

Lender-Mediated Report – December 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: 9.0%



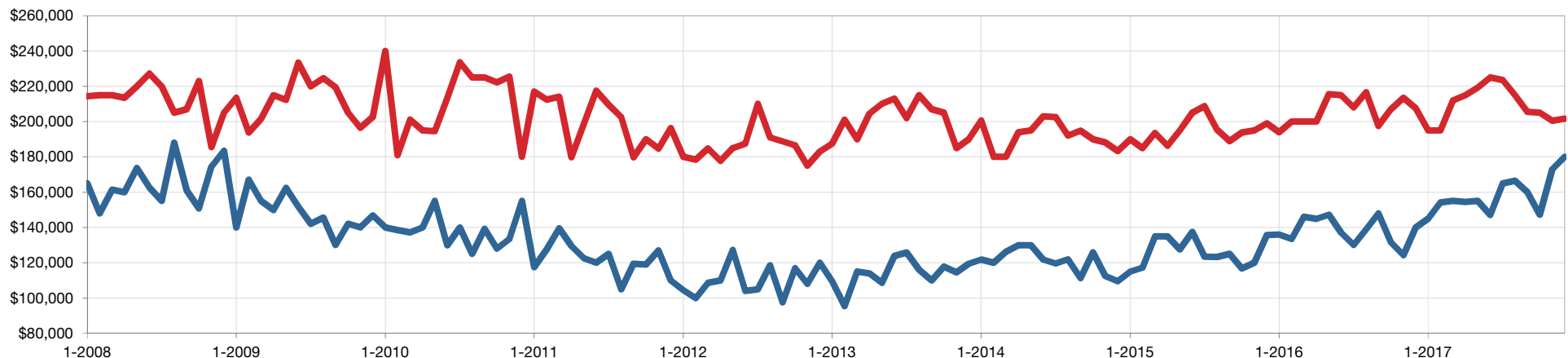
Closed Sales	12-2016	12-2017	+ / -
Traditional	316	374	+18.4%
REO	55	25	-54.5%
Short Sales	23	12	-47.8%
Total Market*	395	411	+4.1%

Median Sales Price	12-2016	12-2017	+ / -
Traditional	\$207,500	\$201,625	-2.8%
REO	\$138,000	\$160,000	+15.9%
Short Sales	\$140,000	\$184,500	+31.8%
Total Market*	\$184,900	\$200,000	+8.2%

*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.



December 2017	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	12-2016			12-2017			12-2016			12-2017		
									+/-			+/-			+/-			+/-
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Alden	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Algonquin	90	11	12.2%	602	53	8.8%	\$177,000	\$215,000	+21.5%	\$235,000	\$235,000	0.0%	\$192,967	\$215,191	+11.5%	\$243,859	\$248,484	+1.9%
Cary, Oakwood Hills, Trout Valley	98	14	14.3%	445	43	9.7%	\$140,200	\$170,000	+21.3%	\$225,000	\$229,500	+2.0%	\$162,119	\$186,092	+14.8%	\$242,693	\$242,258	-0.2%
Chemung, Harvard, Lawrence	48	7	14.6%	152	23	15.1%	\$83,000	\$80,100	-3.5%	\$128,500	\$135,000	+5.1%	\$94,159	\$81,454	-13.5%	\$151,669	\$168,294	+11.0%
Crystal Lake, Lakewood, Prairie Grove	247	25	10.1%	1,068	117	11.0%	\$150,000	\$175,000	+16.7%	\$219,000	\$225,000	+2.7%	\$173,148	\$193,127	+11.5%	\$238,592	\$246,551	+3.3%
Fox River Grove	23	5	21.7%	74	12	16.2%	\$137,800	\$141,500	+2.7%	\$242,000	\$251,500	+3.9%	\$155,791	\$160,050	+2.7%	\$253,494	\$251,943	-0.6%
Hebron	11	1	9.1%	26	3	11.5%	\$127,225	\$99,750	-21.6%	\$136,250	\$165,000	+21.1%	\$134,760	\$93,959	-30.3%	\$155,818	\$170,939	+9.7%
Holiday Hills, Johnsburg, McHenry, Lakemoor, McCullom Lake, Sunnyside, Ringwood	245	32	13.1%	1,107	158	14.3%	\$121,500	\$133,125	+9.6%	\$168,000	\$173,000	+3.0%	\$132,064	\$150,327	+13.8%	\$187,414	\$190,862	+1.8%
Huntley	114	7	6.1%	689	41	6.0%	\$192,000	\$218,000	+13.5%	\$241,250	\$248,500	+3.0%	\$194,541	\$230,854	+18.7%	\$248,741	\$255,952	+2.9%
Lake in the Hills	77	12	15.6%	636	86	13.5%	\$131,000	\$160,000	+22.1%	\$215,000	\$222,250	+3.4%	\$149,901	\$164,040	+9.4%	\$214,505	\$218,100	+1.7%
Marengo, Harmony	53	3	5.7%	206	29	14.1%	\$125,000	\$148,500	+18.8%	\$172,250	\$186,000	+8.0%	\$135,276	\$162,902	+20.4%	\$191,151	\$203,849	+6.6%
Richmond	20	0	0.0%	66	10	15.2%	\$83,111	\$118,000	+42.0%	\$209,000	\$175,000	-16.3%	\$124,240	\$150,000	+20.7%	\$241,358	\$200,589	-16.9%
Solon Mills	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Spring Grove	58	16	27.6%	136	16	11.8%	\$172,724	\$158,300	-8.4%	\$270,000	\$275,000	+1.9%	\$159,750	\$190,138	+19.0%	\$262,901	\$262,296	-0.2%
Union	4	1	25.0%	12	2	16.7%	\$288,750	\$232,748	-19.4%	\$222,500	\$233,500	+4.9%	\$288,750	\$232,748	-19.4%	\$234,696	\$289,450	+23.3%
Wonder Lake	49	6	12.2%	236	52	22.0%	\$94,950	\$104,950	+10.5%	\$145,000	\$152,750	+5.3%	\$110,681	\$119,202	+7.7%	\$150,509	\$164,566	+9.3%
Woodstock, Bull Valley, Greenwood	165	12	7.3%	547	56	10.2%	\$120,000	\$135,450	+12.9%	\$189,450	\$187,000	-1.3%	\$135,481	\$146,471	+8.1%	\$217,038	\$212,683	-2.0%