

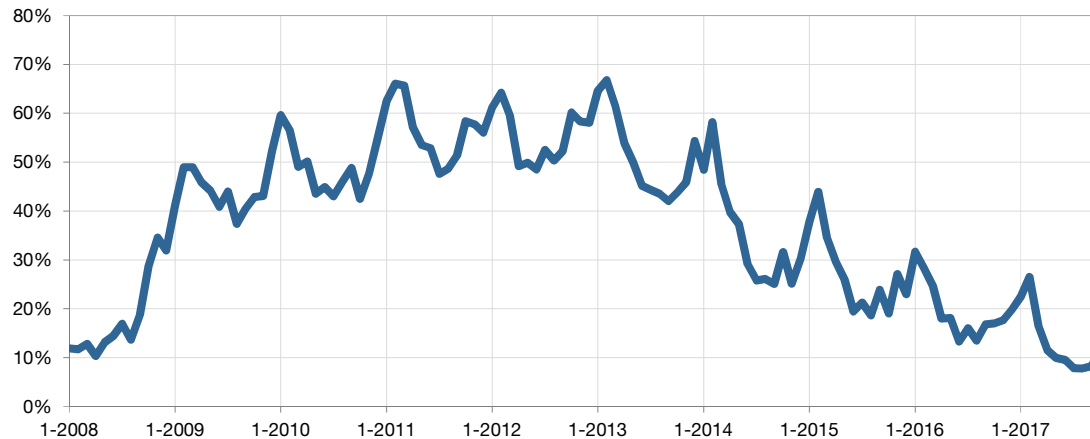
Lender-Mediated Report – October 2017

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: 11.2%



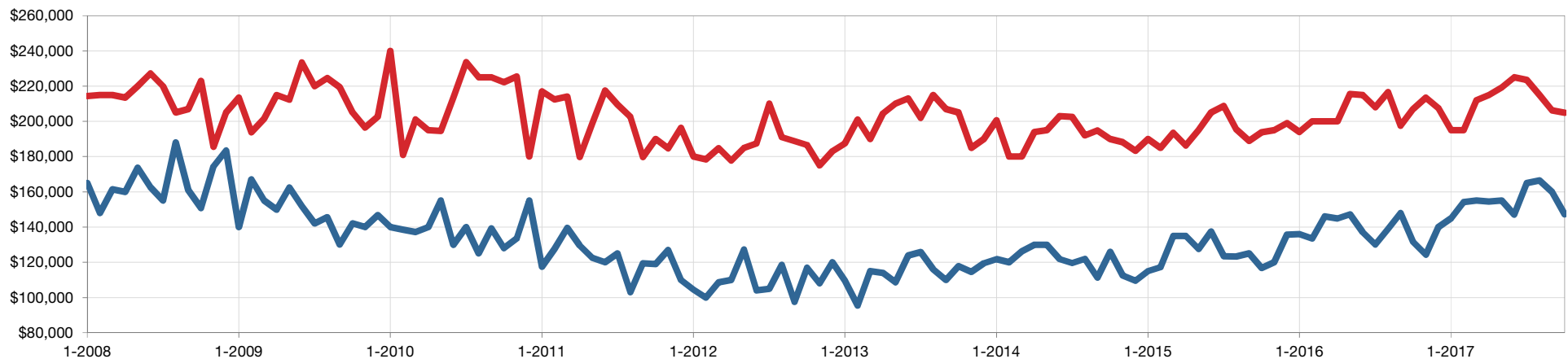
Closed Sales	10-2016	10-2017	+ / -
Traditional	396	412	+4.0%
REO	62	39	-37.1%
Short Sales	19	13	-31.6%
Total Market*	478	465	-2.7%

Median Sales Price	10-2016	10-2017	+ / -
Traditional	\$206,950	\$204,950	-1.0%
REO	\$130,750	\$140,000	+7.1%
Short Sales	\$145,000	\$152,000	+4.8%
Total Market*	\$192,000	\$195,000	+1.6%

*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	10-2016	10-2017	+/-	10-2016	10-2017	+/-	10-2016	10-2017	+/-	10-2016	10-2017	+/-
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Alden	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Algonquin	127	11	8.7%	589	62	10.5%	\$177,000	\$213,500	+20.6%	\$235,000	\$235,000	0.0%	\$187,524	\$209,896	+11.9%	\$245,377	\$247,775	+1.0%
Cary, Oakwood Hills, Trout Valley	126	13	10.3%	448	45	10.0%	\$143,000	\$162,500	+13.6%	\$222,000	\$231,000	+4.1%	\$167,202	\$178,822	+6.9%	\$240,334	\$243,850	+1.5%
Chemung, Harvard, Lawrence	47	6	12.8%	163	26	16.0%	\$84,450	\$77,900	-7.8%	\$124,000	\$139,900	+12.8%	\$94,019	\$79,335	-15.6%	\$149,918	\$174,380	+16.3%
Crystal Lake, Lakewood, Prairie Grove	334	28	8.4%	1,051	128	12.2%	\$150,000	\$161,000	+7.3%	\$217,750	\$225,000	+3.3%	\$168,973	\$184,238	+9.0%	\$237,011	\$245,621	+3.6%
Fox River Grove	31	3	9.7%	81	13	16.0%	\$137,800	\$125,000	-9.3%	\$238,500	\$248,700	+4.3%	\$158,216	\$146,739	-7.3%	\$253,824	\$254,381	+0.2%
Hebron	12	1	8.3%	29	4	13.8%	\$124,000	\$124,925	+0.7%	\$148,750	\$152,000	+2.2%	\$126,055	\$126,720	+0.5%	\$168,271	\$169,064	+0.5%
Holiday Hills, Johnsburg, McHenry, Lakemoor, McCullom Lake, Sunnyside, Ringwood	313	28	8.9%	1,099	179	16.3%	\$123,500	\$128,500	+4.0%	\$163,000	\$174,950	+7.3%	\$131,323	\$145,235	+10.6%	\$183,226	\$193,157	+5.4%
Huntley	133	12	9.0%	707	45	6.4%	\$187,000	\$213,000	+13.9%	\$238,000	\$250,000	+5.0%	\$190,118	\$222,115	+16.8%	\$244,632	\$255,810	+4.6%
Lake in the Hills	123	19	15.4%	620	85	13.7%	\$130,000	\$153,000	+17.7%	\$215,000	\$220,000	+2.3%	\$147,680	\$161,326	+9.2%	\$214,383	\$217,715	+1.6%
Marengo, Harmony	64	3	4.7%	199	31	15.6%	\$130,000	\$148,500	+14.2%	\$172,000	\$187,500	+9.0%	\$144,280	\$154,973	+7.4%	\$186,557	\$205,565	+10.2%
Richmond	25	1	4.0%	66	10	15.2%	\$114,000	\$118,000	+3.5%	\$220,000	\$170,000	-22.7%	\$135,454	\$150,000	+10.7%	\$236,052	\$192,633	-18.4%
Solon Mills	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Spring Grove	68	12	17.6%	143	16	11.2%	\$183,500	\$152,500	-16.9%	\$255,000	\$270,000	+5.9%	\$169,331	\$160,700	-5.1%	\$256,463	\$255,858	-0.2%
Union	7	0	0.0%	18	2	11.1%	\$288,750	\$232,748	-19.4%	\$225,000	\$229,000	+1.8%	\$288,750	\$232,748	-19.4%	\$243,514	\$248,469	+2.0%
Wonder Lake	65	12	18.5%	228	52	22.8%	\$98,300	\$104,000	+5.8%	\$137,000	\$152,750	+11.5%	\$111,686	\$117,608	+5.3%	\$149,520	\$163,975	+9.7%
Woodstock, Bull Valley, Greenwood	210	11	5.2%	522	63	12.1%	\$123,750	\$115,200	-6.9%	\$189,950	\$190,000	+0.0%	\$139,926	\$132,065	-5.6%	\$217,591	\$214,533	-1.4%