

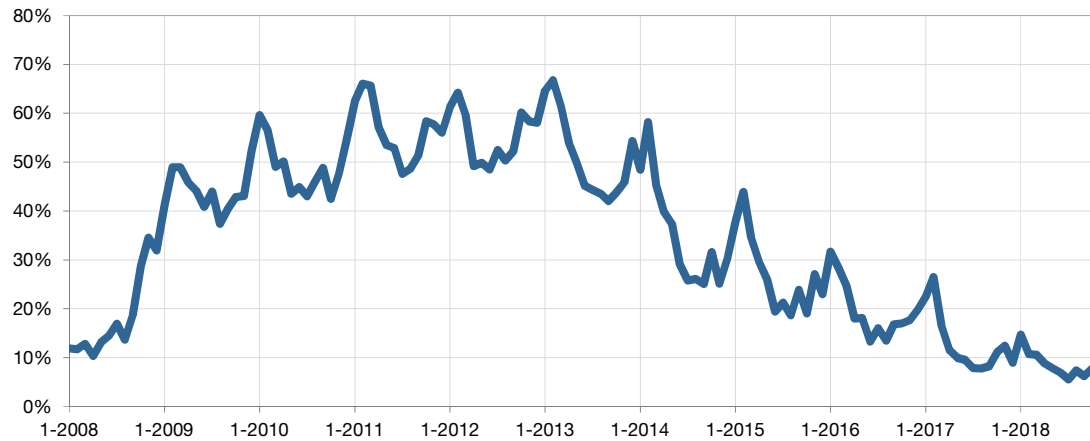
# Lender-Mediated Report – November 2018

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: 9.5%



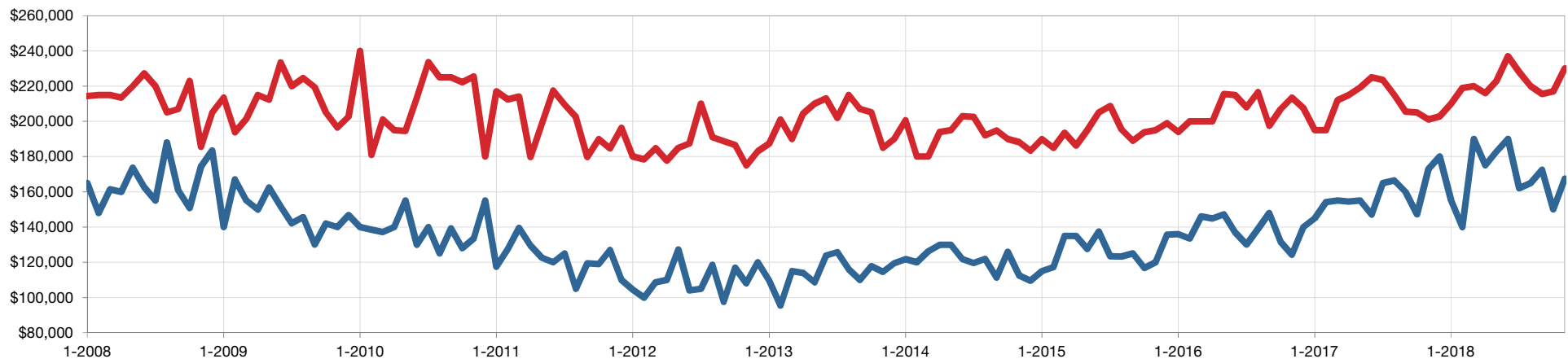
Closed Sales	11-2017	11-2018	+ / -
Traditional	368	428	+16.3%
REO	33	32	-3.0%
Short Sales	19	13	-31.6%
Total Market*	420	473	+12.6%

Median Sales Price	11-2017	11-2018	+ / -
Traditional	\$201,000	\$230,000	+14.4%
REO	\$157,500	\$164,750	+4.6%
Short Sales	\$179,900	\$175,000	-2.7%
Total Market*	\$196,500	\$220,000	+12.0%

\*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	11-2017			11-2018			11-2017			11-2018		
							Lender-Mediated	Traditional Properties	+/-	Lender-Mediated	Traditional Properties	+/-	Lender-Mediated	Traditional Properties	+/-	Lender-Mediated	Traditional Properties	+/-
Alden	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Algonquin	139	9	6.5%	627	41	6.5%	\$206,000	\$205,800	-0.1%	\$235,000	\$239,748	+2.0%	\$209,694	\$217,639	+3.8%	\$248,278	\$254,506	+2.5%
Cary, Oakwood Hills, Trout Valley	130	12	9.2%	473	42	8.9%	\$161,250	\$170,750	+5.9%	\$230,000	\$230,000	0.0%	\$179,509	\$191,656	+6.8%	\$242,738	\$245,683	+1.2%
Chemung, Harvard, Lawrence	52	2	3.8%	145	18	12.4%	\$75,700	\$133,750	+76.7%	\$135,000	\$152,900	+13.3%	\$77,915	\$139,592	+79.2%	\$171,051	\$183,790	+7.4%
Crystal Lake, Lakewood, Prairie Grove	290	17	5.9%	1,106	84	7.6%	\$170,000	\$173,000	+1.8%	\$225,000	\$238,000	+5.8%	\$190,572	\$204,547	+7.3%	\$244,779	\$259,496	+6.0%
Fox River Grove	16	2	12.5%	97	8	8.2%	\$138,000	\$191,000	+38.4%	\$252,000	\$242,000	-4.0%	\$154,208	\$211,440	+37.1%	\$255,138	\$256,975	+0.7%
Hebron	14	3	21.4%	32	1	3.1%	\$124,925	\$98,500	-21.2%	\$146,000	\$184,000	+26.0%	\$126,720	\$98,500	-22.3%	\$165,638	\$212,190	+28.1%
Holiday Hills, Johnsburg, McHenry, Lakemoor, McCullom Lake, Sunnyside, Ringwood	293	34	11.6%	1,086	102	9.4%	\$131,250	\$146,750	+11.8%	\$172,500	\$185,000	+7.2%	\$148,189	\$159,867	+7.9%	\$191,054	\$207,443	+8.6%
Huntley	126	9	7.1%	590	33	5.6%	\$225,900	\$230,000	+1.8%	\$249,450	\$250,000	+0.2%	\$232,219	\$239,347	+3.1%	\$255,627	\$263,544	+3.1%
Lake in the Hills	100	10	10.0%	582	53	9.1%	\$156,000	\$192,500	+23.4%	\$220,000	\$227,000	+3.2%	\$162,473	\$200,310	+23.3%	\$217,524	\$225,704	+3.8%
Marengo, Harmony	64	3	4.7%	181	11	6.1%	\$149,000	\$162,000	+8.7%	\$187,500	\$202,750	+8.1%	\$162,231	\$163,173	+0.6%	\$206,740	\$219,191	+6.0%
Richmond	24	0	0.0%	81	5	6.2%	\$118,000	\$155,000	+31.4%	\$170,000	\$238,000	+40.0%	\$150,000	\$176,938	+18.0%	\$192,361	\$226,676	+17.8%
Solon Mills	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Spring Grove	66	8	12.1%	190	27	14.2%	\$157,550	\$180,000	+14.2%	\$274,000	\$284,400	+3.8%	\$177,643	\$185,460	+4.4%	\$259,684	\$272,191	+4.8%
Union	8	0	0.0%	21	2	9.5%	\$232,748	\$138,397	-40.5%	\$230,000	\$270,000	+17.4%	\$232,748	\$138,397	-40.5%	\$266,538	\$284,942	+6.9%
Wonder Lake	41	2	4.9%	212	31	14.6%	\$105,000	\$95,000	-9.5%	\$154,000	\$158,000	+2.6%	\$118,579	\$112,158	-5.4%	\$165,278	\$166,033	+0.5%
Woodstock, Bull Valley, Greenwood	163	8	4.9%	610	38	6.2%	\$133,050	\$167,500	+25.9%	\$190,000	\$205,000	+7.9%	\$141,026	\$163,214	+15.7%	\$216,961	\$220,653	+1.7%