

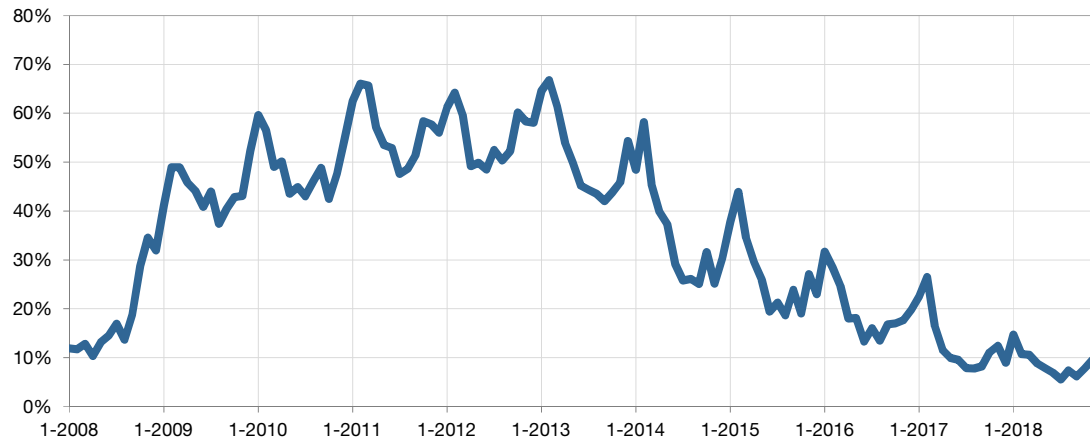
# Lender-Mediated Report – December 2018

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC  
FOR MEMBERS OF THE HEARTLAND REALTOR® ORGANIZATION

Lender-mediated properties are those marked in MRED as "Foreclosed," "REO,"  
"Pre-Foreclosure" or "Short Sale." Residential activity only.



## Share of Closed Sales that were Lender-Mediated: **9.8%**



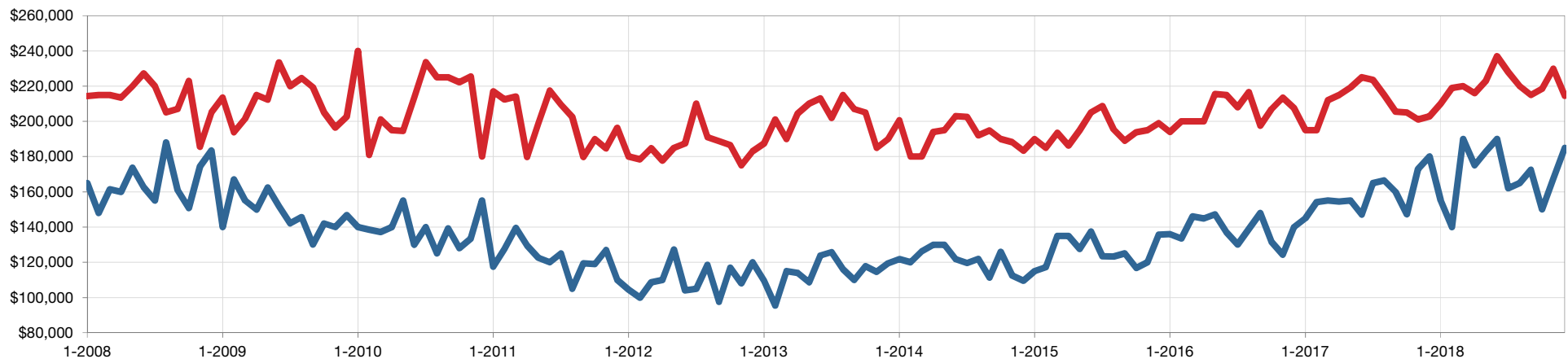
Closed Sales	12-2017	12-2018	+ / -
Traditional	376	340	-9.6%
REO	25	31	+24.0%
Short Sales	12	6	-50.0%
Total Market*	413	377	-8.7%

Median Sales Price	12-2017	12-2018	+ / -
Traditional	\$202,750	\$214,500	+5.8%
REO	\$160,000	\$172,000	+7.5%
Short Sales	\$184,500	\$229,500	+24.4%
Total Market*	\$200,000	\$212,000	+6.0%

\*Total Market is not a sum of traditional, REO and short sale activity, as some lender-mediated homes can be listed both as REO and short sale.

## Median Sales Prices

— Traditional — Lender-Mediated



# Lender-Mediated Report – Activity by Area

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC FOR MEMBERS OF THE McHENRY COUNTY ASSOCIATION OF REALTORS®

Lender-mediated properties are those marked in MRED as "Foreclosed," "REO," "Pre-Foreclosure" or "Short Sale." Residential activity only. | **Total** represents all traditional and lender-mediated activity. **Share** represents the market share of lender-mediated activity for each area. | Inventory counts are based on **one month of activity** for the current month. Closed Sales, Median Sales Price and Average Sales Price figures are **based on a rolling 12-month timeframe** through the month indicated.



December 2018	Homes for Sale Current Month			Closed Sales Last 12 Months			Median Sales Price For the 12 Months Ending...						Average Sales Price For the 12 Months Ending...					
	Total	Lender-Mediated	Share	Total	Lender-Mediated	Share	12-2017			12-2018			12-2017			12-2018		
							Lender-Mediated	Traditional Properties	+/-	Lender-Mediated	Traditional Properties	+/-	Lender-Mediated	Traditional Properties	+/-	Lender-Mediated	Traditional Properties	+/-
Alden	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Algonquin	119	11	9.2%	623	44	7.1%	\$215,000	\$205,000	-4.7%	\$235,000	\$243,500	+3.6%	\$215,191	\$215,370	+0.1%	\$248,484	\$255,331	+2.8%
Cary, Oakwood Hills, Trout Valley	118	10	8.5%	474	40	8.4%	\$170,000	\$164,250	-3.4%	\$229,500	\$233,000	+1.5%	\$186,092	\$189,359	+1.8%	\$242,258	\$246,433	+1.7%
Chemung, Harvard, Lawrence	44	0	0.0%	142	20	14.1%	\$80,100	\$110,500	+38.0%	\$135,000	\$154,000	+14.1%	\$81,454	\$133,658	+64.1%	\$168,294	\$187,167	+11.2%
Crystal Lake, Lakewood, Prairie Grove	260	20	7.7%	1,101	83	7.5%	\$175,000	\$179,900	+2.8%	\$225,000	\$238,375	+5.9%	\$193,127	\$207,733	+7.6%	\$246,689	\$258,908	+5.0%
Fox River Grove	15	2	13.3%	102	7	6.9%	\$141,500	\$227,000	+60.4%	\$251,500	\$242,000	-3.8%	\$160,050	\$219,503	+37.1%	\$251,943	\$260,371	+3.3%
Hebron	12	2	16.7%	32	1	3.1%	\$99,750	\$98,500	-1.3%	\$165,000	\$184,000	+11.5%	\$93,959	\$98,500	+4.8%	\$170,939	\$208,786	+22.1%
Holiday Hills, Johnsburg, McHenry, Lakemoor, McCullom Lake, Sunnyside, Ringwood	248	34	13.7%	1,084	109	10.1%	\$133,125	\$150,000	+12.7%	\$173,000	\$187,500	+8.4%	\$150,327	\$159,262	+5.9%	\$190,862	\$210,179	+10.1%
Huntley	107	5	4.7%	593	32	5.4%	\$218,000	\$230,000	+5.5%	\$249,450	\$250,100	+0.3%	\$230,854	\$238,670	+3.4%	\$256,162	\$263,272	+2.8%
Lake in the Hills	75	8	10.7%	581	54	9.3%	\$160,000	\$191,250	+19.5%	\$222,250	\$225,000	+1.2%	\$164,040	\$197,769	+20.6%	\$218,100	\$224,793	+3.1%
Marengo, Harmony	52	2	3.8%	174	10	5.7%	\$148,500	\$167,500	+12.8%	\$186,000	\$207,750	+11.7%	\$162,902	\$164,840	+1.2%	\$203,849	\$223,012	+9.4%
Richmond	27	0	0.0%	81	5	6.2%	\$118,000	\$155,000	+31.4%	\$175,000	\$238,000	+36.0%	\$150,000	\$176,938	+18.0%	\$200,589	\$222,367	+10.9%
Solon Mills	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Spring Grove	57	5	8.8%	191	25	13.1%	\$158,300	\$180,000	+13.7%	\$275,000	\$279,750	+1.7%	\$190,138	\$189,697	-0.2%	\$262,296	\$269,326	+2.7%
Union	8	0	0.0%	21	2	9.5%	\$232,748	\$138,397	-40.5%	\$233,500	\$270,000	+15.6%	\$232,748	\$138,397	-40.5%	\$289,450	\$279,311	-3.5%
Wonder Lake	30	3	10.0%	209	28	13.4%	\$104,950	\$97,253	-7.3%	\$152,750	\$158,000	+3.4%	\$119,202	\$113,732	-4.6%	\$164,566	\$166,756	+1.3%
Woodstock, Bull Valley, Greenwood	132	7	5.3%	595	36	6.1%	\$135,450	\$167,500	+23.7%	\$189,900	\$205,000	+8.0%	\$146,471	\$161,009	+9.9%	\$213,400	\$219,596	+2.9%