

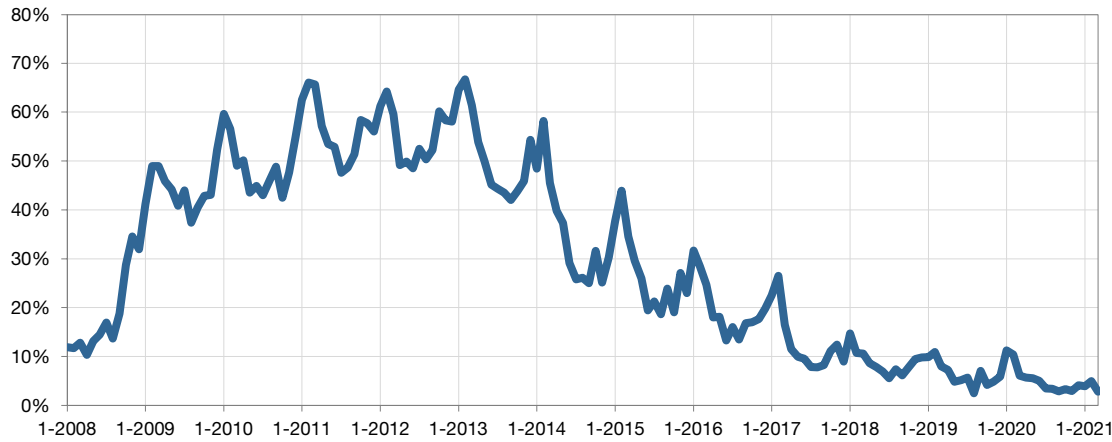
Lender-Mediated Report – March 2021

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: 2.8%



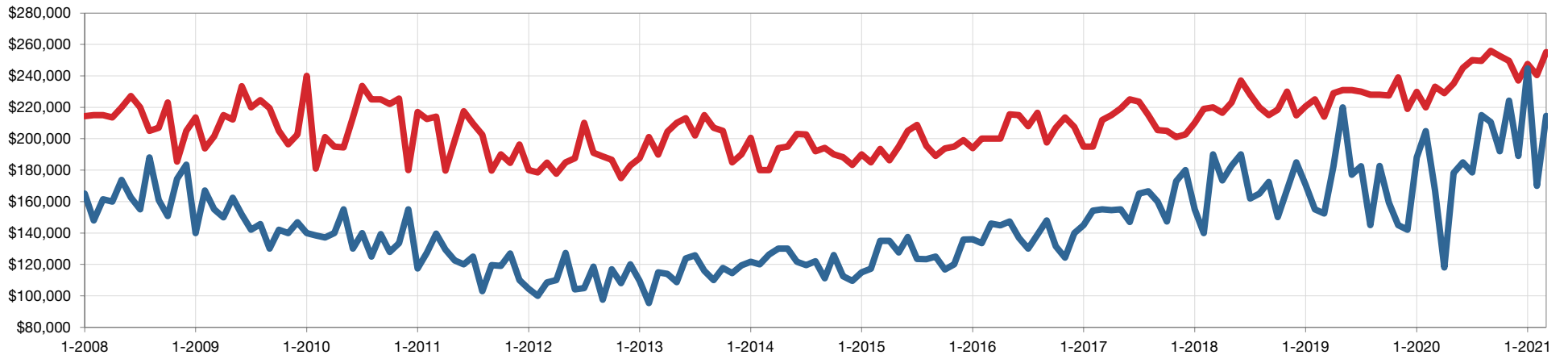
Closed Sales	3-2020	3-2021	+ / -
Traditional	435	483	+11.0%
REO	21	10	-52.4%
Short Sales	7	4	-42.9%
Total Market*	463	497	+7.3%

Median Sales Price	3-2020	3-2021	+ / -
Traditional	\$233,000	\$255,000	+9.4%
REO	\$167,000	\$214,450	+28.4%
Short Sales	\$167,000	\$202,500	+21.3%
Total Market*	\$230,000	\$254,000	+10.4%

*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

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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.

March 2021	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	3-2020			3-2021			3-2020			3-2021		
									+/-			+/-			+/-			+/-
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Alden	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Algonquin	42	2	4.8%	694	34	4.9%	\$210,500	\$257,750	+22.4%	\$255,000	\$270,000	+5.9%	\$215,353	\$234,039	+8.7%	\$264,341	\$278,625	+5.4%
Cary, Oakwood Hills, Trout Valley	28	0	0.0%	585	21	3.6%	\$157,725	\$180,000	+14.1%	\$241,000	\$256,500	+6.4%	\$183,337	\$218,941	+19.4%	\$257,851	\$275,752	+6.9%
Chemung, Harvard, Lawrence	15	0	0.0%	184	7	3.8%	\$135,000	\$120,000	-11.1%	\$157,500	\$173,900	+10.4%	\$143,170	\$128,929	-9.9%	\$198,007	\$197,387	-0.3%
Crystal Lake, Lakewood, Prairie Grove	74	3	4.1%	1,251	43	3.4%	\$199,000	\$203,000	+2.0%	\$242,750	\$268,748	+10.7%	\$206,957	\$238,009	+15.0%	\$260,290	\$293,000	+12.6%
Fox River Grove	7	0	0.0%	101	7	6.9%	\$220,000	\$227,000	+3.2%	\$231,250	\$248,400	+7.4%	\$264,333	\$236,043	-10.7%	\$248,448	\$269,494	+8.5%
Hebron	3	0	0.0%	44	1	2.3%	\$311,500	\$80,000	-74.3%	\$172,000	\$180,000	+4.7%	\$311,500	\$80,000	-74.3%	\$228,857	\$229,738	+0.4%
Holiday Hills, Johnsburg, McHenry, Lakemoor, McCullom Lake, Sunnyside, Ringwood	79	2	2.5%	1,275	55	4.3%	\$136,000	\$175,000	+28.7%	\$190,000	\$215,950	+13.7%	\$152,575	\$187,942	+23.2%	\$211,497	\$236,339	+11.7%
Huntley	27	0	0.0%	774	14	1.8%	\$246,500	\$229,256	-7.0%	\$265,000	\$276,500	+4.3%	\$240,671	\$263,765	+9.6%	\$277,171	\$285,042	+2.8%
Lake in the Hills	19	1	5.3%	594	20	3.4%	\$209,500	\$213,500	+1.9%	\$225,000	\$250,000	+11.1%	\$204,657	\$213,897	+4.5%	\$235,126	\$252,734	+7.5%
Marengo, Harmony	11	0	0.0%	231	9	3.9%	\$149,900	\$139,000	-7.3%	\$195,000	\$220,000	+12.8%	\$149,043	\$143,250	-3.9%	\$207,222	\$232,367	+12.1%
Richmond	6	0	0.0%	80	6	7.5%	\$144,000	\$254,500	+76.7%	\$223,000	\$247,450	+11.0%	\$159,280	\$210,500	+32.2%	\$199,256	\$234,139	+17.5%
Solon Mills	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Spring Grove	12	0	0.0%	183	17	9.3%	\$203,250	\$175,000	-13.9%	\$268,500	\$305,500	+13.8%	\$199,712	\$159,071	-20.4%	\$261,324	\$292,962	+12.1%
Union	4	0	0.0%	22	2	9.1%	\$0	\$110,475	--	\$260,000	\$299,000	+15.0%	\$0	\$110,475	--	\$237,659	\$316,550	+33.2%
Wonder Lake	15	0	0.0%	236	12	5.1%	\$115,000	\$121,500	+5.7%	\$158,000	\$185,000	+17.1%	\$138,514	\$117,445	-15.2%	\$170,626	\$193,300	+13.3%
Woodstock, Bull Valley, Greenwood	54	0	0.0%	641	19	3.0%	\$195,898	\$175,000	-10.7%	\$210,000	\$239,450	+14.0%	\$223,873	\$181,363	-19.0%	\$226,209	\$250,638	+10.8%