

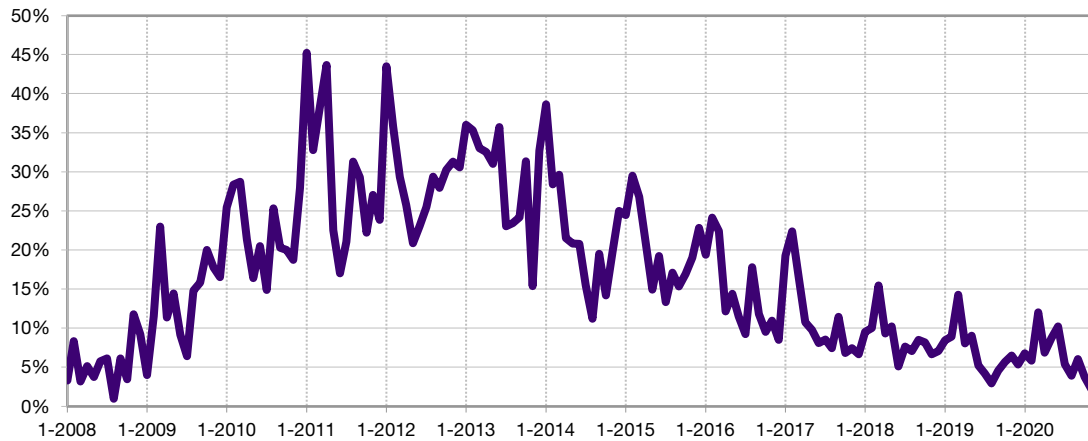
Lender-Mediated Report – December 2020

Illini Valley Association
of REALTORS®, Inc.

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC
FOR MEMBERS OF THE ILLINI VALLEY ASSOCIATION OF REALTORS®, INC.

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: 4.0%

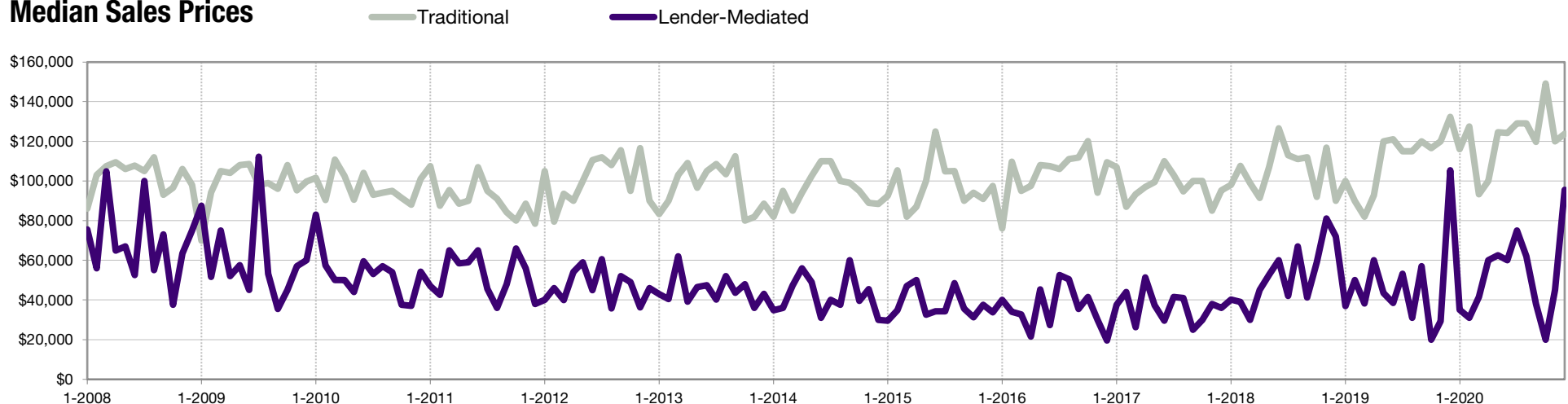


Closed Sales	12-2019	12-2020	+ / -
Traditional	124	144	+16.1%
REO	6	6	0.0%
Short Sales	1	0	-100.0%
Total Market*	131	150	+14.5%

Median Sales Price	12-2019	12-2020	+ / -
Traditional	\$132,250	\$123,750	-6.4%
REO	\$69,711	\$95,500	+37.0%
Short Sales	\$230,000	\$0	-100.0%
Total Market*	\$132,000	\$119,750	-9.3%

*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



Lender-Mediated Report – Activity by Area

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December 2020

	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	12-2019	12-2020	+ / -	12-2019	12-2020	+ / -	12-2019	12-2020	+ / -	12-2019	12-2020	+ / -
	Lender-Mediated			Lender-Mediated			Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Amboy	8	0	0.0%	43	3	7.0%	\$28,000	\$29,000	+3.6%	\$109,500	\$122,950	+12.3%	\$21,600	\$38,703	+79.2%	\$124,865	\$131,809	+5.6%
Arlington	0	0	--	3	0	0.0%	\$0	\$0	--	\$146,000	\$70,000	-52.1%	\$0	\$0	--	\$146,000	\$82,900	-43.2%
Ashton	5	0	0.0%	12	0	0.0%	\$0	\$0	--	\$95,000	\$157,250	+65.5%	\$0	\$0	--	\$100,616	\$150,075	+49.2%
Balance of Bureau County	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Balance of Marshall County	1	0	0.0%	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Balance of Putnam County	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Bradford	0	0	--	0	0	--	\$44,500	\$0	-100.0%	\$37,000	\$0	-100.0%	\$44,500	\$0	-100.0%	\$37,000	\$0	-100.0%
Buda	2	0	0.0%	8	1	12.5%	\$43,000	\$32,000	-25.6%	\$74,750	\$73,500	-1.7%	\$43,000	\$32,000	-25.6%	\$76,150	\$73,857	-3.0%
Bureau	2	1	50.0%	4	0	0.0%	\$17,775	\$0	-100.0%	\$0	\$8,350	--	\$17,692	\$0	-100.0%	\$0	\$10,925	--
Cedar Point	0	0	--	1	0	0.0%	\$0	\$0	--	\$107,450	\$42,000	-60.9%	\$0	\$0	--	\$107,450	\$42,000	-60.9%
Cherry	3	1	33.3%	8	0	0.0%	\$0	\$0	--	\$126,600	\$65,000	-48.7%	\$0	\$0	--	\$126,600	\$83,300	-34.2%
Compton	0	0	--	10	1	10.0%	\$52,500	\$31,000	-41.0%	\$157,500	\$215,000	+36.5%	\$52,500	\$31,000	-41.0%	\$169,000	\$206,983	+22.5%
Dalzell	0	0	--	6	0	0.0%	\$77,900	\$0	-100.0%	\$87,250	\$117,500	+34.7%	\$77,900	\$0	-100.0%	\$109,567	\$102,750	-6.2%
Dana	0	0	--	1	0	0.0%	\$0	\$0	--	\$0	\$47,000	--	\$0	\$0	--	\$0	\$47,000	--
DePue	0	0	--	5	1	20.0%	\$0	\$13,500	--	\$46,000	\$33,000	-28.3%	\$0	\$13,500	--	\$46,000	\$34,000	-26.1%
Dover	1	0	0.0%	0	0	--	\$18,000	\$0	-100.0%	\$0	\$0	--	\$18,000	\$0	-100.0%	\$0	\$0	--
Florid, Hennepin	2	0	0.0%	11	1	9.1%	\$0	\$12,000	--	\$123,750	\$103,750	-16.2%	\$0	\$12,000	--	\$148,292	\$135,090	-8.9%
Grand Ridge	1	0	0.0%	6	0	0.0%	\$65,000	\$0	-100.0%	\$73,000	\$114,000	+56.2%	\$65,000	\$0	-100.0%	\$139,893	\$120,521	-13.8%
Granville	3	1	33.3%	10	0	0.0%	\$0	\$0	--	\$85,000	\$146,500	+72.4%	\$0	\$0	--	\$89,911	\$171,050	+90.2%
Henry	4	0	0.0%	14	1	7.1%	\$31,500	\$27,500	-12.7%	\$96,500	\$78,000	-19.2%	\$27,067	\$27,500	+1.6%	\$104,133	\$84,908	-18.5%
Hollowayville, Princeton	43	2	4.7%	140	3	2.1%	\$36,000	\$64,897	+80.3%	\$128,000	\$131,500	+2.7%	\$78,800	\$200,466	+154.4%	\$130,108	\$152,201	+17.0%
Jonesville, Oglesby, Vermilionville, Piety Hill	14	0	0.0%	45	3	6.7%	\$63,450	\$40,500	-36.2%	\$86,000	\$117,920	+37.1%	\$64,225	\$70,167	+9.3%	\$105,773	\$124,051	+17.3%
Kasbeer	1	0	0.0%	1	0	0.0%	\$0	\$0	--	\$0	\$65,000	--	\$0	\$0	--	\$0	\$65,000	--
Lacon	2	0	0.0%	1	0	0.0%	\$39,500	\$0	-100.0%	\$102,000	\$67,000	-34.3%	\$39,500	\$0	-100.0%	\$102,000	\$67,000	-34.3%
Ladd	1	0	0.0%	11	1	9.1%	\$39,673	\$92,000	+131.9%	\$82,950	\$107,750	+29.9%	\$39,673	\$92,000	+131.9%	\$102,664	\$119,840	+16.7%
LaMoille	0	0	--	10	2	20.0%	\$0	\$52,500	--	\$97,500	\$92,500	-5.1%	\$0	\$52,500	--	\$94,250	\$98,600	+4.6%
LaSalle, Dimmick	20	0	0.0%	95	1	1.1%	\$47,000	\$38,000	-19.1%	\$80,000	\$99,500	+24.4%	\$67,271	\$38,000	-43.5%	\$105,687	\$123,547	+16.9%
Leonore	0	0	--	1	0	0.0%	\$0	\$0	--	\$0	\$45,000	--	\$0	\$0	--	\$0	\$45,000	--
Lostant, Mt. Palatine	1	0	0.0%	7	2	28.6%	\$0	\$64,500	--	\$113,000	\$79,900	-29.3%	\$0	\$64,500	--	\$103,500	\$83,740	-19.1%
Magnolia	1	0	0.0%	4	0	0.0%	\$70,000	\$0	-100.0%	\$175,000	\$247,500	+41.4%	\$70,000	\$0	-100.0%	\$175,000	\$240,375	+37.4%
Malden	1	0	0.0%	2	0	0.0%	\$0	\$0	--	\$92,450	\$104,500	+13.0%	\$0	\$0	--	\$92,450	\$104,500	+13.0%
Manlius	1	0	0.0%	3	0	0.0%	\$0	\$0	--	\$53,500	\$82,000	+53.3%	\$0	\$0	--	\$53,500	\$79,000	+47.7%
Mark	0	0	--	1	0	0.0%	\$19,900	\$0	-100.0%	\$72,000	\$40,000	-44.4%	\$19,900	\$0	-100.0%	\$72,000	\$40,000	-44.4%
Marseilles	14	0	0.0%	89	7	7.9%	\$30,200	\$80,000	+164.9%	\$122,500	\$132,500	+8.2%	\$35,540	\$152,000	+327.7%	\$161,020	\$157,761	-2.0%
McNabb	0	0	--	6	0	0.0%	\$44,500	\$0	-100.0%	\$74,950	\$102,500	+36.8%	\$44,500	\$0	-100.0%	\$74,950	\$142,883	+90.6%
Mendota	22	1	4.5%	75	5	6.7%	\$68,200	\$70,000	+2.6%	\$115,000	\$112,125	-2.5%	\$79,100	\$78,680	-0.5%	\$125,035	\$127,378	+1.9%

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	Current Month			Last 12 Months			For the 12 Months Ending...						For the 12 Months Ending...					
	Total	Lender-Mediated	Share	Total	Lender-Mediated	Share	12-2019	12-2020	+ / -	12-2019	12-2020	+ / -	12-2019	12-2020	+ / -	12-2019	12-2020	+ / -
	Lender-Mediated			Lender-Mediated			Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Meridan	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Mineral	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Neponset	0	0	--	1	1	100.0%	\$0	\$49,000	--	\$0	\$0	--	\$0	\$49,000	--	\$0	\$0	--
New Bedford	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Normandy, Walnut	9	1	11.1%	16	1	6.3%	\$20,000	\$7,350	-63.3%	\$62,500	\$89,000	+42.4%	\$20,000	\$7,350	-63.3%	\$96,500	\$97,667	+1.2%
Norway	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Ohio	3	0	0.0%	8	0	0.0%	\$135,000	\$0	-100.0%	\$145,000	\$85,000	-41.4%	\$135,000	\$0	-100.0%	\$132,083	\$119,438	-9.6%
Ottawa, Danway, Dayton, Naplate, Prairie Center	82	2	2.4%	361	19	5.3%	\$57,850	\$109,250	+88.9%	\$135,000	\$150,000	+11.1%	\$90,321	\$99,105	+9.7%	\$158,480	\$167,095	+5.4%
Paw Paw	3	0	0.0%	14	1	7.1%	\$240,000	\$92,000	-61.7%	\$126,000	\$140,000	+11.1%	\$240,000	\$92,000	-61.7%	\$170,189	\$153,122	-10.0%
Peru	17	1	5.9%	106	7	6.6%	\$44,250	\$46,100	+4.2%	\$124,500	\$130,000	+4.4%	\$44,250	\$54,979	+24.2%	\$150,312	\$143,029	-4.8%
Putnam, Lake Thunderbird	9	0	0.0%	51	1	2.0%	\$0	\$176,000	--	\$111,500	\$169,500	+52.0%	\$0	\$176,000	--	\$131,685	\$183,151	+39.1%
Ransom	0	0	--	3	0	0.0%	\$18,000	\$0	-100.0%	\$0	\$115,000	--	\$18,000	\$0	-100.0%	\$0	\$113,167	--
Rutland	0	0	--	0	0	--	\$0	\$0	--	\$124,000	\$0	-100.0%	\$0	\$0	--	\$124,000	\$0	-100.0%
Seatonville	0	0	--	1	0	0.0%	\$0	\$0	--	\$87,000	\$125,000	+43.7%	\$0	\$0	--	\$76,580	\$125,000	+63.2%
Seneca, Stavanger	7	0	0.0%	30	2	6.7%	\$147,500	\$61,080	-58.6%	\$142,000	\$181,500	+27.8%	\$142,850	\$61,080	-57.2%	\$163,460	\$200,975	+23.0%
Serena	0	0	--	3	0	0.0%	\$75,000	\$0	-100.0%	\$252,000	\$271,500	+7.7%	\$75,000	\$0	-100.0%	\$220,786	\$308,500	+39.7%
Sheffield	6	0	0.0%	13	1	7.7%	\$0	\$110,000	--	\$88,500	\$81,975	-7.4%	\$0	\$110,000	--	\$101,614	\$80,973	-20.3%
Sheridan	3	0	0.0%	38	2	5.3%	\$185,000	\$97,500	-47.3%	\$189,000	\$240,725	+27.4%	\$145,333	\$97,500	-32.9%	\$218,983	\$268,613	+22.7%
Spring Valley	10	0	0.0%	49	5	10.2%	\$37,500	\$46,000	+22.7%	\$93,000	\$117,700	+26.6%	\$41,750	\$77,494	+85.6%	\$109,344	\$141,773	+29.7%
Standard	0	0	--	4	0	0.0%	\$0	\$0	--	\$55,400	\$44,450	-19.8%	\$0	\$0	--	\$66,633	\$41,475	-37.8%
Streator, Kangley	36	0	0.0%	170	19	11.2%	\$20,500	\$26,900	+31.2%	\$65,000	\$74,000	+13.8%	\$31,762	\$43,910	+38.2%	\$72,292	\$81,490	+12.7%
Sublette	3	0	0.0%	6	0	0.0%	\$0	\$0	--	\$113,000	\$90,000	-20.4%	\$0	\$0	--	\$152,667	\$115,667	-24.2%
Tiskilwa	3	1	33.3%	12	2	16.7%	\$8,000	\$31,000	+287.5%	\$99,250	\$100,000	+0.8%	\$8,000	\$31,000	+287.5%	\$131,083	\$192,530	+46.9%
Toluca	4	1	25.0%	10	2	20.0%	\$0	\$34,000	--	\$54,000	\$60,500	+12.0%	\$0	\$34,000	--	\$82,238	\$70,968	-13.7%
Triumph	0	0	--	1	0	0.0%	\$0	\$0	--	\$93,000	\$9,000	-90.3%	\$0	\$0	--	\$93,000	\$9,000	-90.3%
Troy Grove	0	0	--	2	1	50.0%	\$0	\$60,000	--	\$75,000	\$60,000	-20.0%	\$0	\$60,000	--	\$75,000	\$60,000	-20.0%
Utica, North Utica, Waltham	5	0	0.0%	29	0	0.0%	\$100,000	\$0	-100.0%	\$136,000	\$112,000	-17.6%	\$100,000	\$0	-100.0%	\$142,658	\$130,393	-8.6%
Van Orin	1	0	0.0%	0	0	--	\$5,000	\$0	-100.0%	\$0	\$0	--	\$5,000	\$0	-100.0%	\$0	\$0	--
Varna, Lake Wildwood	4	0	0.0%	27	0	0.0%	\$105,421	\$0	-100.0%	\$189,950	\$200,000	+5.3%	\$105,421	\$0	-100.0%	\$225,128	\$215,828	-4.1%
Wedron	0	0	--	1	0	0.0%	\$0	\$0	--	\$0	\$138,000	--	\$0	\$0	--	\$0	\$138,000	--
Welland	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Wenona	4	0	0.0%	11	0	0.0%	\$24,950	\$0	-100.0%	\$103,950	\$102,500	-1.4%	\$24,950	\$0	-100.0%	\$97,675	\$96,727	-1.0%
West Brooklyn	1	0	0.0%	1	0	0.0%	\$0	\$0	--	\$132,500	\$289,900	+118.8%	\$0	\$0	--	\$132,500	\$289,900	+118.8%
Wyanet	2	0	0.0%	8	1	12.5%	\$15,000	\$41,900	+179.3%	\$81,500	\$82,500	+1.2%	\$15,000	\$41,900	+179.3%	\$92,933	\$127,071	+36.7%