

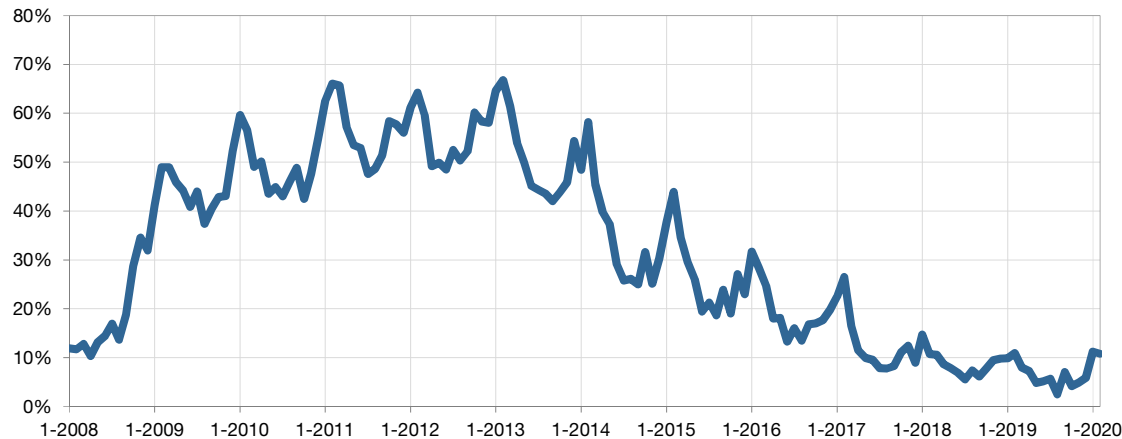
# Lender-Mediated Report – February 2020

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: 10.8%**



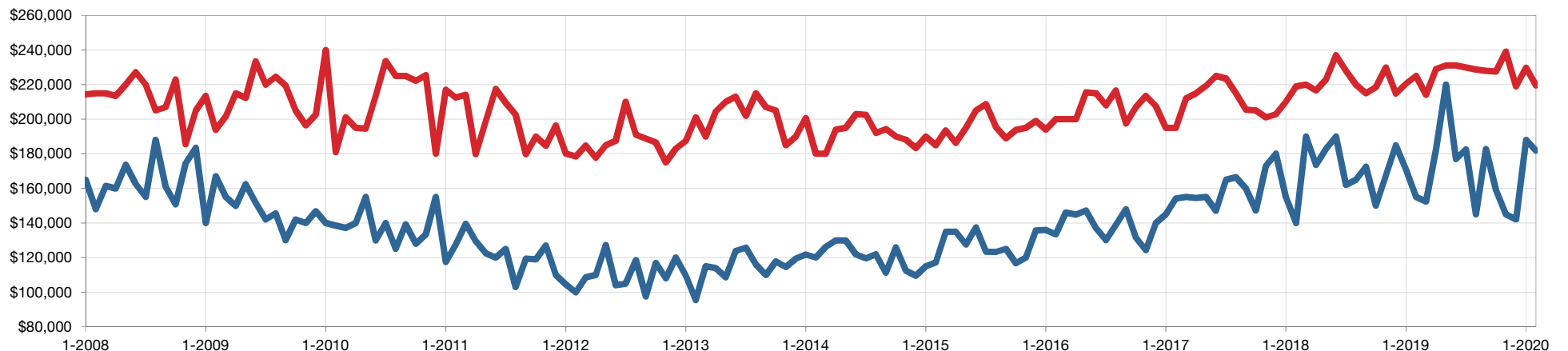
Closed Sales	2-2019	2-2020	+ / -
Traditional	253	282	+11.5%
REO	21	29	+38.1%
Short Sales	10	5	-50.0%
<b>Total Market*</b>	<b>284</b>	<b>316</b>	<b>+11.3%</b>

Median Sales Price	2-2019	2-2020	+ / -
Traditional	\$225,000	\$219,500	-2.4%
REO	\$137,069	\$204,750	+49.4%
Short Sales	\$165,450	\$159,000	-3.9%
<b>Total Market*</b>	<b>\$215,000</b>	<b>\$217,250</b>	<b>+1.0%</b>

\*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.



February 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	2-2019			2-2020			2-2019			2-2020		
							+	-	+	-	+	-	+	-	+	-		
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Alden	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Algonquin	132	13	9.8%	636	28	4.4%	\$205,400	\$210,000	+2.2%	\$244,450	\$255,000	+4.3%	\$216,683	\$207,603	-4.2%	\$256,538	\$264,642	+3.2%
Cary, Oakwood Hills, Trout Valley	128	5	3.9%	466	34	7.3%	\$174,000	\$145,688	-16.3%	\$235,000	\$240,500	+2.3%	\$192,924	\$156,308	-19.0%	\$247,525	\$257,618	+4.1%
Chemung, Harvard, Lawrence	45	2	4.4%	145	8	5.5%	\$127,500	\$112,500	-11.8%	\$154,000	\$154,900	+0.6%	\$135,838	\$137,588	+1.3%	\$192,248	\$193,994	+0.9%
Crystal Lake, Lakewood, Prairie Grove	285	20	7.0%	1,109	48	4.3%	\$180,000	\$198,500	+10.3%	\$239,000	\$240,000	+0.4%	\$195,832	\$205,889	+5.1%	\$261,516	\$257,516	-1.5%
Fox River Grove	18	2	11.1%	89	4	4.5%	\$310,000	\$192,500	-37.9%	\$242,000	\$225,000	-7.0%	\$273,900	\$239,500	-12.6%	\$264,558	\$242,299	-8.4%
Hebron	14	0	0.0%	29	3	10.3%	\$84,250	\$201,000	+138.6%	\$189,900	\$170,000	-10.5%	\$84,250	\$274,667	+226.0%	\$219,523	\$224,959	+2.5%
Holiday Hills, Johnsburg, McHenry, Lakemoor, McCullom Lake, Sunnyside, Ringwood	245	15	6.1%	1,088	88	8.1%	\$155,000	\$133,341	-14.0%	\$185,200	\$189,650	+2.4%	\$163,580	\$148,315	-9.3%	\$210,413	\$209,979	-0.2%
Huntley	141	4	2.8%	702	28	4.0%	\$230,000	\$238,950	+3.9%	\$252,000	\$264,756	+5.1%	\$231,449	\$240,588	+3.9%	\$263,544	\$275,006	+4.3%
Lake in the Hills	78	2	2.6%	512	43	8.4%	\$186,375	\$209,000	+12.1%	\$227,000	\$223,000	-1.8%	\$194,648	\$204,677	+5.2%	\$225,273	\$233,509	+3.7%
Marengo, Harmony	60	2	3.3%	191	7	3.7%	\$162,000	\$149,900	-7.5%	\$210,000	\$195,500	-6.9%	\$160,933	\$149,043	-7.4%	\$226,560	\$208,602	-7.9%
Richmond	23	3	13.0%	59	5	8.5%	\$170,450	\$144,000	-15.5%	\$238,500	\$214,000	-10.3%	\$182,423	\$159,280	-12.7%	\$219,739	\$196,130	-10.7%
Solon Mills	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Spring Grove	33	3	9.1%	174	18	10.3%	\$187,518	\$203,250	+8.4%	\$284,700	\$276,750	-2.8%	\$188,622	\$201,741	+7.0%	\$270,355	\$265,476	-1.8%
Union	10	1	10.0%	24	0	0.0%	\$138,397	\$0	-100.0%	\$266,200	\$250,000	-6.1%	\$138,397	\$0	-100.0%	\$287,695	\$237,756	-17.4%
Wonder Lake	38	4	10.5%	185	13	7.0%	\$92,500	\$115,000	+24.3%	\$156,000	\$159,000	+1.9%	\$105,159	\$126,476	+20.3%	\$166,217	\$171,234	+3.0%
Woodstock, Bull Valley, Greenwood	153	8	5.2%	521	27	5.2%	\$166,000	\$205,000	+23.5%	\$206,000	\$210,000	+1.9%	\$165,128	\$227,146	+37.6%	\$221,083	\$225,262	+1.9%