

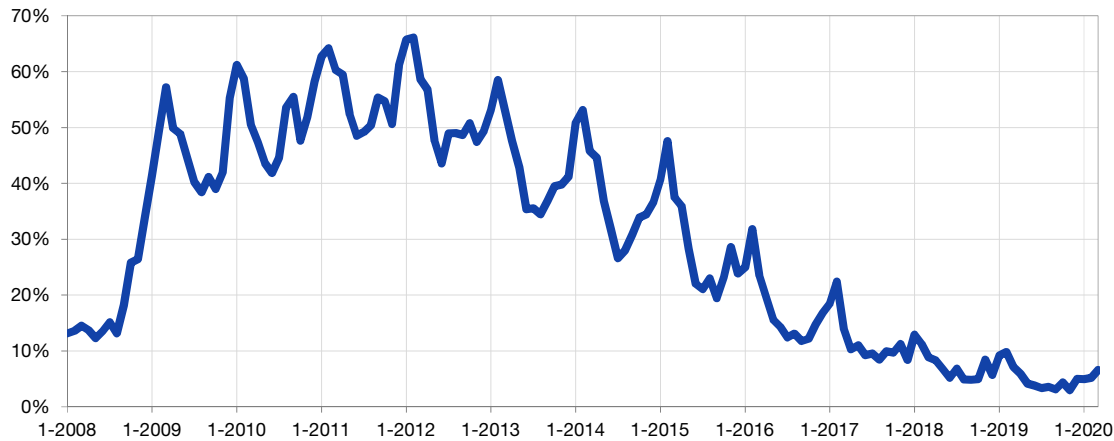
# Lender-Mediated Report – March 2020



A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC  
FOR MEMBERS OF THE THREE RIVERS 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: **6.6%**



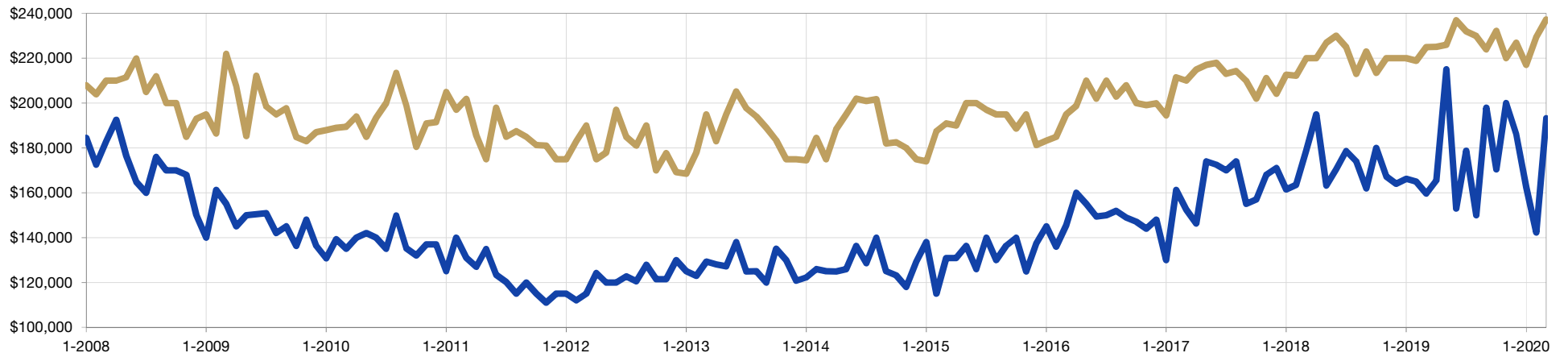
| Closed Sales  | 3-2019 | 3-2020 | + / -  |
|---------------|--------|--------|--------|
| Traditional   | 624    | 624    | 0.0%   |
| REO           | 36     | 32     | -11.1% |
| Short Sales   | 12     | 12     | 0.0%   |
| Total Market* | 672    | 668    | -0.6%  |

| Median Sales Price | 3-2019    | 3-2020    | + / -  |
|--------------------|-----------|-----------|--------|
| Traditional        | \$225,000 | \$237,300 | +5.5%  |
| REO                | \$156,050 | \$212,000 | +35.9% |
| Short Sales        | \$197,000 | \$184,500 | -6.3%  |
| Total Market*      | \$221,500 | \$234,500 | +5.9%  |

\* 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.

| March 2020              | Homes for Sale<br>Current Month |                 |       | Closed Sales<br>Last 12 Months |                 |       | Median Sales Price<br>For the 12 Months Ending... |           |         |                        |           |        | Average Sales Price<br>For the 12 Months Ending... |           |         |                        |           |        |
|-------------------------|---------------------------------|-----------------|-------|--------------------------------|-----------------|-------|---|-----------|---------|------------------------|-----------|--------|--|-----------|---------|------------------------|-----------|--------|
|                         | Total                           | Lender-Mediated | Share | Total                          | Lender-Mediated | Share | 3-2019  | 3-2020    | + / -   | 3-2019                 | 3-2020    | + / -  | 3-2019   | 3-2020    | + / -   | 3-2019                 | 3-2020    | + / -  |
|                         |                                 |                 |       |                                |                 |       | Lender-Mediated                                   |           |         | Traditional Properties |           |        | Lender-Mediated                                    |           |         | Traditional Properties |           |        |
| Bolingbrook             | 186                             | 14              | 7.5%  | 1,012                          | 69              | 6.8%  | \$178,500   | \$190,000 | +6.4%   | \$227,000              | \$237,000 | +4.4%  | \$193,249  | \$197,530 | +2.2%   | \$238,120              | \$244,851 | +2.8%  |
| Braidwood               | 27                              | 0               | 0.0%  | 85                             | 3               | 3.5%  | \$101,350   | \$129,900 | +28.2%  | \$179,900              | \$189,894 | +5.6%  | \$105,875  | \$132,967 | +25.6%  | \$180,260              | \$191,003 | +6.0%  |
| Channahon               | 102                             | 1               | 1.0%  | 232                            | 8               | 3.4%  | \$224,000   | \$232,500 | +3.8%   | \$250,000              | \$254,945 | +2.0%  | \$223,453  | \$225,600 | +1.0%   | \$258,347              | \$249,976 | -3.2%  |
| Coal City, Diamond      | 33                              | 0               | 0.0%  | 112                            | 9               | 8.0%  | \$147,000   | \$90,000  | -38.8%  | \$169,000              | \$187,000 | +10.7% | \$154,773  | \$110,036 | -28.9%  | \$196,396              | \$203,576 | +3.7%  |
| Crest Hill              | 51                              | 3               | 5.9%  | 283                            | 14              | 4.9%  | \$151,125   | \$169,750 | +12.3%  | \$176,900              | \$175,567 | -0.8%  | \$149,121  | \$158,350 | +6.2%   | \$180,108              | \$182,993 | +1.6%  |
| Custer Park             | 6                               | 0               | 0.0%  | 15                             | 0               | 0.0%  | \$315,107   | \$0       | -100.0% | \$267,000              | \$195,000 | -27.0% | \$315,107  | \$0       | -100.0% | \$252,479              | \$250,327 | -0.9%  |
| Elwood                  | 19                              | 0               | 0.0%  | 65                             | 2               | 3.1%  | \$146,000   | \$255,500 | +75.0%  | \$205,000              | \$204,900 | -0.0%  | \$163,857  | \$255,500 | +55.9%  | \$223,825              | \$216,685 | -3.2%  |
| Frankfort               | 152                             | 3               | 2.0%  | 540                            | 20              | 3.7%  | \$232,500   | \$333,750 | +43.5%  | \$325,000              | \$334,998 | +3.1%  | \$239,104  | \$293,963 | +22.9%  | \$338,230              | \$350,877 | +3.7%  |
| Gardner                 | 6                               | 3               | 50.0% | 15                             | 2               | 13.3% | \$67,523  | \$106,801 | +58.2%  | \$132,500              | \$132,500 | 0.0%   | \$67,523   | \$106,801 | +58.2%  | \$126,409              | \$154,537 | +22.3% |
| Godley, Braceville      | 13                              | 3               | 23.1% | 15                             | 2               | 13.3% | \$72,900  | \$116,500 | +59.8%  | \$148,250              | \$137,000 | -7.6%  | \$72,900   | \$116,500 | +59.8%  | \$154,600              | \$134,377 | -13.1% |
| Grundy County (other)   | 0                               | 0               | --    | 1                              | 0               | 0.0%  | \$0   | \$0       | --      | \$0                    | \$240,000 | --     | \$0  | \$0       | --      | \$0                    | \$240,000 | --     |
| Homer Glen              | 124                             | 3               | 2.4%  | 265                            | 12              | 4.5%  | \$324,500   | \$323,750 | -0.2%   | \$345,000              | \$350,000 | +1.4%  | \$332,781  | \$316,992 | -4.7%   | \$371,271              | \$367,331 | -1.1%  |
| Joliet                  | 283                             | 19              | 6.7%  | 1,736                          | 79              | 4.6%  | \$125,500   | \$123,000 | -2.0%   | \$173,500              | \$176,000 | +1.4%  | \$129,644  | \$130,028 | +0.3%   | \$175,762              | \$181,149 | +3.1%  |
| Kinsman, Mazon, Verona  | 16                              | 3               | 18.8% | 32                             | 1               | 3.1%  | \$316,111   | \$165,000 | -47.8%  | \$155,000              | \$149,900 | -3.3%  | \$316,111  | \$165,000 | -47.8%  | \$189,502              | \$179,968 | -5.0%  |
| Lockport, Homer         | 113                             | 3               | 2.7%  | 581                            | 19              | 3.3%  | \$163,400   | \$140,000 | -14.3%  | \$215,000              | \$213,250 | -0.8%  | \$164,603  | \$157,745 | -4.2%   | \$234,357              | \$238,348 | +1.7%  |
| Manhattan/Wilton Canter | 68                              | 2               | 2.9%  | 253                            | 3               | 1.2%  | \$221,874   | \$360,000 | +62.3%  | \$245,250              | \$243,823 | -0.6%  | \$225,709  | \$318,333 | +41.0%  | \$255,536              | \$252,782 | -1.1%  |
| Minooka                 | 50                              | 3               | 6.0%  | 227                            | 2               | 0.9%  | \$227,500   | \$255,000 | +12.1%  | \$226,000              | \$233,500 | +3.3%  | \$220,038  | \$255,000 | +15.9%  | \$226,044              | \$241,819 | +7.0%  |
| Morris                  | 80                              | 4               | 5.0%  | 259                            | 7               | 2.7%  | \$131,000   | \$97,000  | -26.0%  | \$186,000              | \$213,500 | +14.8% | \$133,021  | \$110,686 | -16.8%  | \$209,218              | \$236,819 | +13.2% |
| New Lenox               | 130                             | 5               | 3.8%  | 552                            | 20              | 3.6%  | \$227,000   | \$244,000 | +7.5%   | \$285,000              | \$290,000 | +1.8%  | \$225,727  | \$248,350 | +10.0%  | \$285,549              | \$295,738 | +3.6%  |
| Peotone                 | 21                              | 2               | 9.5%  | 74                             | 2               | 2.7%  | \$108,777   | \$186,000 | +71.0%  | \$200,000              | \$215,125 | +7.6%  | \$128,624  | \$186,000 | +44.6%  | \$214,346              | \$223,183 | +4.1%  |
| Plainfield              | 365                             | 19              | 5.2%  | 1,732                          | 64              | 3.7%  | \$225,000   | \$226,000 | +0.4%   | \$248,000              | \$256,000 | +3.2%  | \$235,743  | \$228,544 | -3.1%   | \$271,414              | \$279,204 | +2.9%  |
| Ritchie                 | 0                               | 0               | --    | 0                              | 0               | --    | \$0   | \$0       | --      | \$0                    | \$0       | --     | \$0  | \$0       | --      | \$0                    | \$0       | --     |
| Rockdale                | 0                               | 0               | --    | 15                             | 2               | 13.3% | \$75,250  | \$68,300  | -9.2%   | \$140,750              | \$150,000 | +6.6%  | \$75,250   | \$68,300  | -9.2%   | \$134,906              | \$130,185 | -3.5%  |
| Romeoville              | 95                              | 2               | 2.1%  | 634                            | 40              | 6.3%  | \$151,500   | \$152,000 | +0.3%   | \$189,000              | \$208,000 | +10.1% | \$160,223  | \$156,630 | -2.2%   | \$201,319              | \$210,778 | +4.7%  |
| Shorewood               | 93                              | 0               | 0.0%  | 377                            | 12              | 3.2%  | \$210,000   | \$221,000 | +5.2%   | \$250,000              | \$260,000 | +4.0%  | \$243,301  | \$214,742 | -11.7%  | \$259,786              | \$269,091 | +3.6%  |
| South Wilmington        | 2                               | 1               | 50.0% | 5                              | 0               | 0.0%  | \$36,863  | \$0       | -100.0% | \$104,950              | \$108,000 | +2.9%  | \$36,863   | \$0       | -100.0% | \$120,850              | \$102,880 | -14.9% |
| Symerton                | 0                               | 0               | --    | 0                              | 0               | --    | \$0   | \$0       | --      | \$0                    | \$0       | --     | \$0  | \$0       | --      | \$0                    | \$0       | --     |
| Wilmington              | 53                              | 3               | 5.7%  | 174                            | 9               | 5.2%  | \$101,500   | \$55,000  | -45.8%  | \$137,500              | \$165,000 | +20.0% | \$112,700  | \$101,894 | -9.6%   | \$149,941              | \$176,465 | +17.7% |