8 | 2.0 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> | |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|-----------|-----------|-----------|------------------|--------------------------|-----------------------------|-----------|
| | | | | | | | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | | |
| Maxwell | 2/2.0 | DEN | R | 3E | 10+ | 1,696 | \$440,990 | \$442,990 | \$443,990 | \$449,990 | \$451,990 | \$266.50 | \$427,040 | |
| Corliss | 3/2.5 | LOFT | 2S | 3E | U7 | 2,417 | 404,990 | 406,990 | 407,990 | 413,990 | 415,990 | 172.11 | 400,040 | |
| Draper | 4/2.5 | LOFT | 2S | 3E | U7 | 2,589 | 427,990 | 429,990 | 430,990 | 436,990 | 438,990 | 169.56 | 423,040 | |
| Eliot | 4/2.5 | LOFT | 2S | 3E | 7-10 | 2,752 | 434,990 | 436,990 | 437,990 | 443,990 | 445,990 | 162.06 | 425,040 | |
| Fletcher | 4/2.5 | LOFT | 2S | 3E | 7-10 | 2,957 | 451,990 | 453,990 | 454,990 | 460,990 | 462,990 | 156.57 | 442,040 | |
| Gresham | 4/2.5 | LOFT | 2S | 3E | 7-10 | 3,065 | 462,990 | 464,990 | 465,990 | 471,990 | 473,990 | 154.65 | 453,040 | |
| * Best Sellers | | | | | | Averages: | 2,579 | \$437,323 | \$439,323 | \$440,323 | \$446,323 | \$448,323 | \$173.84 | \$428,373 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | SGDS | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | SGDS | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | DRWL | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | LAM | <i>Kitchen Flooring</i> | SGDS | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | OPT |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | OPT | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | FBGL |
| <i>Vanity Tops</i> | GRAN | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | ASPH | <i>Exterior Siding</i> | MAVL | <i>Fencing</i> | OPT | <i>Homeowner Assoc. Fee</i> | \$840/Yr. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | SODF | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: Varies with preferred lender.

Comments:

Jacob's Field

Flaherty Builders and Developers

SF-Production

| | | | | | |
|---------------------|--|--------------------------|----------------------|----------------------------|-----------------|
| <i>Municipality</i> | New Lenox | <i>High School Dist.</i> | 210-Lincoln-Way West | <i>Total Units</i> | 159 |
| <i>Township</i> | New Lenox | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 1/11/08 |
| <i>County</i> | Will | <i>Phone</i> | (815) 464-2213 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 0 | <i>Minimum Lot Size</i> | 11,600 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | Remote | <i>Lot Dimensions</i> | 80' x 145' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | Northeast corner of Laraway Road and Gougar Road | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|-----------------------------|------|
| <i>Quarter</i> | | | | | | <i>Project Size</i> | 159 |
| <i>Survey Date</i> | 3/29/23 | 6/30/23 | 9/28/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 109 |
| <i>Quarterly Contracts</i> | 1 | 2 | 6 | 2 | 6 | <i>Remaining To Be Sold</i> | 50 |
| <i>Contracts Per Month During Quarter</i> | 0.3 | 0.7 | 2.0 | 0.6 | 2.0 | <i>Months Remaining</i> | 89.4 |
| <i>Total Contracts To Date</i> | 93 | 95 | 101 | 103 | 109 | | |
| <i>Contracts Per Month Since Opening</i> | 0.5 | 0.5 | 0.5 | 0.5 | 0.6 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> | | |
|-----------------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|----------------|----------------|-----------------|----------------|--------------------------|-----------------------------|----------|-----------|
| | | | | | | | <i>3/29/23</i> | <i>6/30/23</i> | <i>9/28/23</i> | <i>12/31/23</i> | <i>3/31/24</i> | | | | |
| Shea | 3/2.5 | --- | R | 3E | 7-10 | 2,200 | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | | |
| Colin | 4/2.5 | --- | 2S | 3E | 10+ | 2,400 | 559,900 | 564,900 | 564,900 | 569,900 | 569,900 | 237.46 | 530,600 | | |
| Ian | 4/2.5 | F&S | 2S | 3E | 10+ | 2,600 | 559,900 | 564,900 | 564,900 | 569,900 | 569,900 | 219.19 | 530,600 | | |
| Colin II | 4/2.5 | --- | 2S | 3E | 10+ | 2,700 | 569,900 | 574,900 | 574,900 | 579,900 | 579,900 | 214.78 | 540,600 | | |
| Country Devin | 4/2.5 | STDY | 2S | 3E | 10+ | 2,700 | 596,900 | 601,900 | 601,900 | 606,900 | 606,900 | 224.78 | 567,600 | | |
| Liam | 3/2.5 | S&F | R | 2E | 10+ | 2,700 | --- | --- | --- | --- | --- | --- | --- | | |
| Regan | 3/2.5 | FAM | R | 3E | 10+ | 2,700 | 624,900 | 629,900 | 629,900 | 634,900 | 634,900 | 235.15 | 595,600 | | |
| Shea II | 3/2.5 | FAM | R | 3E | 10+ | 2,700 | --- | --- | --- | --- | --- | --- | --- | | |
| Tegan | 4/2.5 | L&F | R | 3E | 10+ | 2,750 | 624,900 | 629,900 | 629,900 | 634,900 | 634,900 | 230.87 | 595,600 | | |
| <i>* Best Sellers</i> | | | | | | | <i>Averages:</i> | 3,050 | \$617,367 | \$622,033 | \$622,033 | \$626,700 | \$626,700 | \$205.48 | \$587,733 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | INCL | <i>Foyer Flooring</i> | WOOD | <i>Garage Door Opener</i> | INCL | <i>Hand Rails</i> | WOOD | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | GRAN | <i>Kitchen Flooring</i> | WOOD | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | INCL | <i>Microwave</i> | OPT |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGSC | <i>Refrigerator</i> | OPT | <i>Trim</i> | STND | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | WOOD | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|------|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | CONC | <i>Exterior Siding</i> | MAVL | <i>Fencing</i> | NA | <i>Homeowner Assoc. Fee</i> | \$348/Yr. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | GR | <i>Patio/Balcony</i> | INCL | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments:

Jacob's Field (Cont.)

Flaherty Builders and Developers

SF-Production

| | | | | | |
|---------------------|--|--------------------------|----------------------|----------------------------|-----------------|
| <i>Municipality</i> | New Lenox | <i>High School Dist.</i> | 210-Lincoln-Way West | <i>Total Units</i> | 159 |
| <i>Township</i> | New Lenox | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 1/11/08 |
| <i>County</i> | Will | <i>Phone</i> | (815) 464-2213 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 0 | <i>Minimum Lot Size</i> | 11,600 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | Remote | <i>Lot Dimensions</i> | 80' x 145' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | Northeast corner of Laraway Road and Gougar Road | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|-----------------------------|------|
| <i>Quarter</i> | | | | | | <i>Project Size</i> | 159 |
| <i>Survey Date</i> | 3/29/23 | 6/30/23 | 9/28/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 109 |
| <i>Quarterly Contracts</i> | 1 | 2 | 6 | 2 | 6 | <i>Remaining To Be Sold</i> | 50 |
| <i>Contracts Per Month During Quarter</i> | 0.3 | 0.7 | 2.0 | 0.6 | 2.0 | <i>Months Remaining</i> | 89.4 |
| <i>Total Contracts To Date</i> | 93 | 95 | 101 | 103 | 109 | | |
| <i>Contracts Per Month Since Opening</i> | 0.5 | 0.5 | 0.5 | 0.5 | 0.6 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> | |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|----------------|----------------|-----------------|----------------|--------------------------|-----------------------------|-----------|
| | | | | | | | <i>3/29/23</i> | <i>6/30/23</i> | <i>9/28/23</i> | <i>12/31/23</i> | <i>3/31/24</i> | | | |
| Siobhan | 4/2.5 | FAM | 2S | 2E | 10+ | 2,850 | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | |
| Camden | 4/2.5 | STDY | 2S | 3E | 10+ | 2,900 | --- | --- | --- | --- | --- | --- | --- | |
| Fenway | 4/2.5 | FAM | 2S | 3E | 10+ | 2,900 | --- | --- | --- | --- | --- | --- | --- | |
| Brennan | 4/2.5 | F&S | 2S | 2E | 10+ | 3,000 | 614,900 | 619,900 | 619,900 | 624,900 | 624,900 | 208.30 | 590,600 | |
| Devin III | 4/2.5 | STDY | 2S | 2E | 10+ | 3,000 | 584,900 | 589,900 | 589,900 | 594,900 | 594,900 | 198.30 | 560,600 | |
| Ebbets | 4/2.5 | F&S | 2S | 3E | 10+ | 3,000 | --- | --- | --- | --- | --- | --- | --- | |
| Camden II | 4/2.5 | STDY | 2S | 3E | 10+ | 3,100 | 634,900 | 639,900 | 639,900 | 644,900 | 644,900 | 208.03 | 605,600 | |
| Aran | 3/2.5 | FAM | 2S | 3E | 10+ | 3,150 | 624,900 | 629,900 | 629,900 | 634,900 | 634,900 | 201.56 | 595,600 | |
| Devin 1800 | 4/2.5 | S&S | 2S | 3E | 10+ | 3,250 | 609,900 | 614,900 | 614,900 | 619,900 | 619,900 | 190.74 | 580,600 | |
| * Best Sellers | | | | | | Averages: | 3,050 | \$617,367 | \$622,033 | \$622,033 | \$626,700 | \$626,700 | \$205.48 | \$587,733 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | INCL | <i>Foyer Flooring</i> | WOOD | <i>Garage Door Opener</i> | INCL | <i>Hand Rails</i> | WOOD | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | GRAN | <i>Kitchen Flooring</i> | WOOD | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | INCL | <i>Microwave</i> | OPT |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGSC | <i>Refrigerator</i> | OPT | <i>Trim</i> | STND | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | WOOD | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|------|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | CONC | <i>Exterior Siding</i> | MAVL | <i>Fencing</i> | NA | <i>Homeowner Assoc. Fee</i> | \$348/Yr. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | GR | <i>Patio/Balcony</i> | INCL | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments:

Jacob's Field (Cont.)

Flaherty Builders and Developers

SF-Production

| | | | | | |
|---------------------|--|--------------------------|----------------------|----------------------------|-----------------|
| <i>Municipality</i> | New Lenox | <i>High School Dist.</i> | 210-Lincoln-Way West | <i>Total Units</i> | 159 |
| <i>Township</i> | New Lenox | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 1/11/08 |
| <i>County</i> | Will | <i>Phone</i> | (815) 464-2213 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 0 | <i>Minimum Lot Size</i> | 11,600 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | Remote | <i>Lot Dimensions</i> | 80' x 145' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | Northeast corner of Laraway Road and Gougar Road | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|-----------------------------|------|
| <i>Quarter</i> | | | | | | <i>Project Size</i> | 159 |
| <i>Survey Date</i> | 3/29/23 | 6/30/23 | 9/28/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 109 |
| <i>Quarterly Contracts</i> | 1 | 2 | 6 | 2 | 6 | <i>Remaining To Be Sold</i> | 50 |
| <i>Contracts Per Month During Quarter</i> | 0.3 | 0.7 | 2.0 | 0.6 | 2.0 | <i>Months Remaining</i> | 89.4 |
| <i>Total Contracts To Date</i> | 93 | 95 | 101 | 103 | 109 | | |
| <i>Contracts Per Month Since Opening</i> | 0.5 | 0.5 | 0.5 | 0.5 | 0.6 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> | |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|----------------|----------------|-----------------|------------------|--------------------------|-----------------------------|-----------|
| | | | | | | | <i>3/29/23</i> | <i>6/30/23</i> | <i>9/28/23</i> | <i>12/31/23</i> | <i>3/31/24</i> | | | |
| Ian 2000 | 4/2.5 | F&S | 2S | 3E | 10+ | 3,300 | \$629,900 | \$629,900 | \$629,900 | \$629,900 | \$629,900 | \$190.88 | \$590,600 | |
| Devin 2000 | 4/4.0 | S&S | 2S | 3E | 10+ | 3,400 | 634,900 | 639,900 | 639,900 | 644,900 | 644,900 | 189.68 | 602,600 | |
| Erin | 4/2.5 | FAM | 2S | 3E | 10+ | 3,650 | --- | --- | --- | --- | --- | --- | --- | |
| Erin 2000 | 4/3.5 | FAM | 2S | 3E | 10+ | 3,650 | --- | --- | --- | --- | --- | --- | --- | |
| Caellin | 4/2.5 | STDY | 2S | 3E | 10+ | 3,700 | 684,900 | 689,900 | 689,900 | 694,900 | 694,900 | 187.81 | 655,600 | |
| Declan | 4/2.5 | S&F | 2S | 3E | 10+ | 3,700 | --- | --- | --- | --- | --- | --- | --- | |
| Declan 2000 | 4/3.5 | S&F | 2S | 3E | 10+ | 3,900 | --- | --- | --- | --- | --- | --- | --- | |
| Caellin 2000 | 4/3.5 | B&F | 2S | 3E | 10+ | 4,000 | 704,900 | 709,900 | 709,900 | 714,900 | 714,900 | 178.73 | 673,600 | |
| * Best Sellers | | | | | | Averages: | 3,050 | \$617,367 | \$622,033 | \$622,033 | \$626,700 | \$626,700 | \$205.48 | \$587,733 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | INCL | <i>Foyer Flooring</i> | WOOD | <i>Garage Door Opener</i> | INCL | <i>Hand Rails</i> | WOOD | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | GRAN | <i>Kitchen Flooring</i> | WOOD | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | INCL | <i>Microwave</i> | OPT |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGSC | <i>Refrigerator</i> | OPT | <i>Trim</i> | STND | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | WOOD | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|------|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | CONC | <i>Exterior Siding</i> | MAVL | <i>Fencing</i> | NA | <i>Homeowner Assoc. Fee</i> | \$348/Yr. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | GR | <i>Patio/Balcony</i> | INCL | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments:

Leigh Creek-SF

Hartz Construction

SF-Production

| | | | | | |
|---------------------|------------------------------------|--------------------------|----------------------|----------------------------|-----------------|
| <i>Municipality</i> | New Lenox | <i>High School Dist.</i> | 210-Lincoln-Way East | <i>Total Units</i> | 52 |
| <i>Township</i> | New Lenox | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 12/15/15 |
| <i>County</i> | Will | <i>Phone</i> | (815) 907-5303 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 2 | <i>Minimum Lot Size</i> | 10,560 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | 80' x 132' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | Laraway Road and Heatherglen Drive | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|----------------------|------|
| <i>Quarter</i> | | | | | | Project Size | 52 |
| <i>Survey Date</i> | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | Total Sold | 40 |
| <i>Quarterly Contracts</i> | 5 | 4 | 0 | 0 | 1 | Remaining To Be Sold | 12 |
| <i>Contracts Per Month During Quarter</i> | 1.7 | 1.3 | 0.0 | 0.0 | 0.3 | Months Remaining | 29.9 |
| <i>Total Contracts To Date</i> | 35 | 39 | 39 | 39 | 40 | | |
| <i>Contracts Per Month Since Opening</i> | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | | |

FLOOR PLANS OFFERED

| Plan | Bed/Bath | Extra Room | Elev | Garage | Bsmt | Plan Size (Sq. Ft.) | Base Sales Price | | | | | Price Per Sq. Ft. | Adjusted Sales Price |
|----------------|----------|------------|------|--------|------|---------------------|------------------|-----------|-----------|-----------|-----------|-------------------|----------------------|
| | | | | | | | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | |
| Crystal | 3/2.0 | --- | R | 2E | 10+ | 1,800 | \$429,900 | \$448,900 | \$448,900 | \$448,900 | \$--- | \$--- | \$--- |
| Edgebrook | 2/2.0 | FAM | R | 2E | 10+ | 1,960 | --- | --- | --- | --- | --- | --- | --- |
| Citrine II | 3/2.5 | LOFT | 2S | 2E | U7 | 2,000 | 378,900 | 395,900 | 395,900 | 395,900 | 400,900 | 200.45 | 382,350 |
| Cypress | 4/2.5 | FAM | 2S | 2E | 7-10 | 2,200 | --- | --- | --- | --- | --- | --- | --- |
| Daybreak | 3/2.5 | L&F | 2S | 2E | 7-10 | 2,210 | --- | --- | --- | --- | --- | --- | --- |
| Genesis III | 3/2.5 | FAM | R | 2E | 10+ | 2,328 | 416,900 | 453,900 | 453,900 | 453,900 | 458,900 | 197.12 | 431,350 |
| Lily | 4/2.5 | --- | 2S | 2E | 7-10 | 2,375 | 421,900 | 436,900 | 436,900 | 436,900 | 441,900 | 186.06 | 418,350 |
| Kingsford | 4/2.5 | --- | 2S | 2E | 7-10 | 2,400 | 425,900 | 443,900 | 443,900 | 443,900 | 448,900 | 187.04 | 425,350 |
| Charleston II | 4/2.5 | DEN | 2S | 2E | 7-10 | 2,600 | --- | 459,900 | 459,900 | 459,900 | 464,900 | 178.81 | 441,350 |
| * Best Sellers | | | | | | Averages: | 2,392 | \$425,614 | \$448,400 | \$448,400 | \$449,400 | \$187.88 | \$426,017 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | OPT | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | CERM | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | WOOD | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | HSUR | <i>Kitchen Flooring</i> | WOOD | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | INCL |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGSC | <i>Refrigerator</i> | OPT | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|------|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | ASPH | <i>Exterior Siding</i> | MACF | <i>Fencing</i> | OPT | <i>Homeowner Assoc. Fee</i> | \$250/Yr. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | GDSO | <i>Patio/Balcony</i> | INCL | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments:

Leigh Creek-SF (Cont.)

Hartz Construction

SF-Production

| | | | | | |
|---------------------|------------------------------------|--------------------------|----------------------|----------------------------|-----------------|
| <i>Municipality</i> | New Lenox | <i>High School Dist.</i> | 210-Lincoln-Way East | <i>Total Units</i> | 52 |
| <i>Township</i> | New Lenox | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 12/15/15 |
| <i>County</i> | Will | <i>Phone</i> | (815) 907-5303 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 2 | <i>Minimum Lot Size</i> | 10,560 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | 80' x 132' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | Laraway Road and Heatherglen Drive | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | Project Size | 52 |
|---|---------|---------|---------|----------|---------|-----------------------------|------|
| <i>Quarter</i> | | | | | | <i>Total Sold</i> | 40 |
| <i>Survey Date</i> | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | <i>Remaining To Be Sold</i> | 12 |
| <i>Quarterly Contracts</i> | 5 | 4 | 0 | 0 | 1 | <i>Months Remaining</i> | 29.9 |
| <i>Contracts Per Month During Quarter</i> | 1.7 | 1.3 | 0.0 | 0.0 | 0.3 | | |
| <i>Total Contracts To Date</i> | 35 | 39 | 39 | 39 | 40 | | |
| <i>Contracts Per Month Since Opening</i> | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> | |
|-----------------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|----------------|----------------|-----------------|----------------|--------------------------|-----------------------------|-----------|
| | | | | | | | <i>3/29/23</i> | <i>6/30/23</i> | <i>9/30/23</i> | <i>12/31/23</i> | <i>3/31/24</i> | | | |
| Hawthorne | 4/2.5 | FAM | 2S | 2E | 7-10 | 2,609 | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | |
| Hunter | 4/2.5 | L&F | 2S | 2E | 7-10 | 2,646 | 455,900 | 471,900 | 471,900 | 475,900 | 480,900 | 181.75 | 457,350 | |
| Sapphire | 4/2.5 | F&L | 2S | 2E | 7-10 | 2,718 | 449,900 | 475,900 | 475,900 | 479,900 | --- | --- | --- | |
| Hartford | 4/2.5 | F&S | 2S | 2E | 7-10 | 2,852 | --- | --- | --- | --- | --- | --- | --- | |
| <i>* Best Sellers</i> | | | | | | <i>Averages:</i> | 2,392 | \$425,614 | \$448,400 | \$448,400 | \$449,400 | \$449,400 | \$187.88 | \$426,017 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | OPT | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | CERM | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | WOOD | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | HSUR | <i>Kitchen Flooring</i> | WOOD | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | INCL |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGSC | <i>Refrigerator</i> | OPT | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|------|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | ASPH | <i>Exterior Siding</i> | MACF | <i>Fencing</i> | OPT | <i>Homeowner Assoc. Fee</i> | \$250/Yr. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | GDS | <i>Patio/Balcony</i> | INCL | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments:

Shannon Estates

Hartz Construction

SF-Production

| | | | | | |
|---------------------|---------------------------------|--------------------------|-------------------------|----------------------------|-----------------|
| <i>Municipality</i> | New Lenox | <i>High School Dist.</i> | 210-Lincoln-Way Central | <i>Total Units</i> | 229 |
| <i>Township</i> | New Lenox | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 2/15/05 |
| <i>County</i> | Will | <i>Phone</i> | (815) 462-1210 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 5 | <i>Minimum Lot Size</i> | 12,000 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | 80' x 150' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | Spencer Road and Joliet Highway | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|-----------------------------|------|
| <i>Quarter</i> | | | | | | <i>Project Size</i> | 229 |
| <i>Survey Date</i> | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 212 |
| <i>Quarterly Contracts</i> | 3 | 2 | 0 | 3 | 5 | <i>Remaining To Be Sold</i> | 17 |
| <i>Contracts Per Month During Quarter</i> | 1.0 | 0.7 | 0.0 | 1.0 | 1.7 | <i>Months Remaining</i> | 18.4 |
| <i>Total Contracts To Date</i> | 202 | 204 | 204 | 207 | 212 | | |
| <i>Contracts Per Month Since Opening</i> | 0.9 | 0.9 | 0.9 | 0.9 | 0.9 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> | |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|----------------|----------------|-----------------|----------------|--------------------------|-----------------------------|-----------|
| | | | | | | | <i>3/29/23</i> | <i>6/30/23</i> | <i>9/30/23</i> | <i>12/31/23</i> | <i>3/31/24</i> | | | |
| Crystal | 3/2.0 | --- | R | 2E | 7-10 | 1,800 | \$423,900 | \$437,900 | \$437,900 | \$437,900 | \$--- | \$--- | \$--- | |
| Kingston | 3/1.5 | --- | 2S | 2E | 7-10 | 1,900 | --- | --- | --- | --- | --- | --- | --- | |
| Chandler I | 3/1.5 | FAM | 2S | 2E | 7-10 | 1,950 | --- | --- | --- | --- | --- | --- | --- | |
| Edgebrook | 2/2.0 | FAM | R | 2E | 7-10 | 1,960 | --- | --- | --- | --- | --- | --- | --- | |
| Citrine II | 3/2.5 | LOFT | 2S | 3E | 7-10 | 2,000 | 395,900 | 395,900 | 395,900 | 395,900 | 400,900 | 200.45 | 363,600 | |
| Hilton I | 4/2.5 | --- | 2S | 2E | 7-10 | 2,050 | --- | --- | --- | --- | --- | --- | --- | |
| Chandler II | 3/2.5 | FAM | 2S | 2E | 7-10 | 2,060 | --- | --- | --- | --- | --- | --- | --- | |
| Kensington | 4/2.5 | FAM | 2S | 2E | 7-10 | 2,063 | --- | --- | --- | --- | --- | --- | --- | |
| Cypress | 4/2.5 | FAM | 2S | 2E | 7-10 | 2,200 | --- | --- | --- | --- | --- | --- | --- | |
| * Best Sellers | | | | | | Averages: | 2,417 | \$428,400 | \$440,025 | \$440,025 | \$441,650 | \$442,067 | \$182.90 | \$405,600 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | OPT | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | INCL | <i>Foyer Flooring</i> | WOOD | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | IRON | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | HSUR | <i>Kitchen Flooring</i> | WOOD | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | INCL |
| <i>Passage Doors</i> | WOOD | <i>Range/Oven</i> | SGSC | <i>Refrigerator</i> | OPT | <i>Trim</i> | STND | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|------|---------------------------------|----|
| <i>Community Security</i> | NA | <i>Driveway</i> | ASPH | <i>Exterior Siding</i> | MAVL | <i>Fencing</i> | NA | <i>Homeowner Assoc. Fee</i> | NA |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | FULL | <i>Patio/Balcony</i> | INCL | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments: Community will not have a homeowners association.
Formerly marketed as Hibernia Estates

Shannon Estates (Cont.)

Hartz Construction

SF-Production

| | | | | | |
|---------------------|---------------------------------|--------------------------|-------------------------|----------------------------|-----------------|
| <i>Municipality</i> | New Lenox | <i>High School Dist.</i> | 210-Lincoln-Way Central | <i>Total Units</i> | 229 |
| <i>Township</i> | New Lenox | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 2/15/05 |
| <i>County</i> | Will | <i>Phone</i> | (815) 462-1210 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 5 | <i>Minimum Lot Size</i> | 12,000 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | 80' x 150' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | Spencer Road and Joliet Highway | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|----------------------|------|
| <i>Quarter</i> | | | | | | Project Size | 229 |
| <i>Survey Date</i> | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | Total Sold | 212 |
| <i>Quarterly Contracts</i> | 3 | 2 | 0 | 3 | 5 | Remaining To Be Sold | 17 |
| <i>Contracts Per Month During Quarter</i> | 1.0 | 0.7 | 0.0 | 1.0 | 1.7 | Months Remaining | 18.4 |
| <i>Total Contracts To Date</i> | 202 | 204 | 204 | 207 | 212 | | |
| <i>Contracts Per Month Since Opening</i> | 0.9 | 0.9 | 0.9 | 0.9 | 0.9 | | |

FLOOR PLANS OFFERED

| Plan | Bed/Bath | Extra Room | Elev | Garage | Bsmt | Plan Size (Sq. Ft.) | Base Sales Price | | | | | Price Per Sq. Ft. | Adjusted Sales Price | |
|----------------|-----------|------------|------|--------|------|---------------------|------------------|-----------|-----------|-----------|----------------|-------------------|----------------------|-----------|
| | | | | | | | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | | |
| Daybreak | 3/2.5 | L&F | 2S | 2E | 10+ | 2,210 | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | |
| Lily | 4/2.5 | --- | 2S | 2E | 10+ | 2,376 | 415,900 | 429,900 | 429,900 | 429,900 | 434,900 | 183.04 | 398,600 | |
| Genesis IV | 3/2.5 | FAM | R | 3E | 7-10 | 2,406 | --- | --- | --- | --- | --- | --- | --- | |
| Genesis III | 3/2.5 | FAM | 2S | 2E | 10+ | 2,410 | 430,900 | 442,900 | 442,900 | 442,900 | 447,900 | 185.85 | 411,600 | |
| Galena | 3/2.5 | DEN | R | 3E | 7-10 | 2,450 | --- | --- | --- | --- | --- | --- | --- | |
| Kingsford | 4/2.5 | FAM | 2S | 2E | 10+ | 2,470 | 420,900 | 432,900 | 432,900 | 432,900 | 437,900 | 177.29 | 401,600 | |
| Charleston II | 4/2.5 | DEN | 2S | 2E | 10+ | 2,600 | 435,900 | 454,900 | 454,900 | 454,900 | 459,900 | 176.88 | 423,600 | |
| Hawthorne | 4/2.5 | FAM | 2S | 3E | 7-10 | 2,609 | --- | --- | --- | --- | --- | --- | --- | |
| Hunter | 4/2.5 | F&L | 2S | 2E | 10+ | 2,646 | 451,900 | 459,900 | 459,900 | 465,900 | 470,900 | 177.97 | 434,600 | |
| * Best Sellers | Averages: | | | | | | 2,417 | \$428,400 | \$440,025 | \$440,025 | \$441,650 | \$442,067 | \$182.90 | \$405,600 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | OPT | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | INCL | <i>Foyer Flooring</i> | WOOD | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | IRON | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | HSUR | <i>Kitchen Flooring</i> | WOOD | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | INCL |
| <i>Passage Doors</i> | WOOD | <i>Range/Oven</i> | SGSC | <i>Refrigerator</i> | OPT | <i>Trim</i> | STND | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|------|---------------------------------|----|
| <i>Community Security</i> | NA | <i>Driveway</i> | ASPH | <i>Exterior Siding</i> | MAVL | <i>Fencing</i> | NA | <i>Homeowner Assoc. Fee</i> | NA |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | FULL | <i>Patio/Balcony</i> | INCL | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments: Community will not have a homeowners association.
Formerly marketed as Hibernia Estates

Shannon Estates (Cont.)

Hartz Construction

SF-Production

| | | | | | |
|---------------------|---------------------------------|--------------------------|-------------------------|----------------------------|-----------------|
| <i>Municipality</i> | New Lenox | <i>High School Dist.</i> | 210-Lincoln-Way Central | <i>Total Units</i> | 229 |
| <i>Township</i> | New Lenox | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 2/15/05 |
| <i>County</i> | Will | <i>Phone</i> | (815) 462-1210 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 5 | <i>Minimum Lot Size</i> | 12,000 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | 80' x 150' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | Spencer Road and Joliet Highway | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|----------------------|------|
| <i>Quarter</i> | | | | | | Project Size | 229 |
| <i>Survey Date</i> | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | Total Sold | 212 |
| <i>Quarterly Contracts</i> | 3 | 2 | 0 | 3 | 5 | Remaining To Be Sold | 17 |
| <i>Contracts Per Month During Quarter</i> | 1.0 | 0.7 | 0.0 | 1.0 | 1.7 | | |
| <i>Total Contracts To Date</i> | 202 | 204 | 204 | 207 | 212 | Months Remaining | 18.4 |
| <i>Contracts Per Month Since Opening</i> | 0.9 | 0.9 | 0.9 | 0.9 | 0.9 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> | |
|--------------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|----------------|----------------|-----------------|----------------|--------------------------|-----------------------------|-----------|
| | | | | | | | <i>3/29/23</i> | <i>6/30/23</i> | <i>9/30/23</i> | <i>12/31/23</i> | <i>3/31/24</i> | | | |
| Danielle I | 4/2.5 | FAM | 2S | 3E | 10+ | 2,673 | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | |
| Sapphire | 4/2.5 | F&L | 2S | 2E | 10+ | 2,718 | 451,900 | 465,900 | 465,900 | 472,900 | --- | --- | --- | |
| Sapphire Premier | 4/2.5 | L&F | 2S | 3E | 10+ | 2,800 | --- | --- | --- | --- | --- | --- | --- | |
| Glenmore | 4/2.5 | FAM | 2S | 3E | 10+ | 3,084 | --- | --- | --- | --- | --- | --- | --- | |
| Diamond | 4/2.5 | STDY | 2S | 3E | 7-10 | 3,100 | --- | --- | --- | --- | --- | --- | --- | |
| Winchester Premier | 4/2.5 | F&S | 2S | 3E | 10+ | 3,116 | --- | --- | --- | --- | --- | --- | --- | |
| Winchester | 4/2.5 | D&F | 2S | 3E | 10+ | 3,213 | --- | --- | --- | --- | --- | --- | --- | |
| Keswick | 4/2.5 | FAM | 2S | 3E | 10+ | 3,562 | --- | --- | --- | --- | --- | --- | --- | |
| * Best Sellers | | | | | | Averages: | 2,417 | \$428,400 | \$440,025 | \$440,025 | \$441,650 | \$442,067 | \$182.90 | \$405,600 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | OPT | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | INCL | <i>Foyer Flooring</i> | WOOD | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | IRON | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | HSUR | <i>Kitchen Flooring</i> | WOOD | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | INCL |
| <i>Passage Doors</i> | WOOD | <i>Range/Oven</i> | SGSC | <i>Refrigerator</i> | OPT | <i>Trim</i> | STND | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|------|---------------------------------|----|
| <i>Community Security</i> | NA | <i>Driveway</i> | ASPH | <i>Exterior Siding</i> | MAVL | <i>Fencing</i> | NA | <i>Homeowner Assoc. Fee</i> | NA |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | FULL | <i>Patio/Balcony</i> | INCL | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments: Community will not have a homeowners association.
Formerly marketed as Hibernia Estates

Sky Harbor-Hartz

Hartz Construction

SF-Production

| | | | | | |
|---------------------|-------------------------------------|--------------------------|-------------------------|----------------------------|-----------------|
| <i>Municipality</i> | New Lenox | <i>High School Dist.</i> | 210-Lincoln-Way Central | <i>Total Units</i> | 57 |
| <i>Township</i> | New Lenox | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 8/17/13 |
| <i>County</i> | Will | <i>Phone</i> | (815) 907-5302 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 2 | <i>Minimum Lot Size</i> | 10,920 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | 84' x 130' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | Schoolhouse Road and Highview Drive | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | | | | | | | |
|---|---------|---------|---------|----------|---------|-----------------------------|-----|
| <i>Quarter</i> | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | <i>Project Size</i> | 57 |
| <i>Survey Date</i> | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 54 |
| <i>Quarterly Contracts</i> | 0 | 2 | 0 | 0 | 3 | <i>Remaining To Be Sold</i> | 3 |
| <i>Contracts Per Month During Quarter</i> | 0.0 | 0.7 | 0.0 | 0.0 | 1.0 | <i>Months Remaining</i> | 7.1 |
| <i>Total Contracts To Date</i> | 49 | 51 | 51 | 51 | 54 | | |
| <i>Contracts Per Month Since Opening</i> | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> | |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|----------------|----------------|-----------------|----------------|--------------------------|-----------------------------|-----------|
| | | | | | | | <i>3/29/23</i> | <i>6/30/23</i> | <i>9/30/23</i> | <i>12/31/23</i> | <i>3/31/24</i> | | | |
| Crystal | 3/2.0 | --- | R | 2E | 10+ | 1,800 | \$429,900 | \$439,900 | \$439,900 | \$439,900 | \$--- | \$--- | \$--- | |
| Edgebrook | 2/2.0 | FAM | R | 2E | 7-10 | 1,960 | --- | --- | --- | --- | --- | --- | --- | |
| Citrine II | 3/2.5 | LOFT | 2S | 2E | 7-10 | 2,000 | 405,900 | 394,900 | 394,900 | 394,900 | 399,900 | 199.95 | 387,200 | |
| Cypress | 4/2.5 | FAM | 2S | 2E | 7-10 | 2,200 | --- | --- | --- | --- | --- | --- | --- | |
| Daybreak | 3/2.5 | F&L | 2S | 2E | 10+ | 2,210 | --- | --- | --- | --- | --- | --- | --- | |
| Genesis III | 3/2.5 | --- | R | 2E | 10+ | 2,300 | 439,900 | 443,900 | 443,900 | 443,900 | 448,900 | 195.17 | 432,200 | |
| Lily | 4/2.5 | --- | 2S | 2E | 7-10 | 2,376 | 424,900 | 432,900 | 417,900 | 417,900 | 422,900 | 177.99 | 410,200 | |
| Kingsford | 4/2.5 | --- | 2S | 2E | 7-10 | 2,470 | 425,900 | 435,900 | 420,900 | 420,900 | 425,900 | 172.43 | 413,200 | |
| Hawthorne | 4/2.5 | FAM | 2S | 2E | 7-10 | 2,609 | --- | --- | --- | --- | --- | --- | --- | |
| * Best Sellers | | | | | | Averages: | 2,358 | \$435,186 | \$440,757 | \$437,043 | \$437,043 | \$434,300 | \$184.18 | \$420,000 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | OPT | <i>Bath Flooring</i> | SGDS | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | SGDS | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | WOOD | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | LAM | <i>Kitchen Flooring</i> | SGDS | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | OPT |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | OPT | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | FBGL |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | ASPH | <i>Exterior Siding</i> | MAVL | <i>Fencing</i> | NA | <i>Homeowner Assoc. Fee</i> | \$220/Yr. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | SODF | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: Varies with preferred lender.

Comments:

Sky Harbor-Hartz (Cont.)

Hartz Construction

SF-Production

| | | | | | |
|---------------------|-------------------------------------|--------------------------|-------------------------|----------------------------|-----------------|
| <i>Municipality</i> | New Lenox | <i>High School Dist.</i> | 210-Lincoln-Way Central | <i>Total Units</i> | 57 |
| <i>Township</i> | New Lenox | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 8/17/13 |
| <i>County</i> | Will | <i>Phone</i> | (815) 907-5302 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 2 | <i>Minimum Lot Size</i> | 10,920 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | 84' x 130' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | Schoolhouse Road and Highview Drive | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|----------------------|-----|
| <i>Quarter</i> | | | | | | Project Size | 57 |
| <i>Survey Date</i> | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | Total Sold | 54 |
| <i>Quarterly Contracts</i> | 0 | 2 | 0 | 0 | 3 | Remaining To Be Sold | 3 |
| <i>Contracts Per Month During Quarter</i> | 0.0 | 0.7 | 0.0 | 0.0 | 1.0 | | |
| <i>Total Contracts To Date</i> | 49 | 51 | 51 | 51 | 54 | Months Remaining | 7.1 |
| <i>Contracts Per Month Since Opening</i> | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | | |

FLOOR PLANS OFFERED

| Plan | Bed/Bath | Extra Room | Elev | Garage | Bsmt | Plan Size (Sq. Ft.) | Base Sales Price | | | | | Price Per Sq. Ft. | Adjusted Sales Price | |
|--------------------------|----------|------------|------|--------|------|---------------------|------------------|-----------|-----------|-----------|------------------|-------------------|----------------------|-----------|
| | | | | | | | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | | |
| Hunter | 4/2.5 | L&F | 2S | 2E | 10+ | 2,646 | \$463,900 | \$468,900 | \$468,900 | \$468,900 | \$473,900 | \$179.10 | \$457,200 | |
| Sapphire | 4/2.5 | F&L | 2S | 2E | 7-10 | 2,718 | 455,900 | 468,900 | 472,900 | 472,900 | --- | --- | --- | |
| * Best Sellers Averages: | | | | | | | 2,358 | \$435,186 | \$440,757 | \$437,043 | \$437,043 | \$434,300 | \$184.18 | \$420,000 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | OPT | <i>Bath Flooring</i> | SGDS | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | SGDS | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | WOOD | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | LAM | <i>Kitchen Flooring</i> | SGDS | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | OPT |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | OPT | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | FBGL |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | ASPH | <i>Exterior Siding</i> | MAVL | <i>Fencing</i> | NA | <i>Homeowner Assoc. Fee</i> | \$220/Yr. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | SODF | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: Varies with preferred lender.

Comments:

Stone Creek

Flaherty Builders and Developers

SF-Production

| | | | | | |
|---------------------|------------------------------------|--------------------------|----------------------|----------------------------|-----------------|
| <i>Municipality</i> | Frankfort | <i>High School Dist.</i> | 210-Lincoln-Way East | <i>Total Units</i> | 29 |
| <i>Township</i> | Frankfort | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 5/15/20 |
| <i>County</i> | Will | <i>Phone</i> | (815) 464-2213 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 0 | <i>Minimum Lot Size</i> | 15,000 Sq. Ft. |
| <i>Corridor</i> | Southern | <i>Sales</i> | Remote | <i>Lot Dimensions</i> | 100' x 150' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southern | | | | |
| <i>Location</i> | Pfeiffer Road and Pine Ridge Drive | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|----------------------|-----|
| <i>Quarter</i> | | | | | | Project Size | 29 |
| <i>Survey Date</i> | 3/28/23 | 6/30/23 | 9/28/23 | 12/31/23 | 3/31/24 | Total Sold | 26 |
| <i>Quarterly Contracts</i> | 0 | 0 | 0 | 0 | 2 | Remaining To Be Sold | 3 |
| <i>Contracts Per Month During Quarter</i> | 0.0 | 0.0 | 0.0 | 0.0 | 0.7 | | |
| <i>Total Contracts To Date</i> | 24 | 24 | 24 | 24 | 26 | Months Remaining | 5.4 |
| <i>Contracts Per Month Since Opening</i> | 0.7 | 0.6 | 0.6 | 0.6 | 0.6 | | |

FLOOR PLANS OFFERED

| Plan | Bed/Bath | Extra Room | Elev | Garage | Bsmt | Plan Size (Sq. Ft.) | Base Sales Price | | | | | Price Per Sq. Ft. | Adjusted Sales Price |
|----------------|----------|------------|------|--------|------|---------------------|------------------|-----------|-----------|-----------|----------------|-------------------|----------------------|
| | | | | | | | 3/28/23 | 6/30/23 | 9/28/23 | 12/31/23 | 3/31/24 | | |
| Colin | 4/2.5 | --- | 2S | 3E | 10+ | 2,400 | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- |
| Ian | 4/2.5 | S&F | 2S | 3E | 10+ | 2,600 | --- | --- | --- | --- | --- | --- | --- |
| Colin II | 4/2.5 | FAM | 2S | 3E | 10+ | 2,700 | --- | --- | --- | --- | --- | --- | --- |
| Regan | 3/2.5 | --- | R | 3E | 10+ | 2,700 | 624,900 | 629,900 | 629,900 | 634,900 | 634,900 | 235.15 | 592,400 |
| Shea II | 3/2.5 | STDY | R | 3E | 10+ | 2,700 | --- | --- | --- | --- | --- | --- | --- |
| Tegan | 3/2.5 | FAM | R | 3E | 10+ | 2,700 | 624,900 | 629,900 | 629,900 | 634,900 | 634,900 | 235.15 | 592,400 |
| Brennan | 4/2.5 | F&S | 2S | 3E | 10+ | 3,000 | 614,900 | 619,900 | 619,900 | 624,900 | 624,900 | 208.30 | 582,400 |
| Country Devin | 4/2.5 | STDY | 2S | 3E | 10+ | 3,000 | --- | --- | --- | --- | --- | --- | --- |
| Devin III | 4/2.5 | F&S | 2S | 3E | 10+ | 3,000 | --- | --- | --- | --- | --- | --- | --- |
| * Best Sellers | | | | | | Averages: | 3,230 | \$638,900 | \$643,400 | \$643,400 | \$647,900 | \$200.59 | \$604,800 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | INCL | <i>Foyer Flooring</i> | WOOD | <i>Garage Door Opener</i> | INCL | <i>Hand Rails</i> | IRON | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | GRAN | <i>Kitchen Flooring</i> | WOOD | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | OPT |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGSC | <i>Refrigerator</i> | OPT | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | GRAN | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | CONC | <i>Exterior Siding</i> | MAVL | <i>Fencing</i> | OPT | <i>Homeowner Assoc. Fee</i> | \$276/Mo. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | FULL | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments:

Stone Creek (Cont.)

Flaherty Builders and Developers

SF-Production

| | | | | | |
|---------------------|------------------------------------|--------------------------|----------------------|----------------------------|-----------------|
| <i>Municipality</i> | Frankfort | <i>High School Dist.</i> | 210-Lincoln-Way East | <i>Total Units</i> | 29 |
| <i>Township</i> | Frankfort | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 5/15/20 |
| <i>County</i> | Will | <i>Phone</i> | (815) 464-2213 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 0 | <i>Minimum Lot Size</i> | 15,000 Sq. Ft. |
| <i>Corridor</i> | Southern | <i>Sales</i> | Remote | <i>Lot Dimensions</i> | 100' x 150' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southern | | | | |
| <i>Location</i> | Pfeiffer Road and Pine Ridge Drive | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | | | | | | | |
|---|---------|---------|---------|----------|---------|-----------------------------|-----|
| <i>Quarter</i> | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | <i>Project Size</i> | 29 |
| <i>Survey Date</i> | 3/28/23 | 6/30/23 | 9/28/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 26 |
| <i>Quarterly Contracts</i> | 0 | 0 | 0 | 0 | 2 | <i>Remaining To Be Sold</i> | 3 |
| <i>Contracts Per Month During Quarter</i> | 0.0 | 0.0 | 0.0 | 0.0 | 0.7 | <i>Months Remaining</i> | 5.4 |
| <i>Total Contracts To Date</i> | 24 | 24 | 24 | 24 | 26 | | |
| <i>Contracts Per Month Since Opening</i> | 0.7 | 0.6 | 0.6 | 0.6 | 0.6 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|-----------|-----------|-----------|------------------|--------------------------|-----------------------------|
| | | | | | | | 3/28/23 | 6/30/23 | 9/28/23 | 12/31/23 | 3/31/24 | | |
| Camden | 4/2.5 | STDY | 2S | 3E | 10+ | 3,100 | \$634,900 | \$639,900 | \$639,900 | \$644,900 | \$644,900 | \$208.03 | \$602,400 |
| Aran | 3/2.5 | FAM | 2S | 3E | 10+ | 3,150 | 624,900 | 629,900 | 629,900 | 634,900 | 634,900 | 201.56 | 592,400 |
| Devin 1800 | 4/2.5 | F&S | 2S | 3E | 10+ | 3,250 | 609,900 | 614,900 | 614,900 | 619,900 | 619,900 | 190.74 | 577,400 |
| Ian 2000 | 4/2.5 | S&F | 2S | 3E | 10+ | 3,300 | 629,900 | 629,900 | 629,900 | 629,900 | 629,900 | 190.88 | 587,400 |
| Devin 2000 | 4/3.5 | STDY | 2S | 3E | 10+ | 3,400 | 634,900 | 639,900 | 639,900 | 644,900 | 644,900 | 189.68 | 600,400 |
| Erin 2000 | 4/3.5 | FAM | 2S | 3E | 10+ | 3,650 | --- | --- | --- | --- | --- | --- | --- |
| Caellin | 4/3.5 | SIT | 2S | 3E | 10+ | 3,700 | 684,900 | 689,900 | 689,900 | 694,900 | 694,900 | 187.81 | 650,400 |
| Delcan 2000 | 4/3.5 | S&F | 2S | 3E | 10+ | 3,900 | --- | --- | --- | --- | --- | --- | --- |
| Caellin 2000 | 4/3.5 | B&S | 2S | 3E | 10+ | 4,000 | 704,900 | 709,900 | 709,900 | 714,900 | 714,900 | 178.73 | 670,400 |
| * Best Sellers | | | | | | Averages: | 3,230 | \$638,900 | \$643,400 | \$643,400 | \$647,900 | \$200.59 | \$604,800 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | INCL | <i>Foyer Flooring</i> | WOOD | <i>Garage Door Opener</i> | INCL | <i>Hand Rails</i> | IRON | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | GRAN | <i>Kitchen Flooring</i> | WOOD | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | OPT |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGSC | <i>Refrigerator</i> | OPT | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | GRAN | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | CONC | <i>Exterior Siding</i> | MAVL | <i>Fencing</i> | OPT | <i>Homeowner Assoc. Fee</i> | \$276/Mo. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | FULL | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments:

Goodings Grove-SF

Gallagher & Henry

SF-Production

| | | | | | |
|---------------------|----------------------------------|--------------------------|--------------------|----------------------------|-----------------|
| <i>Municipality</i> | Homer Glen | <i>High School Dist.</i> | 33C-Homer Township | <i>Total Units</i> | 99 |
| <i>Township</i> | Hampshire | <i>Mstr Plan Comm</i> | Goodings Grove | <i>Opening Date</i> | 3/19/05 |
| <i>County</i> | Will | <i>Phone</i> | (708) 301-8170 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 0 | <i>Minimum Lot Size</i> | 12,000 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | Remote | <i>Lot Dimensions</i> | 100' x 120' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | 143rd Street and Greystone Drive | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|----------------------|------|
| <i>Quarter</i> | | | | | | Project Size | 99 |
| <i>Survey Date</i> | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | Total Sold | 77 |
| <i>Quarterly Contracts</i> | 0 | 0 | 0 | 0 | 0 | Remaining To Be Sold | 22 |
| <i>Contracts Per Month During Quarter</i> | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | | |
| <i>Total Contracts To Date</i> | 77 | 77 | 77 | 77 | 77 | Months Remaining | 65.3 |
| <i>Contracts Per Month Since Opening</i> | 0.4 | 0.4 | 0.3 | 0.3 | 0.3 | | |

FLOOR PLANS OFFERED

| Plan | Bed/Bath | Extra Room | Elev | Garage | Bsmt | Plan Size (Sq. Ft.) | Base Sales Price | | | | | Price Per Sq. Ft. | Adjusted Sales Price |
|----------------|----------|------------|------|--------|------|---------------------|------------------|-----------|-----------|-----------|----------------|-------------------|----------------------|
| | | | | | | | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | |
| Arlington | 3/2.0 | --- | R | 2E | 10+ | 1,980 | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- |
| Oxford | 4/2.5 | FAM | 2S | 2E | 7-10 | 2,210 | --- | --- | --- | --- | --- | --- | --- |
| Amberwood | 3/2.0 | --- | R | 3E | 7-10 | 2,243 | 521,300 | 521,300 | 538,200 | 575,900 | 575,900 | 256.75 | 544,100 |
| Prescott | 3/2.5 | FAM | 2S | 2E | 7-10 | 2,243 | --- | --- | --- | --- | --- | --- | --- |
| Fremont | 3/2.0 | --- | R | 3E | 10+ | 2,280 | 559,800 | 559,800 | 578,000 | 617,000 | 617,000 | 270.61 | 581,200 |
| Farnham | 4/2.5 | FAM | 2S | 2E | 10+ | 2,504 | --- | --- | --- | --- | --- | --- | --- |
| Ashford | 4/2.5 | FAM | 2S | 2E | 10+ | 2,517 | --- | --- | --- | --- | --- | --- | --- |
| Scottsdale | 3/2.5 | FAM | R | 2E | 10+ | 2,557 | --- | --- | --- | --- | --- | --- | --- |
| Danbury | 4/2.5 | --- | 2S | 3E | 10+ | 2,604 | 530,100 | 530,100 | 547,300 | 584,200 | 584,200 | 224.35 | 547,400 |
| * Best Sellers | | | | | | Averages: | 2,675 | \$552,400 | \$552,400 | \$570,333 | \$609,050 | \$227.68 | \$574,250 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | CERM | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | WOOD | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | LAM | <i>Kitchen Flooring</i> | SGDS | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | OPT |
| <i>Passage Doors</i> | WOOD | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | OPT | <i>Trim</i> | STND | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | WOOD | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | CONC | <i>Exterior Siding</i> | MAVL | <i>Fencing</i> | NA | <i>Homeowner Assoc. Fee</i> | \$175/Yr. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | GDS | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments:

Goodings Grove-SF (Cont.)

Gallagher & Henry

SF-Production

| | | | | | |
|---------------------|----------------------------------|--------------------------|--------------------|----------------------------|-----------------|
| <i>Municipality</i> | Homer Glen | <i>High School Dist.</i> | 33C-Homer Township | <i>Total Units</i> | 99 |
| <i>Township</i> | Hampshire | <i>Mstr Plan Comm</i> | Goodings Grove | <i>Opening Date</i> | 3/19/05 |
| <i>County</i> | Will | <i>Phone</i> | (708) 301-8170 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 0 | <i>Minimum Lot Size</i> | 12,000 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | Remote | <i>Lot Dimensions</i> | 100' x 120' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | 143rd Street and Greystone Drive | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|----------------------|------|
| <i>Quarter</i> | | | | | | Project Size | 99 |
| <i>Survey Date</i> | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | Total Sold | 77 |
| <i>Quarterly Contracts</i> | 0 | 0 | 0 | 0 | 0 | Remaining To Be Sold | 22 |
| <i>Contracts Per Month During Quarter</i> | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | Months Remaining | 65.3 |
| <i>Total Contracts To Date</i> | 77 | 77 | 77 | 77 | 77 | | |
| <i>Contracts Per Month Since Opening</i> | 0.4 | 0.4 | 0.3 | 0.3 | 0.3 | | |

FLOOR PLANS OFFERED

| Plan | Bed/Bath | Extra Room | Elev | Garage | Bsmt | Plan Size (Sq. Ft.) | Base Sales Price | | | | | Price Per Sq. Ft. | Adjusted Sales Price |
|----------------|----------|------------|------|--------|------|---------------------|------------------|-----------|-----------|-----------|----------------|-------------------|----------------------|
| | | | | | | | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | |
| Essex | 3/2.5 | F&S | R | 2E | 10+ | 2,613 | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- |
| Compton | 3/2.5 | FAM | R | 2E | 10+ | 2,623 | --- | --- | --- | --- | --- | --- | --- |
| Coventry | 4/2.5 | FAM | CC | 3E | 10+ | 2,623 | --- | --- | --- | --- | --- | --- | --- |
| Hawthorne | 4/2.5 | FAM | 2S | 2E | 7-10 | 2,688 | --- | --- | --- | --- | --- | --- | --- |
| Briarcliffe | 4/2.0 | FAM | 2S | 2E | 10+ | 2,732 | 536,400 | 536,400 | 553,800 | 591,200 | 591,200 | 216.40 | 560,400 |
| Jefferson | 4/2.5 | FAM | 2S | 2E | 7-10 | 2,822 | --- | --- | --- | --- | --- | --- | --- |
| Eden | 4/2.5 | FAM | 2S | 3E | 10+ | 2,823 | 556,800 | 556,800 | 574,900 | 613,700 | 613,700 | 217.39 | 576,900 |
| Newport | 4/2.5 | F&S | 2S | 3E | 10+ | 2,987 | --- | --- | --- | --- | --- | --- | --- |
| Wrightwood | 4/2.5 | F&S | 2S | 2E | 7-10 | 3,065 | --- | --- | --- | --- | --- | --- | --- |
| * Best Sellers | | | | | | Averages: | 2,675 | \$552,400 | \$552,400 | \$570,333 | \$609,050 | \$227.68 | \$574,250 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | CERM | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | WOOD | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | LAM | <i>Kitchen Flooring</i> | SGDS | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | OPT |
| <i>Passage Doors</i> | WOOD | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | OPT | <i>Trim</i> | STND | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | WOOD | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|-------|----------------------|-----|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | CONC | <i>Exterior Siding</i> | MAVL | <i>Fencing</i> | NA | <i>Homeowner Assoc. Fee</i> | \$175/Yr. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | GDS\$ | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments:

Goodings Grove-SF (Cont.)

Gallagher & Henry

SF-Production

| | | | | | |
|---------------------|----------------------------------|--------------------------|--------------------|----------------------------|-----------------|
| <i>Municipality</i> | Homer Glen | <i>High School Dist.</i> | 33C-Homer Township | <i>Total Units</i> | 99 |
| <i>Township</i> | Hampshire | <i>Mstr Plan Comm</i> | Goodings Grove | <i>Opening Date</i> | 3/19/05 |
| <i>County</i> | Will | <i>Phone</i> | (708) 301-8170 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 0 | <i>Minimum Lot Size</i> | 12,000 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | Remote | <i>Lot Dimensions</i> | 100' x 120' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | 143rd Street and Greystone Drive | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|----------------------|------|
| <i>Quarter</i> | | | | | | Project Size | 99 |
| <i>Survey Date</i> | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | Total Sold | 77 |
| <i>Quarterly Contracts</i> | 0 | 0 | 0 | 0 | 0 | Remaining To Be Sold | 22 |
| <i>Contracts Per Month During Quarter</i> | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | Months Remaining | 65.3 |
| <i>Total Contracts To Date</i> | 77 | 77 | 77 | 77 | 77 | | |
| <i>Contracts Per Month Since Opening</i> | 0.4 | 0.4 | 0.3 | 0.3 | 0.3 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|-----------|-----------|-----------|-----------|--------------------------|-----------------------------|
| | | | | | | | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | |
| Fieldstone | 4/2.5 | S&F | 2S | 3E | 10+ | 3,216 | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- |
| Grafton | 4/2.5 | D&F | 2S | 2E | 7-10 | 3,285 | --- | --- | --- | --- | --- | --- | --- |
| Princeton | 5/2.5 | FAM | 2S | 2E | 10+ | 3,292 | --- | --- | --- | --- | --- | --- | --- |
| Calysta | 4/2.5 | S&F | 2S | 3E | 10+ | 3,365 | 610,000 | 610,000 | 629,800 | 672,300 | 672,300 | 199.79 | 635,500 |
| Harvard | 4/2.5 | S&D | 2S | 2P | 10+ | 3,413 | --- | --- | --- | --- | --- | --- | --- |
| Berkshire | 4/2.5 | F&S | 2S | 2E | 10+ | 3,463 | --- | --- | --- | --- | --- | --- | --- |
| Dartmore | 4/2.5 | F&D | 2S | 2E | 10+ | 3,526 | --- | --- | --- | --- | --- | --- | --- |
| Barrington | 4/2.5 | S&F | 2S | 3E | 10+ | 3,645 | --- | --- | --- | --- | --- | --- | --- |
| Berkley | 4/2.5 | S&F | 2S | 2E | 10+ | 3,760 | --- | --- | --- | --- | --- | --- | --- |
| * Best Sellers | | | | | | Averages: | 2,675 | \$552,400 | \$552,400 | \$570,333 | \$609,050 | \$227.68 | \$574,250 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | CERM | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | WOOD | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | LAM | <i>Kitchen Flooring</i> | SGDS | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | OPT |
| <i>Passage Doors</i> | WOOD | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | OPT | <i>Trim</i> | STND | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | WOOD | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|-------|----------------------|-----|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | CONC | <i>Exterior Siding</i> | MAVL | <i>Fencing</i> | NA | <i>Homeowner Assoc. Fee</i> | \$175/Yr. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | GDS\$ | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments:

Goodings Grove-SF (Cont.)

Gallagher & Henry

SF-Production

| | | | | | |
|---------------------|----------------------------------|--------------------------|--------------------|----------------------------|-----------------|
| <i>Municipality</i> | Homer Glen | <i>High School Dist.</i> | 33C-Homer Township | <i>Total Units</i> | 99 |
| <i>Township</i> | Hampshire | <i>Mstr Plan Comm</i> | Goodings Grove | <i>Opening Date</i> | 3/19/05 |
| <i>County</i> | Will | <i>Phone</i> | (708) 301-8170 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 0 | <i>Minimum Lot Size</i> | 12,000 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | Remote | <i>Lot Dimensions</i> | 100' x 120' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | 143rd Street and Greystone Drive | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|----------------------|------|
| <i>Quarter</i> | | | | | | Project Size | 99 |
| <i>Survey Date</i> | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | Total Sold | 77 |
| <i>Quarterly Contracts</i> | 0 | 0 | 0 | 0 | 0 | Remaining To Be Sold | 22 |
| <i>Contracts Per Month During Quarter</i> | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | | |
| <i>Total Contracts To Date</i> | 77 | 77 | 77 | 77 | 77 | Months Remaining | 65.3 |
| <i>Contracts Per Month Since Opening</i> | 0.4 | 0.4 | 0.3 | 0.3 | 0.3 | | |

FLOOR PLANS OFFERED

| Plan | Bed/Bath | Extra Room | Elev | Garage | Bsmt | Plan Size (Sq. Ft.) | Base Sales Price | | | | | Price Per Sq. Ft. | Adjusted Sales Price | |
|----------------|----------|------------|------|--------|------|---------------------|------------------|-----------|-----------|-----------|-----------|-------------------|----------------------|-----------|
| | | | | | | | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | | |
| Beaumont | 4/3.5 | S&S&F | 2S | 3E | 10+ | 3,907 | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | |
| * Best Sellers | | | | | | Averages: | 2,675 | \$552,400 | \$552,400 | \$570,333 | \$609,050 | \$609,050 | \$227.68 | \$574,250 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | CERM | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | WOOD | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | LAM | <i>Kitchen Flooring</i> | SGDS | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | OPT |
| <i>Passage Doors</i> | WOOD | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | OPT | <i>Trim</i> | STND | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | WOOD | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | CONC | <i>Exterior Siding</i> | MAVL | <i>Fencing</i> | NA | <i>Homeowner Assoc. Fee</i> | \$175/Yr. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | GDS | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments:

Kingston Hills-SF

Gallagher & Henry

SF-Production

| | | | | | |
|---------------------|----------------------------|--------------------------|----------------|----------------------------|-----------------|
| <i>Municipality</i> | Homer Glen | <i>High School Dist.</i> | 205-Lockport | <i>Total Units</i> | 211 |
| <i>Township</i> | Homer | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 6/30/94 |
| <i>County</i> | Will | <i>Phone</i> | (708) 301-1999 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 1 | <i>Minimum Lot Size</i> | 11,250 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | 75' x 150' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | 151st Street and Bell Road | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|-----------------------------|------|
| <i>Quarter</i> | | | | | | <i>Project Size</i> | 211 |
| <i>Survey Date</i> | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 177 |
| <i>Quarterly Contracts</i> | 2 | 0 | 0 | 0 | 4 | <i>Remaining To Be Sold</i> | 34 |
| <i>Contracts Per Month During Quarter</i> | 0.7 | 0.0 | 0.0 | 0.0 | 1.3 | <i>Months Remaining</i> | 68.6 |
| <i>Total Contracts To Date</i> | 173 | 173 | 173 | 173 | 177 | | |
| <i>Contracts Per Month Since Opening</i> | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|-----------|-----------|-----------|-----------|--------------------------|-----------------------------|
| | | | | | | | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | |
| * Newcastle | 4/2.5 | --- | 2S | 2E | 10+ | 1,850 | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- |
| Kenilworth | 3/2.5 | --- | R | 2E | 10+ | 1,868 | --- | --- | --- | --- | --- | --- | --- |
| Cambridge II | 3/2.0 | --- | R | 2E | 10+ | 1,950 | --- | --- | --- | --- | --- | --- | --- |
| Arlington | 3/2.0 | --- | R | 2E | 10+ | 1,980 | --- | --- | --- | --- | --- | --- | --- |
| Chatsworth | 3/2.5 | LOFT | 2S | 2E | U7 | 2,000 | --- | --- | --- | --- | --- | --- | --- |
| Deerfield | 3/2.5 | --- | SL | 2E | U7 | 2,000 | --- | --- | --- | --- | --- | --- | --- |
| * Dorchester | 4/2.5 | --- | 2S | 2E | 10+ | 2,000 | --- | --- | --- | --- | --- | --- | --- |
| Manchester | 3/1.0 | --- | SL | 2E | OPT | 2,000 | --- | --- | --- | --- | --- | --- | --- |
| Carlton | 3/2.5 | --- | R | 2E | 10+ | 2,004 | --- | --- | --- | --- | --- | --- | --- |
| * Best Sellers | Averages: | | | | | 2,675 | \$552,400 | \$552,400 | \$567,467 | \$609,050 | \$609,050 | \$227.68 | \$573,000 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | OPT | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | CERM | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | WOOD | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | LAM | <i>Kitchen Flooring</i> | VFT | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | INCL | <i>Microwave</i> | OPT |
| <i>Passage Doors</i> | WOOD | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | OPT | <i>Trim</i> | STND | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | WOOD | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | ASPH | <i>Exterior Siding</i> | MASN | <i>Fencing</i> | NA | <i>Homeowner Assoc. Fee</i> | \$100/Yr. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | GR | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments: Limited lot release development.

Kingston Hills-SF (Cont.)

Gallagher & Henry

SF-Production

| | | | | | |
|---------------------|----------------------------|--------------------------|----------------|----------------------------|-----------------|
| <i>Municipality</i> | Homer Glen | <i>High School Dist.</i> | 205-Lockport | <i>Total Units</i> | 211 |
| <i>Township</i> | Homer | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 6/30/94 |
| <i>County</i> | Will | <i>Phone</i> | (708) 301-1999 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 1 | <i>Minimum Lot Size</i> | 11,250 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | 75' x 150' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | 151st Street and Bell Road | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|-----------------------------|------|
| <i>Quarter</i> | | | | | | <i>Project Size</i> | 211 |
| <i>Survey Date</i> | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 177 |
| <i>Quarterly Contracts</i> | 2 | 0 | 0 | 0 | 4 | <i>Remaining To Be Sold</i> | 34 |
| <i>Contracts Per Month During Quarter</i> | 0.7 | 0.0 | 0.0 | 0.0 | 1.3 | <i>Months Remaining</i> | 68.6 |
| <i>Total Contracts To Date</i> | 173 | 173 | 173 | 173 | 177 | | |
| <i>Contracts Per Month Since Opening</i> | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|-----------|-----------|-----------|----------------|--------------------------|-----------------------------|
| | | | | | | | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | |
| Elston | 3/2.5 | GRT | R | 2E | 10+ | 2,010 | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- |
| Fairmont | 3/1.0 | --- | SL | 2E | OPT | 2,014 | --- | --- | --- | --- | --- | --- | --- |
| Stratford | 3/2.5 | --- | SL | 2E | OPT | 2,086 | --- | --- | --- | --- | --- | --- | --- |
| Worthington | 3/2.5 | --- | R | 2E | 10+ | 2,097 | --- | --- | --- | --- | --- | --- | --- |
| Westbury | 4/2.5 | --- | 2S | 2E | 10+ | 2,138 | --- | --- | --- | --- | --- | --- | --- |
| Fairfield | 3/2.0 | --- | SL | 2E | OPT | 2,198 | --- | --- | --- | --- | --- | --- | --- |
| Oxford | 4/2.5 | --- | 2S | 2E | 10+ | 2,210 | --- | --- | --- | --- | --- | --- | --- |
| Lancaster | 4/2.5 | --- | 2S | 2E | OPT | 2,223 | --- | --- | --- | --- | --- | --- | --- |
| Amberwood | 3/2.0 | --- | R | 3E | 7-10 | 2,243 | 521,300 | 521,300 | 538,200 | 575,900 | 575,900 | 256.75 | 542,850 |
| * Best Sellers | | | | | | Averages: | 2,675 | \$552,400 | \$552,400 | \$567,467 | \$609,050 | \$227.68 | \$573,000 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | OPT | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | CERM | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | WOOD | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | LAM | <i>Kitchen Flooring</i> | VFT | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | INCL | <i>Microwave</i> | OPT |
| <i>Passage Doors</i> | WOOD | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | OPT | <i>Trim</i> | STND | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | WOOD | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | ASPH | <i>Exterior Siding</i> | MASN | <i>Fencing</i> | NA | <i>Homeowner Assoc. Fee</i> | \$100/Yr. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | GR | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments: Limited lot release development.

Kingston Hills-SF (Cont.)

Gallagher & Henry

SF-Production

| | | | | | |
|---------------------|----------------------------|--------------------------|----------------|----------------------------|-----------------|
| <i>Municipality</i> | Homer Glen | <i>High School Dist.</i> | 205-Lockport | <i>Total Units</i> | 211 |
| <i>Township</i> | Homer | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 6/30/94 |
| <i>County</i> | Will | <i>Phone</i> | (708) 301-1999 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 1 | <i>Minimum Lot Size</i> | 11,250 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | 75' x 150' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | 151st Street and Bell Road | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|-----------------------------|------|
| <i>Quarter</i> | | | | | | <i>Project Size</i> | 211 |
| <i>Survey Date</i> | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 177 |
| <i>Quarterly Contracts</i> | 2 | 0 | 0 | 0 | 4 | <i>Remaining To Be Sold</i> | 34 |
| <i>Contracts Per Month During Quarter</i> | 0.7 | 0.0 | 0.0 | 0.0 | 1.3 | <i>Months Remaining</i> | 68.6 |
| <i>Total Contracts To Date</i> | 173 | 173 | 173 | 173 | 177 | | |
| <i>Contracts Per Month Since Opening</i> | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|-----------|-----------|-----------|-----------|--------------------------|-----------------------------|
| | | | | | | | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | |
| Prescott | 3/2.5 | --- | CC | 2E | 10+ | 2,243 | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- |
| Montclare | 3/2.5 | --- | SL | 2E | OPT | 2,250 | --- | --- | --- | --- | --- | --- | --- |
| Broadhurst | 4/2.5 | --- | 2S | 2E | 10+ | 2,278 | --- | --- | --- | --- | --- | --- | --- |
| Fremont | 3/2.0 | --- | R | 3E | 10+ | 2,280 | 559,800 | 559,800 | 578,000 | 617,000 | 617,000 | 270.61 | 579,950 |
| Winchester | 4/2.5 | --- | 2S | 2E | 10+ | 2,325 | --- | --- | --- | --- | --- | --- | --- |
| Americana | 4/3.0 | --- | SL | 2E | 7-10 | 2,350 | --- | --- | --- | --- | --- | --- | --- |
| Westminster | 3/2.5 | DEN | 2S | 2E | 10+ | 2,394 | --- | --- | --- | --- | --- | --- | --- |
| Compton | 3/2.5 | FAM | R | 2E | 10+ | 2,498 | --- | --- | --- | --- | --- | --- | --- |
| Farnham | 4/2.5 | --- | 2S | 2E | 10+ | 2,504 | --- | --- | --- | --- | --- | --- | --- |
| * Best Sellers | | | | | | Averages: | 2,675 | \$552,400 | \$552,400 | \$567,467 | \$609,050 | \$227.68 | \$573,000 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | OPT | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | CERM | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | WOOD | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | LAM | <i>Kitchen Flooring</i> | VFT | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | INCL | <i>Microwave</i> | OPT |
| <i>Passage Doors</i> | WOOD | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | OPT | <i>Trim</i> | STND | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | WOOD | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | ASPH | <i>Exterior Siding</i> | MASN | <i>Fencing</i> | NA | <i>Homeowner Assoc. Fee</i> | \$100/Yr. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | GR | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments: Limited lot release development.

Kingston Hills-SF (Cont.)

Gallagher & Henry

SF-Production

| | | | | | |
|---------------------|----------------------------|--------------------------|----------------|----------------------------|-----------------|
| <i>Municipality</i> | Homer Glen | <i>High School Dist.</i> | 205-Lockport | <i>Total Units</i> | 211 |
| <i>Township</i> | Homer | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 6/30/94 |
| <i>County</i> | Will | <i>Phone</i> | (708) 301-1999 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 1 | <i>Minimum Lot Size</i> | 11,250 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | 75' x 150' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | 151st Street and Bell Road | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|-----------------------------|------|
| <i>Quarter</i> | | | | | | <i>Project Size</i> | 211 |
| <i>Survey Date</i> | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 177 |
| <i>Quarterly Contracts</i> | 2 | 0 | 0 | 0 | 4 | <i>Remaining To Be Sold</i> | 34 |
| <i>Contracts Per Month During Quarter</i> | 0.7 | 0.0 | 0.0 | 0.0 | 1.3 | <i>Months Remaining</i> | 68.6 |
| <i>Total Contracts To Date</i> | 173 | 173 | 173 | 173 | 177 | | |
| <i>Contracts Per Month Since Opening</i> | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|-----------|-----------|-----------|----------------|--------------------------|-----------------------------|
| | | | | | | | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | |
| Ashford | 4/2.5 | --- | 2S | 2E | 10+ | 2,517 | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- |
| Scottsdale | 3/2.5 | --- | R | 2E | 10+ | 2,557 | --- | --- | --- | --- | --- | --- | --- |
| New Haven | 3/2.5 | --- | SL | 2E | OPT | 2,595 | --- | --- | --- | --- | --- | --- | --- |
| Danbury | 4/2.5 | --- | 2S | 3E | 10+ | 2,604 | 530,100 | 530,100 | 530,100 | 584,200 | 584,200 | 224.35 | 546,150 |
| Coventry | 4/2.5 | --- | CC | 2E | 10+ | 2,623 | --- | --- | --- | --- | --- | --- | --- |
| Hawthorne | 4/2.5 | --- | 2S | 2E | 10+ | 2,688 | --- | --- | --- | --- | --- | --- | --- |
| Jefferson I | 4/2.5 | --- | 2S | 2E | 10+ | 2,716 | --- | --- | --- | --- | --- | --- | --- |
| Briarcliffe | 4/2.0 | FAM | 2S | 2E | 10+ | 2,732 | 536,400 | 536,400 | 553,800 | 591,200 | 591,200 | 216.40 | 559,150 |
| Jefferson II | 4/2.5 | --- | 2S | 2E | 10+ | 2,822 | --- | --- | --- | --- | --- | --- | --- |
| * Best Sellers | | | | | | Averages: | 2,675 | \$552,400 | \$552,400 | \$567,467 | \$609,050 | \$227.68 | \$573,000 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | OPT | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | CERM | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | WOOD | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | LAM | <i>Kitchen Flooring</i> | VFT | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | INCL | <i>Microwave</i> | OPT |
| <i>Passage Doors</i> | WOOD | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | OPT | <i>Trim</i> | STND | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | WOOD | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | ASPH | <i>Exterior Siding</i> | MASN | <i>Fencing</i> | NA | <i>Homeowner Assoc. Fee</i> | \$100/Yr. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | GR | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments: Limited lot release development.

Kingston Hills-SF (Cont.)

Gallagher & Henry

SF-Production

| | | | | | |
|---------------------|----------------------------|--------------------------|----------------|----------------------------|-----------------|
| <i>Municipality</i> | Homer Glen | <i>High School Dist.</i> | 205-Lockport | <i>Total Units</i> | 211 |
| <i>Township</i> | Homer | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 6/30/94 |
| <i>County</i> | Will | <i>Phone</i> | (708) 301-1999 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 1 | <i>Minimum Lot Size</i> | 11,250 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | 75' x 150' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | 151st Street and Bell Road | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|----------------------|------|
| <i>Quarter</i> | | | | | | Project Size | 211 |
| <i>Survey Date</i> | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | Total Sold | 177 |
| <i>Quarterly Contracts</i> | 2 | 0 | 0 | 0 | 4 | Remaining To Be Sold | 34 |
| <i>Contracts Per Month During Quarter</i> | 0.7 | 0.0 | 0.0 | 0.0 | 1.3 | Months Remaining | 68.6 |
| <i>Total Contracts To Date</i> | 173 | 173 | 173 | 173 | 177 | | |
| <i>Contracts Per Month Since Opening</i> | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | | |

FLOOR PLANS OFFERED

| Plan | Bed/Bath | Extra Room | Elev | Garage | Bsmt | Plan Size (Sq. Ft.) | Base Sales Price | | | | | Price Per Sq. Ft. | Adjusted Sales Price |
|----------------|----------|------------|------|--------|------|---------------------|------------------|-----------|-----------|-----------|------------------|-------------------|----------------------|
| | | | | | | | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | |
| Eden | 4/2.5 | FAM | 2S | 3E | 10+ | 2,823 | \$556,800 | \$556,800 | \$574,900 | \$613,700 | \$613,700 | \$217.39 | \$575,650 |
| Wrightwood | 4/2.5 | F&S | 2S | 2E | 10+ | 3,065 | --- | --- | --- | --- | --- | --- | --- |
| Fieldstone | 4/2.5 | --- | 2S | 2E | 10+ | 3,216 | --- | --- | --- | --- | --- | --- | --- |
| Grafton | 4/2.5 | D&F | 2S | 2E | 10+ | 3,285 | --- | --- | --- | --- | --- | --- | --- |
| Calysta | 4/2.5 | F&S | 2S | 3E | 10+ | 3,365 | 610,000 | 610,000 | 629,800 | 672,300 | 672,300 | 199.79 | 634,250 |
| Berkshire | 4/2.5 | DEN | 2S | 2E | 10+ | 3,463 | --- | --- | --- | --- | --- | --- | --- |
| Dartmore | 4/2.5 | S&F | 2S | 2E | U7 | 3,526 | --- | --- | --- | --- | --- | --- | --- |
| Berkley | 4/2.5 | DEN | 2S | 2E | 10+ | 3,760 | --- | --- | --- | --- | --- | --- | --- |
| Beaumont | 4/3.5 | F&S&S | 2S | 3E | 10+ | 3,907 | --- | --- | --- | --- | --- | --- | --- |
| * Best Sellers | | | | | | Averages: | 2,675 | \$552,400 | \$552,400 | \$567,467 | \$609,050 | \$227.68 | \$573,000 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | OPT | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | CERM | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | WOOD | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | LAM | <i>Kitchen Flooring</i> | VFT | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | INCL | <i>Microwave</i> | OPT |
| <i>Passage Doors</i> | WOOD | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | OPT | <i>Trim</i> | STND | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | WOOD | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | ASPH | <i>Exterior Siding</i> | MASN | <i>Fencing</i> | NA | <i>Homeowner Assoc. Fee</i> | \$100/Yr. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | GR | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments: Limited lot release development.

Copper Ridge-SF

Beechen and Dill Builders

SF-Production

| | | | | | |
|---------------------|---|--------------------------|---------------------|----------------------------|-----------------|
| <i>Municipality</i> | Lemont | <i>High School Dist.</i> | 210-Lemont Township | <i>Total Units</i> | 19 |
| <i>Township</i> | Lemont | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 4/28/23 |
| <i>County</i> | Cook | <i>Phone</i> | (708) 770-9099 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 0 | <i>Minimum Lot Size</i> | 11,050 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | 85' x 130' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | Timberline Drive and Copper Ridge Drive | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | | | | | | | |
|---|--|---------|---------|----------|---------|-----------------------------|-----|
| <i>Quarter</i> | | 2Q23 | 3Q23 | 4Q23 | 1Q24 | <i>Project Size</i> | 19 |
| <i>Survey Date</i> | | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 16 |
| <i>Quarterly Contracts</i> | | 7 | 3 | 0 | 6 | <i>Remaining To Be Sold</i> | 3 |
| <i>Contracts Per Month During Quarter</i> | | 3.3 | 1.0 | 0.0 | 2.0 | <i>Months Remaining</i> | 2.1 |
| <i>Total Contracts To Date</i> | | 7 | 10 | 10 | 16 | | |
| <i>Contracts Per Month Since Opening</i> | | 3.3 | 1.9 | 1.2 | 1.4 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> | |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|-----------|-----------|------------------|--------------------------|-----------------------------|-----------|
| | | | | | | | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | | |
| Saybrook A | 4/2.5 | --- | 2S | 2E | 10+ | 2,656 | \$679,990 | \$679,990 | \$679,990 | \$684,990 | \$257.90 | \$649,990 | |
| Saybrook B | 4/2.5 | --- | 2S | 2E | 10+ | 2,800 | 699,990 | 699,990 | 699,990 | 699,990 | 250.00 | 664,990 | |
| Telluride | 4/2.5 | DEN | 2S | 2E | 10+ | 2,950 | 749,990 | 749,990 | 749,990 | 749,990 | 254.23 | 714,990 | |
| Brighton | 4/2.5 | --- | 2S | 3E | 10+ | 3,066 | 749,990 | 749,990 | 749,990 | 759,990 | 247.88 | 719,990 | |
| Breckenridge | 4/2.5 | DEN | 2S | 3E | 10+ | 3,347 | 789,990 | 789,990 | 789,990 | 799,990 | 239.02 | 759,990 | |
| Silverton | 4/2.5 | DEN | 2S | 3E | 10+ | 3,600 | 809,990 | 809,990 | 809,990 | 819,990 | 227.78 | 779,990 | |
| * Best Sellers | | | | | | Averages: | 3,070 | \$746,657 | \$746,657 | \$746,657 | \$752,490 | \$245.11 | \$714,990 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | WOOD | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | WOOD | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | GRAN | <i>Kitchen Flooring</i> | WOOD | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | INCL |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | OPT | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | GRAN | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | CONC | <i>Exterior Siding</i> | MACF | <i>Fencing</i> | OPT | <i>Homeowner Assoc. Fee</i> | \$60/Yr. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | FULL | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments:

Gleneagles-Estates

Pulte Group

SF-Production

| | | | | | |
|---------------------|--|--------------------------|---------------------|----------------------------|-----------------|
| <i>Municipality</i> | Lemont | <i>High School Dist.</i> | 210-Lemont Township | <i>Total Units</i> | 118 |
| <i>Township</i> | Lemont | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 4/15/23 |
| <i>County</i> | Cook | <i>Phone</i> | (630) 621-4999 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 1 | <i>Minimum Lot Size</i> | 10,400 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | 80' x 130' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | McCarthy Road, between Archer and Bell Roads | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | | | | | | | |
|---|--|---------|---------|----------|---------|-----------------------------|------|
| <i>Quarter</i> | | 2Q23 | 3Q23 | 4Q23 | 1Q24 | <i>Project Size</i> | 118 |
| <i>Survey Date</i> | | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 29 |
| <i>Quarterly Contracts</i> | | 11 | 5 | 6 | 7 | <i>Remaining To Be Sold</i> | 89 |
| <i>Contracts Per Month During Quarter</i> | | 4.3 | 1.7 | 2.0 | 2.3 | <i>Months Remaining</i> | 35.5 |
| <i>Total Contracts To Date</i> | | 11 | 16 | 22 | 29 | | |
| <i>Contracts Per Month Since Opening</i> | | 4.3 | 2.9 | 2.6 | 2.5 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> | |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|-----------|-----------|------------------|--------------------------|-----------------------------|-----------|
| | | | | | | | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | | |
| Riverton | 4/2.5 | L&D | 2S | 2E | 10+ | 3,126 | \$554,990 | \$560,990 | \$565,990 | \$575,990 | \$184.26 | \$546,040 | |
| Willwood | 4/2.5 | D&L | 2S | 3E | 10+ | 3,169 | 579,990 | 585,990 | 590,990 | 600,990 | 189.65 | 566,040 | |
| Woodside | 4/2.5 | S&D | 2S | 2E | 10+ | 3,277 | 584,990 | 590,990 | 595,990 | 605,990 | 184.92 | 576,040 | |
| Westchester | 4/2.5 | LOFT | 2S | 3E | 10+ | 3,300 | 564,990 | 570,990 | 575,990 | 585,990 | 177.57 | 551,040 | |
| Castleton | 4/2.5 | DEN | 2S | 2E | 10+ | 3,391 | 589,990 | 595,990 | 600,990 | 610,990 | 180.18 | 581,040 | |
| * Best Sellers | | | | | | Averages: | 3,253 | \$574,990 | \$580,990 | \$585,990 | \$595,990 | \$183.21 | \$564,040 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | WOOD | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | DRWL | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | LAM | <i>Kitchen Flooring</i> | WOOD | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | INCL |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | OPT | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | FBGL |
| <i>Vanity Tops</i> | GRAN | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | CONC | <i>Exterior Siding</i> | MACF | <i>Fencing</i> | OPT | <i>Homeowner Assoc. Fee</i> | \$648/Yr. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | SODF | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: Varies with preferred lender.

Comments:

Gleneagles-Meadows

Pulte Group

SF-Production

| | | | | | |
|---------------------|--|--------------------------|---------------------|----------------------------|-----------------|
| <i>Municipality</i> | Lemont | <i>High School Dist.</i> | 210-Lemont Township | <i>Total Units</i> | 161 |
| <i>Township</i> | Lemont | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 4/15/23 |
| <i>County</i> | Cook | <i>Phone</i> | (630) 621-4999 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 1 | <i>Minimum Lot Size</i> | 7,200 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | 60' x 120' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | McCarthy Road, between Archer and Bell Roads | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | | | | | | | |
|---|--|---------|---------|----------|---------|-----------------------------|------|
| <i>Quarter</i> | | 2Q23 | 3Q23 | 4Q23 | 1Q24 | <i>Project Size</i> | 161 |
| <i>Survey Date</i> | | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 34 |
| <i>Quarterly Contracts</i> | | 16 | 4 | 7 | 7 | <i>Remaining To Be Sold</i> | 127 |
| <i>Contracts Per Month During Quarter</i> | | 6.3 | 1.3 | 2.3 | 2.3 | <i>Months Remaining</i> | 43.2 |
| <i>Total Contracts To Date</i> | | 16 | 20 | 27 | 34 | | |
| <i>Contracts Per Month Since Opening</i> | | 6.3 | 3.6 | 3.1 | 2.9 | | |

FLOOR PLANS OFFERED

| Plan | Bed/Bath | Extra Room | Elev | Garage | Bsmt | Plan Size (Sq. Ft.) | Base Sales Price | | | | Price Per Sq. Ft. | Adjusted Sales Price | |
|----------------|----------|------------|------|--------|------|---------------------|------------------|-----------|-----------|------------------|-------------------|----------------------|-----------|
| | | | | | | | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | | |
| Newberry | 3/2.5 | LOFT | 2S | 2E | 10+ | 2,386 | \$490,990 | \$496,990 | \$498,990 | \$505,990 | \$212.07 | \$476,040 | |
| Mercer | 3/2.5 | LOFT | 2S | 2E | 10+ | 2,602 | 496,990 | 500,990 | 502,990 | 509,990 | 196.00 | 480,040 | |
| Continental | 4/2.5 | D&L | 2S | 2E | 10+ | 2,875 | 525,990 | 531,990 | 533,990 | 540,990 | 188.17 | 511,040 | |
| Waverly | 4/2.5 | D&L | 2S | 2E | 10+ | 3,261 | 546,990 | 550,990 | 552,990 | 559,990 | 171.72 | 530,040 | |
| * Best Sellers | | | | | | Averages: | 2,781 | \$515,240 | \$520,240 | \$522,240 | \$529,240 | \$190.31 | \$499,290 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | WOOD | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | DRWL | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | LAM | <i>Kitchen Flooring</i> | WOOD | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | INCL |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | OPT | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | FBGL |
| <i>Vanity Tops</i> | GRAN | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | CONC | <i>Exterior Siding</i> | MACF | <i>Fencing</i> | OPT | <i>Homeowner Assoc. Fee</i> | \$648/Yr. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | SODF | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: Varies with preferred lender.

Comments:

Marble Landing-SF

Beechen and Dill Builders

SF-Production

| | | | | | |
|---------------------|---------------------------------|--------------------------|---------------------|----------------------------|-----------------|
| <i>Municipality</i> | Lemont | <i>High School Dist.</i> | 210-Lemont Township | <i>Total Units</i> | 21 |
| <i>Township</i> | Lemont | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 3/1/24 |
| <i>County</i> | Cook | <i>Phone</i> | (312) 804-1312 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 0 | <i>Minimum Lot Size</i> | 10,560 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | Remote | <i>Lot Dimensions</i> | 80' x 132' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | Archer Avenue and Marble Street | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | | | |
|---|---------|-----------------------------|-----|
| <i>Quarter</i> | 1Q24 | <i>Project Size</i> | 21 |
| <i>Survey Date</i> | 3/31/24 | <i>Total Sold</i> | 3 |
| <i>Quarterly Contracts</i> | 3 | <i>Remaining To Be Sold</i> | 18 |
| <i>Contracts Per Month During Quarter</i> | 2.9 | <i>Months Remaining</i> | 6.1 |
| <i>Total Contracts To Date</i> | 3 | | |
| <i>Contracts Per Month Since Opening</i> | 2.9 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | <i>3/31/24</i> | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|--|--|------------------|--------------------------|-----------------------------|
| | | | | | | | | | | | | |
| Saybrook A | 4/2.5 | LOFT | 2S | 2E | 10+ | 2,656 | | | | \$684,990 | \$257.90 | \$649,990 |
| Saybrook B | 4/2.5 | L&D | 2S | 2E | 10+ | 2,806 | | | | 699,990 | 249.46 | 664,990 |
| Telluride | 4/2.5 | DEN | 2S | 2E | 10+ | 3,029 | | | | 749,990 | 247.60 | 714,990 |
| Brighton | 4/2.5 | --- | 2S | 3E | 10+ | 3,066 | | | | 759,990 | 247.88 | 719,990 |
| Breckenridge | 4/2.5 | DEN | 2S | 3E | 10+ | 3,358 | | | | 799,990 | 238.23 | 759,990 |
| Silverton | 4/2.5 | DEN | 2S | 3E | 10+ | 3,600 | | | | 819,990 | 227.78 | 779,990 |
| * Best Sellers | | | | | | Averages: | 3,086 | | | \$752,490 | \$243.84 | \$714,990 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | WOOD | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | WOOD | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | GRAN | <i>Kitchen Flooring</i> | WOOD | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | INCL |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | OPT | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | GRAN | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|-------|
| <i>Community Security</i> | NA | <i>Driveway</i> | CONC | <i>Exterior Siding</i> | MACF | <i>Fencing</i> | OPT | <i>Homeowner Assoc. Fee</i> | \$TBD |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | FULL | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments:

Lago Vista-SF (AA)

Hartz Construction

SF-Production

| | | | | | |
|---------------------|--|--------------------------|----------------|----------------------------|-----------------|
| <i>Municipality</i> | Lockport | <i>High School Dist.</i> | 205-Lockport | <i>Total Units</i> | 519 |
| <i>Township</i> | Lockport | <i>Mstr Plan Comm</i> | Lago Vista | <i>Opening Date</i> | 5/1/04 |
| <i>County</i> | Will | <i>Phone</i> | (815) 328-3000 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 1 | <i>Minimum Lot Size</i> | 6,325 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | 55' x 115' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | Yes |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | 167th Street, between Briggs Street and Farrell Road | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|-----------------------------|------|
| <i>Quarter</i> | | | | | | <i>Project Size</i> | 519 |
| <i>Survey Date</i> | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 399 |
| <i>Quarterly Contracts</i> | 1 | 1 | 5 | 4 | 1 | <i>Remaining To Be Sold</i> | 120 |
| <i>Contracts Per Month During Quarter</i> | 0.3 | 0.3 | 1.7 | 1.3 | 0.3 | <i>Months Remaining</i> | 71.9 |
| <i>Total Contracts To Date</i> | 388 | 389 | 394 | 398 | 399 | | |
| <i>Contracts Per Month Since Opening</i> | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> | |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|----------------|----------------|-----------------|----------------|--------------------------|-----------------------------|-----------|
| | | | | | | | <i>3/29/23</i> | <i>6/30/23</i> | <i>9/30/23</i> | <i>12/31/23</i> | <i>3/31/24</i> | | | |
| Layton | 1/2.0 | DEN | R | 2E | OPT | 1,200 | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | |
| Coral Gables | 2/2.0 | --- | R | 2E | OPT | 1,473 | --- | --- | --- | --- | --- | --- | --- | |
| Coral Springs | 2/2.0 | --- | R | 2E | OPT | 1,559 | 372,900 | 382,900 | 382,900 | 382,900 | 382,900 | 245.61 | 373,450 | |
| Boca Raton | 2/2.0 | D&F | R | 2E | OPT | 1,658 | 332,900 | 342,900 | 342,900 | 342,900 | 342,900 | 206.82 | 333,450 | |
| Port Raton | 2/2.0 | STDY | R | 2E | OPT | 1,798 | 383,900 | 393,900 | 393,900 | 393,900 | 393,900 | 219.08 | 384,450 | |
| Key Largo | 2/2.0 | DEN | R | 2E | OPT | 1,800 | 391,900 | 401,900 | 401,900 | 401,900 | 401,900 | 223.28 | 392,450 | |
| Key West | 2/2.0 | F&D | R | 2E | OPT | 1,926 | 377,900 | 387,900 | 387,900 | 387,900 | 387,900 | 201.40 | 378,450 | |
| Bal Harbour | 2/2.0 | D&F | R | 2E | OPT | 1,927 | --- | --- | --- | --- | --- | --- | --- | |
| Palm Harbour | 2/2.0 | --- | R | 2E | OPT | 2,110 | 401,900 | 411,900 | 411,900 | 411,900 | 411,900 | 195.21 | 402,450 | |
| * Best Sellers | | | | | | Averages: | 1,809 | \$376,900 | \$386,900 | \$386,900 | \$386,900 | \$386,900 | \$213.88 | \$377,450 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | VFT | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | VFT | <i>Garage Door Opener</i> | INCL | <i>Hand Rails</i> | NA | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | LAM | <i>Kitchen Flooring</i> | VFT | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | INCL | <i>Microwave</i> | OPT |
| <i>Passage Doors</i> | LGCY | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | INCL | <i>Trim</i> | LGCY | <i>Tub/Shower Surround</i> | FBGL |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|------|---------------------------------|-----------|
| <i>Community Security</i> | GARD | <i>Driveway</i> | ASPH | <i>Exterior Siding</i> | MAVL | <i>Fencing</i> | NA | <i>Homeowner Assoc. Fee</i> | \$202/Mo. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | FULL | <i>Patio/Balcony</i> | INCL | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | MAJR | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments: Low maintenance community.

Lago Vista-SF (AA) (Cont.)

Hartz Construction

SF-Production

| | | | | | |
|---------------------|--|--------------------------|----------------|----------------------------|-----------------|
| <i>Municipality</i> | Lockport | <i>High School Dist.</i> | 205-Lockport | <i>Total Units</i> | 519 |
| <i>Township</i> | Lockport | <i>Mstr Plan Comm</i> | Lago Vista | <i>Opening Date</i> | 5/1/04 |
| <i>County</i> | Will | <i>Phone</i> | (815) 328-3000 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 1 | <i>Minimum Lot Size</i> | 6,325 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | 55' x 115' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | Yes |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | 167th Street, between Briggs Street and Farrell Road | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|-----------------------------|------|
| <i>Quarter</i> | | | | | | <i>Project Size</i> | 519 |
| <i>Survey Date</i> | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 399 |
| <i>Quarterly Contracts</i> | 1 | 1 | 5 | 4 | 1 | <i>Remaining To Be Sold</i> | 120 |
| <i>Contracts Per Month During Quarter</i> | 0.3 | 0.3 | 1.7 | 1.3 | 0.3 | <i>Months Remaining</i> | 71.9 |
| <i>Total Contracts To Date</i> | 388 | 389 | 394 | 398 | 399 | | |
| <i>Contracts Per Month Since Opening</i> | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | | |

FLOOR PLANS OFFERED

| Plan | Bed/Bath | Extra Room | Elev | Garage | Bsmt | Plan Size (Sq. Ft.) | Base Sales Price | | | | | Price Per Sq. Ft. | Adjusted Sales Price | |
|----------------|----------|------------|------|--------|------|---------------------|------------------|-----------|-----------|-----------|-----------|-------------------|----------------------|-----------|
| | | | | | | | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | | |
| Del Ray | 2/2.0 | F&D | R | 2E | OPT | 2,196 | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | |
| * Best Sellers | | | | | | Averages: | 1,809 | \$376,900 | \$386,900 | \$386,900 | \$386,900 | \$386,900 | \$213.88 | \$377,450 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | VFT | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | VFT | <i>Garage Door Opener</i> | INCL | <i>Hand Rails</i> | NA | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | LAM | <i>Kitchen Flooring</i> | VFT | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | INCL | <i>Microwave</i> | OPT |
| <i>Passage Doors</i> | LGCY | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | INCL | <i>Trim</i> | LGCY | <i>Tub/Shower Surround</i> | FBGL |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|------|---------------------------------|-----------|
| <i>Community Security</i> | GARD | <i>Driveway</i> | ASPH | <i>Exterior Siding</i> | MAVL | <i>Fencing</i> | NA | <i>Homeowner Assoc. Fee</i> | \$202/Mo. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | FULL | <i>Patio/Balcony</i> | INCL | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | MAJR | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments: Low maintenance community.

Oak Creek

MC Custom Homes

SF-Production

| | | | | | |
|---------------------|--|--------------------------|----------------|----------------------------|-----------------|
| <i>Municipality</i> | Lockport | <i>High School Dist.</i> | 205-Lockport | <i>Total Units</i> | 161 |
| <i>Township</i> | Homer | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 4/18/08 |
| <i>County</i> | Will | <i>Phone</i> | (815) 740-0808 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 2 | <i>Minimum Lot Size</i> | 8,400 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | 70' x 120' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | Farrell Road, south of Division Street | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|----------------------|------|
| <i>Quarter</i> | | | | | | Project Size | 161 |
| <i>Survey Date</i> | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | Total Sold | 131 |
| <i>Quarterly Contracts</i> | 0 | 1 | 1 | 1 | 3 | Remaining To Be Sold | 30 |
| <i>Contracts Per Month During Quarter</i> | 0.0 | 0.3 | 0.3 | 0.3 | 1.0 | Months Remaining | 43.9 |
| <i>Total Contracts To Date</i> | 125 | 126 | 127 | 128 | 131 | | |
| <i>Contracts Per Month Since Opening</i> | 0.7 | 0.7 | 0.7 | 0.7 | 0.7 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> | |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|----------------|----------------|-----------------|------------------|--------------------------|-----------------------------|-----------|
| | | | | | | | <i>3/29/23</i> | <i>6/30/23</i> | <i>9/30/23</i> | <i>12/31/23</i> | <i>3/31/24</i> | | | |
| Phoenix | 3/2.0 | --- | R | 2E | 10+ | 2,200 | \$580,400 | \$580,400 | \$580,400 | \$626,400 | \$646,500 | \$293.86 | \$626,850 | |
| Atlanta | 3/2.5 | STDY | 2S | 2E | 7-10 | 2,300 | --- | --- | --- | --- | --- | --- | --- | |
| Lauren | 3/2.5 | L&F | 2S | 2E | 7-10 | 2,300 | --- | --- | --- | --- | --- | --- | --- | |
| Margaret | 3/2.5 | FAM | 2S | 2E | 7-10 | 2,300 | --- | --- | --- | --- | --- | --- | --- | |
| Hampton | 4/2.5 | STDY | 2S | 2E | 7-10 | 2,500 | 540,400 | 540,400 | 540,400 | 591,400 | 599,400 | 239.76 | 582,750 | |
| Lauren Lynn | 3/2.5 | F&L | 2S | 2E | 7-10 | 2,550 | --- | --- | --- | --- | --- | --- | --- | |
| Gracie | 3/2.5 | F&L | 2S | 2E | 7-10 | 2,600 | --- | --- | --- | --- | --- | --- | --- | |
| Savannah | 4/2.5 | FAM | 2S | 2E | 7-10 | 2,600 | --- | --- | --- | 584,400 | --- | --- | --- | |
| Caroline | 3/2.5 | L&S&F | 2S | 2E | 7-10 | 2,900 | --- | --- | --- | --- | --- | --- | --- | |
| * Best Sellers | | | | | | Averages: | 2,879 | \$565,400 | \$565,400 | \$565,400 | \$612,971 | \$631,150 | \$219.23 | \$614,000 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | OPT | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | CERM | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | DRWL | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | LAM | <i>Kitchen Flooring</i> | SGDS | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | INCL | <i>Microwave</i> | OPT |
| <i>Passage Doors</i> | LGCY | <i>Range/Oven</i> | SGSC | <i>Refrigerator</i> | OPT | <i>Trim</i> | LGCY | <i>Tub/Shower Surround</i> | FBGL |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | ASPH | <i>Exterior Siding</i> | MACF | <i>Fencing</i> | NA | <i>Homeowner Assoc. Fee</i> | \$204/Yr. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | GR | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments:

Oak Creek (Cont.)

MC Custom Homes

SF-Production

| | | | | | |
|---------------------|--|--------------------------|----------------|----------------------------|-----------------|
| <i>Municipality</i> | Lockport | <i>High School Dist.</i> | 205-Lockport | <i>Total Units</i> | 161 |
| <i>Township</i> | Homer | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 4/18/08 |
| <i>County</i> | Will | <i>Phone</i> | (815) 740-0808 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 2 | <i>Minimum Lot Size</i> | 8,400 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | 70' x 120' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | Farrell Road, south of Division Street | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | | | | | | | |
|---|---------|---------|---------|----------|---------|-----------------------------|------|
| <i>Quarter</i> | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | <i>Project Size</i> | 161 |
| <i>Survey Date</i> | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 131 |
| <i>Quarterly Contracts</i> | 0 | 1 | 1 | 1 | 3 | <i>Remaining To Be Sold</i> | 30 |
| <i>Contracts Per Month During Quarter</i> | 0.0 | 0.3 | 0.3 | 0.3 | 1.0 | <i>Months Remaining</i> | 43.9 |
| <i>Total Contracts To Date</i> | 125 | 126 | 127 | 128 | 131 | | |
| <i>Contracts Per Month Since Opening</i> | 0.7 | 0.7 | 0.7 | 0.7 | 0.7 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> | |
|-----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|-----------|-----------|-----------|----------------|--------------------------|-----------------------------|-----------|
| | | | | | | | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | | |
| Katherine | 3/2.5 | L&S&F | 2S | 2E | 7-10 | 2,900 | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | |
| Manhattan | 3/2.5 | L&F | 2S | 2E | 7-10 | 2,950 | --- | --- | --- | --- | --- | --- | --- | |
| Exec. Manhattan | 4/2.5 | L&F | 2S | 2E | 7-10 | 3,041 | 550,400 | 550,400 | 550,400 | 606,400 | 618,500 | 203.39 | 601,850 | |
| Sequoia | 4/2.5 | F&G | 2S | 2E | 7-10 | 3,054 | 565,400 | 565,400 | 565,400 | 616,400 | 629,500 | 206.12 | 612,850 | |
| Manchester I | 4/2.5 | F&L&S | 2S | 2E | 7-10 | 3,226 | 572,400 | 572,400 | 572,400 | 626,400 | 638,500 | 197.92 | 621,850 | |
| Manchester II | 4/2.5 | L&S&F | 2S | 2E | 7-10 | 3,250 | 583,400 | 583,400 | 583,400 | 639,400 | 654,500 | 201.38 | 637,850 | |
| * Best Sellers | | | | | | Averages: | 2,879 | \$565,400 | \$565,400 | \$565,400 | \$612,971 | \$631,150 | \$219.23 | \$614,000 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | OPT | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | CERM | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | DRWL | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | LAM | <i>Kitchen Flooring</i> | SGDS | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | INCL | <i>Microwave</i> | OPT |
| <i>Passage Doors</i> | LGCY | <i>Range/Oven</i> | SGSC | <i>Refrigerator</i> | OPT | <i>Trim</i> | LGCY | <i>Tub/Shower Surround</i> | FBGL |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | ASPH | <i>Exterior Siding</i> | MACF | <i>Fencing</i> | NA | <i>Homeowner Assoc. Fee</i> | \$204/Yr. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | GR | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments:

Silo Bend-SF

M/I Homes

SF-Production

| | | | | | |
|---------------------|--|--------------------------|----------------|----------------------------|-----------------|
| <i>Municipality</i> | Lockport | <i>High School Dist.</i> | 205-Lockport | <i>Total Units</i> | 157 |
| <i>Township</i> | Homer | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 4/15/21 |
| <i>County</i> | Will | <i>Phone</i> | (630) 360-9080 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | UC-2 | <i>Minimum Lot Size</i> | 7,800 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | Remote | <i>Lot Dimensions</i> | 65' x 120' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | 167th Street, between I-355 and Cedar Road | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|-----------------------------|-----|
| <i>Quarter</i> | | | | | | <i>Project Size</i> | 157 |
| <i>Survey Date</i> | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 123 |
| <i>Quarterly Contracts</i> | 8 | 9 | 16 | 9 | 17 | <i>Remaining To Be Sold</i> | 34 |
| <i>Contracts Per Month During Quarter</i> | 2.7 | 3.0 | 5.3 | 3.0 | 5.7 | <i>Months Remaining</i> | 9.8 |
| <i>Total Contracts To Date</i> | 72 | 81 | 97 | 106 | 123 | | |
| <i>Contracts Per Month Since Opening</i> | 3.1 | 3.1 | 3.3 | 3.3 | 3.5 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> | |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|-----------|-----------|-----------|------------------|--------------------------|-----------------------------|-----------|
| | | | | | | | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | | |
| Austin | 2/2.0 | DEN | R | 2E | 10+ | 1,776 | \$418,990 | \$421,990 | \$423,990 | \$431,990 | \$432,990 | \$243.80 | \$415,690 | |
| Briarwood | 2/2.0 | DEN | R | 2E | 10+ | 2,004 | 433,990 | 436,990 | 438,990 | 446,990 | 447,990 | 223.55 | 430,690 | |
| Baldwin | 3/2.5 | LOFT | 2S | 2E | 7-10 | 2,278 | 428,990 | 431,990 | 433,990 | 441,990 | 442,990 | 194.46 | 429,690 | |
| Cahill | 3/2.5 | LOFT | 2S | 2E | 7-10 | 2,347 | 435,990 | 438,990 | 440,990 | 448,990 | 449,990 | 191.73 | 436,690 | |
| Dunbar | 3/2.5 | LOFT | 2S | 2E | 7-10 | 2,470 | 441,990 | 444,990 | 446,990 | 454,990 | 455,990 | 184.61 | 442,690 | |
| Aberdeen | 3/2.5 | LOFT | CC | 2E | 10+ | 2,527 | 455,990 | 458,990 | 460,990 | 468,990 | 469,990 | 185.99 | 452,690 | |
| Eastman | 4/2.5 | --- | 2S | 2E | 7-10 | 2,738 | 458,990 | 461,990 | 463,990 | 471,990 | 472,990 | 172.75 | 459,690 | |
| Essex | 4/2.5 | L&D | 2S | 3E | 7-10 | 2,872 | 480,990 | 483,990 | 485,990 | 493,990 | 496,990 | 173.05 | 478,690 | |
| Fairbanks | 4/2.5 | D&L | 2S | 3E | 7-10 | 2,982 | 475,990 | 478,990 | 480,990 | 488,990 | 491,990 | 164.99 | 473,690 | |
| * Best Sellers | | | | | | Averages: | 2,585 | \$456,354 | \$459,354 | \$461,354 | \$469,354 | \$471,081 | \$182.24 | \$454,508 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | SGDS | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | OPT |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | SGDS | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | DRWL | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | LAM | <i>Kitchen Flooring</i> | SGDS | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | OPT |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | OPT | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | FBGL |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|-------|
| <i>Community Security</i> | NA | <i>Driveway</i> | ASPH | <i>Exterior Siding</i> | VNYL | <i>Fencing</i> | OPT | <i>Homeowner Assoc. Fee</i> | \$TBD |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | SODF | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: Varies with preferred lender.

Comments:

Silo Bend-SF (Cont.)

M/I Homes

SF-Production

| | | | | | |
|---------------------|--|--------------------------|----------------|----------------------------|-----------------|
| <i>Municipality</i> | Lockport | <i>High School Dist.</i> | 205-Lockport | <i>Total Units</i> | 157 |
| <i>Township</i> | Homer | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 4/15/21 |
| <i>County</i> | Will | <i>Phone</i> | (630) 360-9080 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | UC-2 | <i>Minimum Lot Size</i> | 7,800 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | Remote | <i>Lot Dimensions</i> | 65' x 120' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | 167th Street, between I-355 and Cedar Road | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|-----------------------------|-----|
| <i>Quarter</i> | | | | | | <i>Project Size</i> | 157 |
| <i>Survey Date</i> | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 123 |
| <i>Quarterly Contracts</i> | 8 | 9 | 16 | 9 | 17 | <i>Remaining To Be Sold</i> | 34 |
| <i>Contracts Per Month During Quarter</i> | 2.7 | 3.0 | 5.3 | 3.0 | 5.7 | <i>Months Remaining</i> | 9.8 |
| <i>Total Contracts To Date</i> | 72 | 81 | 97 | 106 | 123 | | |
| <i>Contracts Per Month Since Opening</i> | 3.1 | 3.1 | 3.3 | 3.3 | 3.5 | | |

FLOOR PLANS OFFERED

| Plan | Bed/Bath | Extra Room | Elev | Garage | Bsmt | Plan Size (Sq. Ft.) | Base Sales Price | | | | | Price Per Sq. Ft. | Adjusted Sales Price | |
|--------------------------|----------|------------|------|--------|------|---------------------|------------------|-----------|-----------|-----------|------------------|-------------------|----------------------|-----------|
| | | | | | | | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | | |
| Hudson | 4/2.5 | DEN | 2S | 3E | 7-10 | 3,097 | \$494,990 | \$497,990 | \$499,990 | \$507,990 | \$510,990 | \$165.00 | \$492,690 | |
| Lyndale | 4/2.5 | D&B | 2S | 3E | 10+ | 3,342 | 492,990 | 495,990 | 497,990 | 505,990 | 508,990 | 152.30 | 486,690 | |
| * Best Sellers Averages: | | | | | | | 2,585 | \$456,354 | \$459,354 | \$461,354 | \$469,354 | \$471,081 | \$182.24 | \$454,508 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | SGDS | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | OPT |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | SGDS | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | DRWL | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | LAM | <i>Kitchen Flooring</i> | SGDS | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | OPT |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | OPT | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | FBGL |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|-------|
| <i>Community Security</i> | NA | <i>Driveway</i> | ASPH | <i>Exterior Siding</i> | VNYL | <i>Fencing</i> | OPT | <i>Homeowner Assoc. Fee</i> | \$TBD |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | SODF | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: Varies with preferred lender.

Comments:

Ivanhoe

D. R. Horton

SF-Production

| | | | | | |
|---------------------|----------------------------------|--------------------------|----------------------|----------------------------|-----------------|
| <i>Municipality</i> | Manhattan | <i>High School Dist.</i> | 210-Lincoln-Way West | <i>Total Units</i> | 222 |
| <i>Township</i> | Manhattan | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 8/7/22 |
| <i>County</i> | Will | <i>Phone</i> | (847) 984-4437 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 1 | <i>Minimum Lot Size</i> | 9,840 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | 80' x 123' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | Highway 52 and Ivanhoe Boulevard | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | | | | | | | |
|---|---------|---------|---------|----------|---------|-----------------------------|------|
| <i>Quarter</i> | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | <i>Project Size</i> | 222 |
| <i>Survey Date</i> | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 40 |
| <i>Quarterly Contracts</i> | 5 | 5 | 12 | 2 | 9 | <i>Remaining To Be Sold</i> | 182 |
| <i>Contracts Per Month During Quarter</i> | 1.7 | 1.7 | 4.0 | 0.7 | 3.0 | <i>Months Remaining</i> | 90.2 |
| <i>Total Contracts To Date</i> | 12 | 17 | 29 | 31 | 40 | | |
| <i>Contracts Per Month Since Opening</i> | 1.5 | 1.6 | 2.1 | 1.8 | 2.0 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> | |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|-----------|-----------|-----------|------------------|--------------------------|-----------------------------|-----------|
| | | | | | | | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | | |
| Fairfield | 4/2.0 | --- | R | 3E | 10+ | 1,970 | \$410,990 | \$410,990 | \$415,990 | \$419,990 | \$420,990 | \$213.70 | \$390,240 | |
| Bellamy | 4/2.5 | DEN | 2S | 3E | U7 | 2,051 | 395,990 | 395,990 | 380,990 | 384,990 | 405,990 | 197.95 | 383,240 | |
| Holcombe | 4/2.5 | DEN | 2S | 3E | U7 | 2,356 | 410,990 | 410,990 | 395,990 | 399,990 | 420,990 | 178.69 | 398,240 | |
| Henley | 4/2.5 | D&L | 2S | 3E | 7-10 | 2,600 | 425,990 | 425,990 | 410,990 | 414,990 | 435,990 | 167.69 | 408,240 | |
| Coventry | 4/2.5 | L&D | 2S | 3E | 7-10 | 2,836 | 435,990 | 435,990 | 440,990 | 444,990 | 445,990 | 157.26 | 418,240 | |
| * Best Sellers | | | | | | Averages: | 2,363 | \$415,990 | \$415,990 | \$408,990 | \$412,990 | \$425,990 | \$180.28 | \$399,640 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | WOOD | <i>Garage Door Opener</i> | INCL | <i>Hand Rails</i> | DRWL | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | GRAN | <i>Kitchen Flooring</i> | WOOD | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | INCL |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | OPT | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | FBGL |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | CONC | <i>Exterior Siding</i> | VNYL | <i>Fencing</i> | OPT | <i>Homeowner Assoc. Fee</i> | \$800/Yr. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | FULL | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: Varies with preferred lender.

Comments:

White Feather

McDonnell Development

SF-Production

| | | | | | |
|---------------------|--|--------------------------|-------------------------|----------------------------|-----------------|
| <i>Municipality</i> | Manhattan | <i>High School Dist.</i> | 210-Lincoln-Way Central | <i>Total Units</i> | 350 |
| <i>Township</i> | Manhattan | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 10/15/05 |
| <i>County</i> | Will | <i>Phone</i> | (815) 478-0400 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 1 | <i>Minimum Lot Size</i> | 10,032 Sq. Ft. |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | 76' x 132' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | Manhattan Road and White Feather Drive | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|-----------------------------|-------|
| <i>Quarter</i> | | | | | | <i>Project Size</i> | 350 |
| <i>Survey Date</i> | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 180 |
| <i>Quarterly Contracts</i> | 4 | 0 | 1 | 0 | 0 | <i>Remaining To Be Sold</i> | 170 |
| <i>Contracts Per Month During Quarter</i> | 1.4 | 0.0 | 0.3 | 0.0 | 0.0 | <i>Months Remaining</i> | 209.4 |
| <i>Total Contracts To Date</i> | 179 | 179 | 180 | 180 | 180 | | |
| <i>Contracts Per Month Since Opening</i> | 0.9 | 0.8 | 0.8 | 0.8 | 0.8 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|----------------|----------------|-----------------|------------------|--------------------------|-----------------------------|
| | | | | | | | <i>3/29/23</i> | <i>6/30/23</i> | <i>9/30/23</i> | <i>12/31/23</i> | <i>3/31/24</i> | | |
| Cascade | 3/2.0 | FAM | R | 2E | 7-10 | 1,670 | \$409,900 | \$409,900 | \$409,900 | \$447,900 | \$447,900 | \$268.20 | \$432,650 |
| Ashton | 3/2.0 | --- | R | 2E | 10+ | 1,952 | --- | --- | --- | --- | --- | --- | --- |
| Cheyenne | 4/2.5 | FAM | 2S | 2E | 7-10 | 2,150 | --- | --- | --- | --- | --- | --- | --- |
| Dakota | 4/2.5 | FAM | 2S | 2E | 7-10 | 2,250 | 406,900 | 406,900 | 406,900 | 444,900 | 444,900 | 197.73 | 428,650 |
| Sierra | 3/3.0 | FAM | R | 2E | U7 | 2,260 | 430,900 | 430,900 | 430,900 | 470,900 | 470,900 | 208.36 | 458,650 |
| Mayfair | 4/2.5 | FAM | 2S | 2E | 10+ | 2,450 | --- | --- | --- | --- | --- | --- | --- |
| Seneca | 4/2.5 | FAM | 2S | 2E | 10+ | 2,450 | --- | --- | --- | --- | --- | --- | --- |
| Riverstone | 4/2.5 | FAM | 2S | 2E | 10+ | 2,650 | 442,900 | 442,900 | 442,900 | 483,900 | 483,900 | 182.60 | 463,650 |
| Glenmore | 4/2.5 | FAM | 2S | 2E | 10+ | 2,770 | 446,900 | 446,900 | 446,900 | 487,900 | 487,900 | 176.14 | 467,650 |
| * Best Sellers | | | | | | Averages: | 2,320 | \$427,500 | \$427,500 | \$427,500 | \$467,100 | \$261.34 | \$450,250 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | OPT | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | CERM | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | DRWL | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | LAM | <i>Kitchen Flooring</i> | CERM | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | INCL |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | OPT | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | FBGL |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|------|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | ASPH | <i>Exterior Siding</i> | MAVL | <i>Fencing</i> | OPT | <i>Homeowner Assoc. Fee</i> | \$175/Yr. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | SODF | <i>Patio/Balcony</i> | INCL | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments:

Bluff Pointe-SF

McNaughton Development Inc.

SF-Production

| | | | | | |
|---------------------|----------------------------|--------------------------|-------------------|----------------------------|---------------|
| <i>Municipality</i> | Orland Park | <i>High School Dist.</i> | 230-Carl Sandburg | <i>Total Units</i> | 13 |
| <i>Township</i> | Orland | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 10/15/19 |
| <i>County</i> | Cook | <i>Phone</i> | (708) 767-1509 | <i>Product/Description</i> | SF-Cluster |
| <i>State</i> | Illinois | <i>Models</i> | 0 | <i>Minimum Lot Size</i> | 9,375 Sq. Ft. |
| <i>Corridor</i> | Southern | <i>Sales</i> | Remote | <i>Lot Dimensions</i> | 75' x 125' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southern | | | | |
| <i>Location</i> | Wolf Road and 171st Street | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|-----------------------------|-----|
| <i>Quarter</i> | | | | | | <i>Project Size</i> | 13 |
| <i>Survey Date</i> | 3/30/23 | 6/22/23 | 9/30/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 12 |
| <i>Quarterly Contracts</i> | 2 | 0 | 1 | 1 | 1 | <i>Remaining To Be Sold</i> | 1 |
| <i>Contracts Per Month During Quarter</i> | 0.7 | 0.0 | 0.3 | 0.3 | 0.3 | <i>Months Remaining</i> | 4.5 |
| <i>Total Contracts To Date</i> | 9 | 9 | 10 | 11 | 12 | | |
| <i>Contracts Per Month Since Opening</i> | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> | | |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|----------------|----------------|-----------------|----------------|--------------------------|-----------------------------|----------|-----------|
| | | | | | | | <i>3/30/23</i> | <i>6/22/23</i> | <i>9/30/23</i> | <i>12/31/23</i> | <i>3/31/24</i> | | | | |
| Classic | 2/2.5 | --- | R | 2E | U7 | 2,100 | \$534,900 | \$534,900 | \$--- | \$--- | \$--- | \$--- | \$--- | | |
| Capri | 2/2.5 | --- | R | 2E | U7 | 2,250 | 549,900 | 549,900 | 619,900 | 659,900 | --- | --- | --- | | |
| Essex | 2/2.5 | FAM | R | 3E | 10+ | 2,300 | --- | --- | 549,900 | --- | --- | --- | --- | | |
| Brunswick | 2/2.5 | FAM | R | 3E | 10+ | 2,350 | --- | --- | --- | --- | --- | --- | --- | | |
| Ashford | 2/2.5 | FAM | R | 3E | 10+ | 2,450 | --- | --- | --- | --- | --- | --- | --- | | |
| Fenwick | 2/2.5 | FAM | R | 3E | 10+ | 2,475 | --- | --- | 654,900 | 699,900 | 699,900 | 282.79 | 653,650 | | |
| * Best Sellers | | | | | | | Averages: | 2,475 | \$542,400 | \$542,400 | \$608,233 | \$679,900 | \$699,900 | \$282.79 | \$653,650 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | WOOD | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | INCL | <i>Foyer Flooring</i> | WOOD | <i>Garage Door Opener</i> | INCL | <i>Hand Rails</i> | WOOD | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | GRAN | <i>Kitchen Flooring</i> | WOOD | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | INCL |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | INCL | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | FBGL |
| <i>Vanity Tops</i> | GRAN | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|------|---------------------------------|----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | CONC | <i>Exterior Siding</i> | MAVL | <i>Fencing</i> | OPT | <i>Homeowner Assoc. Fee</i> | \$50/Yr. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | FULL | <i>Patio/Balcony</i> | INCL | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments: Statistics exclude 23 lots sold to OMalley Builders.

Brittany Glen

Gallagher & Henry

SF-Production

| | | | | | |
|---------------------|-----------------------------------|--------------------------|-----------------------|----------------------------|-----------------|
| <i>Municipality</i> | Orland Park | <i>High School Dist.</i> | 230-Amos Alonzo Stagg | <i>Total Units</i> | 128 |
| <i>Township</i> | Orland | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 2/1/89 |
| <i>County</i> | Cook | <i>Phone</i> | (708) 448-3358 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 0 | <i>Minimum Lot Size</i> | 13,400 Sq. Ft. |
| <i>Corridor</i> | Southern | <i>Sales</i> | Remote | <i>Lot Dimensions</i> | 96' x 133' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southern | | | | |
| <i>Location</i> | Georgetown Drive and 131st Street | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|----------------------|-------|
| <i>Quarter</i> | | | | | | Project Size | 128 |
| <i>Survey Date</i> | 3/31/23 | 6/30/23 | 9/29/23 | 12/31/23 | 3/31/24 | Total Sold | 46 |
| <i>Quarterly Contracts</i> | 0 | 0 | 0 | 0 | 0 | Remaining To Be Sold | 82 |
| <i>Contracts Per Month During Quarter</i> | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | | |
| <i>Total Contracts To Date</i> | 46 | 46 | 46 | 46 | 46 | Months Remaining | 752.7 |
| <i>Contracts Per Month Since Opening</i> | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | | |

FLOOR PLANS OFFERED

| Plan | Bed/Bath | Extra Room | Elev | Garage | Bsmt | Plan Size (Sq. Ft.) | Base Sales Price | | | | | Price Per Sq. Ft. | Adjusted Sales Price | |
|----------------|----------|------------|------|--------|------|---------------------|------------------|-----------|-----------|-----------|----------------|-------------------|----------------------|-----------|
| | | | | | | | 3/31/23 | 6/30/23 | 9/29/23 | 12/31/23 | 3/31/24 | | | |
| Normandy | 3/2.5 | --- | R | 3E | 10+ | 2,767 | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | |
| Hampton | 3/2.5 | --- | R | 3E | 10+ | 2,773 | 596,900 | 596,900 | 596,900 | 596,900 | 596,900 | 215.25 | 547,500 | |
| Buckingham | 4/2.5 | STDY | 2S | 3E | 10+ | 2,917 | --- | --- | --- | --- | --- | --- | --- | |
| Edinborough | 4/2.5 | STDY | 2S | 3E | 10+ | 3,336 | --- | --- | --- | --- | --- | --- | --- | |
| St. Regis | 4/2.5 | L&S | 2S | 3E | 10+ | 3,501 | --- | --- | --- | --- | --- | --- | --- | |
| Georgetown | 4/3.0 | STDY | 2S | 3E | 7-10 | 3,582 | --- | --- | --- | --- | --- | --- | --- | |
| Somerset | 4/3.5 | STDY | 2S | 2E | 7-10 | 3,600 | --- | --- | --- | --- | --- | --- | --- | |
| Wingate | 4/2.5 | STDY | 2S | 2E | 10+ | 3,600 | --- | --- | --- | --- | --- | --- | --- | |
| * Barrington | 4/2.5 | STDY | 2S | 3E | 10+ | 3,645 | 663,300 | 663,300 | 663,300 | 663,300 | 663,300 | 181.98 | 613,900 | |
| * Best Sellers | | | | | | Averages: | 3,725 | \$694,700 | \$694,700 | \$694,700 | \$694,700 | \$694,700 | \$186.50 | \$645,500 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | INCL | <i>Foyer Flooring</i> | CERM | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | WOOD | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | LAM | <i>Kitchen Flooring</i> | VFT | <i>Kitchen Sink</i> | CAST | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | OPT |
| <i>Passage Doors</i> | WOOD | <i>Range/Oven</i> | SGSC | <i>Refrigerator</i> | OPT | <i>Trim</i> | STND | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | INCL | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | WOOD | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | ASPH | <i>Exterior Siding</i> | MACD | <i>Fencing</i> | NA | <i>Homeowner Assoc. Fee</i> | \$17/Yr. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | SODF | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | CEDR | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments:

Brittany Glen (Cont.)

Gallagher & Henry

SF-Production

| | | | | | |
|---------------------|-----------------------------------|--------------------------|-----------------------|----------------------------|-----------------|
| <i>Municipality</i> | Orland Park | <i>High School Dist.</i> | 230-Amos Alonzo Stagg | <i>Total Units</i> | 128 |
| <i>Township</i> | Orland | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 2/1/89 |
| <i>County</i> | Cook | <i>Phone</i> | (708) 448-3358 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 0 | <i>Minimum Lot Size</i> | 13,400 Sq. Ft. |
| <i>Corridor</i> | Southern | <i>Sales</i> | Remote | <i>Lot Dimensions</i> | 96' x 133' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southern | | | | |
| <i>Location</i> | Georgetown Drive and 131st Street | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|-----------------------------|-------|
| <i>Quarter</i> | | | | | | <i>Project Size</i> | 128 |
| <i>Survey Date</i> | 3/31/23 | 6/30/23 | 9/29/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 46 |
| <i>Quarterly Contracts</i> | 0 | 0 | 0 | 0 | 0 | <i>Remaining To Be Sold</i> | 82 |
| <i>Contracts Per Month During Quarter</i> | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | <i>Months Remaining</i> | 752.7 |
| <i>Total Contracts To Date</i> | 46 | 46 | 46 | 46 | 46 | | |
| <i>Contracts Per Month Since Opening</i> | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> | |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|-----------|-----------|-----------|----------------|--------------------------|-----------------------------|-----------|
| | | | | | | | 3/31/23 | 6/30/23 | 9/29/23 | 12/31/23 | 3/31/24 | | | |
| Castlewood | 4/2.5 | FAM | 2S | 3E | 10+ | 3,665 | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | |
| Patrician | 4/2.5 | F&S | 2S | 3E | 10+ | 3,733 | --- | --- | --- | --- | --- | --- | --- | |
| Richmond | 3/2.5 | FAM | R | 2E | 10+ | 3,880 | 665,900 | 665,900 | 665,900 | 665,900 | 665,900 | 171.62 | 621,500 | |
| Capecod | 4/3.5 | S&F | CC | 3E | 10+ | 4,062 | 778,000 | 778,000 | 778,000 | 778,000 | 778,000 | 191.53 | 726,600 | |
| Mayfair | 4/3.5 | --- | 2S | 3E | 10+ | 4,215 | --- | --- | --- | --- | --- | --- | --- | |
| * Charleston | 4/2.5 | FAM | 2S | 3E | 10+ | 4,244 | --- | --- | --- | --- | --- | --- | --- | |
| Augusta | 4/3.5 | STDY | 2S | 3E | 10+ | 4,263 | 769,400 | 769,400 | 769,400 | 769,400 | 769,400 | 180.48 | 718,000 | |
| Briargate | 4/2.5 | --- | 2S | 2E | 10+ | 4,363 | --- | --- | --- | --- | --- | --- | --- | |
| * Best Sellers | | | | | | Averages: | 3,725 | \$694,700 | \$694,700 | \$694,700 | \$694,700 | \$694,700 | \$186.50 | \$645,500 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | INCL | <i>Foyer Flooring</i> | CERM | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | WOOD | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | LAM | <i>Kitchen Flooring</i> | VFT | <i>Kitchen Sink</i> | CAST | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | OPT |
| <i>Passage Doors</i> | WOOD | <i>Range/Oven</i> | SGSC | <i>Refrigerator</i> | OPT | <i>Trim</i> | STND | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | INCL | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | WOOD | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | ASPH | <i>Exterior Siding</i> | MACD | <i>Fencing</i> | NA | <i>Homeowner Assoc. Fee</i> | \$17/Yr. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | SODF | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | CEDR | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments:

Brookside Glen-Malone

Malone & Moloney

SF-Production

| | | | | | |
|---------------------|----------------------------|--------------------------|----------------------|----------------------------|-----------------|
| <i>Municipality</i> | Tinley Park | <i>High School Dist.</i> | 210-Lincoln-Way East | <i>Total Units</i> | 695 |
| <i>Township</i> | Frankfort | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 6/1/96 |
| <i>County</i> | Will | <i>Phone</i> | (815) 464-1010 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 1 | <i>Minimum Lot Size</i> | 10,800 Sq. Ft. |
| <i>Corridor</i> | Southern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | 80' x 135' |
| | | <i>Broker Coop</i> | No | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southern | | | | |
| <i>Location</i> | 80th Avenue & 191st Street | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|-----------------------------|-----|
| <i>Quarter</i> | | | | | | <i>Project Size</i> | 695 |
| <i>Survey Date</i> | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 683 |
| <i>Quarterly Contracts</i> | 0 | 0 | 0 | 0 | 1 | <i>Remaining To Be Sold</i> | 12 |
| <i>Contracts Per Month During Quarter</i> | 0.0 | 0.0 | 0.0 | 0.0 | 0.3 | <i>Months Remaining</i> | 5.9 |
| <i>Total Contracts To Date</i> | 682 | 682 | 682 | 682 | 683 | | |
| <i>Contracts Per Month Since Opening</i> | 2.1 | 2.1 | 2.1 | 2.1 | 2.0 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> |
|--------------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|-----------|-----------|-----------|------------------|--------------------------|-----------------------------|
| | | | | | | | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | |
| * Boyne Majestic | 3/2.5 | SUN | R | 3E | 7-10 | 2,675 | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- |
| Shannon Marquis II | 3/2.5 | DEN | SL | 2E | 7-10 | 2,677 | --- | --- | --- | --- | --- | --- | --- |
| Avonmore | 3/2.5 | STDY | R | 3E | 10+ | 2,680 | 624,900 | 624,900 | 624,900 | 624,900 | 624,900 | 233.17 | 576,000 |
| Innishmor | 4/2.5 | STDY | 2S | 3E | 7-10 | 2,840 | 581,900 | 581,900 | 581,900 | 581,900 | 581,900 | 204.89 | 537,000 |
| * Fane Deluxe II | 4/3.5 | STDY | 2S | 3E | 10+ | 3,365 | 604,900 | 604,900 | 604,900 | 604,900 | 604,900 | 179.76 | 554,000 |
| Cregg | 4/2.5 | S&F | 2S | 3E | 7-10 | 3,600 | 614,900 | 614,900 | 614,900 | 614,900 | 614,900 | 170.81 | 570,000 |
| * Best Sellers | Averages: | | | | | 3,121 | \$606,650 | \$606,650 | \$606,650 | \$606,650 | \$606,650 | \$194.38 | \$559,250 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | INCL | <i>Foyer Flooring</i> | CERM | <i>Garage Door Opener</i> | INCL | <i>Hand Rails</i> | WOOD | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | GRAN | <i>Kitchen Flooring</i> | WOOD | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | INCL | <i>Microwave</i> | INCL |
| <i>Passage Doors</i> | WOOD | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | OPT | <i>Trim</i> | STND | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | WOOD | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|------|---------------------------------|----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | CONC | <i>Exterior Siding</i> | MACD | <i>Fencing</i> | NA | <i>Homeowner Assoc. Fee</i> | \$24/Yr. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | FULL | <i>Patio/Balcony</i> | INCL | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | KEY | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments:

Oak Ridge-SF

D. R. Horton

SF-Production

| | | | | | |
|---------------------|--------------------------------------|--------------------------|-----------------|----------------------------|-----------------|
| <i>Municipality</i> | Tinley Park | <i>High School Dist.</i> | 228-Tinley Park | <i>Total Units</i> | 81 |
| <i>Township</i> | Bremen | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 8/19/23 |
| <i>County</i> | Cook | <i>Phone</i> | (847) 654-9337 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 1 | <i>Minimum Lot Size</i> | 7,500 Sq. Ft. |
| <i>Corridor</i> | Southern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | 60' x 125' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southern | | | | |
| <i>Location</i> | Oak Forest Avenue and Donegal Street | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | | | | | | | |
|---|--|--|---------|----------|---------|-----------------------------|------|
| <i>Quarter</i> | | | 3Q23 | 4Q23 | 1Q24 | <i>Project Size</i> | 81 |
| <i>Survey Date</i> | | | 9/30/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 9 |
| <i>Quarterly Contracts</i> | | | 3 | 3 | 3 | <i>Remaining To Be Sold</i> | 72 |
| <i>Contracts Per Month During Quarter</i> | | | 2.1 | 1.0 | 1.0 | <i>Months Remaining</i> | 59.4 |
| <i>Total Contracts To Date</i> | | | 3 | 6 | 9 | | |
| <i>Contracts Per Month Since Opening</i> | | | 2.1 | 1.4 | 1.2 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> | |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|-----------|----------------|--------------------------|-----------------------------|-----------|
| | | | | | | | 9/30/23 | 12/31/23 | 3/31/24 | | | |
| Chatham | 4/2.0 | --- | R | 2E | 10+ | 1,771 | \$429,990 | \$434,990 | \$--- | \$--- | \$--- | |
| Fairfield | 4/2.0 | --- | R | 3E | 10+ | 1,970 | 449,990 | 454,990 | 455,990 | 231.47 | 429,140 | |
| Bellamy | 4/2.5 | DEN | 2S | 2E | U7 | 2,052 | 429,990 | 434,990 | 435,990 | 212.47 | 422,140 | |
| Holcombe | 4/2.5 | DEN | 2S | 2E | 7-10 | 2,356 | 439,990 | 444,990 | 445,990 | 189.30 | 427,140 | |
| Henley | 4/2.5 | L&D | 2S | 2E | 7-10 | 2,600 | 454,990 | 459,990 | 460,990 | 177.30 | 442,140 | |
| Coventry | 4/2.5 | D&L | 2S | 2E | 7-10 | 2,836 | 474,990 | 479,990 | 480,990 | 169.60 | 462,140 | |
| * Best Sellers | | | | | | Averages: | 2,363 | \$446,657 | \$451,657 | \$455,990 | \$192.97 | \$436,540 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | VFT | <i>Garage Door Opener</i> | INCL | <i>Hand Rails</i> | DRWL | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | GRAN | <i>Kitchen Flooring</i> | VFT | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | INCL |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | OPT | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | ASPH | <i>Exterior Siding</i> | VNYL | <i>Fencing</i> | OPT | <i>Homeowner Assoc. Fee</i> | \$624/Yr. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | FULL | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: Varies with preferred lender.

Comments:

Radcliffe Place-SF

Gallagher & Henry

SF-Production

| | | | | | |
|---------------------|------------------------------|--------------------------|---------------------|----------------------------|-----------------|
| <i>Municipality</i> | Tinley Park | <i>High School Dist.</i> | 230-Victor J Andrew | <i>Total Units</i> | 367 |
| <i>Township</i> | Orland | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 6/1/95 |
| <i>County</i> | Cook | <i>Phone</i> | (708) 614-0800 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 2 | <i>Minimum Lot Size</i> | 10,710 Sq. Ft. |
| <i>Corridor</i> | Southern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | 85' x 126' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southern | | | | |
| <i>Location</i> | 175th Street and 88th Avenue | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|-----------------------------|-----|
| <i>Quarter</i> | | | | | | <i>Project Size</i> | 367 |
| <i>Survey Date</i> | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 357 |
| <i>Quarterly Contracts</i> | 0 | 0 | 1 | 1 | 4 | <i>Remaining To Be Sold</i> | 10 |
| <i>Contracts Per Month During Quarter</i> | 0.0 | 0.0 | 0.3 | 0.3 | 1.3 | <i>Months Remaining</i> | 9.7 |
| <i>Total Contracts To Date</i> | 351 | 351 | 352 | 353 | 357 | | |
| <i>Contracts Per Month Since Opening</i> | 1.1 | 1.0 | 1.0 | 1.0 | 1.0 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|-----------|-----------|-----------|----------------|--------------------------|-----------------------------|
| | | | | | | | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | |
| Hamilton III | 3/1.0 | --- | SL | 2E | OPT | 1,880 | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- |
| Stratford | 3/2.5 | --- | 2S | 2E | OPT | 1,937 | --- | --- | --- | --- | --- | --- | --- |
| Montclare | 3/2.5 | --- | SL | 2E | 7-10 | 1,984 | --- | --- | --- | --- | --- | --- | --- |
| Dorchester | 4/2.5 | --- | 2S | 2E | 7-10 | 2,000 | --- | --- | --- | --- | --- | --- | --- |
| Fairmont | 3/1.0 | --- | SL | 2E | OPT | 2,028 | --- | --- | --- | --- | --- | --- | --- |
| Cambridge II | 3/2.0 | --- | R | 2E | 10+ | 2,130 | --- | --- | --- | --- | --- | --- | --- |
| Worthington | 3/2.5 | --- | R | 2E | 10+ | 2,145 | --- | --- | --- | --- | --- | --- | --- |
| Amberwood | 3/2.0 | --- | R | 3E | 7-10 | 2,243 | 527,000 | 527,000 | 544,100 | 582,200 | 582,200 | 259.56 | 554,450 |
| Prescott | 3/2.5 | STDY | 2S | 2E | 7-10 | 2,243 | --- | --- | --- | --- | --- | --- | --- |
| * Best Sellers | | | | | | Averages: | 2,696 | \$558,083 | \$558,083 | \$576,217 | \$615,333 | \$228.24 | \$585,750 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | INCL | <i>Foyer Flooring</i> | CERM | <i>Garage Door Opener</i> | INCL | <i>Hand Rails</i> | WOOD | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | LAM | <i>Kitchen Flooring</i> | VFT | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | INCL | <i>Microwave</i> | OPT |
| <i>Passage Doors</i> | LGCY | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | INCL | <i>Trim</i> | LGCY | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | WOOD | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|----|
| <i>Community Security</i> | NA | <i>Driveway</i> | CONC | <i>Exterior Siding</i> | MAVL | <i>Fencing</i> | NA | <i>Homeowner Assoc. Fee</i> | NA |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | SODF | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments: Representative floor plans.
Limited lot release program.

Radcliffe Place-SF (Cont.)

Gallagher & Henry

SF-Production

| | | | | | |
|---------------------|------------------------------|--------------------------|---------------------|----------------------------|-----------------|
| <i>Municipality</i> | Tinley Park | <i>High School Dist.</i> | 230-Victor J Andrew | <i>Total Units</i> | 367 |
| <i>Township</i> | Orland | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 6/1/95 |
| <i>County</i> | Cook | <i>Phone</i> | (708) 614-0800 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 2 | <i>Minimum Lot Size</i> | 10,710 Sq. Ft. |
| <i>Corridor</i> | Southern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | 85' x 126' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southern | | | | |
| <i>Location</i> | 175th Street and 88th Avenue | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|----------------------|-----|
| <i>Quarter</i> | | | | | | Project Size | 367 |
| <i>Survey Date</i> | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | Total Sold | 357 |
| <i>Quarterly Contracts</i> | 0 | 0 | 1 | 1 | 4 | Remaining To Be Sold | 10 |
| <i>Contracts Per Month During Quarter</i> | 0.0 | 0.0 | 0.3 | 0.3 | 1.3 | Months Remaining | 9.7 |
| <i>Total Contracts To Date</i> | 351 | 351 | 352 | 353 | 357 | | |
| <i>Contracts Per Month Since Opening</i> | 1.1 | 1.0 | 1.0 | 1.0 | 1.0 | | |

FLOOR PLANS OFFERED

| Plan | Bed/Bath | Extra Room | Elev | Garage | Bsmt | Plan Size (Sq. Ft.) | Base Sales Price | | | | | Price Per Sq. Ft. | Adjusted Sales Price |
|----------------|----------|------------|------|--------|------|---------------------|------------------|-----------|-----------|-----------|------------------|-------------------|----------------------|
| | | | | | | | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | |
| Fremont | 3/2.0 | --- | R | 3E | 10+ | 2,280 | \$565,500 | \$565,500 | \$583,900 | \$623,300 | \$623,300 | \$273.38 | \$591,550 |
| Oxford | 4/2.5 | --- | 2S | 2E | 7-10 | 2,322 | --- | --- | --- | --- | --- | --- | --- |
| Jefferson II | 4/2.5 | --- | 2S | 2E | 7-10 | 2,389 | --- | --- | --- | --- | --- | --- | --- |
| Wesminster | 4/2.5 | --- | 2S | 2E | 7-10 | 2,400 | --- | --- | --- | --- | --- | --- | --- |
| Compton | 3/2.0 | FAM | CC | 2E | 7-10 | 2,498 | --- | --- | --- | --- | --- | --- | --- |
| Farnham | 4/2.5 | FAM | 2S | 2E | 10+ | 2,504 | --- | --- | --- | --- | --- | --- | --- |
| Ashford | 4/2.5 | FAM | 2S | 2E | 7-10 | 2,517 | --- | --- | --- | --- | --- | --- | --- |
| Scottsdale | 3/2.5 | --- | R | 2E | 10+ | 2,557 | --- | --- | --- | --- | --- | --- | --- |
| Essex | 3/2.5 | STDY | 2S | 2E | 10+ | 2,613 | --- | --- | --- | --- | --- | --- | --- |
| * Best Sellers | | | | | | Averages: | 2,696 | \$558,083 | \$558,083 | \$576,217 | \$615,333 | \$228.24 | \$585,750 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | INCL | <i>Foyer Flooring</i> | CERM | <i>Garage Door Opener</i> | INCL | <i>Hand Rails</i> | WOOD | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | LAM | <i>Kitchen Flooring</i> | VFT | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | INCL | <i>Microwave</i> | OPT |
| <i>Passage Doors</i> | LGCY | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | INCL | <i>Trim</i> | LGCY | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | WOOD | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|----|
| <i>Community Security</i> | NA | <i>Driveway</i> | CONC | <i>Exterior Siding</i> | MAVL | <i>Fencing</i> | NA | <i>Homeowner Assoc. Fee</i> | NA |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | SODF | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments: Representative floor plans.
Limited lot release program.

Radcliffe Place-SF (Cont.)

Gallagher & Henry

SF-Production

| | | | | | |
|---------------------|------------------------------|--------------------------|---------------------|----------------------------|-----------------|
| <i>Municipality</i> | Tinley Park | <i>High School Dist.</i> | 230-Victor J Andrew | <i>Total Units</i> | 367 |
| <i>Township</i> | Orland | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 6/1/95 |
| <i>County</i> | Cook | <i>Phone</i> | (708) 614-0800 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 2 | <i>Minimum Lot Size</i> | 10,710 Sq. Ft. |
| <i>Corridor</i> | Southern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | 85' x 126' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southern | | | | |
| <i>Location</i> | 175th Street and 88th Avenue | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|----------------------|-----|
| <i>Quarter</i> | | | | | | Project Size | 367 |
| <i>Survey Date</i> | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | Total Sold | 357 |
| <i>Quarterly Contracts</i> | 0 | 0 | 1 | 1 | 4 | Remaining To Be Sold | 10 |
| <i>Contracts Per Month During Quarter</i> | 0.0 | 0.0 | 0.3 | 0.3 | 1.3 | Months Remaining | 9.7 |
| <i>Total Contracts To Date</i> | 351 | 351 | 352 | 353 | 357 | | |
| <i>Contracts Per Month Since Opening</i> | 1.1 | 1.0 | 1.0 | 1.0 | 1.0 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|-----------|-----------|-----------|-----------|--------------------------|-----------------------------|
| | | | | | | | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | |
| Coventry | 4/2.5 | F&S | CC | 2E | 10+ | 2,623 | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- |
| * Hawthorne | 4/2.5 | --- | 2S | 2E | 10+ | 2,688 | --- | --- | --- | --- | --- | --- | --- |
| Briarcliffe | 4/2.5 | FAM | 2S | 2E | 10+ | 2,732 | 542,100 | 542,100 | 559,700 | 597,500 | 597,500 | 218.70 | 569,750 |
| Danbury | 4/2.5 | --- | 2S | 3E | 7-10 | 2,732 | 535,800 | 535,800 | 553,200 | 590,500 | 590,500 | 216.14 | 561,750 |
| Jefferson | 4/2.5 | --- | 2S | 2E | 7-10 | 2,822 | --- | --- | --- | --- | --- | --- | --- |
| Eden | 4/2.5 | FAM | 2S | 3E | 7-10 | 2,823 | 562,400 | 562,400 | 580,700 | 619,900 | 619,900 | 219.59 | 591,150 |
| Buckingham | 4/2.5 | STDY | 2S | 2E | 10+ | 2,917 | --- | --- | --- | --- | --- | --- | --- |
| Wrightwood | 4/2.5 | STDY | 2S | 3E | 7-10 | 3,065 | --- | --- | --- | --- | --- | --- | --- |
| Fieldstone | 4/2.5 | STDY | 2S | 2E | 10+ | 3,216 | --- | --- | --- | --- | --- | --- | --- |
| * Best Sellers | Averages: | | | | | | 2,696 | \$558,083 | \$558,083 | \$576,217 | \$615,333 | \$228.24 | \$585,750 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | INCL | <i>Foyer Flooring</i> | CERM | <i>Garage Door Opener</i> | INCL | <i>Hand Rails</i> | WOOD | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | LAM | <i>Kitchen Flooring</i> | VFT | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | INCL | <i>Microwave</i> | OPT |
| <i>Passage Doors</i> | LGCY | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | INCL | <i>Trim</i> | LGCY | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | WOOD | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|----|
| <i>Community Security</i> | NA | <i>Driveway</i> | CONC | <i>Exterior Siding</i> | MAVL | <i>Fencing</i> | NA | <i>Homeowner Assoc. Fee</i> | NA |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | SODF | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments: Representative floor plans.
Limited lot release program.

Radcliffe Place-SF (Cont.)

Gallagher & Henry

SF-Production

| | | | | | |
|---------------------|------------------------------|--------------------------|---------------------|----------------------------|-----------------|
| <i>Municipality</i> | Tinley Park | <i>High School Dist.</i> | 230-Victor J Andrew | <i>Total Units</i> | 367 |
| <i>Township</i> | Orland | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 6/1/95 |
| <i>County</i> | Cook | <i>Phone</i> | (708) 614-0800 | <i>Product/Description</i> | SF-Conventional |
| <i>State</i> | Illinois | <i>Models</i> | 2 | <i>Minimum Lot Size</i> | 10,710 Sq. Ft. |
| <i>Corridor</i> | Southern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | 85' x 126' |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southern | | | | |
| <i>Location</i> | 175th Street and 88th Avenue | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|----------------------|-----|
| <i>Quarter</i> | | | | | | Project Size | 367 |
| <i>Survey Date</i> | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | Total Sold | 357 |
| <i>Quarterly Contracts</i> | 0 | 0 | 1 | 1 | 4 | Remaining To Be Sold | 10 |
| <i>Contracts Per Month During Quarter</i> | 0.0 | 0.0 | 0.3 | 0.3 | 1.3 | | |
| <i>Total Contracts To Date</i> | 351 | 351 | 352 | 353 | 357 | Months Remaining | 9.7 |
| <i>Contracts Per Month Since Opening</i> | 1.1 | 1.0 | 1.0 | 1.0 | 1.0 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|-----------|-----------|-----------|----------------|--------------------------|-----------------------------|
| | | | | | | | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | |
| Grafton | 4/2.5 | D&S | 2S | 2E | 10+ | 3,285 | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- |
| Princeton | 4/2.5 | --- | 2S | 2E | 10+ | 3,300 | --- | --- | --- | --- | --- | --- | --- |
| Calysta | 4/2.5 | F&S | 2S | 3E | 10+ | 3,365 | 615,700 | 615,700 | 635,700 | 678,600 | 678,600 | 201.66 | 645,850 |
| Harvard | 4/2.5 | F&S | 2S | 2E | 7-10 | 3,413 | --- | --- | --- | --- | --- | --- | --- |
| * Berkshire | 4/2.5 | DEN | 2S | 2E | 10+ | 3,463 | --- | --- | --- | --- | --- | --- | --- |
| Dartmore | 4/2.5 | S&F | 2S | 2E | 7-10 | 3,526 | --- | --- | --- | --- | --- | --- | --- |
| Patrician | 4/2.5 | STDY | 2S | 2E | 10+ | 3,733 | --- | --- | --- | --- | --- | --- | --- |
| Berkley | 4/2.5 | S&F | 2S | 2E | 7-10 | 3,760 | --- | --- | --- | --- | --- | --- | --- |
| * Best Sellers | | | | | | Averages: | 2,696 | \$558,083 | \$558,083 | \$576,217 | \$615,333 | \$228.24 | \$585,750 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | INCL | <i>Foyer Flooring</i> | CERM | <i>Garage Door Opener</i> | INCL | <i>Hand Rails</i> | WOOD | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | LAM | <i>Kitchen Flooring</i> | VFT | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | INCL | <i>Microwave</i> | OPT |
| <i>Passage Doors</i> | LGCY | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | INCL | <i>Trim</i> | LGCY | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | WOOD | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|----|
| <i>Community Security</i> | NA | <i>Driveway</i> | CONC | <i>Exterior Siding</i> | MAVL | <i>Fencing</i> | NA | <i>Homeowner Assoc. Fee</i> | NA |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | SODF | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments: Representative floor plans.
Limited lot release program.

A6

**Active Townhome/Condominium/Duplex Communities
New Lenox PMA
1st Quarter 2024**

Leigh Creek-Duplex

Hartz Construction

MF-Multi-Family

| | | | | | |
|---------------------|------------------------------------|--------------------------|----------------------|----------------------------|-----------|
| <i>Municipality</i> | New Lenox | <i>High School Dist.</i> | 210-Lincoln-Way East | <i>Total Units</i> | 30 |
| <i>Township</i> | New Lenox | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 11/7/23 |
| <i>County</i> | Will | <i>Phone</i> | (815) 907-5303 | <i>Product/Description</i> | MF-Duplex |
| <i>State</i> | Illinois | <i>Models</i> | 0 | <i>Minimum Lot Size</i> | NA |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | NA |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | Laraway Road and Heatherglen Drive | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | | | | | | | | |
|---|--|--|--|--|----------|---------|-----------------------------|------|
| <i>Quarter</i> | | | | | 4Q23 | 1Q24 | <i>Project Size</i> | 30 |
| <i>Survey Date</i> | | | | | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 2 |
| <i>Quarterly Contracts</i> | | | | | 0 | 2 | <i>Remaining To Be Sold</i> | 28 |
| <i>Contracts Per Month During Quarter</i> | | | | | 0.0 | 0.7 | <i>Months Remaining</i> | 67.2 |
| <i>Total Contracts To Date</i> | | | | | 0 | 2 | | |
| <i>Contracts Per Month Since Opening</i> | | | | | 0.0 | 0.4 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|------------------|--------------------------|-----------------------------|
| | | | | | | | 12/31/23 | 3/31/24 | | |
| Hampton | 3/2.5 | LOFT | CC | 2E | 10+ | 1,772 | \$392,900 | \$393,900 | \$222.29 | \$376,350 |
| Avalon | 3/2.5 | --- | 2S | 2E | 7-10 | 1,858 | 387,900 | 388,900 | 209.31 | 375,350 |
| * Best Sellers | | | | | | Averages: | 1,815 | | | |
| | | | | | | | \$390,400 | \$391,400 | \$215.65 | \$375,850 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | OPT | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | CERM | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | DRWL | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | GRAN | <i>Kitchen Flooring</i> | VFT | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | INCL |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | OPT | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | GRAN | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | ASPH | <i>Exterior Siding</i> | MAVL | <i>Fencing</i> | OPT | <i>Homeowner Assoc. Fee</i> | \$200/Mo. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | SODF | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments:

Prairie Ridge North

Brian Wille Construction

MF-Multi-Family

| | | | | | |
|---------------------|-----------------------------------|--------------------------|--------------------|----------------------------|-----------|
| <i>Municipality</i> | New Lenox | <i>High School Dist.</i> | 33C-Homer Township | <i>Total Units</i> | 26 |
| <i>Township</i> | Homer | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 10/7/23 |
| <i>County</i> | Will | <i>Phone</i> | (815) 693-4540 | <i>Product/Description</i> | MF-Duplex |
| <i>State</i> | Illinois | <i>Models</i> | 0 | <i>Minimum Lot Size</i> | NA |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | Remote | <i>Lot Dimensions</i> | NA |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | Pinehurst Drive and Parkside Lane | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | | | | | | | | |
|---|--|--|--|--|----------|---------|-----------------------------|-----|
| <i>Quarter</i> | | | | | 4Q23 | 1Q24 | <i>Project Size</i> | 26 |
| <i>Survey Date</i> | | | | | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 12 |
| <i>Quarterly Contracts</i> | | | | | 9 | 3 | <i>Remaining To Be Sold</i> | 14 |
| <i>Contracts Per Month During Quarter</i> | | | | | 3.2 | 1.0 | <i>Months Remaining</i> | 6.8 |
| <i>Total Contracts To Date</i> | | | | | 9 | 12 | | |
| <i>Contracts Per Month Since Opening</i> | | | | | 3.2 | 2.1 | | |

FLOOR PLANS OFFERED

| Plan | Bed/Bath | Extra Room | Elev | Garage | Bsmt | Plan Size (Sq. Ft.) | Base Sales Price | | | Price Per Sq. Ft. | Adjusted Sales Price |
|----------------|----------|------------|------|--------|------|---------------------|------------------|-----------|------------------|-------------------|----------------------|
| | | | | | | | | 12/31/23 | 3/31/24 | | |
| Standard | 2/2.0 | STDY | R | 2E | 10+ | 1,915 | | \$549,900 | \$549,900 | \$287.15 | \$520,350 |
| * Best Sellers | | | | | | Averages: | 1,915 | \$549,900 | \$549,900 | \$287.15 | \$520,350 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | WOOD | <i>Garage Door Opener</i> | INCL | <i>Hand Rails</i> | NA | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | GRAN | <i>Kitchen Flooring</i> | WOOD | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | INCL |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGSC | <i>Refrigerator</i> | OPT | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | GRAN | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|------|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | CONC | <i>Exterior Siding</i> | MASN | <i>Fencing</i> | OPT | <i>Homeowner Assoc. Fee</i> | \$250/Mo. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | FULL | <i>Patio/Balcony</i> | INCL | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments:

Sky Harbor-Distinctive Home Builders

Distinctive Home Builders

MF-Multi-Family

| | | | | | |
|---------------------|---|--------------------------|-------------------------|----------------------------|--------------------|
| <i>Municipality</i> | New Lenox | <i>High School Dist.</i> | 210-Lincoln-Way Central | <i>Total Units</i> | 41 |
| <i>Township</i> | New Lenox | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 8/15/19 |
| <i>County</i> | Will | <i>Phone</i> | (708) 737-9142 | <i>Product/Description</i> | MF-Conventional TH |
| <i>State</i> | Illinois | <i>Models</i> | UC-1 | <i>Minimum Lot Size</i> | NA |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | Remote | <i>Lot Dimensions</i> | NA |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | Southeast corner of East Laraway Road and Lincolnway Road | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | | | | | | | |
|---|---------|---------|---------|----------|---------|-----------------------------|-------|
| <i>Quarter</i> | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | <i>Project Size</i> | 41 |
| <i>Survey Date</i> | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 14 |
| <i>Quarterly Contracts</i> | 1 | 0 | 0 | 0 | 0 | <i>Remaining To Be Sold</i> | 27 |
| <i>Contracts Per Month During Quarter</i> | 0.3 | 0.0 | 0.0 | 0.0 | 0.0 | <i>Months Remaining</i> | 107.2 |
| <i>Total Contracts To Date</i> | 14 | 14 | 14 | 14 | 14 | | |
| <i>Contracts Per Month Since Opening</i> | 0.3 | 0.3 | 0.3 | 0.3 | 0.3 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> | | |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|-----------|-----------|-----------|------------------|--------------------------|-----------------------------|----------|-----------|
| | | | | | | | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | | | |
| Plan 1700 | 2/2.0 | --- | R | 2E | 10+ | 1,700 | \$--- | \$452,990 | \$452,990 | \$452,990 | \$452,990 | \$266.46 | \$429,390 | | |
| Plan B | 2/2.0 | --- | R | 2E | 10+ | 1,980 | 439,990 | --- | 464,990 | 464,990 | 464,990 | 234.84 | 441,390 | | |
| Plan A | 3/2.0 | --- | R | 2E | 10+ | 2,100 | 449,990 | --- | --- | --- | --- | --- | --- | | |
| Plan C | 3/2.5 | S&L | 2S | 2E | 7-10 | 2,550 | 474,990 | --- | --- | --- | --- | --- | --- | | |
| * Best Sellers | | | | | | | Averages: | 1,840 | \$454,990 | \$452,990 | \$458,990 | \$458,990 | \$458,990 | \$249.45 | \$435,390 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | VFT | <i>Garage Door Opener</i> | INCL | <i>Hand Rails</i> | DRWL | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | GRAN | <i>Kitchen Flooring</i> | WOOD | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | INCL | <i>Microwave</i> | INCL |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | INCL | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | GRAN | <i>Wardrobe Mirrors</i> | INCL | <i>Washer/Dryer</i> | INCL | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | CONC | <i>Exterior Siding</i> | MAVL | <i>Fencing</i> | OPT | <i>Homeowner Assoc. Fee</i> | \$180/Mo. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | FULL | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments:

Villas of Old Oak

Marth Construction

MF-Multi-Family

| | | | | | |
|---------------------|------------------------------------|--------------------------|----------------|----------------------------|-----------|
| <i>Municipality</i> | Homer Glen | <i>High School Dist.</i> | 205-Lockport | <i>Total Units</i> | 46 |
| <i>Township</i> | Homer | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 4/15/23 |
| <i>County</i> | Will | <i>Phone</i> | (708) 873-9700 | <i>Product/Description</i> | MF-Duplex |
| <i>State</i> | Illinois | <i>Models</i> | 1 | <i>Minimum Lot Size</i> | NA |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | NA |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | Golden Oak Drive and Old Oak Trail | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|----------|---------|----------------------|-----|
| <i>Quarter</i> | | | | | Project Size | 46 |
| <i>Survey Date</i> | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | Total Sold | 27 |
| <i>Quarterly Contracts</i> | 6 | 8 | 4 | 9 | Remaining To Be Sold | 19 |
| <i>Contracts Per Month During Quarter</i> | 2.4 | 2.6 | 1.3 | 3.0 | Months Remaining | 8.1 |
| <i>Total Contracts To Date</i> | 6 | 14 | 18 | 27 | | |
| <i>Contracts Per Month Since Opening</i> | 2.4 | 2.5 | 2.1 | 2.3 | | |

FLOOR PLANS OFFERED

| Plan | Bed/Bath | Extra Room | Elev | Garage | Bsmt | Plan Size (Sq. Ft.) | Base Sales Price | | | | Price Per Sq. Ft. | Adjusted Sales Price | |
|----------------|----------|------------|------|--------|------|---------------------|------------------|-----------|-----------|------------------|-------------------|----------------------|-----------|
| | | | | | | | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | | |
| Standard | 2/2.0 | STDY | R | 2E | 10+ | 2,000 | \$542,000 | \$542,000 | \$542,000 | \$542,000 | \$271.00 | \$516,700 | |
| * Best Sellers | | | | | | Averages: | 2,000 | \$542,000 | \$542,000 | \$542,000 | \$542,000 | \$271.00 | \$516,700 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | WOOD | <i>Garage Door Opener</i> | INCL | <i>Hand Rails</i> | NA | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | GRAN | <i>Kitchen Flooring</i> | WOOD | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | INCL |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGSC | <i>Refrigerator</i> | INCL | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | GRAN | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|------|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | CONC | <i>Exterior Siding</i> | MAVL | <i>Fencing</i> | OPT | <i>Homeowner Assoc. Fee</i> | \$250/Mo. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | FULL | <i>Patio/Balcony</i> | INCL | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments:

Copper Ridge-TH

Beechen and Dill Builders

MF-Multi-Family

| | | | | | |
|---------------------|---|--------------------------|---------------------|----------------------------|-----------------|
| <i>Municipality</i> | Lemont | <i>High School Dist.</i> | 210-Lemont Township | <i>Total Units</i> | 60 |
| <i>Township</i> | Lemont | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 4/28/23 |
| <i>County</i> | Cook | <i>Phone</i> | (312) 804-1312 | <i>Product/Description</i> | MF-Ranch Villas |
| <i>State</i> | Illinois | <i>Models</i> | 1 | <i>Minimum Lot Size</i> | NA |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | NA |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | Timberline Drive and Copper Ridge Drive | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | | | | | | | |
|---|--|---------|---------|----------|---------|-----------------------------|-----|
| <i>Quarter</i> | | 2Q23 | 3Q23 | 4Q23 | 1Q24 | <i>Project Size</i> | 60 |
| <i>Survey Date</i> | | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 38 |
| <i>Quarterly Contracts</i> | | 25 | 3 | 4 | 6 | <i>Remaining To Be Sold</i> | 22 |
| <i>Contracts Per Month During Quarter</i> | | 11.9 | 1.0 | 1.3 | 2.0 | <i>Months Remaining</i> | 6.5 |
| <i>Total Contracts To Date</i> | | 25 | 28 | 32 | 38 | | |
| <i>Contracts Per Month Since Opening</i> | | 11.9 | 5.5 | 3.9 | 3.4 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> | |
|-----------------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|-----------|-----------|------------------|--------------------------|-----------------------------|-----------|
| | | | | | | | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | | |
| Sienna | 2/2.0 | --- | R | 2E | 10+ | 1,502 | \$504,990 | \$504,990 | \$504,990 | \$519,990 | \$346.20 | \$492,990 | |
| Sorrento | 2/2.0 | --- | R | 2E | 10+ | 2,003 | 554,990 | 554,990 | 554,990 | 569,990 | 284.57 | 542,990 | |
| <i>* Best Sellers</i> | | | | | | <i>Averages:</i> | 1,753 | \$529,990 | \$529,990 | \$529,990 | \$544,990 | \$310.89 | \$517,990 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | WOOD | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | NA | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | GRAN | <i>Kitchen Flooring</i> | WOOD | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | INCL |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | OPT | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | GRAN | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|------|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | CONC | <i>Exterior Siding</i> | MACF | <i>Fencing</i> | OPT | <i>Homeowner Assoc. Fee</i> | \$250/Mo. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | FULL | <i>Patio/Balcony</i> | INCL | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: Varies with preferred lender.

Comments:

Estates of Montefiori-TH

Ascend Real Estate Group/Lakeview Homes LLC

MF-Multi-Family

| | | | | | |
|---------------------|---|--------------------------|---------------------|----------------------------|--------------------|
| <i>Municipality</i> | Lemont | <i>High School Dist.</i> | 210-Lemont Township | <i>Total Units</i> | 52 |
| <i>Township</i> | Lemont | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 5/6/16 |
| <i>County</i> | Cook | <i>Phone</i> | (630) 633-1010 | <i>Product/Description</i> | MF-Conventional TH |
| <i>State</i> | Illinois | <i>Models</i> | 2 | <i>Minimum Lot Size</i> | NA |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | NA |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | Northwest corner of Archer Avenue and Bell Road | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | | | | | | | |
|---|---------|---------|---------|----------|---------|-----------------------------|-------|
| <i>Quarter</i> | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | <i>Project Size</i> | 52 |
| <i>Survey Date</i> | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 25 |
| <i>Quarterly Contracts</i> | 0 | 2 | 1 | 0 | 2 | <i>Remaining To Be Sold</i> | 27 |
| <i>Contracts Per Month During Quarter</i> | 0.0 | 0.7 | 0.3 | 0.0 | 0.7 | <i>Months Remaining</i> | 102.5 |
| <i>Total Contracts To Date</i> | 20 | 22 | 23 | 23 | 25 | | |
| <i>Contracts Per Month Since Opening</i> | 0.2 | 0.3 | 0.3 | 0.3 | 0.3 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|-----------|-----------|-----------|----------------|--------------------------|-----------------------------|
| | | | | | | | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | |
| Florenza | 2/2.0 | --- | R | 2E | 10+ | 1,702 | \$500,000 | \$500,000 | \$500,000 | \$--- | \$--- | \$--- | \$--- |
| Modesto | 3/2.5 | LOFT | CC | 2E | 7-10 | 1,868 | 479,900 | 479,900 | 479,900 | 489,900 | 489,900 | 262.26 | 467,100 |
| Capri | 3/2.0 | --- | R | 2E | 10+ | 1,916 | --- | --- | --- | --- | --- | --- | --- |
| Siena | 2/3.0 | --- | 2S | 2E | 7-10 | 2,348 | --- | --- | --- | --- | --- | --- | --- |
| * Best Sellers | | | | | | Averages: | 1,868 | \$489,950 | \$489,950 | \$489,950 | \$489,900 | \$262.26 | \$467,100 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | WOOD | <i>Garage Door Opener</i> | INCL | <i>Hand Rails</i> | DRWL | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | GRAN | <i>Kitchen Flooring</i> | WOOD | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | INCL |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGSC | <i>Refrigerator</i> | OPT | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | GRAN | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|------|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | CONC | <i>Exterior Siding</i> | MACF | <i>Fencing</i> | OPT | <i>Homeowner Assoc. Fee</i> | \$274/Mo. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | FULL | <i>Patio/Balcony</i> | INCL | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments:

Gleneagles-Landings

Pulte Group

MF-Multi-Family

| | | | | | |
|---------------------|--|--------------------------|---------------------|----------------------------|-----------|
| <i>Municipality</i> | Lemont | <i>High School Dist.</i> | 210-Lemont Township | <i>Total Units</i> | 130 |
| <i>Township</i> | Lemont | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 4/15/23 |
| <i>County</i> | Cook | <i>Phone</i> | (630) 621-4999 | <i>Product/Description</i> | MF-Duplex |
| <i>State</i> | Illinois | <i>Models</i> | 1 | <i>Minimum Lot Size</i> | NA |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | NA |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | McCarthy Road, between Archer and Bell Roads | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | | | | | | | |
|---|--|---------|---------|----------|---------|-----------------------------|------|
| <i>Quarter</i> | | 2Q23 | 3Q23 | 4Q23 | 1Q24 | <i>Project Size</i> | 130 |
| <i>Survey Date</i> | | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 23 |
| <i>Quarterly Contracts</i> | | 7 | 4 | 4 | 8 | <i>Remaining To Be Sold</i> | 107 |
| <i>Contracts Per Month During Quarter</i> | | 2.8 | 1.3 | 1.3 | 2.7 | <i>Months Remaining</i> | 53.8 |
| <i>Total Contracts To Date</i> | | 7 | 11 | 15 | 23 | | |
| <i>Contracts Per Month Since Opening</i> | | 2.8 | 2.0 | 1.7 | 2.0 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> | |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|-----------|-----------|------------------|--------------------------|-----------------------------|-----------|
| | | | | | | | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | | |
| Provence | 2/2.0 | --- | R | 2E | 10+ | 1,577 | \$427,990 | \$428,990 | \$428,990 | \$428,990 | \$272.03 | \$409,040 | |
| Abbeville | 2/2.0 | DEN | R | 2E | 10+ | 1,683 | 432,990 | 435,990 | 435,990 | 435,990 | 259.06 | 416,040 | |
| * Best Sellers | | | | | | Averages: | 1,630 | \$430,490 | \$432,490 | \$432,490 | \$432,490 | \$265.33 | \$412,540 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | WOOD | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | DRWL | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | LAM | <i>Kitchen Flooring</i> | WOOD | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | INCL |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | OPT | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | FBGL |
| <i>Vanity Tops</i> | GRAN | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | CONC | <i>Exterior Siding</i> | CMFB | <i>Fencing</i> | OPT | <i>Homeowner Assoc. Fee</i> | \$283/Mo. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | FULL | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: Varies with preferred lender.

Comments:

Marble Landing-Duplex

Beechen and Dill Builders

MF-Multi-Family

| | | | | | |
|---------------------|---------------------------------|--------------------------|---------------------|----------------------------|-----------|
| <i>Municipality</i> | Lemont | <i>High School Dist.</i> | 210-Lemont Township | <i>Total Units</i> | 22 |
| <i>Township</i> | Lemont | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 3/1/24 |
| <i>County</i> | Cook | <i>Phone</i> | (312) 804-1312 | <i>Product/Description</i> | MF-Duplex |
| <i>State</i> | Illinois | <i>Models</i> | 0 | <i>Minimum Lot Size</i> | NA |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | Remote | <i>Lot Dimensions</i> | NA |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | Archer Avenue and Marble Street | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | | | | | | | |
|---|--|--|--|--|---------|-----------------------------|----|
| <i>Quarter</i> | | | | | 1Q24 | <i>Project Size</i> | 22 |
| <i>Survey Date</i> | | | | | 3/31/24 | <i>Total Sold</i> | 0 |
| <i>Quarterly Contracts</i> | | | | | 0 | <i>Remaining To Be Sold</i> | 22 |
| <i>Contracts Per Month During Quarter</i> | | | | | 0.0 | <i>Months Remaining</i> | NA |
| <i>Total Contracts To Date</i> | | | | | 0 | | |
| <i>Contracts Per Month Since Opening</i> | | | | | 0.0 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | <i>3/31/24</i> | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|--|--|------------------|--------------------------|-----------------------------|
| | | | | | | | | | | | | |
| Sienna | 2/2.0 | --- | R | 2E | 10+ | 1,502 | | | | \$534,990 | \$356.19 | \$507,990 |
| Capri | 2/2.0 | DEN | R | 2E | 10+ | 1,814 | | | | 564,990 | 311.46 | 537,990 |
| Sorrento | 2/2.0 | DEN | R | 2E | 10+ | 2,002 | | | | 579,990 | 289.71 | 552,990 |
| * Best Sellers | | | | | | Averages: | 1,773 | | | \$559,990 | \$315.84 | \$532,990 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | WOOD | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | NA | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | GRAN | <i>Kitchen Flooring</i> | WOOD | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | INCL |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | OPT | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | GRAN | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|------|---------------------------------|-------|
| <i>Community Security</i> | NA | <i>Driveway</i> | CONC | <i>Exterior Siding</i> | MACF | <i>Fencing</i> | OPT | <i>Homeowner Assoc. Fee</i> | \$TBD |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | FULL | <i>Patio/Balcony</i> | INCL | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments:

The Duplexes at Rolling Meadows

RM Homes/Solux Homes

MF-Multi-Family

| | | | | | |
|---------------------|----------------------------------|--------------------------|---------------------|----------------------------|-----------|
| <i>Municipality</i> | Lemont | <i>High School Dist.</i> | 210-Lemont Township | <i>Total Units</i> | 32 |
| <i>Township</i> | Lemont | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 7/15/22 |
| <i>County</i> | Cook | <i>Phone</i> | (815) 715-1081 | <i>Product/Description</i> | MF-Duplex |
| <i>State</i> | Illinois | <i>Models</i> | 0 | <i>Minimum Lot Size</i> | NA |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | Remote | <i>Lot Dimensions</i> | NA |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | Rolling Meadows and Kayla Drives | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|----------------------|------|
| <i>Quarter</i> | | | | | | Project Size | 32 |
| <i>Survey Date</i> | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | Total Sold | 10 |
| <i>Quarterly Contracts</i> | 0 | 3 | 1 | 1 | 1 | Remaining To Be Sold | 22 |
| <i>Contracts Per Month During Quarter</i> | 0.0 | 1.0 | 0.3 | 0.3 | 0.3 | | |
| <i>Total Contracts To Date</i> | 4 | 7 | 8 | 9 | 10 | Months Remaining | 45.3 |
| <i>Contracts Per Month Since Opening</i> | 0.5 | 0.6 | 0.5 | 0.5 | 0.5 | | |

FLOOR PLANS OFFERED

| Plan | Bed/Bath | Extra Room | Elev | Garage | Bsmt | Plan Size (Sq. Ft.) | Base Sales Price | | | | | Price Per Sq. Ft. | Adjusted Sales Price | |
|----------------|----------|------------|------|--------|------|---------------------|------------------|-----------|-----------|-----------|----------------|-------------------|----------------------|-----------|
| | | | | | | | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | | |
| Plan 2100 | 2/2.5 | STDY | CC | 2E | 10+ | 2,100 | \$559,000 | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | |
| Plan 2200 | 2/2.5 | L&S | CC | 2E | 10+ | 2,200 | --- | 603,900 | 603,900 | 603,900 | 603,900 | 274.50 | 572,250 | |
| Plan 2700 | 4/2.5 | LOFT | CC | 2E | 10+ | 2,700 | 635,000 | 635,000 | --- | --- | --- | --- | --- | |
| Plan 2873 | 4/3.5 | LOFT | CC | 2E | 10+ | 2,873 | 665,000 | --- | 675,000 | 675,000 | 675,000 | 234.95 | 642,350 | |
| * Best Sellers | | | | | | Averages: | 2,537 | \$619,667 | \$619,450 | \$639,450 | \$639,450 | \$639,450 | \$252.05 | \$607,300 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | OPT |
| <i>Fireplace</i> | INCL | <i>Foyer Flooring</i> | WOOD | <i>Garage Door Opener</i> | INCL | <i>Hand Rails</i> | DRWL | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | GRAN | <i>Kitchen Flooring</i> | WOOD | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | INCL |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGSC | <i>Refrigerator</i> | OPT | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | GRAN | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | CONC | <i>Exterior Siding</i> | MASN | <i>Fencing</i> | OPT | <i>Homeowner Assoc. Fee</i> | \$250/Mo. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | FULL | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments:

The Villas of Equestrian Meadows

Castletown Homes

MF-Multi-Family

| | | | | | |
|---------------------|----------------------------|--------------------------|---------------------|----------------------------|-----------|
| <i>Municipality</i> | Lemont | <i>High School Dist.</i> | 210-Lemont Township | <i>Total Units</i> | 32 |
| <i>Township</i> | Lemont | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 4/15/23 |
| <i>County</i> | Cook | <i>Phone</i> | (630) 257-2600 | <i>Product/Description</i> | MF-Duplex |
| <i>State</i> | Illinois | <i>Models</i> | 1 | <i>Minimum Lot Size</i> | NA |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | NA |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | 123rd Street and Bell Road | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | | | | | | | |
|---|--|---------|---------|----------|---------|-----------------------------|------|
| <i>Quarter</i> | | 2Q23 | 3Q23 | 4Q23 | 1Q24 | <i>Project Size</i> | 32 |
| <i>Survey Date</i> | | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 12 |
| <i>Quarterly Contracts</i> | | 10 | 0 | 1 | 1 | <i>Remaining To Be Sold</i> | 20 |
| <i>Contracts Per Month During Quarter</i> | | 4.0 | 0.0 | 0.3 | 0.3 | <i>Months Remaining</i> | 19.3 |
| <i>Total Contracts To Date</i> | | 10 | 10 | 11 | 12 | | |
| <i>Contracts Per Month Since Opening</i> | | 4.0 | 1.8 | 1.3 | 1.0 | | |

FLOOR PLANS OFFERED

| Plan | Bed/Bath | Extra Room | Elev | Garage | Bsmt | Plan Size (Sq. Ft.) | Base Sales Price | | | | Price Per Sq. Ft. | Adjusted Sales Price | |
|----------------|----------|------------|------|--------|------|---------------------|------------------|-----------|-----------|------------------|-------------------|----------------------|-----------|
| | | | | | | | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | | |
| Standard | 2/2.0 | DEN | R | 2E | 10+ | 1,855 | \$560,000 | \$560,000 | \$565,000 | \$565,000 | \$304.58 | \$538,500 | |
| * Best Sellers | | | | | | Averages: | 1,855 | \$560,000 | \$560,000 | \$565,000 | \$565,000 | \$304.58 | \$538,500 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | WOOD | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | NA | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | GRAN | <i>Kitchen Flooring</i> | WOOD | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | INCL | <i>Microwave</i> | INCL |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | OPT | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | GRAN | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | ASPH | <i>Exterior Siding</i> | MACF | <i>Fencing</i> | OPT | <i>Homeowner Assoc. Fee</i> | \$200/Mo. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | SODF | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments:

Silo Bend-TH

M/I Homes

MF-Multi-Family

| | | | | | |
|---------------------|--|--------------------------|----------------|----------------------------|--------------------|
| <i>Municipality</i> | Lockport | <i>High School Dist.</i> | 205-Lockport | <i>Total Units</i> | 92 |
| <i>Township</i> | Homer | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 4/15/21 |
| <i>County</i> | Will | <i>Phone</i> | (630) 360-9080 | <i>Product/Description</i> | MF-Conventional TH |
| <i>State</i> | Illinois | <i>Models</i> | 0 | <i>Minimum Lot Size</i> | NA |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | Remote | <i>Lot Dimensions</i> | NA |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | 167th Street, between I-355 and Cedar Road | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | | | | | | | |
|---|---------|---------|---------|----------|---------|-----------------------------|-----|
| <i>Quarter</i> | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | <i>Project Size</i> | 92 |
| <i>Survey Date</i> | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 2/27/24 | <i>Total Sold</i> | 92 |
| <i>Quarterly Contracts</i> | 7 | 12 | 10 | 3 | 5 | <i>Remaining To Be Sold</i> | 0 |
| <i>Contracts Per Month During Quarter</i> | 2.4 | 4.0 | 3.3 | 1.0 | 2.6 | <i>Months Remaining</i> | 0.0 |
| <i>Total Contracts To Date</i> | 62 | 74 | 84 | 87 | 92 | | |
| <i>Contracts Per Month Since Opening</i> | 2.6 | 2.8 | 2.8 | 2.7 | 2.7 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> | | |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|-----------|-----------|-----------|------------------|--------------------------|-----------------------------|----------|-----------|
| | | | | | | | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 2/27/24 | | | | |
| Ainslie | 2/2.5 | --- | 2S | 2E | U7 | 1,500 | \$290,990 | \$292,990 | \$293,990 | \$293,990 | \$293,990 | \$195.99 | \$288,190 | | |
| Braeden | 2/2.5 | LOFT | 2S | 2E | U7 | 1,781 | 309,990 | 311,990 | 312,990 | 312,990 | 312,990 | 175.74 | 307,190 | | |
| Campbell | 2/2.5 | LOFT | 2S | 2E | U7 | 2,025 | 332,990 | 334,990 | 335,990 | 335,990 | 335,990 | 165.92 | 330,190 | | |
| Danbury | 3/2.5 | LOFT | CC | 2E | U7 | 2,116 | 346,990 | 348,990 | --- | --- | --- | --- | --- | | |
| * Best Sellers | | | | | | | Averages: | 1,769 | \$320,240 | \$322,240 | \$314,323 | \$314,323 | \$314,323 | \$177.68 | \$308,523 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | SGDS | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | OPT |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | SGDS | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | DRWL | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | LAM | <i>Kitchen Flooring</i> | SGDS | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | NA | <i>Microwave</i> | OPT |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | OPT | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | FBGL |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|-----|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | ASPH | <i>Exterior Siding</i> | VNYL | <i>Fencing</i> | OPT | <i>Homeowner Assoc. Fee</i> | \$234/Mo. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | FULL | <i>Patio/Balcony</i> | OPT | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives:

Comments: Program sold out 1st Quarter 2024

The Villas of Clover Ridge

A&J Homes

MF-Multi-Family

| | | | | | |
|---------------------|-------------------------------------|--------------------------|----------------|----------------------------|-----------|
| <i>Municipality</i> | Lockport | <i>High School Dist.</i> | 205-Lockport | <i>Total Units</i> | 44 |
| <i>Township</i> | Lockport | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 12/11/20 |
| <i>County</i> | Will | <i>Phone</i> | (708) 945-2121 | <i>Product/Description</i> | MF-Duplex |
| <i>State</i> | Illinois | <i>Models</i> | 0 | <i>Minimum Lot Size</i> | NA |
| <i>Corridor</i> | Southwestern | <i>Sales</i> | Remote | <i>Lot Dimensions</i> | NA |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southwestern | | | | |
| <i>Location</i> | Clover Ridge Drive and Lacoma Court | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | | | | | | | |
|---|---------|---------|---------|----------|---------|-----------------------------|-----|
| <i>Quarter</i> | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | <i>Project Size</i> | 44 |
| <i>Survey Date</i> | 3/29/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 41 |
| <i>Quarterly Contracts</i> | 2 | 4 | 6 | 2 | 0 | <i>Remaining To Be Sold</i> | 3 |
| <i>Contracts Per Month During Quarter</i> | 0.7 | 1.3 | 2.0 | 0.7 | 0.0 | <i>Months Remaining</i> | 2.9 |
| <i>Total Contracts To Date</i> | 29 | 33 | 39 | 41 | 41 | | |
| <i>Contracts Per Month Since Opening</i> | 1.1 | 1.1 | 1.2 | 1.1 | 1.0 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> | | |
|-----------------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|----------------|----------------|-----------------|----------------|--------------------------|-----------------------------|----------|-----------|
| | | | | | | | <i>3/29/23</i> | <i>6/30/23</i> | <i>9/30/23</i> | <i>12/31/23</i> | <i>3/31/24</i> | | | | |
| Plan 1700 | 2/2.0 | --- | R | 2E | 10+ | 1,700 | \$399,000 | \$--- | \$--- | \$--- | \$--- | \$--- | \$--- | | |
| Plan 1800 | 2/2.0 | --- | R | 2E | 10+ | 1,800 | 459,000 | 459,000 | 459,000 | 479,000 | 479,000 | 266.11 | 441,950 | | |
| <i>* Best Sellers</i> | | | | | | | <i>Averages:</i> | 1,800 | \$429,000 | \$459,000 | \$459,000 | \$479,000 | \$479,000 | \$266.11 | \$441,950 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | WOOD | <i>Dishwasher</i> | OPT | <i>Disposal</i> | OPT |
| <i>Fireplace</i> | INCL | <i>Foyer Flooring</i> | WOOD | <i>Garage Door Opener</i> | INCL | <i>Hand Rails</i> | NA | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | GRAN | <i>Kitchen Flooring</i> | WOOD | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | INCL | <i>Microwave</i> | INCL |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | INCL | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | GRAN | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | INCL | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|------|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | CONC | <i>Exterior Siding</i> | MACF | <i>Fencing</i> | OPT | <i>Homeowner Assoc. Fee</i> | \$195/Mo. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | FULL | <i>Patio/Balcony</i> | INCL | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: \$20,000 toward options or upgrades with preferred lender.

Comments: Select units feature ranch villa configuration.
Remaining units are specs with upgrades priced between \$558,110 and \$598,000. Above pricing reflects last known base price.

Bluff Pointe-TH

McNaughton Development Inc.

MF-Multi-Family

| | | | | | |
|---------------------|----------------------------|--------------------------|-------------------|----------------------------|--------------------|
| <i>Municipality</i> | Orland Park | <i>High School Dist.</i> | 230-Carl Sandburg | <i>Total Units</i> | 51 |
| <i>Township</i> | Orland | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 10/15/19 |
| <i>County</i> | Cook | <i>Phone</i> | (708) 767-1509 | <i>Product/Description</i> | MF-Conventional TH |
| <i>State</i> | Illinois | <i>Models</i> | 1 | <i>Minimum Lot Size</i> | NA |
| <i>Corridor</i> | Southern | <i>Sales</i> | Remote | <i>Lot Dimensions</i> | NA |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southern | | | | |
| <i>Location</i> | Wolf Road and 171st Street | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | | | | | | | |
|---|---------|---------|---------|----------|---------|-----------------------------|-----|
| <i>Quarter</i> | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | <i>Project Size</i> | 51 |
| <i>Survey Date</i> | 3/30/23 | 6/22/23 | 9/30/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 49 |
| <i>Quarterly Contracts</i> | 8 | 3 | 3 | 2 | 3 | <i>Remaining To Be Sold</i> | 2 |
| <i>Contracts Per Month During Quarter</i> | 2.7 | 1.1 | 0.9 | 0.7 | 1.0 | <i>Months Remaining</i> | 2.2 |
| <i>Total Contracts To Date</i> | 38 | 41 | 44 | 46 | 49 | | |
| <i>Contracts Per Month Since Opening</i> | 0.9 | 0.9 | 0.9 | 0.9 | 0.9 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | | | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> | |
|-----------------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|-----------|-----------|-----------|-----------|--------------------------|-----------------------------|-----------|
| | | | | | | | 3/30/23 | 6/22/23 | 9/30/23 | 12/31/23 | 3/31/24 | | | |
| Chantilly-middle | 3/2.5 | STDY | 2S | 2E | OPT | 2,300 | \$399,900 | \$399,900 | \$--- | \$--- | \$--- | \$--- | \$--- | |
| Berkley-middle | 3/2.5 | --- | 2S | 2E | OPT | 2,350 | 424,900 | 424,900 | 424,900 | 424,900 | 424,900 | 180.81 | 418,900 | |
| Drexel-end | 3/2.5 | LOFT | CC | 2E | OPT | 2,400 | 444,900 | 444,900 | 444,900 | 444,900 | --- | --- | --- | |
| Avalon-end | 4/2.5 | LOFT | CC | 2E | OPT | 2,500 | 449,900 | 449,900 | 449,900 | 449,900 | --- | --- | --- | |
| Everest | 3/2.5 | LOFT | CC | 2E | OPT | 2,650 | 449,900 | 449,900 | --- | --- | --- | --- | --- | |
| <i>* Best Sellers</i> | | | | | | <i>Averages:</i> | 2,350 | \$433,900 | \$433,900 | \$439,900 | \$439,900 | \$424,900 | \$180.81 | \$418,900 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | WOOD | <i>Garage Door Opener</i> | INCL | <i>Hand Rails</i> | DRWL | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | GRAN | <i>Kitchen Flooring</i> | WOOD | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | INCL |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | INCL | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | FBGL |
| <i>Vanity Tops</i> | GRAN | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|------|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | CONC | <i>Exterior Siding</i> | MAVL | <i>Fencing</i> | OPT | <i>Homeowner Assoc. Fee</i> | \$200/Mo. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | FULL | <i>Patio/Balcony</i> | INCL | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments: Remaining units are specs with upgrades starting at \$511,600. Above pricing reflects last known base price.

Metro East

M/I Homes

MF-Multi-Family

| | | | | | |
|---------------------|------------------------|--------------------------|-------------------|----------------------------|--------------|
| <i>Municipality</i> | Orland Park | <i>High School Dist.</i> | 230-Carl Sandburg | <i>Total Units</i> | 42 |
| <i>Township</i> | Orland | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 12/31/22 |
| <i>County</i> | Cook | <i>Phone</i> | (630) 360-9080 | <i>Product/Description</i> | MF-Courtyard |
| <i>State</i> | Illinois | <i>Models</i> | UC | <i>Minimum Lot Size</i> | NA |
| <i>Corridor</i> | Southern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | NA |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southern | | | | |
| <i>Location</i> | 9300 West 143rd Street | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | | |
|---|---------|---------|---------|----------|---------|----------------------|-----|
| <i>Quarter</i> | | | | | | Project Size | 42 |
| <i>Survey Date</i> | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | Total Sold | 35 |
| <i>Quarterly Contracts</i> | 0 | 3 | 11 | 9 | 12 | Remaining To Be Sold | 7 |
| <i>Contracts Per Month During Quarter</i> | 0.0 | 1.0 | 3.6 | 3.0 | 4.0 | Months Remaining | 3.0 |
| <i>Total Contracts To Date</i> | 0 | 3 | 14 | 23 | 35 | | |
| <i>Contracts Per Month Since Opening</i> | 0.0 | 0.5 | 1.6 | 1.9 | 2.3 | | |

FLOOR PLANS OFFERED

| Plan | Bed/Bath | Extra Room | Elev | Garage | Bsmt | Plan Size (Sq. Ft.) | Base Sales Price | | | | | Price Per Sq. Ft. | Adjusted Sales Price | |
|--------------------------|----------|------------|------|--------|------|---------------------|------------------|-----------|-----------|-----------|------------------|-------------------|----------------------|-----------|
| | | | | | | | 3/31/23 | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | | | |
| Belmont | 2/2.5 | B&L | 3S | 2E | NA | 1,813 | \$399,990 | \$359,990 | \$319,990 | \$323,990 | \$326,990 | \$180.36 | \$328,190 | |
| Clark | 2/2.5 | B&L | 3S | 2E | NA | 1,910 | 414,990 | 379,990 | 329,990 | 333,990 | 336,990 | 176.43 | 338,190 | |
| Foster | 2/2.5 | L&B | 3S | 2E | NA | 1,998 | 439,990 | 409,990 | 339,990 | 343,990 | --- | --- | --- | |
| * Best Sellers Averages: | | | | | | | 1,862 | \$418,323 | \$383,323 | \$329,990 | \$333,990 | \$331,990 | \$178.30 | \$333,190 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | SGDS | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | OPT |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | SGDS | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | DRWL | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | LAM | <i>Kitchen Flooring</i> | SGDS | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | OPT |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | OPT | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | FBGL |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|------|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | ASPH | <i>Exterior Siding</i> | MAVL | <i>Fencing</i> | NA | <i>Homeowner Assoc. Fee</i> | \$295/Mo. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | FULL | <i>Patio/Balcony</i> | INCL | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: Varies with preferred lender.

Comments:

Waterford Pointe Villas

Jeanes Construction

MF-Multi-Family

| | | | | | |
|---------------------|--|--------------------------|-------------------|----------------------------|-----------|
| <i>Municipality</i> | Orland Park | <i>High School Dist.</i> | 230-Carl Sandburg | <i>Total Units</i> | 32 |
| <i>Township</i> | Orland | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 3/1/24 |
| <i>County</i> | Cook | <i>Phone</i> | (708) 945-2121 | <i>Product/Description</i> | MF-Duplex |
| <i>State</i> | Illinois | <i>Models</i> | 1 | <i>Minimum Lot Size</i> | NA |
| <i>Corridor</i> | Southern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | NA |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southern | | | | |
| <i>Location</i> | Northeast corner of Wolf Road and 153rd Street | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | | | | | | | |
|---|--|--|--|--|---------|-----------------------------|----|
| <i>Quarter</i> | | | | | 1Q24 | <i>Project Size</i> | 32 |
| <i>Survey Date</i> | | | | | 3/31/24 | <i>Total Sold</i> | 0 |
| <i>Quarterly Contracts</i> | | | | | 0 | <i>Remaining To Be Sold</i> | 32 |
| <i>Contracts Per Month During Quarter</i> | | | | | 0.0 | <i>Months Remaining</i> | NA |
| <i>Total Contracts To Date</i> | | | | | 0 | | |
| <i>Contracts Per Month Since Opening</i> | | | | | 0.0 | | |

FLOOR PLANS OFFERED

| <i>Plan</i> | <i>Bed/Bath</i> | <i>Extra Room</i> | <i>Elev</i> | <i>Garage</i> | <i>Bsmt</i> | <i>Plan Size (Sq. Ft.)</i> | <i>Base Sales Price</i> | | | <i>3/31/24</i> | <i>Price Per Sq. Ft.</i> | <i>Adjusted Sales Price</i> | |
|----------------|-----------------|-------------------|-------------|---------------|-------------|----------------------------|-------------------------|--|--|------------------|--------------------------|-----------------------------|-----------|
| | | | | | | | | | | | | | |
| Standard | 2/2.0 | --- | R | 2E | 10+ | 2,300 | | | | \$699,000 | \$303.91 | \$668,200 | |
| * Best Sellers | | | | | | Averages: | 2,300 | | | | \$699,000 | \$303.91 | \$668,200 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | CERM | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | WOOD | <i>Garage Door Opener</i> | INCL | <i>Hand Rails</i> | NA | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | GRAN | <i>Kitchen Flooring</i> | WOOD | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | INCL | <i>Microwave</i> | INCL |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGCC | <i>Refrigerator</i> | OPT | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | CERM |
| <i>Vanity Tops</i> | GRAN | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | INCL | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|------|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | CONC | <i>Exterior Siding</i> | MASN | <i>Fencing</i> | OPT | <i>Homeowner Assoc. Fee</i> | \$300/Mo. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | FULL | <i>Patio/Balcony</i> | INCL | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: None.

Comments:

Oak Ridge-TH

D. R. Horton

MF-Multi-Family

| | | | | | |
|---------------------|--------------------------------------|--------------------------|-----------------|----------------------------|--------------|
| <i>Municipality</i> | Tinley Park | <i>High School Dist.</i> | 228-Tinley Park | <i>Total Units</i> | 162 |
| <i>Township</i> | Bremen | <i>Mstr Plan Comm</i> | None | <i>Opening Date</i> | 8/19/23 |
| <i>County</i> | Cook | <i>Phone</i> | (847) 654-9337 | <i>Product/Description</i> | MF-Courtyard |
| <i>State</i> | Illinois | <i>Models</i> | 1 | <i>Minimum Lot Size</i> | NA |
| <i>Corridor</i> | Southern | <i>Sales</i> | On-Site | <i>Lot Dimensions</i> | NA |
| | | <i>Broker Coop</i> | Yes | <i>Active Adult</i> | No |
| <i>Submarket</i> | Southern | | | | |
| <i>Location</i> | Oak Forest Avenue and Donegal Street | | | | |

CONTRACT SUMMARY

INVENTORY SUMMARY

| | | | | | | | |
|---|--|--|---------|----------|---------|-----------------------------|------|
| <i>Quarter</i> | | | 3Q23 | 4Q23 | 1Q24 | <i>Project Size</i> | 162 |
| <i>Survey Date</i> | | | 9/30/23 | 12/31/23 | 3/31/24 | <i>Total Sold</i> | 39 |
| <i>Quarterly Contracts</i> | | | 2 | 13 | 24 | <i>Remaining To Be Sold</i> | 123 |
| <i>Contracts Per Month During Quarter</i> | | | 1.4 | 4.3 | 8.0 | <i>Months Remaining</i> | 23.4 |
| <i>Total Contracts To Date</i> | | | 2 | 15 | 39 | | |
| <i>Contracts Per Month Since Opening</i> | | | 1.4 | 3.4 | 5.2 | | |

FLOOR PLANS OFFERED

| Plan | Bed/Bath | Extra Room | Elev | Garage | Bsmt | Plan Size (Sq. Ft.) | Base Sales Price | | | Price Per Sq. Ft. | Adjusted Sales Price | |
|----------------|----------|------------|------|--------|------|---------------------|------------------|-----------|------------------|-------------------|----------------------|-----------|
| | | | | | | | 9/30/23 | 12/31/23 | 3/31/24 | | | |
| Garfield | 3/2.5 | BNUS | 3S | 2E | NA | 1,756 | \$324,990 | \$327,990 | \$329,990 | \$187.92 | \$329,490 | |
| Lincoln | 3/2.5 | BNUS | 3S | 2E | NA | 1,756 | 319,990 | 322,990 | 324,990 | 185.07 | 324,490 | |
| * Best Sellers | | | | | | Averages: | 1,756 | \$322,490 | \$325,490 | \$327,490 | \$186.50 | \$326,990 |

INTERIOR UNIT FEATURES

| | | | | | | | | | |
|-------------------------|------|-------------------------|------|---------------------------|------|--------------------|------|----------------------------|------|
| <i>Air Conditioning</i> | INCL | <i>Bath Flooring</i> | VFT | <i>Carpeting</i> | THOT | <i>Dishwasher</i> | INCL | <i>Disposal</i> | INCL |
| <i>Fireplace</i> | OPT | <i>Foyer Flooring</i> | VFT | <i>Garage Door Opener</i> | OPT | <i>Hand Rails</i> | DRWL | <i>Kitchen Cabinets</i> | WOOD |
| <i>Kitchen Counters</i> | GRAN | <i>Kitchen Flooring</i> | VFT | <i>Kitchen Sink</i> | SS | <i>Laundry Tub</i> | OPT | <i>Microwave</i> | INCL |
| <i>Passage Doors</i> | COLO | <i>Range/Oven</i> | SGSC | <i>Refrigerator</i> | OPT | <i>Trim</i> | PNTD | <i>Tub/Shower Surround</i> | FBGL |
| <i>Vanity Tops</i> | CULT | <i>Wardrobe Mirrors</i> | OPT | <i>Washer/Dryer</i> | OPT | <i>Windows</i> | VNYL | | |

EXTERIOR UNIT AND PROJECT/COMMUNITY FEATURES

| | | | | | | | | | |
|---------------------------|------|------------------------------|-------|------------------------|------|----------------------|------|---------------------------------|-----------|
| <i>Community Security</i> | NA | <i>Driveway</i> | ASPH | <i>Exterior Siding</i> | MAVL | <i>Fencing</i> | NA | <i>Homeowner Assoc. Fee</i> | \$242/Mo. |
| <i>Gutters/Downspouts</i> | INCL | <i>Insulation</i> | ENG\$ | <i>Landscaping</i> | FULL | <i>Patio/Balcony</i> | INCL | <i>Special Service Dist Fee</i> | NA |
| <i>Project Security</i> | NA | <i>Recreational Facility</i> | NA | <i>Roof</i> | COMP | | | | |

See Appendix for feature code definitions

Incentives: Varies with preferred lender.

Comments:

DEVELOPMENT PROFILE SUMMARY: SELECTED NEWER APARTMENT DEVELOPMENTS
 -- NEW LENOX PMA - 1ST QUARTER 2024 --

| Attribute |  |  |  |  |  |
|---|--|---|---|--|--|
| Project Name Location Year Built Units Project Type/Number of Floors Average Unit Size Average Posted Rent Average Rent/Sq. Ft. | LINCOLN STATION NEW LENOX 2023 220 MIDRISE / 3 FLOORS 927 \$2,174 \$2.35 | HIGHLAND RIDGE LOCKPORT 2019 240 GARDEN / 2-3 FLOORS 1,015 \$2,104 \$2.07 | REDWOOD LOCKPORT LOCKPORT 2023 159 RANCH VILLAS 1,360 \$2,821 \$2.07 | THE RES. ORLAND CROSS. ORLAND PARK 2016 231 PRV ENT GRDN / THs 1,193 \$2,761 \$2.31 | BLVD. AT CENTRAL STA. TINLEY PARK 2021 66 MIDRISE / 4 FLOORS 909 \$2,035 \$2.24 |
| PARKING / UTILITIES / INCREMENTAL FEES | | | | | |
| Parking⁽¹⁾ Structured Assigned/General Shared Car/Charging Station Attached/Detached Garage Carport/Surface Assigned/Surface General Utilities^(1:2) Water/Refuse Collection Gas Electric Internet/Cable Valet Trash Premiums⁽¹⁾ Floor View Other Fees⁽¹⁾ Administrative/Application Security Deposit Amenity Fee (One Time) Pet Deposit/Pet Rent Storage: Central/Bike | NA / NA NA / NA \$175 / \$125 NA / NA / INCL TENANT TENANT TENANT TENANT NA \$25=\$50 VARIES \$300 / \$60 NA NA \$350 / \$25 NA / NA | NA / NA NA / NA NA / \$150 NA / NA / INCL TENANT TENANT TENANT TENANT \$25 \$20-\$50 NA \$250 / \$75 \$1,000 NA \$300 / \$35 NA / NA | NA / NA NA / NA INCL / NA NA / NA / INCL TENANT TENANT TENANT TENANT NA NA NA \$200 / \$75 \$300 NA \$300 / \$30 NA / NA | NA / NA NA / NA \$195 / NA NA / NA / INCL TENANT TENANT TENANT TENANT NA \$25 VARIES \$600 / \$50 NA NA \$300 / \$20 NA / NA | NA / NA NA / NA NA / NA NA / NA / NA TENANT TENANT TENANT TENANT NA \$10 \$10 \$350-\$700 / \$50 NA NA \$350 / \$25 \$40-\$50 / INCL |
| STANDARD FEATURES / COMMUNITY AMENITIES | | | | | |
| Interior Features⁽¹⁾ Flooring: Common/Bedroom Kitchen Appliances/Washer-Dryer Kitchen Counters/Flooring Bath Counter/Flooring Patio/Balcony Community/Building Amenities⁽¹⁾ Package Room / Other Clubroom/Kitchen Fitness Center/Wi-Fi/e-Lounge Business Center/Media Room Playground/Sport Court/Game Room Garden or Roof Terrace Fireside Lounge/Grill Area Swimming Pool Pet Park/Grooming Station | FX WOOD / CRPT SS / UNIT GRANITE / FX WOOD GRANITE / FX WOOD INCL NA / NA INCL / SERVICE INCL / INCL / INCL INCL / NA INCL / INCL / NA INCL NA / INCL OUTDOOR NA / NA | FX WOOD / CRPT SS / UNIT GRANITE / FX WOOD GRANITE / FX WOOD INCL NA / "We Cater" Fees Opt INCL / SERVICE INCL / INCL / NA INCL / NA NA / NA / GAME INCL NA / INCL OUTDOOR INCL / INCL | FX WOOD / CRPT SS / UNIT GRANITE / FX WOOD GRANITE / FX WOOD INCL NA / NA NA / NA NA / NA / NA NA / NA / NA NA NA NA NA / NA | FX WOOD / CRPT SS / UNIT QUARTZ / FX WOOD QUARTZ / FX WOOD INCL NA / NA INCL / SERVICE INCL / INCL / INCL NA / NA NA / NA / NA INCL INCL / INCL OUTDOOR INCL / INCL | FX WOOD / CRPT SS / UNIT GRANITE / FX WOOD GRANITE / FX WOOD INCL NA / NA INCL / SERVICE INCL / INCL / NA NA / NA NA / NA / NA INCL INCL / NA OUTDOOR INCL / INCL |
| <p>⁽¹⁾ Indicates incremental monthly fee as applicable. ⁽²⁾ Assumes tenant responsible for all utilities as standard unless otherwise indicated.</p> | | | | | |

GENERAL LIMITING CONDITIONS

Tracy Cross & Associates, Inc. has made extensive efforts to confirm the accuracy and timeliness of the information contained in this study. Such information was compiled from a variety of sources, including interviews with developers/builders/property managers and their agents, government officials, and other third parties. Although Tracy Cross & Associates, Inc. believes all information in this study is correct, it does not warrant the accuracy of such information and assumes no responsibility for inaccuracies in the information provided by third parties.

Conclusions and recommendations established in this analysis represent a professional opinion and are based upon forecasts into the future which could be significantly altered by outside occurrences. These include, among others, the possible interplay of unforeseen social, economic, physical/environmental, and governmental actions. In this regard, Tracy Cross & Associates, Inc., its owners, and its employees shall be held harmless of changes in conditions that may materially result from these occurrences.



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