

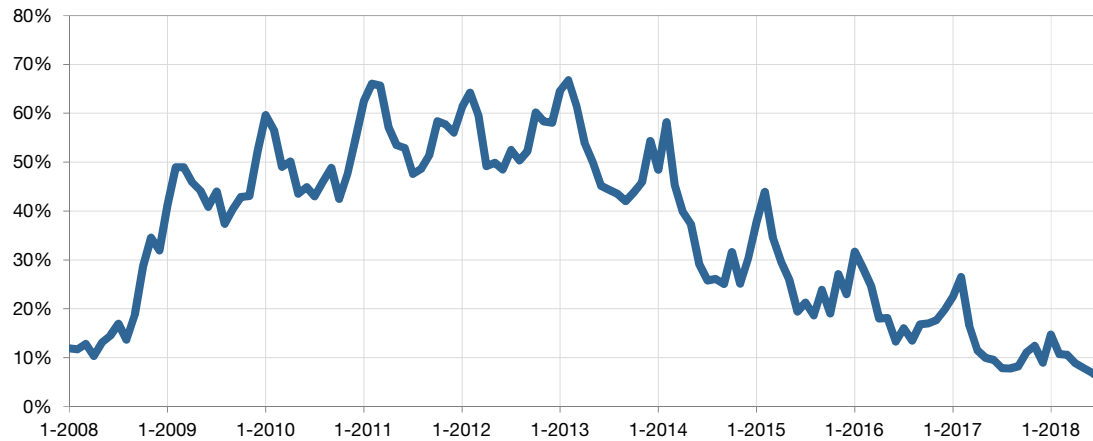
Lender-Mediated Report – July 2018

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: 5.7%



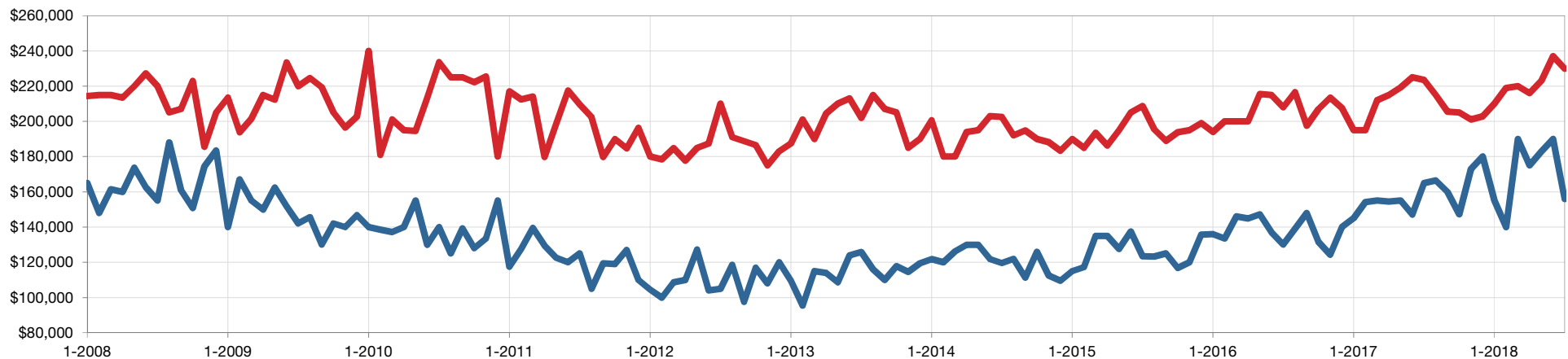
Closed Sales	7-2017	7-2018	+ / -
Traditional	528	597	+13.1%
REO	30	29	-3.3%
Short Sales	15	7	-53.3%
Total Market*	573	633	+10.5%

Median Sales Price	7-2017	7-2018	+ / -
Traditional	\$223,500	\$229,900	+2.9%
REO	\$156,250	\$145,000	-7.2%
Short Sales	\$170,000	\$230,000	+35.3%
Total Market*	\$215,000	\$226,000	+5.1%

*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	7-2017	7-2018	+/-	7-2017	7-2018	+/-	7-2017	7-2018	+/-	7-2017	7-2018	+/-
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Alden	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Algonquin	204	11	5.4%	583	48	8.2%	\$188,472	\$222,455	+18.0%	\$235,250	\$234,000	-0.5%	\$200,100	\$225,538	+12.7%	\$248,062	\$250,893	+1.1%
Cary, Oakwood Hills, Trout Valley	152	6	3.9%	442	42	9.5%	\$165,000	\$160,500	-2.7%	\$225,000	\$231,500	+2.9%	\$177,600	\$186,539	+5.0%	\$240,739	\$245,332	+1.9%
Chemung, Harvard, Lawrence	51	5	9.8%	132	15	11.4%	\$79,763	\$93,000	+16.6%	\$138,950	\$147,000	+5.8%	\$79,068	\$107,883	+36.4%	\$167,050	\$174,906	+4.7%
Crystal Lake, Lakewood, Prairie Grove	333	15	4.5%	1,077	83	7.7%	\$160,000	\$177,500	+10.9%	\$224,250	\$230,525	+2.8%	\$174,868	\$218,424	+24.9%	\$245,137	\$254,542	+3.8%
Fox River Grove	21	1	4.8%	89	9	10.1%	\$131,500	\$175,000	+33.1%	\$249,450	\$241,000	-3.4%	\$154,263	\$207,502	+34.5%	\$255,292	\$249,268	-2.4%
Hebron	21	2	9.5%	24	1	4.2%	\$136,500	\$98,500	-27.8%	\$158,500	\$176,200	+11.2%	\$126,768	\$98,500	-22.3%	\$174,325	\$185,203	+6.2%
Holiday Hills, Johnsburg, McHenry, Lakemoor, McCullom Lake, Sunnyside, Ringwood	363	34	9.4%	1,094	116	10.6%	\$126,050	\$145,000	+15.0%	\$173,000	\$181,500	+4.9%	\$142,881	\$161,659	+13.1%	\$194,075	\$202,256	+4.2%
Huntley	162	9	5.6%	614	33	5.4%	\$195,000	\$260,000	+33.3%	\$251,000	\$247,000	-1.6%	\$207,982	\$247,503	+19.0%	\$254,811	\$260,115	+2.1%
Lake in the Hills	130	10	7.7%	605	51	8.4%	\$146,250	\$179,290	+22.6%	\$219,000	\$224,900	+2.7%	\$160,555	\$191,219	+19.1%	\$214,088	\$221,875	+3.6%
Marengo, Harmony	66	2	3.0%	206	17	8.3%	\$125,000	\$179,900	+43.9%	\$182,250	\$195,000	+7.0%	\$136,826	\$195,226	+42.7%	\$200,447	\$214,160	+6.8%
Richmond	36	2	5.6%	79	7	8.9%	\$107,500	\$126,000	+17.2%	\$172,500	\$226,500	+31.3%	\$105,803	\$156,970	+48.4%	\$200,250	\$218,323	+9.0%
Solon Mills	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Spring Grove	96	9	9.4%	166	26	15.7%	\$158,250	\$185,918	+17.5%	\$268,000	\$276,450	+3.2%	\$155,866	\$189,523	+21.6%	\$250,826	\$265,718	+5.9%
Union	7	0	0.0%	15	2	13.3%	\$232,748	\$138,397	-40.5%	\$225,250	\$237,000	+5.2%	\$232,748	\$138,397	-40.5%	\$244,111	\$262,377	+7.5%
Wonder Lake	62	6	9.7%	216	40	18.5%	\$111,000	\$95,197	-14.2%	\$149,950	\$159,000	+6.0%	\$117,118	\$107,975	-7.8%	\$159,614	\$165,940	+4.0%
Woodstock, Bull Valley, Greenwood	208	8	3.8%	594	40	6.7%	\$119,900	\$169,950	+41.7%	\$190,000	\$197,500	+3.9%	\$129,857	\$171,624	+32.2%	\$220,420	\$214,634	-2.6%