

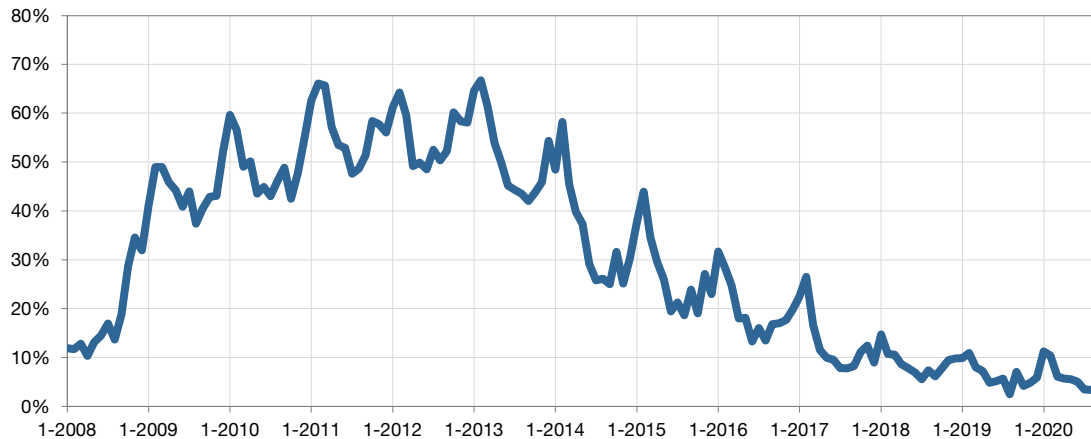
# Lender-Mediated Report – September 2020

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: 2.9%



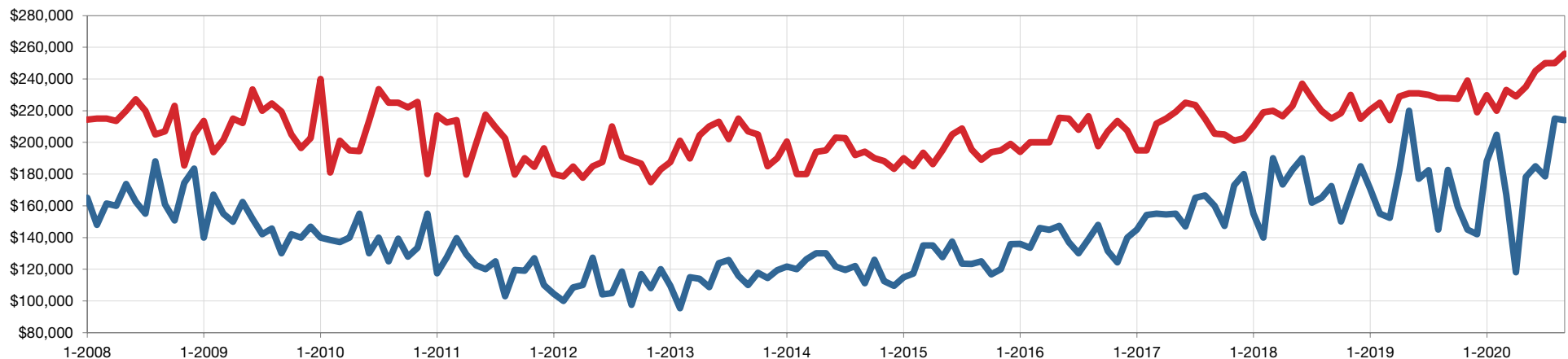
Closed Sales	9-2019	9-2020	+ / -
Traditional	463	708	+52.9%
REO	24	15	-37.5%
Short Sales	11	6	-45.5%
Total Market*	498	727	+46.0%

Median Sales Price	9-2019	9-2020	+ / -
Traditional	\$228,000	\$256,000	+12.3%
REO	\$173,750	\$216,000	+24.3%
Short Sales	\$210,000	\$197,785	-5.8%
Total Market*	\$223,900	\$254,900	+13.8%

\*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

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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.

September 2020	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	9-2019			9-2020			9-2019			9-2020		
									+/-			+/-			+/-			+/-
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Alden	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Algonquin	70	2	2.9%	663	35	5.3%	\$200,833	\$245,000	+22.0%	\$252,200	\$260,000	+3.1%	\$214,076	\$214,009	-0.0%	\$263,252	\$268,460	+2.0%
Cary, Oakwood Hills, Trout Valley	73	3	4.1%	524	27	5.2%	\$155,000	\$162,000	+4.5%	\$240,000	\$249,900	+4.1%	\$164,307	\$192,228	+17.0%	\$250,624	\$266,842	+6.5%
Chemung, Harvard, Lawrence	35	1	2.9%	170	7	4.1%	\$155,000	\$164,000	+5.8%	\$153,000	\$165,000	+7.8%	\$159,135	\$138,243	-13.1%	\$188,310	\$199,455	+5.9%
Crystal Lake, Lakewood, Prairie Grove	175	8	4.6%	1,159	49	4.2%	\$182,700	\$201,000	+10.0%	\$237,000	\$254,450	+7.4%	\$192,803	\$228,926	+18.7%	\$256,471	\$276,402	+7.8%
Fox River Grove	19	2	10.5%	89	6	6.7%	\$165,000	\$245,250	+48.6%	\$233,750	\$236,000	+1.0%	\$178,333	\$256,400	+43.8%	\$254,851	\$246,829	-3.1%
Hebron	6	0	0.0%	32	2	6.3%	\$201,000	\$110,000	-45.3%	\$176,000	\$196,800	+11.8%	\$251,333	\$110,000	-56.2%	\$242,223	\$233,683	-3.5%
Holiday Hills, Johnsburg, McHenry, Lakemoor, McCullom Lake, Sunnyside, Ringwood	143	8	5.6%	1,172	78	6.7%	\$135,000	\$146,000	+8.1%	\$186,210	\$205,000	+10.1%	\$153,177	\$151,404	-1.2%	\$209,666	\$223,098	+6.4%
Huntley	76	1	1.3%	752	22	2.9%	\$234,000	\$230,000	-1.7%	\$259,500	\$272,950	+5.2%	\$232,728	\$243,216	+4.5%	\$267,753	\$283,136	+5.7%
Lake in the Hills	68	4	5.9%	520	18	3.5%	\$195,000	\$207,480	+6.4%	\$225,750	\$240,000	+6.3%	\$194,181	\$201,381	+3.7%	\$231,792	\$246,441	+6.3%
Marengo, Harmony	36	1	2.8%	205	12	5.9%	\$129,200	\$127,000	-1.7%	\$196,000	\$219,000	+11.7%	\$148,600	\$132,608	-10.8%	\$220,900	\$226,886	+2.7%
Richmond	15	0	0.0%	66	5	7.6%	\$144,000	\$241,000	+67.4%	\$234,000	\$240,500	+2.8%	\$169,760	\$213,300	+25.6%	\$207,698	\$228,025	+9.8%
Solon Mills	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Spring Grove	32	2	6.3%	180	21	11.7%	\$206,007	\$175,000	-15.1%	\$280,000	\$280,000	0.0%	\$209,781	\$164,923	-21.4%	\$270,547	\$275,459	+1.8%
Union	5	0	0.0%	21	2	9.5%	\$0	\$110,475	--	\$250,000	\$265,400	+6.2%	\$0	\$110,475	--	\$271,221	\$269,521	-0.6%
Wonder Lake	26	2	7.7%	208	13	6.3%	\$106,000	\$104,900	-1.0%	\$157,500	\$172,000	+9.2%	\$121,816	\$109,418	-10.2%	\$170,529	\$185,401	+8.7%
Woodstock, Bull Valley, Greenwood	117	9	7.7%	552	23	4.2%	\$185,000	\$205,750	+11.2%	\$213,000	\$220,000	+3.3%	\$213,653	\$206,863	-3.2%	\$227,672	\$239,109	+5.0%