

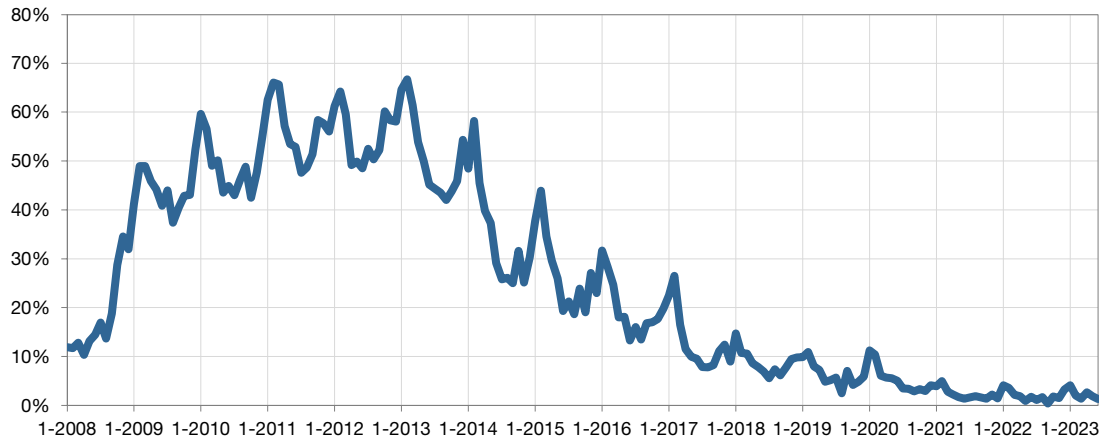
# Lender-Mediated Report – June 2023

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: 1.3%



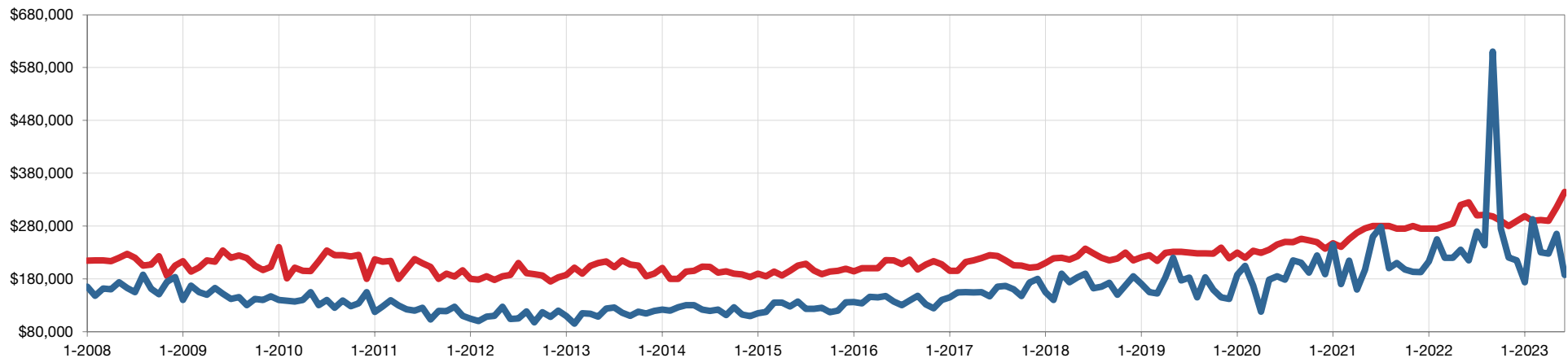
| Closed Sales         | 6-2022     | 6-2023     | + / -         |
|----------------------|------------|------------|---------------|
| Traditional          | 611        | 472        | -22.7%        |
| REO                  | 10         | 4          | -60.0%        |
| Short Sales          | 1          | 2          | +100.0%       |
| <b>Total Market*</b> | <b>622</b> | <b>478</b> | <b>-23.2%</b> |

| Median Sales Price   | 6-2022           | 6-2023           | + / -        |
|----------------------|------------------|------------------|--------------|
| Traditional          | \$325,000        | \$345,000        | +6.2%        |
| REO                  | \$210,000        | \$280,550        | +33.6%       |
| Short Sales          | \$261,000        | \$156,250        | -40.1%       |
| <b>Total Market*</b> | <b>\$325,000</b> | <b>\$345,000</b> | <b>+6.2%</b> |

\*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.

| June 2023   | Homes for Sale<br>Current Month |                 |       | Closed Sales<br>Last 12 Months |                 |       | Median Sales Price<br>For the 12 Months Ending... |           |         |                        |           |        | Average Sales Price<br>For the 12 Months Ending... |           |         |                        |           |        |
|---|---------------------------------|-----------------|-------|--------------------------------|-----------------|-------|---|-----------|---------|------------------------|-----------|--------|--|-----------|---------|------------------------|-----------|--------|
|   | Total                           | Lender-Mediated | Share | Total                          | Lender-Mediated | Share | 6-2022  |           |         | 6-2023                 |           |        | 6-2022   |           |         | 6-2023                 |           |        |
|   |                                 |                 |       |                                |                 |       |   |           | + / -   |                        |           | + / -  |  |           | + / -   |                        |           | + / -  |
|   |                                 |                 |       |                                |                 |       | Lender-Mediated                                   |           |         | Traditional Properties |           |        | Lender-Mediated                                    |           |         | Traditional Properties |           |        |
| Alden   | 0                               | 0               | --    | 0                              | 0               | --    | \$0   | \$0       | --      | \$0                    | \$0       | --     | \$0  | \$0       | --      | \$0                    | \$0       | --     |
| Algonquin   | 49                              | 0               | 0.0%  | 482                            | 11              | 2.3%  | \$280,000   | \$225,000 | -19.6%  | \$325,000              | \$344,990 | +6.2%  | \$291,985  | \$230,864 | -20.9%  | \$336,479              | \$360,394 | +7.1%  |
| Cary, Oakwood Hills, Trout Valley   | 27                              | 2               | 7.4%  | 415                            | 3               | 0.7%  | \$145,000   | \$305,000 | +110.3% | \$293,540              | \$314,495 | +7.1%  | \$131,222  | \$326,667 | +148.9% | \$320,082              | \$333,141 | +4.1%  |
| Chemung, Harvard, Lawrence  | 17                              | 0               | 0.0%  | 119                            | 4               | 3.4%  | \$180,000   | \$209,950 | +16.6%  | \$205,000              | \$200,000 | -2.4%  | \$175,143  | \$200,225 | +14.3%  | \$278,224              | \$224,799 | -19.2% |
| Crystal Lake, Lakewood, Prairie Grove   | 80                              | 2               | 2.5%  | 856                            | 11              | 1.3%  | \$259,375   | \$295,000 | +13.7%  | \$310,000              | \$323,945 | +4.5%  | \$260,559  | \$279,045 | +7.1%   | \$339,780              | \$353,086 | +3.9%  |
| Fox River Grove   | 5                               | 0               | 0.0%  | 67                             | 1               | 1.5%  | \$300,000   | \$86,869  | -71.0%  | \$300,000              | \$315,000 | +5.0%  | \$300,000  | \$86,869  | -71.0%  | \$325,612              | \$311,770 | -4.3%  |
| Hebron  | 3                               | 0               | 0.0%  | 24                             | 0               | 0.0%  | \$237,550   | \$0       | -100.0% | \$211,000              | \$201,814 | -4.4%  | \$237,550  | \$0       | -100.0% | \$252,287              | \$247,293 | -2.0%  |
| Holiday Hills, Johnsburg, McHenry, Lakemoor, McCullom Lake, Sunnyside, Ringwood | 84                              | 2               | 2.4%  | 924                            | 21              | 2.3%  | \$200,000   | \$200,000 | 0.0%    | \$241,000              | \$257,500 | +6.8%  | \$227,623  | \$250,853 | +10.2%  | \$271,050              | \$287,215 | +6.0%  |
| Huntley   | 61                              | 0               | 0.0%  | 568                            | 5               | 0.9%  | \$354,250   | \$350,000 | -1.2%   | \$337,000              | \$349,900 | +3.8%  | \$376,063  | \$349,500 | -7.1%   | \$348,652              | \$364,627 | +4.6%  |
| Lake in the Hills   | 33                              | 1               | 3.0%  | 379                            | 9               | 2.4%  | \$210,000   | \$240,000 | +14.3%  | \$281,500              | \$307,750 | +9.3%  | \$208,656  | \$266,189 | +27.6%  | \$289,292              | \$313,690 | +8.4%  |
| Marengo, Harmony  | 17                              | 0               | 0.0%  | 180                            | 4               | 2.2%  | \$167,000   | \$293,550 | +75.8%  | \$236,000              | \$263,750 | +11.8% | \$208,800  | \$304,275 | +45.7%  | \$266,665              | \$299,541 | +12.3% |
| Richmond  | 6                               | 0               | 0.0%  | 57                             | 1               | 1.8%  | \$0   | \$152,000 | --      | \$226,750              | \$225,000 | -0.8%  | \$0  | \$152,000 | --      | \$266,279              | \$261,841 | -1.7%  |
| Solon Mills   | 0                               | 0               | --    | 0                              | 0               | --    | \$0   | \$0       | --      | \$0                    | \$0       | --     | \$0  | \$0       | --      | \$0                    | \$0       | --     |
| Spring Grove  | 22                              | 1               | 4.5%  | 122                            | 3               | 2.5%  | \$344,950   | \$275,000 | -20.3%  | \$340,000              | \$330,000 | -2.9%  | \$332,475  | \$293,300 | -11.8%  | \$333,932              | \$342,220 | +2.5%  |
| Union   | 5                               | 0               | 0.0%  | 16                             | 0               | 0.0%  | \$0   | \$0       | --      | \$325,000              | \$308,500 | -5.1%  | \$0  | \$0       | --      | \$353,705              | \$326,213 | -7.8%  |
| Wonder Lake   | 58                              | 1               | 1.7%  | 366                            | 3               | 0.8%  | \$119,900   | \$112,200 | -6.4%   | \$227,000              | \$249,990 | +10.1% | \$126,493  | \$114,733 | -9.3%   | \$235,963              | \$262,090 | +11.1% |
| Woodstock, Bull Valley, Greenwood   | 44                              | 1               | 2.3%  | 412                            | 9               | 2.2%  | \$248,000   | \$260,000 | +4.8%   | \$275,000              | \$295,000 | +7.3%  | \$253,400  | \$259,556 | +2.4%   | \$302,145              | \$320,140 | +6.0%  |