

Lender-Mediated Report – September 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: 17.9%



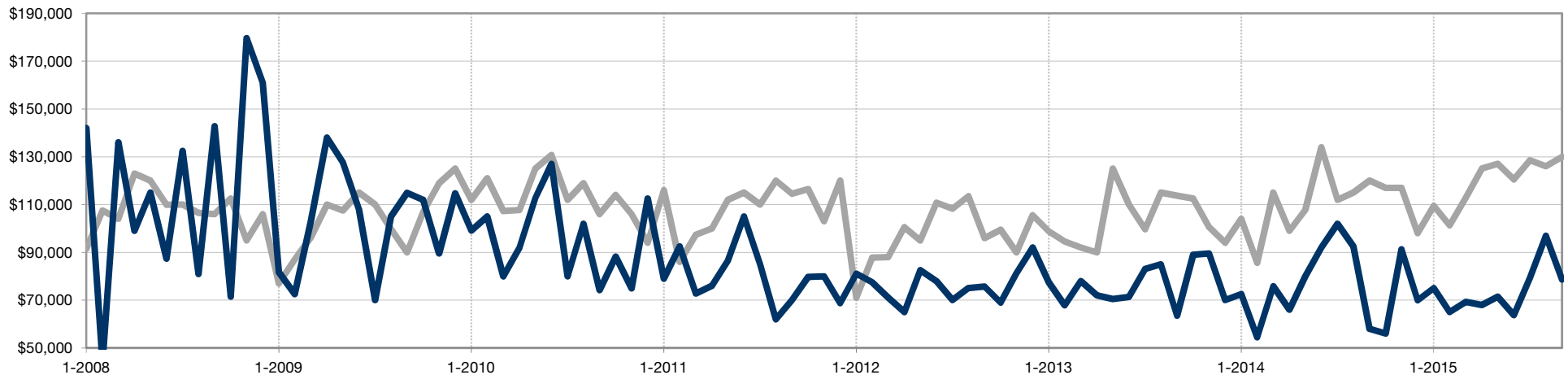
Closed Sales	9-2014	9-2015	+ / -
Traditional	119	165	+38.7%
REO	27	31	+14.8%
Short Sales	7	5	-28.6%
Total Market*	153	201	+31.4%

Median Sales Price	9-2014	9-2015	+ / -
Traditional	\$120,000	\$130,000	+8.3%
REO	\$53,200	\$62,000	+16.5%
Short Sales	\$148,000	\$87,500	-40.9%
Total Market*	\$108,000	\$121,500	+12.5%

*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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September 2015

	Homes for Sale			Closed Sales			Median Sales Price						Average Sales Price					
	Current Month			Last 12 Months			For the 12 Months Ending...						For the 12 Months Ending...					
	Total	Lender-Mediated	Share	Total	Lender-Mediated	Share	9-2014	9-2015	+ / -	9-2014	9-2015	+ / -	9-2014	9-2015	+ / -	9-2014	9-2015	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Albany	1	0	0.0%	4	0	0.0%	\$0	\$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	12	4	33.3%	27	6	22.2%	\$44,000	\$31,200	-29.1%	\$138,150	\$183,000	+32.5%	\$75,275	\$58,550	-22.2%	\$176,060	\$189,914	+7.9%
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	3	13.6%	47	9	19.1%	\$111,500	\$100,619	-9.8%	\$145,250	\$176,500	+21.5%	\$105,288	\$94,963	-9.8%	\$164,385	\$165,880	+0.9%
Chana	5	1	20.0%	10	2	20.0%	\$18,650	\$117,500	+530.0%	\$62,500	\$174,500	+179.2%	\$25,383	\$117,500	+362.9%	\$100,807	\$182,875	+81.4%
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	16	3	18.8%	80	35	43.8%	\$122,450	\$115,500	-5.7%	\$140,000	\$153,000	+9.3%	\$111,716	\$112,971	+1.1%	\$136,923	\$150,280	+9.8%
Creston	3	0	0.0%	12	4	33.3%	\$0	\$37,350	--	\$122,250	\$121,000	-1.0%	\$0	\$38,051	--	\$109,900	\$120,050	+9.2%
Davis Junction	9	2	22.2%	18	8	44.4%	\$89,000	\$119,500	+34.3%	\$136,900	\$151,750	+10.8%	\$85,160	\$115,075	+35.1%	\$146,255	\$183,930	+25.8%
De Kalb	182	33	18.1%	363	102	28.1%	\$90,000	\$85,031	-5.5%	\$140,000	\$140,000	0.0%	\$99,825	\$96,574	-3.3%	\$144,485	\$147,526	+2.1%
Deer Grove	2	0	0.0%	1	0	0.0%	\$0	\$0	--	\$41,500	\$138,000	+232.5%	\$0	\$0	--	\$41,500	\$138,000	+232.5%
Dixon, Nelson	163	9	5.5%	226	31	13.7%	\$54,275	\$38,299	-29.4%	\$100,000	\$104,000	+4.0%	\$79,827	\$51,640	-35.3%	\$112,526	\$128,200	+13.9%
Eldena	1	0	0.0%	0	0	--	\$0	\$0	--	\$110,000	\$0	-100.0%	\$0	\$0	--	\$110,000	\$0	-100.0%
Elizabeth	2	0	0.0%	1	0	0.0%	\$0	\$0	--	\$0	\$155,000	--	\$0	\$0	--	\$0	\$155,000	--
Erie	2	1	50.0%	2	0	0.0%	\$0	\$0	--	\$90,500	\$98,500	+8.8%	\$0	\$0	--	\$90,500	\$98,500	+8.8%
Esmond	1	0	0.0%	5	0	0.0%	\$36,000	\$0	-100.0%	\$118,000	\$151,500	+28.4%	\$36,000	\$0	-100.0%	\$118,000	\$163,300	+38.4%
Fairdale	0	0	--	0	0	--	\$0	\$0	--	\$10,000	\$0	-100.0%	\$0	\$0	--	\$10,000	\$0	-100.0%
Forreston	3	0	0.0%	6	1	16.7%	\$31,000	\$18,432	-40.5%	\$0	\$105,000	--	\$31,000	\$18,432	-40.5%	\$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	34	8	23.5%	99	34	34.3%	\$135,104	\$127,244	-5.8%	\$150,000	\$154,000	+2.7%	\$130,365	\$132,042	+1.3%	\$155,260	\$158,078	+1.8%
Harding, Earlville	27	5	18.5%	38	20	52.6%	\$42,050	\$43,501	+3.4%	\$116,500	\$122,500	+5.2%	\$59,118	\$65,049	+10.0%	\$135,250	\$135,340	+0.1%
Harmon	2	0	0.0%	3	1	33.3%	\$102,500	\$4,000	-96.1%	\$8,433	\$174,000	+1963.3%	\$102,500	\$4,000	-96.1%	\$8,433	\$174,000	+1963.3%
Hinckley	13	0	0.0%	48	15	31.3%	\$107,000	\$101,000	-5.6%	\$150,500	\$192,900	+28.2%	\$111,738	\$105,615	-5.5%	\$175,438	\$188,586	+7.5%
Kingston	9	2	22.2%	33	5	15.2%	\$120,000	\$112,500	-6.3%	\$171,200	\$201,250	+17.6%	\$123,238	\$122,180	-0.9%	\$192,244	\$200,379	+4.2%
Kirkland	11	3	27.3%	28	12	42.9%	\$85,000	\$83,750	-1.5%	\$111,450	\$116,000	+4.1%	\$95,206	\$93,183	-2.1%	\$122,546	\$116,488	-4.9%
Lake Carroll	49	0	0.0%	25	0	0.0%	\$0	\$0	--	\$206,250	\$261,250	+26.7%	\$0	\$0	--	\$225,120	\$311,514	+38.4%
Lake Summerset	14	2	14.3%	4	2	50.0%	\$193,624	\$68,501	-64.6%	\$189,350	\$152,450	-19.5%	\$193,624	\$68,501	-64.6%	\$189,250	\$152,450	-19.4%
Leaf River	10	1	10.0%	8	1	12.5%	\$100,750	\$20,000	-80.1%	\$142,500	\$116,000	-18.6%	\$100,750	\$20,000	-80.1%	\$142,500	\$162,986	+14.4%
Lee Center	0	0	--	0	0	--	\$0	\$0	--	\$65,000	\$0	-100.0%	\$0	\$0	--	\$65,000	\$0	-100.0%
Lindenwood	0	0	--	3	0	0.0%	\$110,000	\$0	-100.0%	\$147,500	\$178,000	+20.7%	\$92,467	\$0	-100.0%	\$147,500	\$172,967	+17.3%
Lowell, Tonica	5	1	20.0%	13	4	30.8%	\$93,866	\$54,000	-42.5%	\$95,450	\$74,000	-22.5%	\$93,866	\$57,753	-38.5%	\$124,317	\$103,522	-16.7%

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September 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	9-2014	9-2015	+ / -	9-2014	9-2015	+ / -	9-2014	9-2015	+ / -	9-2014	9-2015	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Lyndon	5	0	0.0%	2	1	50.0%	\$0	\$11,500	--	\$78,000	\$49,900	-36.0%	\$0	\$11,500	--	\$101,929	\$49,900	-51.0%
Malta	5	1	20.0%	19	6	31.6%	\$78,000	\$87,500	+12.2%	\$142,500	\$138,000	-3.2%	\$104,277	\$88,830	-14.8%	\$148,933	\$132,077	-11.3%
Milledgeville	7	0	0.0%	11	1	9.1%	\$20,400	\$57,015	+179.5%	\$57,500	\$61,500	+7.0%	\$20,400	\$57,015	+179.5%	\$61,250	\$58,670	-4.2%
Monroe Center	1	0	0.0%	8	3	37.5%	\$0	\$130,000	--	\$137,000	\$177,500	+29.6%	\$0	\$112,667	--	\$130,667	\$177,875	+36.1%
Morrison	43	0	0.0%	72	7	9.7%	\$32,500	\$31,013	-4.6%	\$84,250	\$92,500	+9.8%	\$32,500	\$32,030	-1.4%	\$117,989	\$106,285	-9.9%
Mount Morris	21	3	14.3%	51	7	13.7%	\$40,000	\$27,500	-31.3%	\$97,000	\$65,000	-33.0%	\$47,656	\$48,829	+2.5%	\$91,367	\$68,426	-25.1%
Nachusa	3	0	0.0%	0	0	--	\$0	\$0	--	\$12,500	\$0	-100.0%	\$0	\$0	--	\$12,500	\$0	-100.0%
Oregon	44	6	13.6%	72	16	22.2%	\$59,000	\$53,950	-8.6%	\$160,450	\$109,000	-32.1%	\$89,971	\$79,942	-11.1%	\$146,623	\$115,708	-21.1%
Polo	26	1	3.8%	39	6	15.4%	\$39,000	\$23,000	-41.0%	\$72,000	\$91,500	+27.1%	\$52,827	\$36,417	-31.1%	\$78,572	\$97,168	+23.7%
Prophetstown	10	0	0.0%	17	1	5.9%	\$0	\$50,000	--	\$83,500	\$71,250	-14.7%	\$0	\$50,000	--	\$81,400	\$80,094	-1.6%
Rochelle, Flagg Center, Hillcrest, Kings	84	9	10.7%	145	31	21.4%	\$72,000	\$57,000	-20.8%	\$115,000	\$118,400	+3.0%	\$80,508	\$65,698	-18.4%	\$128,768	\$130,393	+1.3%
Rock Falls	88	5	5.7%	139	17	12.2%	\$39,924	\$30,000	-24.9%	\$70,000	\$76,000	+8.6%	\$47,710	\$32,574	-31.7%	\$76,800	\$91,610	+19.3%
Shabbona	6	0	0.0%	15	5	33.3%	\$65,000	\$69,000	+6.2%	\$140,000	\$142,250	+1.6%	\$62,000	\$69,278	+11.7%	\$138,300	\$150,490	+8.8%
Shannon	1	0	0.0%	4	0	0.0%	\$0	\$0	--	\$0	\$61,450	--	\$0	\$0	--	\$0	\$74,725	--
Somonauk	22	7	31.8%	41	11	26.8%	\$83,365	\$108,624	+30.3%	\$141,250	\$158,500	+12.2%	\$85,422	\$103,088	+20.7%	\$162,344	\$173,757	+7.0%
Sterling	149	6	4.0%	251	29	11.6%	\$45,000	\$30,000	-33.3%	\$81,450	\$88,500	+8.7%	\$58,362	\$42,502	-27.2%	\$102,026	\$109,201	+7.0%
Stillman Valley	6	0	0.0%	13	3	23.1%	\$69,000	\$75,000	+8.7%	\$155,000	\$162,500	+4.8%	\$84,176	\$80,818	-4.0%	\$159,440	\$184,616	+15.8%
Tampico	7	1	14.3%	12	3	25.0%	\$0	\$23,600	--	\$68,000	\$68,500	+0.7%	\$0	\$27,200	--	\$80,846	\$66,111	-18.2%
Waterman	13	1	7.7%	30	14	46.7%	\$67,000	\$108,516	+62.0%	\$137,500	\$96,000	-30.2%	\$71,271	\$114,667	+60.9%	\$130,367	\$107,797	-17.3%
Woosung	2	0	0.0%	0	0	--	\$0	\$0	--	\$190,000	\$0	-100.0%	\$0	\$0	--	\$190,000	\$0	-100.0%