

Exhibit 2: Seasonality of Sold Prices and Sold Market Times

There is also seasonality with respect to prices and we can see this in Exhibit 3, based on historical Chicago patterns for the last ten years by examining the relative sales prices per square foot for similar properties over the course of each year. Homes that close in February are typically sold at prices some 10% below the average for the year, while homes that close in June or July run 8% above average.

The worst possible listing time would be around Thanksgiving in the late fall where your home could possibly sit until buyer activity accelerates in the spring. For example, the same Chicago area home, that is fairly priced, might take six months to sell if listed late in the year, and only two months to sell, if listed in May.

Exhibit 3: Typical Price Deviation in Cook County (Chicago) for Residential Property

