

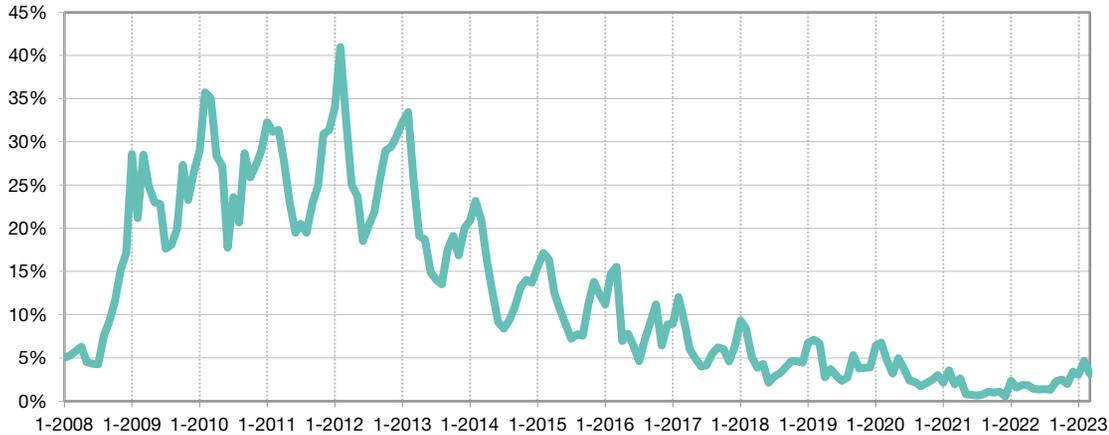
# Lender-Mediated Report – March 2023



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: 3.2%



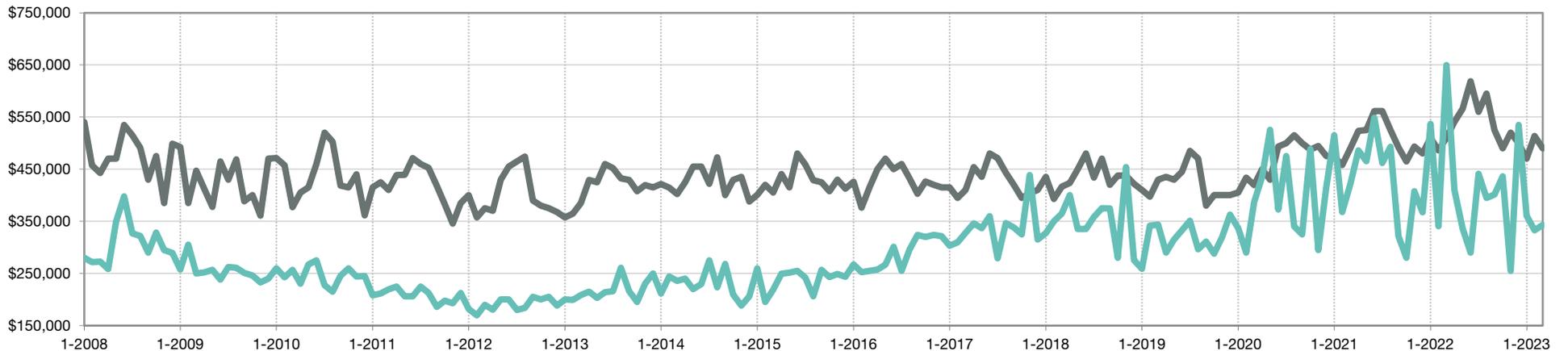
Closed Sales	3-2022	3-2023	+ / -
Traditional	688	460	-33.1%
REO	8	13	+62.5%
Short Sales	5	2	-60.0%
Total Market*	701	475	-32.2%

Median Sales Price	3-2022	3-2023	+ / -
Traditional	\$510,244	\$490,000	-4.0%
REO	\$600,000	\$385,000	-35.8%
Short Sales	\$675,000	\$314,500	-53.4%
Total Market*	\$515,000	\$490,000	-4.9%

\* 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 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	3-2022	3-2023	+ / -	3-2022	3-2023	+ / -	3-2022	3-2023	+ / -	3-2022	3-2023	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Bannockburn	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Barrington Area	112	3	2.7%	731	16	2.2%	\$518,000	\$498,751	-3.7%	\$577,500	\$587,000	+1.6%	\$520,417	\$551,338	+5.9%	\$639,937	\$710,626	+11.0%
Deerfield	43	2	4.7%	403	8	2.0%	\$574,000	\$377,500	-34.2%	\$525,000	\$550,000	+4.8%	\$597,081	\$406,923	-31.8%	\$571,948	\$605,035	+5.8%
Evanston	97	4	4.1%	979	21	2.1%	\$296,625	\$201,000	-32.2%	\$362,500	\$384,000	+5.9%	\$237,455	\$202,336	-14.8%	\$480,537	\$512,293	+6.6%
Glencoe	16	0	0.0%	139	3	2.2%	\$470,500	\$625,000	+32.8%	\$1,185,000	\$1,370,000	+15.6%	\$470,500	\$715,000	+52.0%	\$1,354,561	\$1,549,398	+14.4%
Glenview, Golf	97	6	6.2%	795	17	2.1%	\$460,000	\$350,000	-23.9%	\$540,000	\$550,000	+1.9%	\$481,200	\$347,929	-27.7%	\$628,108	\$659,758	+5.0%
Highland Park	59	2	3.4%	506	11	2.2%	\$462,500	\$399,000	-13.7%	\$599,000	\$647,500	+8.1%	\$637,763	\$491,136	-23.0%	\$677,743	\$787,031	+16.1%
Highwood	2	1	50.0%	31	1	3.2%	\$0	\$189,000	--	\$425,000	\$363,500	-14.5%	\$0	\$189,000	--	\$454,406	\$440,608	-3.0%
Inverness	17	0	0.0%	126	6	4.8%	\$0	\$602,500	--	\$614,250	\$687,500	+11.9%	\$0	\$595,633	--	\$655,681	\$761,341	+16.1%
Kenilworth	11	0	0.0%	55	0	0.0%	\$2,100,000	\$0	-100.0%	\$1,560,000	\$1,950,000	+25.0%	\$2,100,000	\$0	-100.0%	\$1,892,503	\$2,050,486	+8.3%
Lake Bluff	23	1	4.3%	179	5	2.8%	\$194,000	\$369,000	+90.2%	\$499,000	\$535,000	+7.2%	\$194,000	\$1,100,090	+467.1%	\$644,697	\$753,521	+16.9%
Lake Forest	70	0	0.0%	391	10	2.6%	\$828,200	\$665,000	-19.7%	\$839,500	\$1,083,000	+29.0%	\$1,005,590	\$903,475	-10.2%	\$1,037,678	\$1,327,665	+27.9%
Lincolnshire	15	1	6.7%	159	4	2.5%	\$490,000	\$422,900	-13.7%	\$565,000	\$629,000	+11.3%	\$422,400	\$417,314	-1.2%	\$604,134	\$691,503	+14.5%
Lincolnwood	18	0	0.0%	120	2	1.7%	\$737,500	\$816,004	+10.6%	\$437,500	\$447,500	+2.3%	\$737,500	\$816,004	+10.6%	\$494,616	\$499,257	+0.9%
Mettawa	2	0	0.0%	9	0	0.0%	\$0	\$0	--	\$958,006	\$1,500,000	+56.6%	\$0	\$0	--	\$1,019,393	\$1,448,309	+42.1%
Morton Grove	25	1	4.0%	340	7	2.1%	\$235,450	\$335,150	+42.3%	\$354,000	\$375,000	+5.9%	\$235,450	\$314,179	+33.4%	\$359,697	\$375,929	+4.5%
Northbrook	79	0	0.0%	744	14	1.9%	\$280,639	\$397,500	+41.6%	\$495,000	\$515,500	+4.1%	\$341,060	\$452,164	+32.6%	\$571,458	\$611,434	+7.0%
Northfield	9	0	0.0%	111	2	1.8%	\$769,900	\$1,373,500	+78.4%	\$735,000	\$750,000	+2.0%	\$668,300	\$1,373,500	+105.5%	\$892,266	\$949,066	+6.4%
Prairie View	2	0	0.0%	11	2	18.2%	\$375,000	\$417,501	+11.3%	\$393,000	\$362,500	-7.8%	\$375,000	\$417,501	+11.3%	\$457,235	\$465,056	+1.7%
Riverwoods	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Skokie	69	0	0.0%	648	10	1.5%	\$279,019	\$305,000	+9.3%	\$350,000	\$359,500	+2.7%	\$276,942	\$291,290	+5.2%	\$352,184	\$364,297	+3.4%
Wilmette	37	2	5.4%	427	9	2.1%	\$385,882	\$375,000	-2.8%	\$735,000	\$785,000	+6.8%	\$459,042	\$460,561	+0.3%	\$842,155	\$974,939	+15.8%
Winnetka	28	0	0.0%	252	0	0.0%	\$1,202,500	\$0	-100.0%	\$1,255,000	\$1,417,500	+12.9%	\$1,202,500	\$0	-100.0%	\$1,488,471	\$1,741,205	+17.0%