

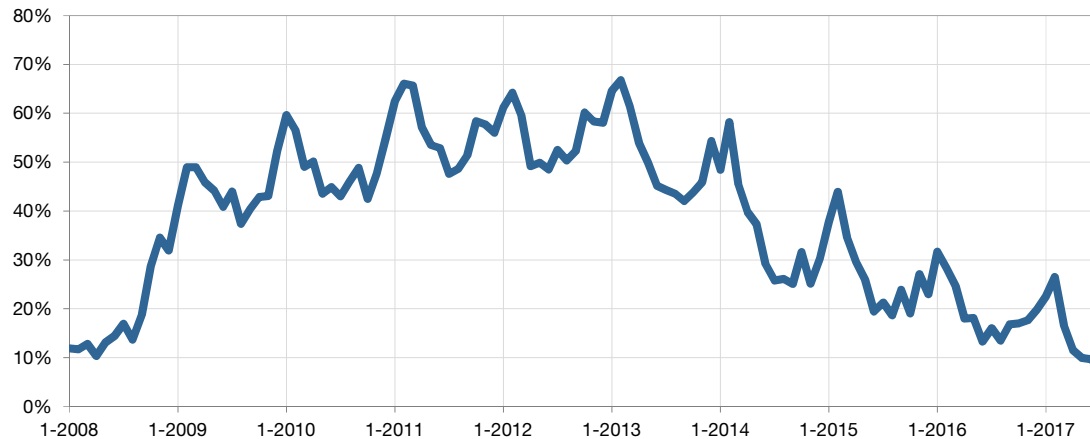
Lender-Mediated Report – July 2017

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: 7.8%



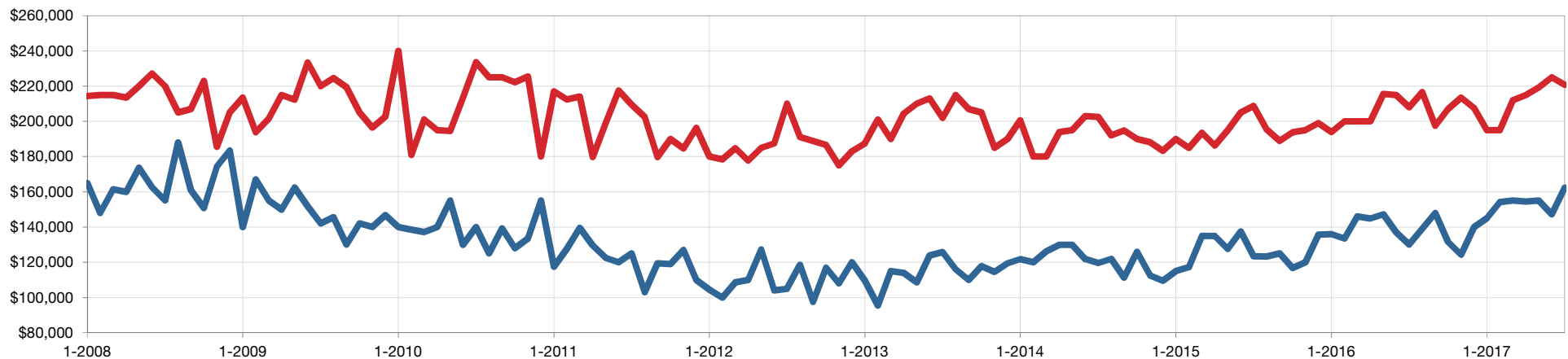
Closed Sales	7-2016	7-2017	+ / -
Traditional	545	522	-4.2%
REO	76	29	-61.8%
Short Sales	28	15	-46.4%
Total Market*	649	566	-12.8%

Median Sales Price	7-2016	7-2017	+ / -
Traditional	\$208,000	\$220,700	+6.1%
REO	\$125,776	\$147,500	+17.3%
Short Sales	\$136,000	\$170,000	+25.0%
Total Market*	\$196,000	\$215,000	+9.7%

*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	7-2016	7-2017	+ / -	7-2016	7-2017	+ / -	7-2016	7-2017	+ / -	7-2016	7-2017	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Alden	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Algonquin	162	14	8.6%	590	72	12.2%	\$170,450	\$188,472	+10.6%	\$228,250	\$235,250	+3.1%	\$184,465	\$200,100	+8.5%	\$239,865	\$248,062	+3.4%
Cary, Oakwood Hills, Trout Valley	164	12	7.3%	461	57	12.4%	\$139,142	\$165,000	+18.6%	\$226,000	\$225,000	-0.4%	\$155,708	\$177,600	+14.1%	\$238,767	\$240,739	+0.8%
Chemung, Harvard, Lawrence	47	3	6.4%	164	32	19.5%	\$82,586	\$79,763	-3.4%	\$130,000	\$138,950	+6.9%	\$93,750	\$79,068	-15.7%	\$157,336	\$167,050	+6.2%
Crystal Lake, Lakewood, Prairie Grove	372	28	7.5%	1,092	152	13.9%	\$150,000	\$160,000	+6.7%	\$218,000	\$223,250	+2.4%	\$174,242	\$174,868	+0.4%	\$234,599	\$245,094	+4.5%
Fox River Grove	32	2	6.3%	90	16	17.8%	\$129,000	\$131,500	+1.9%	\$235,000	\$249,450	+6.1%	\$146,997	\$154,263	+4.9%	\$252,845	\$255,292	+1.0%
Hebron	17	1	5.9%	27	7	25.9%	\$120,975	\$136,500	+12.8%	\$125,000	\$158,500	+26.8%	\$125,763	\$126,768	+0.8%	\$158,778	\$174,325	+9.8%
Holiday Hills, Johnsburg, McHenry, Lakemoor, McCullom Lake, Sunnyside, Ringwood	355	42	11.8%	1,084	190	17.5%	\$113,100	\$126,050	+11.5%	\$157,900	\$173,000	+9.6%	\$122,263	\$143,434	+17.3%	\$177,835	\$193,996	+9.1%
Huntley	139	10	7.2%	721	47	6.5%	\$182,500	\$195,000	+6.8%	\$226,000	\$250,500	+10.8%	\$189,627	\$207,982	+9.7%	\$239,188	\$254,757	+6.5%
Lake in the Hills	141	21	14.9%	597	100	16.8%	\$133,500	\$146,250	+9.6%	\$214,000	\$219,000	+2.3%	\$146,477	\$160,555	+9.6%	\$214,484	\$214,020	-0.2%
Marengo, Harmony	78	5	6.4%	185	31	16.8%	\$146,500	\$125,000	-14.7%	\$170,000	\$182,250	+7.2%	\$141,575	\$136,826	-3.4%	\$186,216	\$200,447	+7.6%
Richmond	41	2	4.9%	60	9	15.0%	\$143,500	\$107,500	-25.1%	\$214,500	\$172,500	-19.6%	\$140,798	\$105,803	-24.9%	\$228,587	\$200,250	-12.4%
Solon Mills	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Spring Grove	76	7	9.2%	146	18	12.3%	\$163,612	\$158,250	-3.3%	\$252,600	\$268,000	+6.1%	\$161,384	\$155,866	-3.4%	\$248,916	\$250,826	+0.8%
Union	8	1	12.5%	20	2	10.0%	\$288,750	\$232,748	-19.4%	\$245,000	\$225,250	-8.1%	\$288,750	\$232,748	-19.4%	\$250,664	\$244,111	-2.6%
Wonder Lake	87	13	14.9%	232	60	25.9%	\$89,000	\$111,000	+24.7%	\$127,250	\$149,950	+17.8%	\$108,507	\$117,118	+7.9%	\$144,177	\$159,614	+10.7%
Woodstock, Bull Valley, Greenwood	227	16	7.0%	528	79	15.0%	\$124,000	\$119,900	-3.3%	\$185,000	\$189,000	+2.2%	\$143,092	\$129,857	-9.2%	\$207,831	\$220,302	+6.0%