

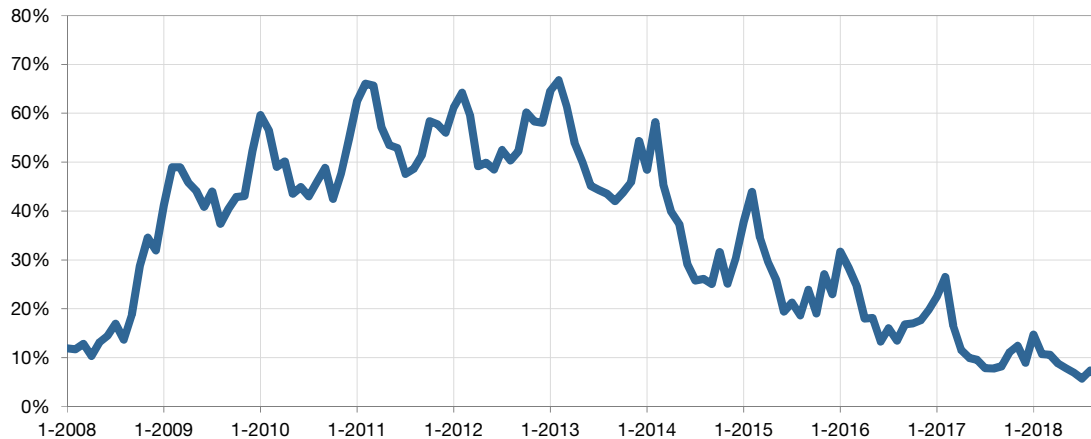
Lender-Mediated Report – September 2018

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: 6.0%



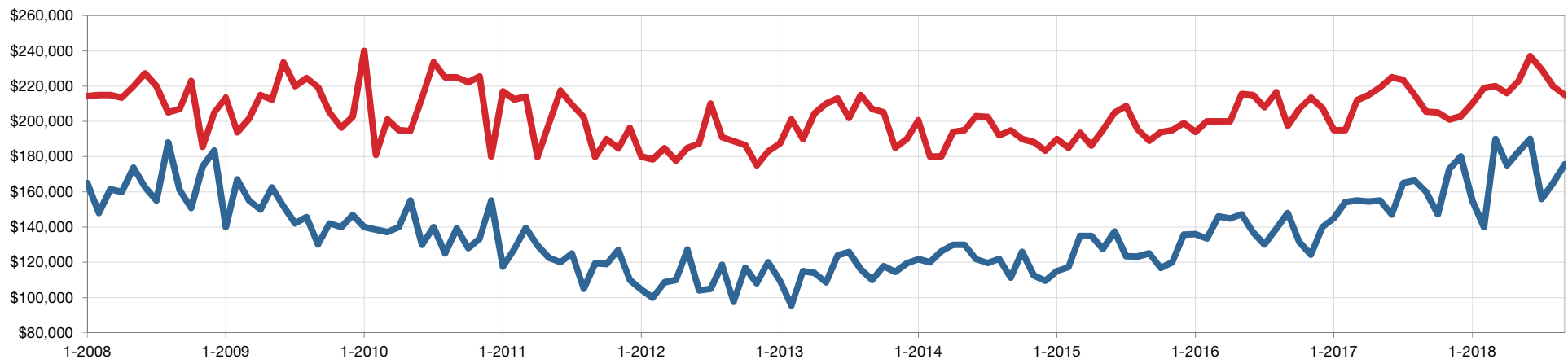
Closed Sales	9-2017	9-2018	+ / -
Traditional	459	468	+2.0%
REO	21	22	+4.8%
Short Sales	20	8	-60.0%
Total Market*	500	498	-0.4%

Median Sales Price	9-2017	9-2018	+ / -
Traditional	\$205,500	\$215,000	+4.6%
REO	\$145,000	\$175,665	+21.1%
Short Sales	\$175,430	\$177,000	+0.9%
Total Market*	\$201,625	\$212,500	+5.4%

*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

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.



	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	9-2017			9-2018			9-2017			9-2018		
									+/-			+/-			+/-			+/-
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Alden	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Algonquin	204	11	5.4%	584	42	7.2%	\$200,000	\$220,005	+10.0%	\$235,000	\$237,000	+0.9%	\$206,786	\$224,494	+8.6%	\$246,533	\$254,143	+3.1%
Cary, Oakwood Hills, Trout Valley	167	13	7.8%	452	39	8.6%	\$161,250	\$171,000	+6.0%	\$230,000	\$230,000	0.0%	\$174,935	\$193,270	+10.5%	\$241,994	\$248,953	+2.9%
Chemung, Harvard, Lawrence	43	1	2.3%	134	16	11.9%	\$71,725	\$110,250	+53.7%	\$147,000	\$148,975	+1.3%	\$72,561	\$111,353	+53.5%	\$176,259	\$176,880	+0.4%
Crystal Lake, Lakewood, Prairie Grove	332	19	5.7%	1,082	86	7.9%	\$162,000	\$176,450	+8.9%	\$223,500	\$237,000	+6.0%	\$180,527	\$212,898	+17.9%	\$245,137	\$257,998	+5.2%
Fox River Grove	24	2	8.3%	93	8	8.6%	\$131,500	\$201,000	+52.9%	\$247,250	\$240,000	-2.9%	\$156,972	\$214,565	+36.7%	\$254,860	\$247,421	-2.9%
Hebron	13	1	7.7%	28	1	3.6%	\$124,925	\$98,500	-21.2%	\$158,500	\$176,200	+11.2%	\$125,146	\$98,500	-21.3%	\$172,525	\$186,481	+8.1%
Holiday Hills, Johnsburg, McHenry, Lakemoor, McCullom Lake, Sunnyside, Ringwood	351	40	11.4%	1,081	111	10.3%	\$125,100	\$145,000	+15.9%	\$174,950	\$182,500	+4.3%	\$142,568	\$163,096	+14.4%	\$194,565	\$203,606	+4.6%
Huntley	167	12	7.2%	593	31	5.2%	\$212,500	\$230,000	+8.2%	\$254,000	\$247,000	-2.8%	\$217,068	\$245,221	+13.0%	\$257,037	\$258,409	+0.5%
Lake in the Hills	137	11	8.0%	597	57	9.5%	\$153,000	\$180,000	+17.6%	\$220,000	\$225,000	+2.3%	\$161,237	\$194,521	+20.6%	\$215,256	\$223,662	+3.9%
Marengo, Harmony	70	2	2.9%	183	12	6.6%	\$149,000	\$167,500	+12.4%	\$182,500	\$195,000	+6.8%	\$157,419	\$185,958	+18.1%	\$204,165	\$213,357	+4.5%
Richmond	34	1	2.9%	80	7	8.8%	\$107,500	\$155,000	+44.2%	\$169,750	\$238,500	+40.5%	\$119,714	\$190,256	+58.9%	\$189,887	\$226,192	+19.1%
Solon Mills	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Spring Grove	81	3	3.7%	185	29	15.7%	\$148,750	\$182,836	+22.9%	\$272,000	\$275,000	+1.1%	\$144,037	\$194,956	+35.4%	\$259,159	\$262,125	+1.1%
Union	7	0	0.0%	16	2	12.5%	\$232,748	\$138,397	-40.5%	\$228,000	\$253,500	+11.2%	\$232,748	\$138,397	-40.5%	\$250,421	\$252,993	+1.0%
Wonder Lake	49	5	10.2%	222	33	14.9%	\$103,000	\$95,000	-7.8%	\$152,750	\$158,000	+3.4%	\$116,275	\$108,653	-6.6%	\$162,905	\$166,824	+2.4%
Woodstock, Bull Valley, Greenwood	203	9	4.4%	597	42	7.0%	\$112,556	\$169,950	+51.0%	\$190,000	\$198,000	+4.2%	\$126,623	\$169,183	+33.6%	\$218,615	\$215,200	-1.6%