

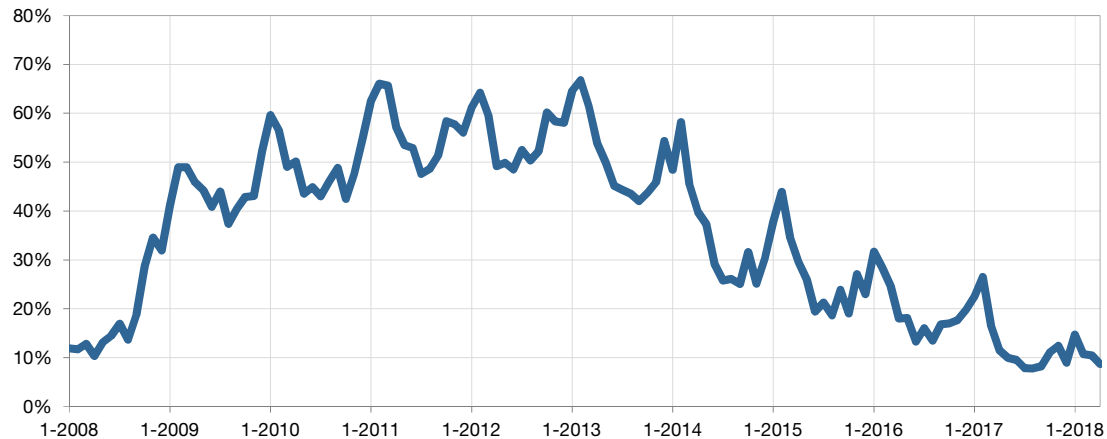
Lender-Mediated Report – April 2018

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: 8.7%



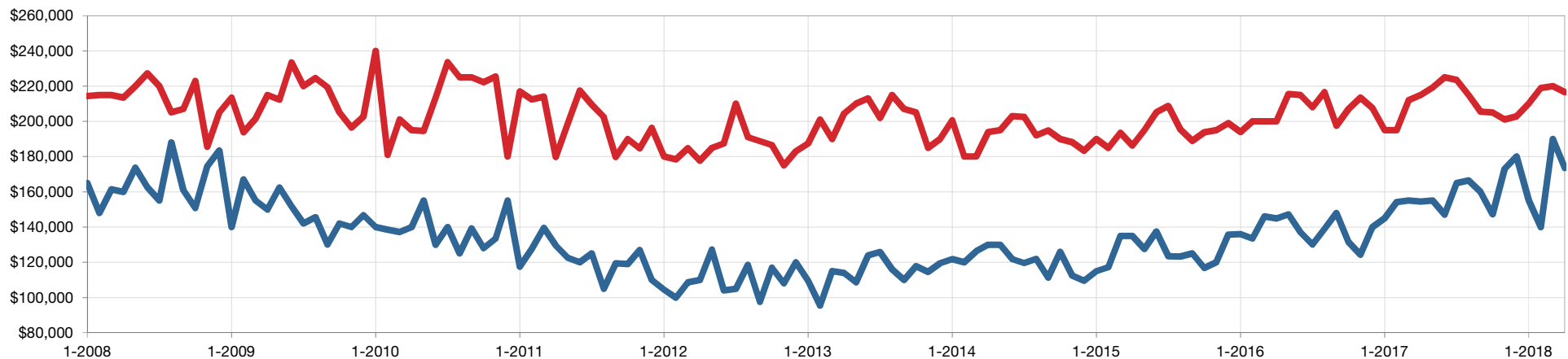
Closed Sales	4-2017	4-2018	+ / -
Traditional	463	504	+8.9%
REO	40	36	-10.0%
Short Sales	20	12	-40.0%
Total Market*	523	552	+5.5%

Median Sales Price	4-2017	4-2018	+ / -
Traditional	\$215,000	\$216,500	+0.7%
REO	\$154,500	\$171,450	+11.0%
Short Sales	\$153,000	\$184,500	+20.6%
Total Market*	\$205,000	\$214,250	+4.5%

*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	4-2017			4-2018			4-2017			4-2018		
									+/-			+/-			+/-			+/-
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Alden	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Algonquin	131	9	6.9%	604	49	8.1%	\$184,500	\$224,900	+21.9%	\$239,900	\$235,000	-2.0%	\$196,020	\$222,571	+13.5%	\$247,051	\$250,069	+1.2%
Cary, Oakwood Hills, Trout Valley	111	13	11.7%	427	33	7.7%	\$160,000	\$156,000	-2.5%	\$221,000	\$230,000	+4.1%	\$176,296	\$166,224	-5.7%	\$235,316	\$245,175	+4.2%
Chemung, Harvard, Lawrence	35	3	8.6%	141	15	10.6%	\$69,900	\$84,900	+21.5%	\$135,050	\$135,550	+0.4%	\$77,477	\$92,950	+20.0%	\$157,304	\$167,401	+6.4%
Crystal Lake, Lakewood, Prairie Grove	275	19	6.9%	1,086	100	9.2%	\$159,950	\$174,500	+9.1%	\$220,000	\$225,500	+2.5%	\$177,031	\$207,014	+16.9%	\$236,955	\$252,220	+6.4%
Fox River Grove	25	2	8.0%	88	12	13.6%	\$137,800	\$144,500	+4.9%	\$245,000	\$246,500	+0.6%	\$157,109	\$192,506	+22.5%	\$250,476	\$255,732	+2.1%
Hebron	15	1	6.7%	23	2	8.7%	\$118,125	\$91,064	-22.9%	\$132,500	\$175,900	+32.8%	\$122,333	\$91,064	-25.6%	\$154,620	\$175,489	+13.5%
Holiday Hills, Johnsburg, McHenry, Lakemoor, McCullom Lake, Sunnyside, Ringwood	273	29	10.6%	1,090	132	12.1%	\$123,000	\$139,950	+13.8%	\$171,500	\$177,000	+3.2%	\$136,798	\$153,897	+12.5%	\$189,869	\$196,420	+3.5%
Huntley	115	9	7.8%	632	35	5.5%	\$193,600	\$275,000	+42.0%	\$248,000	\$245,000	-1.2%	\$197,373	\$248,510	+25.9%	\$251,411	\$257,104	+2.3%
Lake in the Hills	88	10	11.4%	631	64	10.1%	\$146,250	\$175,216	+19.8%	\$214,000	\$225,000	+5.1%	\$157,575	\$177,712	+12.8%	\$211,878	\$219,681	+3.7%
Marengo, Harmony	47	2	4.3%	201	19	9.5%	\$125,000	\$162,000	+29.6%	\$180,000	\$185,000	+2.8%	\$141,788	\$168,171	+18.6%	\$200,600	\$202,015	+0.7%
Richmond	35	1	2.9%	74	7	9.5%	\$114,000	\$126,000	+10.5%	\$207,000	\$216,000	+4.3%	\$121,527	\$163,214	+34.3%	\$231,256	\$216,388	-6.4%
Solon Mills	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Spring Grove	75	8	10.7%	149	19	12.8%	\$165,862	\$157,600	-5.0%	\$272,250	\$274,250	+0.7%	\$163,282	\$199,007	+21.9%	\$266,347	\$259,185	-2.7%
Union	6	1	16.7%	13	0	0.0%	\$277,750	\$0	-100.0%	\$259,000	\$228,000	-12.0%	\$260,749	\$0	-100.0%	\$256,313	\$242,262	-5.5%
Wonder Lake	58	7	12.1%	228	47	20.6%	\$95,000	\$106,000	+11.6%	\$145,650	\$156,000	+7.1%	\$111,158	\$116,858	+5.1%	\$155,432	\$168,932	+8.7%
Woodstock, Bull Valley, Greenwood	187	13	7.0%	563	42	7.5%	\$119,400	\$162,500	+36.1%	\$188,500	\$195,000	+3.4%	\$129,915	\$165,632	+27.5%	\$221,942	\$212,220	-4.4%