

# Lender-Mediated Report – September 2023

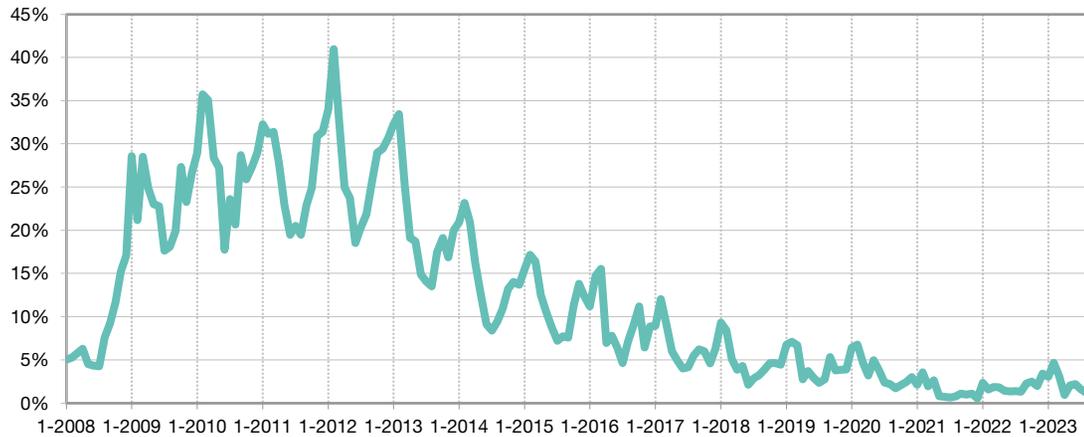


NORTH SHORE-BARRINGTON ASSOCIATION OF REALTORS®

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: 1.0%



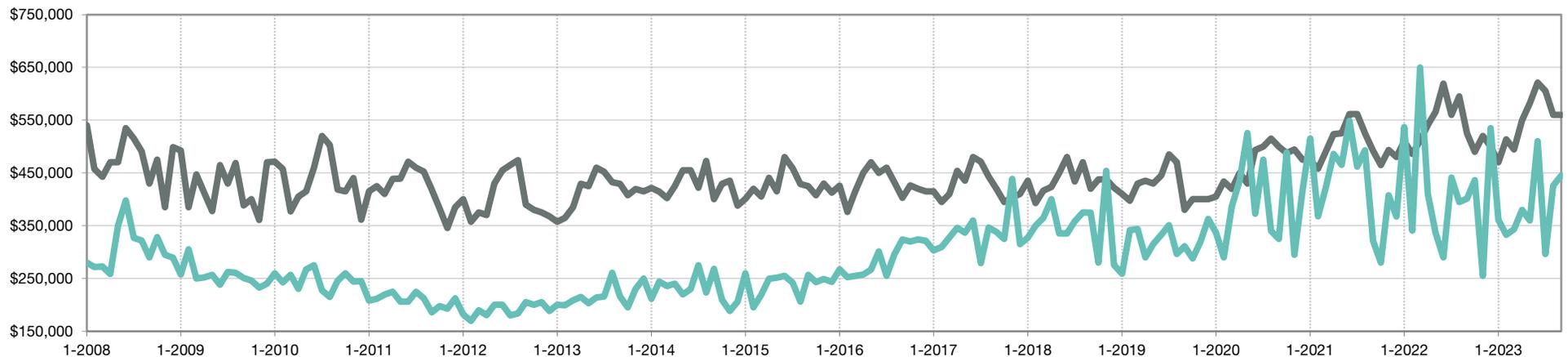
Closed Sales	9-2022	9-2023	+ / -
Traditional	602	487	-19.1%
REO	9	3	-66.7%
Short Sales	5	2	-60.0%
Total Market*	616	492	-20.1%

Median Sales Price	9-2022	9-2023	+ / -
Traditional	\$525,000	\$560,000	+6.7%
REO	\$390,000	\$550,000	+41.0%
Short Sales	\$565,000	\$347,500	-38.5%
Total Market*	\$525,000	\$558,250	+6.3%

\* 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

— 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.

September 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	9-2022	9-2023	+ / -	9-2022	9-2023	+ / -	9-2022	9-2023	+ / -	9-2022	9-2023	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Bannockburn	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Barrington Area	141	1	0.7%	594	19	3.2%	\$500,000	\$530,000	+6.0%	\$590,000	\$595,000	+0.8%	\$456,538	\$602,258	+31.9%	\$689,910	\$705,126	+2.2%
Deerfield	52	2	3.8%	365	7	1.9%	\$548,125	\$405,000	-26.1%	\$540,000	\$567,500	+5.1%	\$513,188	\$442,751	-13.7%	\$584,545	\$644,498	+10.3%
Evanston	115	2	1.7%	902	22	2.4%	\$210,000	\$208,750	-0.6%	\$365,000	\$376,750	+3.2%	\$219,730	\$220,436	+0.3%	\$489,413	\$510,543	+4.3%
Glencoe	25	0	0.0%	127	1	0.8%	\$625,000	\$955,000	+52.8%	\$1,350,000	\$1,300,000	-3.7%	\$630,667	\$955,000	+51.4%	\$1,571,345	\$1,536,757	-2.2%
Glenview, Golf	70	0	0.0%	712	15	2.1%	\$273,000	\$445,000	+63.0%	\$549,000	\$550,000	+0.2%	\$321,300	\$596,227	+85.6%	\$640,031	\$670,757	+4.8%
Highland Park	72	1	1.4%	388	7	1.8%	\$398,300	\$399,000	+0.2%	\$635,000	\$630,000	-0.8%	\$424,260	\$517,286	+21.9%	\$762,405	\$770,149	+1.0%
Highwood	2	0	0.0%	28	2	7.1%	\$0	\$369,500	--	\$351,000	\$407,500	+16.1%	\$0	\$369,500	--	\$442,092	\$460,058	+4.1%
Inverness	20	1	5.0%	97	3	3.1%	\$520,000	\$685,000	+31.7%	\$675,000	\$675,000	0.0%	\$570,667	\$620,600	+8.8%	\$735,715	\$743,494	+1.1%
Kenilworth	8	0	0.0%	52	0	0.0%	\$0	\$0	--	\$1,925,000	\$1,687,500	-12.3%	\$0	\$0	--	\$2,087,559	\$1,901,207	-8.9%
Lake Bluff	31	0	0.0%	138	5	3.6%	\$364,500	\$446,250	+22.4%	\$525,000	\$525,000	0.0%	\$1,235,500	\$529,540	-57.1%	\$755,041	\$658,358	-12.8%
Lake Forest	105	0	0.0%	344	6	1.7%	\$892,500	\$600,000	-32.8%	\$950,000	\$964,500	+1.5%	\$1,007,521	\$556,667	-44.7%	\$1,173,377	\$1,242,218	+5.9%
Lincolnshire	30	0	0.0%	137	4	2.9%	\$361,628	\$395,000	+9.2%	\$610,000	\$599,000	-1.8%	\$362,314	\$406,500	+12.2%	\$643,257	\$714,179	+11.0%
Lincolnwood	18	0	0.0%	123	3	2.4%	\$1,016,004	\$750,000	-26.2%	\$439,000	\$477,500	+8.8%	\$1,016,004	\$765,817	-24.6%	\$484,891	\$535,564	+10.5%
Mettawa	4	0	0.0%	8	1	12.5%	\$0	\$380,000	--	\$1,150,000	\$1,306,824	+13.6%	\$0	\$380,000	--	\$1,257,581	\$1,238,404	-1.5%
Morton Grove	47	1	2.1%	275	6	2.2%	\$260,500	\$327,325	+25.7%	\$361,000	\$385,000	+6.6%	\$285,833	\$316,958	+10.9%	\$368,884	\$396,859	+7.6%
Northbrook	79	4	5.1%	637	12	1.9%	\$370,000	\$451,750	+22.1%	\$510,000	\$535,000	+4.9%	\$386,413	\$497,088	+28.6%	\$594,490	\$632,697	+6.4%
Northfield	19	0	0.0%	85	0	0.0%	\$847,450	\$0	-100.0%	\$750,000	\$710,000	-5.3%	\$1,110,475	\$0	-100.0%	\$951,309	\$913,044	-4.0%
Prairie View	4	1	25.0%	9	3	33.3%	\$0	\$320,000	--	\$381,250	\$348,750	-8.5%	\$0	\$385,000	--	\$449,833	\$351,333	-21.9%
Riverwoods	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Skokie	69	1	1.4%	567	12	2.1%	\$279,019	\$315,000	+12.9%	\$351,000	\$365,000	+4.0%	\$276,763	\$297,565	+7.5%	\$359,546	\$380,858	+5.9%
Wilmette	38	3	7.9%	391	5	1.3%	\$375,000	\$370,012	-1.3%	\$740,000	\$847,500	+14.5%	\$438,587	\$421,410	-3.9%	\$909,144	\$1,008,444	+10.9%
Winnetka	30	0	0.0%	208	0	0.0%	\$1,202,500	\$0	-100.0%	\$1,365,000	\$1,439,850	+5.5%	\$1,202,500	\$0	-100.0%	\$1,738,166	\$1,763,218	+1.4%