

# Lender-Mediated Report – October 2015

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC  
FOR MEMBERS OF THE HOMETOWN ASSOCIATION OF REALTORS®

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: 15.4%**



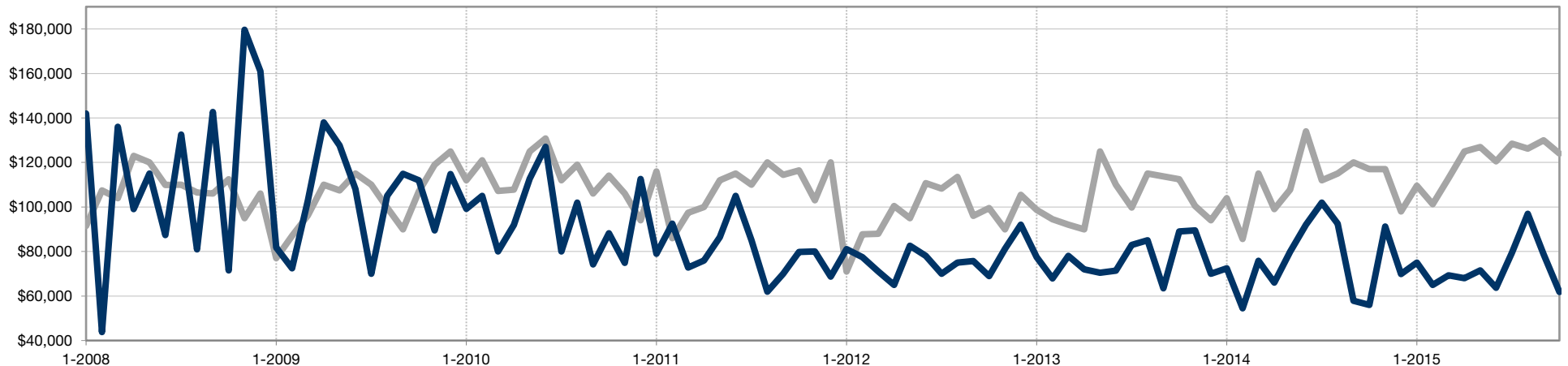
Closed Sales	10-2014	10-2015	+ / -
Traditional	135	170	+25.9%
REO	37	26	-29.7%
Short Sales	8	5	-37.5%
Total Market*	180	201	+11.7%

Median Sales Price	10-2014	10-2015	+ / -
Traditional	\$117,000	\$124,000	+6.0%
REO	\$49,000	\$60,900	+24.3%
Short Sales	\$135,675	\$75,000	-44.7%
Total Market*	\$100,450	\$110,000	+9.5%

\*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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## October 2015

	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	10-2014	10-2015	+/-	10-2014	10-2015	+/-	10-2014	10-2015	+/-	10-2014	10-2015	+/-
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Albany	1	0	0.0%	4	0	0.0%	\$201	\$0	-100.0%	\$165,000	\$147,500	-10.6%	\$0	\$0	--	\$165,000	\$144,975	-12.1%
Baileyville	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Baker, Leland	13	6	46.2%	25	5	20.0%	\$37,250	\$60,000	+61.1%	\$156,300	\$181,000	+15.8%	\$62,544	\$91,460	+46.2%	\$190,873	\$182,460	-4.4%
Balance of DeKalb County	1	0	0.0%	0	0	--	\$230,000	\$0	-100.0%	\$0	\$0	--	\$230,000	\$0	-100.0%	\$0	\$0	--
Byron	22	2	9.1%	47	8	17.0%	\$100,400	\$105,060	+4.6%	\$140,500	\$181,000	+28.8%	\$97,800	\$96,815	-1.0%	\$165,042	\$172,905	+4.8%
Chana	5	1	20.0%	9	2	22.2%	\$18,650	\$117,500	+530.0%	\$107,250	\$164,000	+52.9%	\$25,383	\$117,500	+362.9%	\$120,706	\$160,000	+32.6%
Clare	1	0	0.0%	0	0	--	\$112,750	\$0	-100.0%	\$192,500	\$0	-100.0%	\$0	\$0	--	\$192,500	\$0	-100.0%
Coleta	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Cortland	18	3	16.7%	75	31	41.3%	\$121,500	\$115,500	-4.9%	\$140,000	\$148,500	+6.1%	\$112,294	\$114,535	+2.0%	\$137,335	\$149,100	+8.6%
Creston	6	1	16.7%	12	3	25.0%	\$49,000	\$37,100	-24.3%	\$122,250	\$127,000	+3.9%	\$49,000	\$34,402	-29.8%	\$109,900	\$122,600	+11.6%
Davis Junction	8	2	25.0%	19	8	42.1%	\$89,000	\$119,500	+34.3%	\$148,450	\$146,500	-1.3%	\$85,160	\$115,075	+35.1%	\$149,380	\$179,664	+20.3%
De Kalb	176	35	19.9%	365	101	27.7%	\$88,000	\$81,500	-7.4%	\$141,000	\$140,625	-0.3%	\$98,958	\$96,164	-2.8%	\$145,499	\$149,193	+2.5%
Deer Grove	2	0	0.0%	1	0	0.0%	\$0	\$0	--	\$0	\$138,000	--	\$0	\$0	--	\$0	\$138,000	--
Dixon, Nelson	138	13	9.4%	247	28	11.3%	\$47,500	\$38,400	-19.2%	\$103,000	\$100,000	-2.9%	\$72,672	\$53,509	-26.4%	\$116,579	\$123,722	+6.1%
Eldena	0	0	--	1	0	0.0%	\$0	\$0	--	\$110,000	\$60,000	-45.5%	\$0	\$0	--	\$110,000	\$60,000	-45.5%
Elizabeth	2	0	0.0%	1	0	0.0%	\$0	\$0	--	\$0	\$155,000	--	\$0	\$0	--	\$0	\$155,000	--
Erie	3	1	33.3%	3	0	0.0%	\$0	\$0	--	\$90,500	\$130,000	+43.6%	\$0	\$0	--	\$90,500	\$169,000	+86.7%
Esmond	1	0	0.0%	6	1	16.7%	\$36,000	\$24,500	-31.9%	\$118,000	\$151,500	+28.4%	\$36,000	\$24,500	-31.9%	\$118,000	\$163,300	+38.4%
Fairdale	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Forreston	4	0	0.0%	5	0	0.0%	\$24,716	\$0	-100.0%	\$0	\$105,000	--	\$24,716	\$0	-100.0%	\$0	\$84,280	--
Fulton	2	1	50.0%	5	2	40.0%	\$112,001	\$59,500	-46.9%	\$80,000	\$90,000	+12.5%	\$112,001	\$59,500	-46.9%	\$75,959	\$91,667	+20.7%
Genoa	32	9	28.1%	103	32	31.1%	\$129,342	\$128,950	-0.3%	\$140,250	\$155,000	+10.5%	\$127,591	\$136,867	+7.3%	\$149,233	\$160,135	+7.3%
Harding, Earlville	26	3	11.5%	41	24	58.5%	\$41,100	\$58,950	+43.4%	\$115,000	\$125,000	+8.7%	\$61,850	\$64,911	+5.0%	\$130,567	\$139,477	+6.8%
Harmon	3	0	0.0%	2	0	0.0%	\$53,250	\$0	-100.0%	\$8,433	\$174,000	+1963.3%	\$53,250	\$0	-100.0%	\$8,433	\$174,000	+1963.3%
Hinckley	14	0	0.0%	48	14	29.2%	\$115,000	\$95,450	-17.0%	\$150,500	\$193,700	+28.7%	\$113,286	\$101,444	-10.5%	\$177,857	\$189,466	+6.5%
Kingston	10	2	20.0%	33	6	18.2%	\$95,000	\$103,750	+9.2%	\$182,450	\$210,000	+15.1%	\$108,958	\$106,817	-2.0%	\$189,181	\$202,207	+6.9%
Kirkland	14	4	28.6%	26	12	46.2%	\$84,000	\$94,550	+12.6%	\$104,250	\$120,000	+15.1%	\$91,665	\$99,433	+8.5%	\$115,030	\$119,279	+3.7%
Lake Carroll	47	0	0.0%	29	0	0.0%	\$0	\$0	--	\$206,250	\$290,000	+40.6%	\$0	\$0	--	\$230,724	\$332,503	+44.1%
Lake Summerset	10	2	20.0%	7	3	42.9%	\$193,624	\$62,501	-67.7%	\$210,175	\$160,000	-23.9%	\$193,624	\$57,667	-70.2%	\$202,463	\$227,475	+12.4%
Leaf River	7	1	14.3%	8	1	12.5%	\$100,750	\$20,000	-80.1%	\$150,000	\$116,000	-22.7%	\$100,750	\$20,000	-80.1%	\$150,000	\$162,986	+8.7%
Lee Center	0	0	--	0	0	--	\$0	\$0	--	\$65,000	\$0	-100.0%	\$0	\$0	--	\$65,000	\$0	-100.0%
Lindenwood	1	0	0.0%	4	0	0.0%	\$110,000	\$0	-100.0%	\$147,500	\$170,000	+15.3%	\$92,467	\$0	-100.0%	\$147,500	\$170,225	+15.4%
Lowell, Tonica	5	2	40.0%	12	2	16.7%	\$71,500	\$64,006	-10.5%	\$95,450	\$76,950	-19.4%	\$72,683	\$64,006	-11.9%	\$124,317	\$120,420	-3.1%

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							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Lyndon	4	0	0.0%	3	1	33.3%	\$0	\$11,500	--	\$78,000	\$62,950	-19.3%	\$0	\$11,500	--	\$101,929	\$62,950	-38.2%
Malta	2	1	50.0%	20	5	25.0%	\$86,000	\$87,000	+1.2%	\$140,000	\$138,000	-1.4%	\$109,573	\$78,325	-28.5%	\$138,809	\$130,827	-5.8%
Milledgeville	7	1	14.3%	12	1	8.3%	\$20,400	\$57,015	+179.5%	\$57,500	\$65,000	+13.0%	\$20,400	\$57,015	+179.5%	\$61,250	\$61,973	+1.2%
Monroe Center	2	1	50.0%	7	3	42.9%	\$0	\$130,000	--	\$137,000	\$237,500	+73.4%	\$0	\$112,667	--	\$149,700	\$197,500	+31.9%
Morrison	44	1	2.3%	77	7	9.1%	\$32,500	\$31,013	-4.6%	\$81,500	\$92,500	+13.5%	\$32,500	\$32,030	-1.4%	\$113,174	\$108,763	-3.9%
Mount Morris	24	5	20.8%	52	7	13.5%	\$39,250	\$27,500	-29.9%	\$88,500	\$60,000	-32.2%	\$42,639	\$48,829	+14.5%	\$88,838	\$66,579	-25.1%
Nachusa	1	0	0.0%	0	0	--	\$0	\$0	--	\$12,500	\$0	-100.0%	\$0	\$0	--	\$12,500	\$0	-100.0%
Oregon	43	4	9.3%	65	14	21.5%	\$52,200	\$70,500	+35.1%	\$153,450	\$120,000	-21.8%	\$85,377	\$85,972	+0.7%	\$139,538	\$120,659	-13.5%
Polo	25	2	8.0%	35	4	11.4%	\$38,450	\$21,500	-44.1%	\$73,450	\$91,500	+24.6%	\$48,717	\$22,375	-54.1%	\$81,558	\$97,763	+19.9%
Prophetstown	15	0	0.0%	16	1	6.3%	\$0	\$50,000	--	\$83,500	\$77,500	-7.2%	\$0	\$50,000	--	\$81,733	\$81,100	-0.8%
Rochelle, Flagg Center, Hillcrest, Kings	85	8	9.4%	147	32	21.8%	\$71,000	\$61,950	-12.7%	\$111,500	\$116,900	+4.8%	\$80,495	\$67,083	-16.7%	\$127,074	\$129,518	+1.9%
Rock Falls	88	4	4.5%	138	18	13.0%	\$41,722	\$33,000	-20.9%	\$68,950	\$76,250	+10.6%	\$46,232	\$32,931	-28.8%	\$76,172	\$93,406	+22.6%
Shabbona	8	0	0.0%	13	5	38.5%	\$68,000	\$69,000	+1.5%	\$140,000	\$150,000	+7.1%	\$68,000	\$69,278	+1.9%	\$138,433	\$155,188	+12.1%
Shannon	1	0	0.0%	5	0	0.0%	\$0	\$0	--	\$0	\$55,000	--	\$0	\$0	--	\$0	\$69,180	--
Somonauk	22	5	22.7%	40	10	25.0%	\$83,365	\$109,312	+31.1%	\$137,500	\$157,500	+14.5%	\$83,204	\$109,597	+31.7%	\$149,276	\$170,307	+14.1%
Sterling	140	8	5.7%	250	30	12.0%	\$44,250	\$30,000	-32.2%	\$81,950	\$88,700	+8.2%	\$54,689	\$41,968	-23.3%	\$104,149	\$107,374	+3.1%
Stillman Valley	6	0	0.0%	11	3	27.3%	\$66,500	\$75,000	+12.8%	\$163,750	\$159,828	-2.4%	\$86,383	\$80,818	-6.4%	\$170,536	\$160,394	-5.9%
Tampico	7	1	14.3%	13	3	23.1%	\$0	\$23,600	--	\$69,500	\$65,500	-5.8%	\$0	\$27,200	--	\$84,708	\$61,900	-26.9%
Waterman	14	1	7.1%	30	14	46.7%	\$68,500	\$114,281	+66.8%	\$128,750	\$102,500	-20.4%	\$73,538	\$117,303	+59.5%	\$116,179	\$111,828	-3.7%
Woosung	2	0	0.0%	0	0	--	\$0	\$0	--	\$190,000	\$0	-100.0%	\$0	\$0	--	\$190,000	\$0	-100.0%