

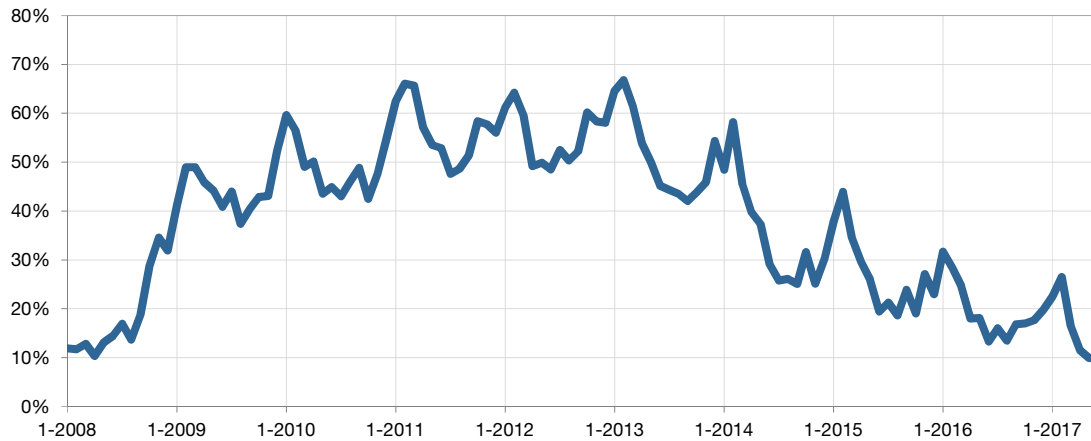
Lender-Mediated Report – June 2017

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: 9.7%



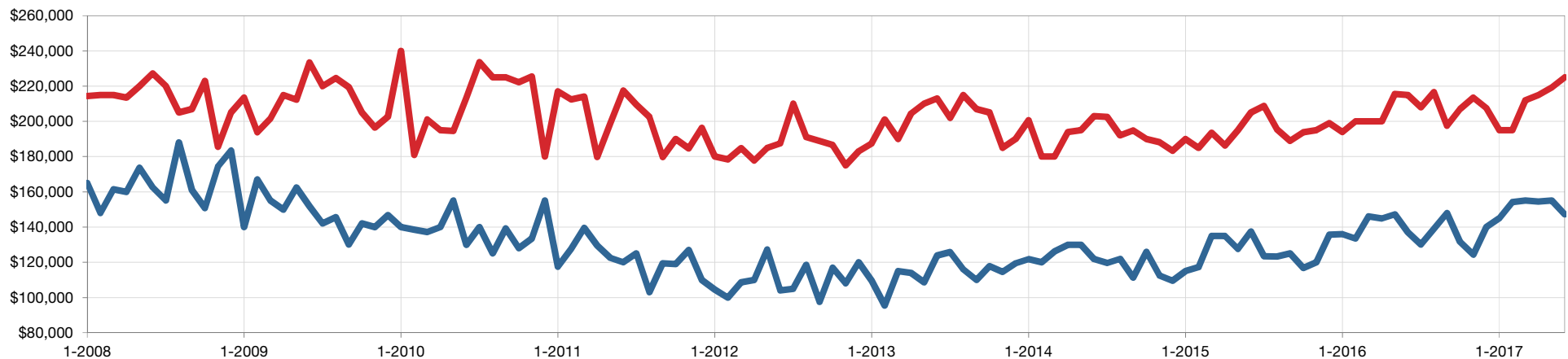
Closed Sales	6-2016	6-2017	+ / -
Traditional	626	679	+8.5%
REO	64	56	-12.5%
Short Sales	32	17	-46.9%
Total Market*	722	752	+4.2%

Median Sales Price	6-2016	6-2017	+ / -
Traditional	\$215,000	\$225,000	+4.7%
REO	\$140,000	\$145,705	+4.1%
Short Sales	\$130,000	\$150,000	+15.4%
Total Market*	\$204,200	\$219,000	+7.2%

*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	6-2016			6-2017			6-2016			6-2017		
									+/-			+/-			+/-			+/-
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Alden	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Algonquin	156	16	10.3%	597	79	13.2%	\$178,000	\$185,000	+3.9%	\$225,000	\$238,000	+5.8%	\$186,084	\$197,441	+6.1%	\$240,658	\$247,512	+2.8%
Cary, Oakwood Hills, Trout Valley	170	12	7.1%	477	61	12.8%	\$140,100	\$162,500	+16.0%	\$226,000	\$220,000	-2.7%	\$156,802	\$175,719	+12.1%	\$239,069	\$232,885	-2.6%
Chemung, Harvard, Lawrence	53	4	7.5%	170	36	21.2%	\$82,586	\$71,725	-13.2%	\$140,000	\$136,000	-2.9%	\$94,886	\$75,183	-20.8%	\$162,358	\$163,648	+0.8%
Crystal Lake, Lakewood, Prairie Grove	350	32	9.1%	1,089	169	15.5%	\$150,000	\$160,000	+6.7%	\$217,750	\$220,000	+1.0%	\$171,472	\$178,385	+4.0%	\$236,426	\$242,777	+2.7%
Fox River Grove	30	5	16.7%	95	16	16.8%	\$135,000	\$122,500	-9.3%	\$232,000	\$250,000	+7.8%	\$150,761	\$153,666	+1.9%	\$247,757	\$260,833	+5.3%
Hebron	16	1	6.3%	27	7	25.9%	\$117,950	\$136,500	+15.7%	\$143,700	\$151,000	+5.1%	\$115,789	\$126,768	+9.5%	\$195,725	\$168,950	-13.7%
Holiday Hills, Johnsburg, McHenry, Lakemoor, McCullom Lake, Sunnyside, Ringwood	348	39	11.2%	1,104	202	18.3%	\$112,250	\$125,000	+11.4%	\$157,500	\$172,650	+9.6%	\$121,275	\$141,419	+16.6%	\$179,884	\$192,758	+7.2%
Huntley	136	7	5.1%	742	47	6.3%	\$177,000	\$193,624	+9.4%	\$222,900	\$250,000	+12.2%	\$187,266	\$201,679	+7.7%	\$234,582	\$254,240	+8.4%
Lake in the Hills	118	13	11.0%	591	101	17.1%	\$134,000	\$142,500	+6.3%	\$215,000	\$215,000	0.0%	\$146,897	\$155,503	+5.9%	\$214,613	\$213,478	-0.5%
Marengo, Harmony	70	5	7.1%	181	32	17.7%	\$130,000	\$125,000	-3.8%	\$170,000	\$180,000	+5.9%	\$135,661	\$137,394	+1.3%	\$188,073	\$200,265	+6.5%
Richmond	44	1	2.3%	59	9	15.3%	\$97,000	\$107,500	+10.8%	\$225,000	\$177,000	-21.3%	\$134,145	\$105,803	-21.1%	\$235,282	\$201,694	-14.3%
Solon Mills	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Spring Grove	70	5	7.1%	151	21	13.9%	\$154,500	\$157,500	+1.9%	\$247,500	\$269,000	+8.7%	\$161,985	\$151,491	-6.5%	\$239,597	\$257,776	+7.6%
Union	4	1	25.0%	22	2	9.1%	\$288,750	\$232,748	-19.4%	\$245,000	\$225,250	-8.1%	\$288,750	\$232,748	-19.4%	\$253,586	\$242,575	-4.3%
Wonder Lake	77	11	14.3%	233	63	27.0%	\$87,500	\$103,000	+17.7%	\$130,000	\$149,900	+15.3%	\$107,137	\$114,454	+6.8%	\$149,670	\$160,100	+7.0%
Woodstock, Bull Valley, Greenwood	236	17	7.2%	539	87	16.1%	\$124,450	\$115,100	-7.5%	\$185,000	\$190,000	+2.7%	\$143,256	\$127,423	-11.1%	\$221,304	\$221,176	-0.1%