

# Lender-Mediated Report – February 2016

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: 23.3%



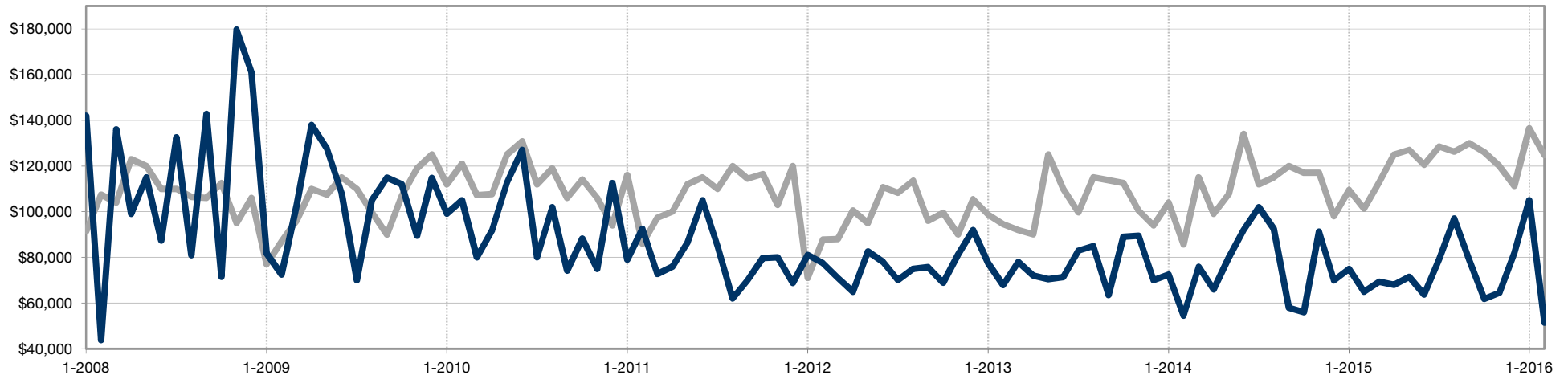
Closed Sales	2-2015	2-2016	+ / -
Traditional	66	79	+19.7%
REO	23	20	-13.0%
Short Sales	6	4	-33.3%
Total Market*	95	103	+8.4%

Median Sales Price	2-2015	2-2016	+ / -
Traditional	\$101,250	\$124,750	+23.2%
REO	\$53,900	\$38,750	-28.1%
Short Sales	\$153,755	\$107,750	-29.9%
Total Market*	\$90,000	\$104,900	+16.6%

\*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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## February 2016

	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	2-2015			2-2016			2-2015			2-2016		
							+	-	+	-	+	-	+	-				
	Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties								
Albany	1	0	0.0%	2	0	0.0%	\$103	\$0	-100.0%	\$165,000	\$147,500	-10.6%	\$0	\$0	--	\$149,967	\$147,500	-1.6%
Baileyville	1	0	0.0%	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Baker, Leland	11	2	18.2%	31	6	19.4%	\$35,915	\$105,838	+194.7%	\$174,950	\$180,000	+2.9%	\$51,294	\$106,513	+107.7%	\$178,238	\$193,568	+8.6%
Balance of DeKalb County	1	1	100.0%	0	0	--	\$230,000	\$0	-100.0%	\$0	\$0	--	\$230,000	\$0	-100.0%	\$0	\$0	--
Byron	14	2	14.3%	53	11	20.8%	\$125,950	\$100,619	-20.1%	\$136,000	\$168,450	+23.9%	\$117,731	\$105,729	-10.2%	\$146,981	\$175,500	+19.4%
Chana	1	0	0.0%	10	3	30.0%	\$40,000	\$90,000	+125.0%	\$156,000	\$172,000	+10.3%	\$40,000	\$96,333	+140.8%	\$162,000	\$180,286	+11.3%
Clare	0	0	--	1	0	0.0%	\$112,750	\$0	-100.0%	\$192,500	\$150,000	-22.1%	\$0	\$0	--	\$192,500	\$150,000	-22.1%
Coleta	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Cortland	11	2	18.2%	81	31	38.3%	\$116,000	\$115,000	-0.9%	\$148,950	\$146,550	-1.6%	\$115,221	\$109,172	-5.2%	\$144,014	\$147,008	+2.1%
Creston	5	1	20.0%	11	4	36.4%	\$49,000	\$37,350	-23.8%	\$115,000	\$142,900	+24.3%	\$49,000	\$55,801	+13.9%	\$108,878	\$138,414	+27.1%
Davis Junction	4	1	25.0%	18	8	44.4%	\$110,500	\$107,050	-3.1%	\$160,000	\$142,400	-11.0%	\$104,160	\$95,388	-8.4%	\$176,690	\$150,630	-14.7%
De Kalb	133	23	17.3%	363	88	24.2%	\$85,000	\$95,000	+11.8%	\$143,500	\$140,000	-2.4%	\$97,656	\$96,702	-1.0%	\$148,073	\$149,598	+1.0%
Deer Grove	0	0	--	1	0	0.0%	\$0	\$0	--	\$0	\$138,000	--	\$0	\$0	--	\$0	\$138,000	--
Dixon, Nelson	114	12	10.5%	246	22	8.9%	\$44,950	\$35,450	-21.1%	\$101,500	\$100,000	-1.5%	\$62,625	\$35,081	-44.0%	\$114,556	\$121,931	+6.4%
Eidena	0	0	--	1	0	0.0%	\$0	\$0	--	\$110,000	\$60,000	-45.5%	\$0	\$0	--	\$110,000	\$60,000	-45.5%
Elizabeth	0	0	--	1	0	0.0%	\$0	\$0	--	\$0	\$155,000	--	\$0	\$0	--	\$0	\$155,000	--
Erie	2	0	0.0%	5	1	20.0%	\$0	\$42,299	--	\$0	\$126,950	--	\$0	\$42,299	--	\$0	\$157,725	--
Esmond	1	0	0.0%	6	2	33.3%	\$0	\$37,375	--	\$151,500	\$160,000	+5.6%	\$0	\$37,375	--	\$151,500	\$166,250	+9.7%
Fairdale	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Forreston	3	0	0.0%	6	1	16.7%	\$18,432	\$64,000	+247.2%	\$60,000	\$114,500	+90.8%	\$18,432	\$64,000	+247.2%	\$60,000	\$137,280	+128.8%
Fulton	1	0	0.0%	4	2	50.0%	\$122,001	\$39,250	-67.8%	\$80,000	\$66,500	-16.9%	\$122,001	\$39,250	-67.8%	\$88,400	\$66,500	-24.8%
Genoa	19	4	21.1%	95	23	24.2%	\$139,000	\$115,000	-17.3%	\$150,000	\$160,000	+6.7%	\$146,744	\$114,670	-21.9%	\$149,722	\$165,242	+10.4%
Harding, Earlville	24	2	8.3%	40	22	55.0%	\$47,500	\$60,000	+26.3%	\$96,450	\$157,500	+63.3%	\$76,755	\$65,225	-15.0%	\$112,039	\$156,772	+39.9%
Harmon	2	0	0.0%	2	0	0.0%	\$4,000	\$0	-100.0%	\$8,433	\$174,000	+1963.3%	\$4,000	\$0	-100.0%	\$8,433	\$174,000	+1963.3%
Hinckley	13	0	0.0%	43	11	25.6%	\$95,000	\$101,000	+6.3%	\$168,000	\$203,500	+21.1%	\$109,526	\$101,131	-7.7%	\$179,298	\$201,003	+12.1%
Kingston	11	1	9.1%	27	5	18.5%	\$116,250	\$43,500	-62.6%	\$174,200	\$201,250	+15.5%	\$126,712	\$42,677	-66.3%	\$198,845	\$185,682	-6.6%
Kirkland	10	2	20.0%	30	14	46.7%	\$91,500	\$94,550	+3.3%	\$114,950	\$129,000	+12.2%	\$98,164	\$102,229	+4.1%	\$125,787	\$133,113	+5.8%
Lake Carroll	19	0	0.0%	33	0	0.0%	\$0	\$0	--	\$227,500	\$310,100	+36.3%	\$0	\$0	--	\$296,406	\$326,536	+10.2%
Lake Summerset	12	2	16.7%	11	4	36.4%	\$193,624	\$68,501	-64.6%	\$210,175	\$149,000	-29.1%	\$193,624	\$76,955	-60.3%	\$202,463	\$217,089	+7.2%
Leaf River	6	1	16.7%	7	0	0.0%	\$36,000	\$0	-100.0%	\$150,000	\$95,000	-36.7%	\$73,833	\$0	-100.0%	\$140,833	\$150,771	+7.1%
Lee Center	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Lindenwood	2	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	4	1	25.0%	14	2	14.3%	\$75,006	\$36,500	-51.3%	\$115,000	\$76,950	-33.1%	\$74,436	\$36,500	-51.0%	\$136,378	\$111,975	-17.9%

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## February 2016

**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...

	Homes for Sale			Closed Sales			Median Sales Price						Average Sales Price					
	Current Month			Last 12 Months			2-2015			2-2016			2-2015			2-2016		
	Total	Lender-Mediated	Share	Total	Lender-Mediated	Share	Lender-Mediated	Traditional Properties	+/-	Lender-Mediated	Traditional Properties	+/-	Lender-Mediated	Traditional Properties	+/-	Lender-Mediated	Traditional Properties	+/-
Lyndon	3	0	0.0%	5	0	0.0%	\$11,500	\$0	-100.0%	\$63,950	\$117,000	+83.0%	\$11,500	\$0	-100.0%	\$95,425	\$126,000	+32.0%
Malta	5	0	0.0%	20	3	15.0%	\$86,500	\$58,627	-32.2%	\$117,000	\$138,000	+17.9%	\$96,877	\$79,542	-17.9%	\$123,278	\$132,876	+7.8%
Milledgeville	3	0	0.0%	15	2	13.3%	\$0	\$33,508	--	\$57,500	\$65,000	+13.0%	\$0	\$33,508	--	\$61,250	\$60,977	-0.4%
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	37	2	5.4%	68	6	8.8%	\$35,800	\$30,357	-15.2%	\$83,500	\$102,500	+22.8%	\$35,950	\$34,519	-4.0%	\$109,298	\$114,963	+5.2%
Mount Morris	19	3	15.8%	42	8	19.0%	\$41,500	\$25,250	-39.2%	\$89,000	\$57,500	-35.4%	\$50,243	\$38,575	-23.2%	\$86,795	\$64,358	-25.9%
Nachusa	2	1	50.0%	1	0	0.0%	\$0	\$0	--	\$12,500	\$87,500	+600.0%	\$0	\$0	--	\$12,500	\$87,500	+600.0%
Oregon	27	5	18.5%	68	19	27.9%	\$44,950	\$68,000	+51.3%	\$138,000	\$120,000	-13.0%	\$72,073	\$91,928	+27.5%	\$130,411	\$122,772	-5.9%
Polo	25	2	8.0%	28	2	7.1%	\$24,750	\$23,500	-5.1%	\$85,250	\$114,500	+34.3%	\$37,320	\$23,500	-37.0%	\$89,257	\$106,038	+18.8%
Prophetstown	13	0	0.0%	18	1	5.6%	\$0	\$50,000	--	\$65,000	\$100,000	+53.8%	\$0	\$50,000	--	\$67,300	\$92,089	+36.8%
Rochelle, Flagg Center, Hillcrest, Kings	84	8	9.5%	132	23	17.4%	\$70,000	\$65,000	-7.1%	\$120,750	\$110,000	-8.9%	\$79,969	\$70,955	-11.3%	\$130,813	\$125,039	-4.4%
Rock Falls	68	7	10.3%	129	15	11.6%	\$35,160	\$39,000	+10.9%	\$71,750	\$82,000	+14.3%	\$39,065	\$49,775	+27.4%	\$83,614	\$95,625	+14.4%
Shabbona	11	1	9.1%	14	4	28.6%	\$82,327	\$60,500	-26.5%	\$137,750	\$159,000	+15.4%	\$82,327	\$58,434	-29.0%	\$137,590	\$167,750	+21.9%
Shannon	1	0	0.0%	3	0	0.0%	\$0	\$0	--	\$55,000	\$47,000	-14.5%	\$0	\$0	--	\$77,000	\$48,850	-36.6%
Somonauk	11	3	27.3%	41	11	26.8%	\$97,450	\$100,000	+2.6%	\$134,000	\$157,500	+17.5%	\$96,190	\$96,714	+0.5%	\$138,279	\$172,290	+24.6%
Sterling	106	6	5.7%	248	27	10.9%	\$40,000	\$30,000	-25.0%	\$86,000	\$87,900	+2.2%	\$48,937	\$38,440	-21.4%	\$109,280	\$103,163	-5.6%
Stillman Valley	1	0	0.0%	10	3	30.0%	\$69,000	\$75,000	+8.7%	\$162,500	\$157,155	-3.3%	\$94,267	\$80,818	-14.3%	\$171,265	\$158,805	-7.3%
Tampico	6	0	0.0%	13	2	15.4%	\$23,600	\$29,000	+22.9%	\$70,250	\$68,500	-2.5%	\$23,600	\$29,000	+22.9%	\$87,610	\$68,945	-21.3%
Waterman	8	0	0.0%	25	9	36.0%	\$77,000	\$132,500	+72.1%	\$74,000	\$121,750	+64.5%	\$82,476	\$133,967	+62.4%	\$104,697	\$150,281	+43.5%
Woosung	1	0	0.0%	1	0	0.0%	\$0	\$0	--	\$190,000	\$150,000	-21.1%	\$0	\$0	--	\$190,000	\$150,000	-21.1%