JOLIET WELCOMES YOU TO THE ANNUAL LANDLORDS CONFERENCE

Thank you to our sponsors

ELEVATE ENERGY
Smarter energy use for all

Community Investment Corporation

Michael N. Gorcowski, P.C

Fidelity National Title

First Federal Savings Bank
What are the sizes of your buildings

- Single-Family: 114
- 5+ units: 22
- Nonprofit building(s): 14
- 2-4 units: 94
Rental Inspection Program

Total Buildings
2,073

Total Units
10,169
WISHLIST

- LONG TERM INVESTOR
- FAIR HOUSING
- SMALL BUSINESS
- CHECKS
- ASSET PROTECTION
- LEASE
- RESPONSIVE
RENTAL MARKET

- Landlords Undercapitalized
- Side Businesses
- No Background Check
- No Credit Check
- Deferred Maintenance
- Non Lease Compliance
MULTIPLE LISTING SERVICE TRENDS

Average

List Average | Sold Average

$20,000

$40,000

$60,000

$80,000

$100,000

$120,000

$140,000

$160,000

$180,000

$200,000

2007 2008 2009 2010 2011 2012 2013 2014
<table>
<thead>
<tr>
<th>Location</th>
<th>2000</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Will County</td>
<td>$630</td>
<td>$960</td>
</tr>
<tr>
<td>City of Joliet</td>
<td>$549</td>
<td>$852</td>
</tr>
</tbody>
</table>
## COMPARISONS

<table>
<thead>
<tr>
<th>Joliet Township</th>
<th>Owner Occupied</th>
<th>Renter Occupied</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median Household Income</td>
<td>$58,871 (City $73,121)</td>
<td>$28,229 (City $30,590)</td>
</tr>
<tr>
<td>White</td>
<td>62.5%</td>
<td>35.8%</td>
</tr>
<tr>
<td>Black</td>
<td>14.0%</td>
<td>37.8%</td>
</tr>
<tr>
<td>Hispanic</td>
<td>23.5%</td>
<td>26.3%</td>
</tr>
<tr>
<td>Household Size</td>
<td>2.85</td>
<td>2.76</td>
</tr>
</tbody>
</table>
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