

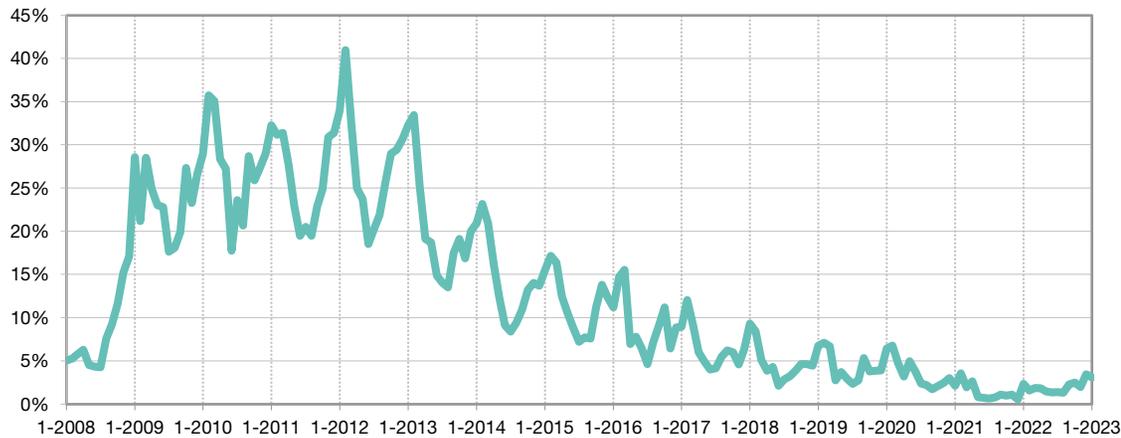
# Lender-Mediated Report – January 2023



A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC  
FOR MEMBERS OF THE NORTH SHORE BARRINGTON 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: 3.1%



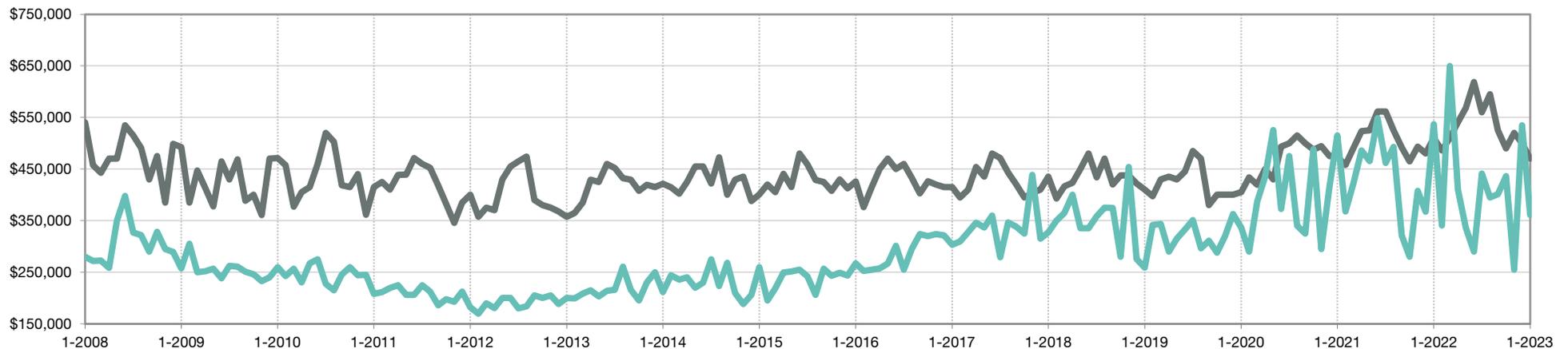
Closed Sales	1-2022	1-2023	+ / -
Traditional	504	283	-43.8%
REO	10	6	-40.0%
Short Sales	2	3	+50.0%
Total Market*	516	292	-43.4%

Median Sales Price	1-2022	1-2023	+ / -
Traditional	\$510,000	\$470,000	-7.8%
REO	\$536,500	\$297,000	-44.6%
Short Sales	\$605,000	\$400,000	-33.9%
Total Market*	\$510,000	\$467,000	-8.4%

\* 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.

January 2023

	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	1-2022	1-2023	+ / -	1-2022	1-2023	+ / -	1-2022	1-2023	+ / -	1-2022	1-2023	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Bannockburn	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Barrington Area	113	4	3.5%	760	14	1.8%	\$500,000	\$527,500	+5.5%	\$565,000	\$590,500	+4.5%	\$501,111	\$573,857	+14.5%	\$630,932	\$701,577	+11.2%
Deerfield	44	3	6.8%	420	7	1.7%	\$558,000	\$433,125	-22.4%	\$525,000	\$550,000	+4.8%	\$549,479	\$459,911	-16.3%	\$579,653	\$606,726	+4.7%
Evanston	106	4	3.8%	1,032	16	1.6%	\$274,950	\$191,470	-30.4%	\$365,000	\$384,000	+5.2%	\$302,769	\$204,167	-32.6%	\$477,672	\$515,680	+8.0%
Glencoe	17	1	5.9%	142	2	1.4%	\$470,500	\$595,000	+26.5%	\$1,159,259	\$1,350,006	+16.5%	\$470,500	\$595,000	+26.5%	\$1,334,635	\$1,533,383	+14.9%
Glenview, Golf	65	2	3.1%	848	15	1.8%	\$506,750	\$273,000	-46.1%	\$525,000	\$550,000	+4.8%	\$667,625	\$314,220	-52.9%	\$623,196	\$648,326	+4.0%
Highland Park	47	2	4.3%	556	11	2.0%	\$452,500	\$422,100	-6.7%	\$593,500	\$634,000	+6.8%	\$628,500	\$502,873	-20.0%	\$668,271	\$767,873	+14.9%
Highwood	1	0	0.0%	33	1	3.0%	\$0	\$189,000	--	\$426,250	\$363,500	-14.7%	\$0	\$189,000	--	\$456,723	\$439,914	-3.7%
Inverness	14	0	0.0%	146	6	4.1%	\$231,000	\$602,500	+160.8%	\$609,750	\$687,500	+12.8%	\$231,000	\$595,633	+157.8%	\$639,656	\$762,077	+19.1%
Kenilworth	8	0	0.0%	55	0	0.0%	\$2,100,000	\$0	-100.0%	\$1,460,000	\$2,100,000	+43.8%	\$2,100,000	\$0	-100.0%	\$1,827,990	\$2,146,302	+17.4%
Lake Bluff	19	0	0.0%	183	6	3.3%	\$225,000	\$364,500	+62.0%	\$499,000	\$535,000	+7.2%	\$225,000	\$943,908	+319.5%	\$613,447	\$782,171	+27.5%
Lake Forest	72	0	0.0%	426	12	2.8%	\$660,875	\$760,000	+15.0%	\$835,000	\$1,050,500	+25.8%	\$844,615	\$976,021	+15.6%	\$1,015,865	\$1,315,478	+29.5%
Lincolnshire	9	1	11.1%	179	6	3.4%	\$515,000	\$422,900	-17.9%	\$549,000	\$620,000	+12.9%	\$462,000	\$399,209	-13.6%	\$588,608	\$678,602	+15.3%
Lincolnwood	19	1	5.3%	136	3	2.2%	\$305,000	\$882,007	+189.2%	\$435,000	\$464,000	+6.7%	\$305,000	\$927,336	+204.0%	\$490,258	\$506,453	+3.3%
Mettawa	6	1	16.7%	15	0	0.0%	\$0	\$0	--	\$760,000	\$1,150,000	+51.3%	\$0	\$0	--	\$975,596	\$1,258,861	+29.0%
Morton Grove	19	1	5.3%	369	7	1.9%	\$343,000	\$270,000	-21.3%	\$350,000	\$375,000	+7.1%	\$328,300	\$292,879	-10.8%	\$356,993	\$373,746	+4.7%
Northbrook	84	4	4.8%	768	13	1.7%	\$292,000	\$370,000	+26.7%	\$490,000	\$519,370	+6.0%	\$315,989	\$452,372	+43.2%	\$561,607	\$615,236	+9.5%
Northfield	11	0	0.0%	117	2	1.7%	\$769,900	\$1,373,500	+78.4%	\$701,350	\$776,000	+10.6%	\$668,300	\$1,373,500	+105.5%	\$849,619	\$968,378	+14.0%
Prairie View	2	0	0.0%	11	0	0.0%	\$375,000	\$0	-100.0%	\$392,750	\$372,500	-5.2%	\$375,000	\$0	-100.0%	\$433,889	\$449,818	+3.7%
Riverwoods	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Skokie	74	1	1.4%	679	8	1.2%	\$291,500	\$289,510	-0.7%	\$349,000	\$355,000	+1.7%	\$273,857	\$281,740	+2.9%	\$348,592	\$362,405	+4.0%
Wilmette	32	2	6.3%	435	10	2.3%	\$412,628	\$372,506	-9.7%	\$735,000	\$775,000	+5.4%	\$453,476	\$446,105	-1.6%	\$842,073	\$956,675	+13.6%
Winnetka	22	0	0.0%	271	1	0.4%	\$525,500	\$1,695,000	+222.5%	\$1,240,000	\$1,473,867	+18.9%	\$525,500	\$1,695,000	+222.5%	\$1,441,999	\$1,786,352	+23.9%