

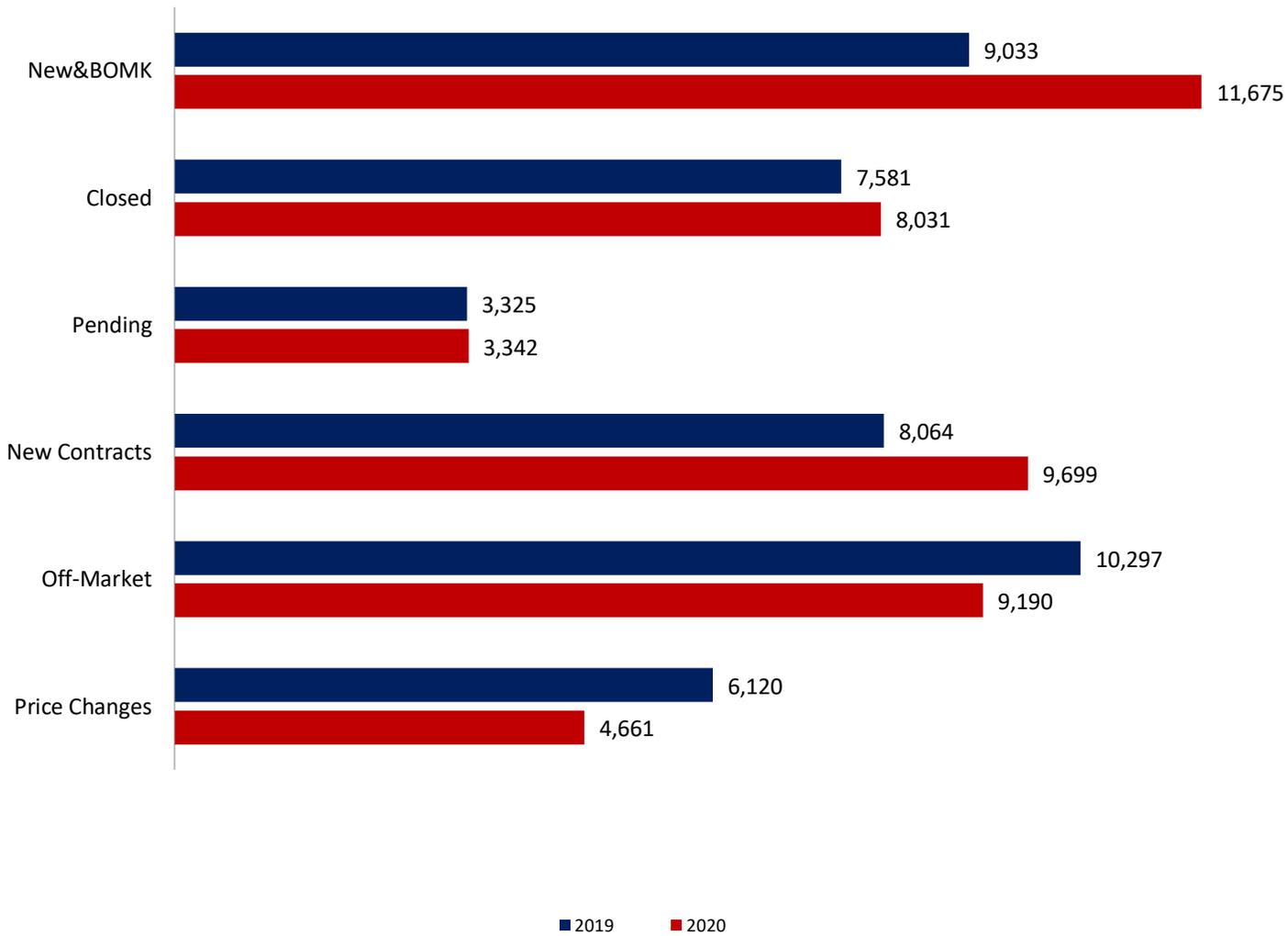


## Legal

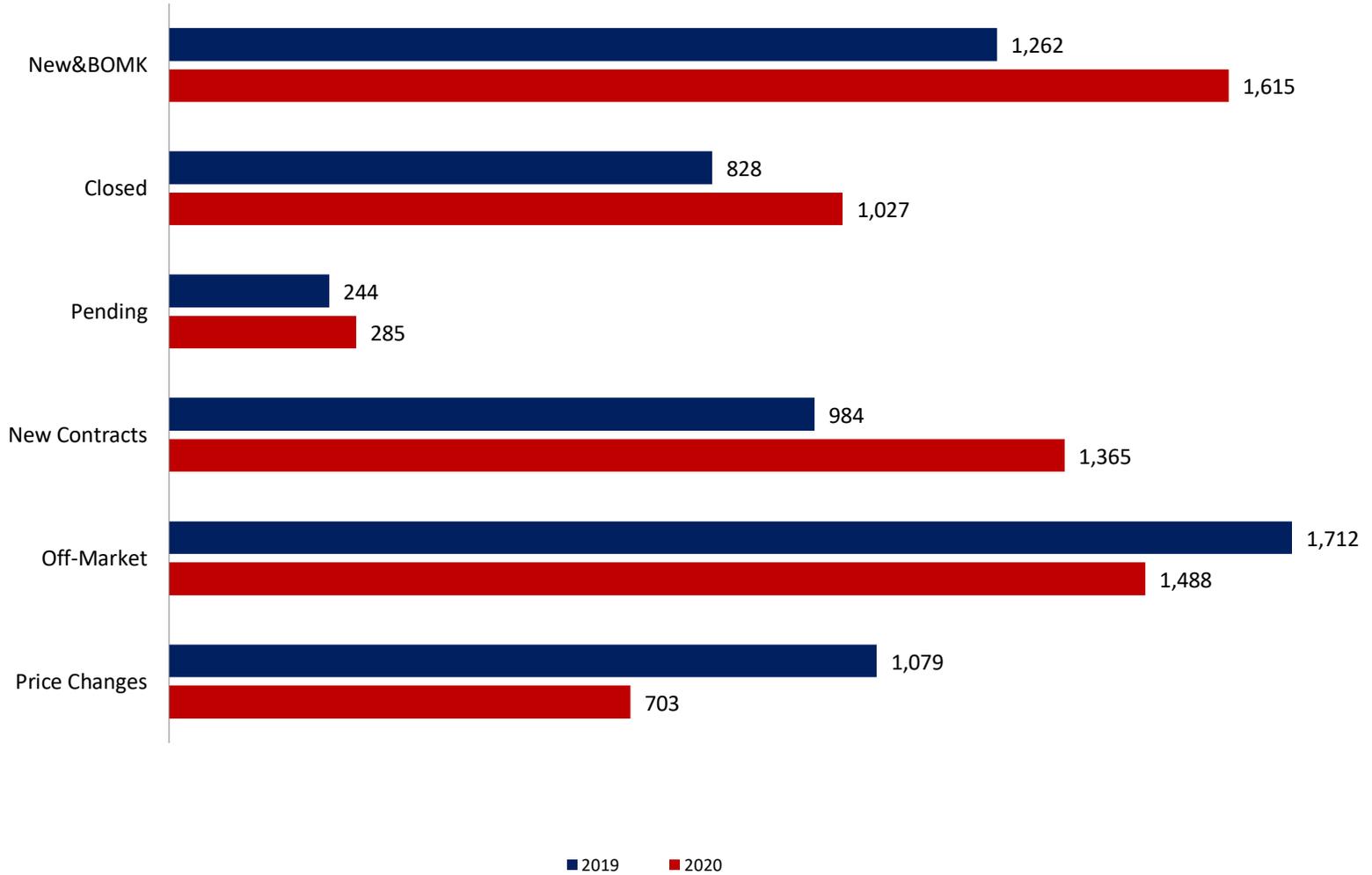
### Legal Information

The following representations are based in whole or in part on data supplied by various participants in the Midwest Real Estate Data, LLC (MRED). Neither North Shore Barrington Association of Realtors (NSBAR) nor the Midwest Real Estate Data LLC guarantees, nor is in any way responsible for its accuracy. Data maintained by the Midwest Real Estate Data, LLC may not reflect all real estate activity in the market.

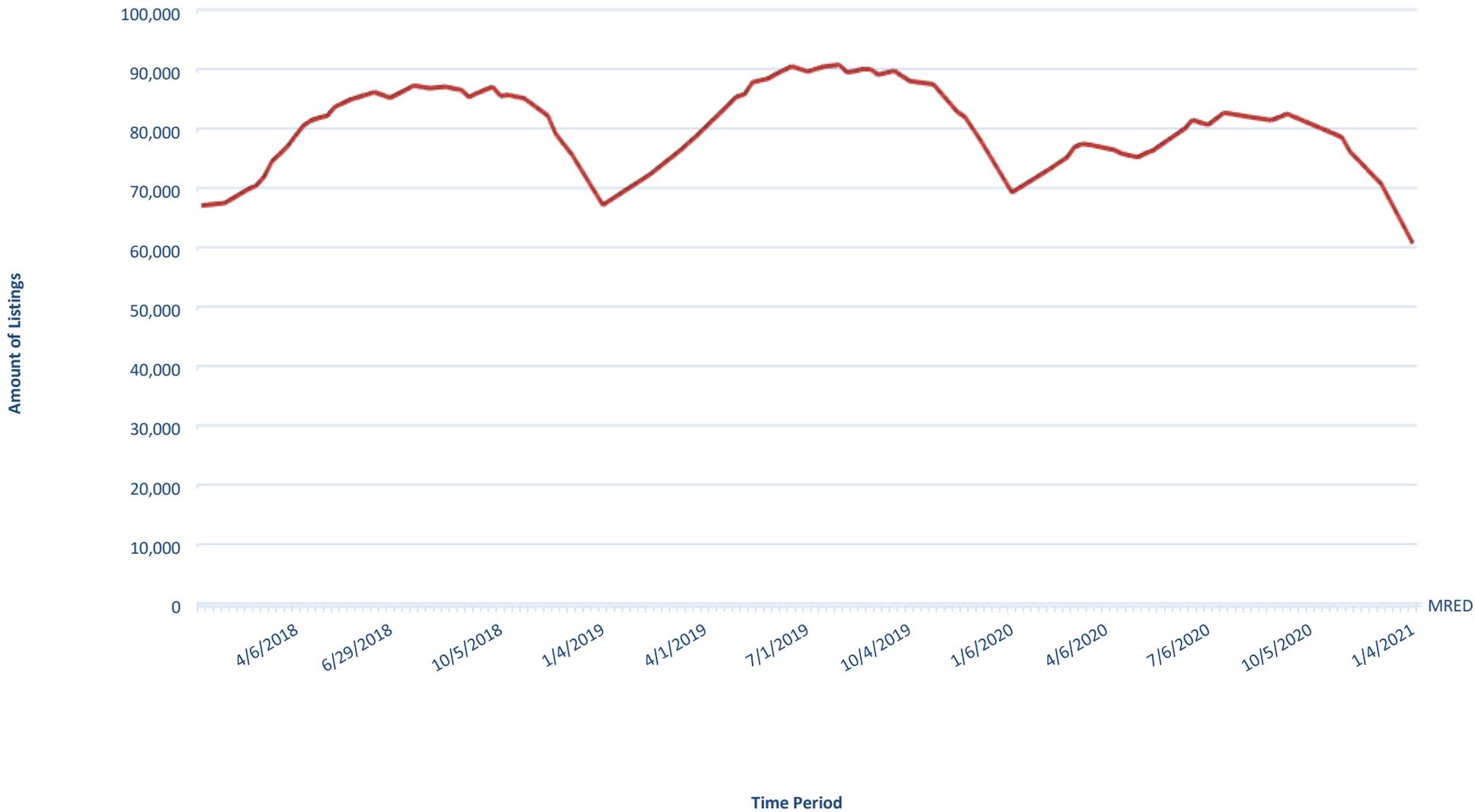
## North Shore Area Quick Data



## Barrington Area Quick Data

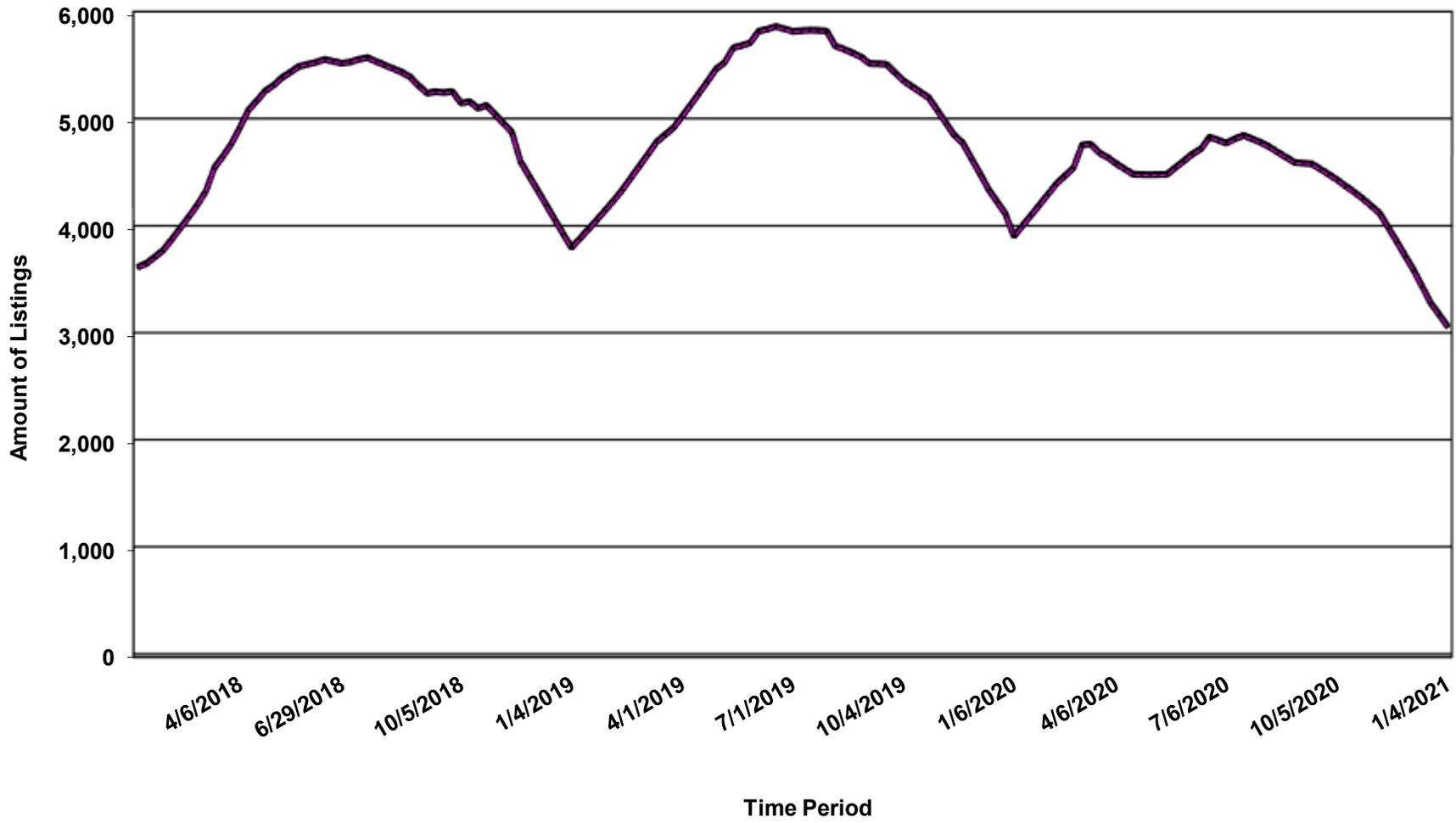


### MRED Active Listngs All Property Types

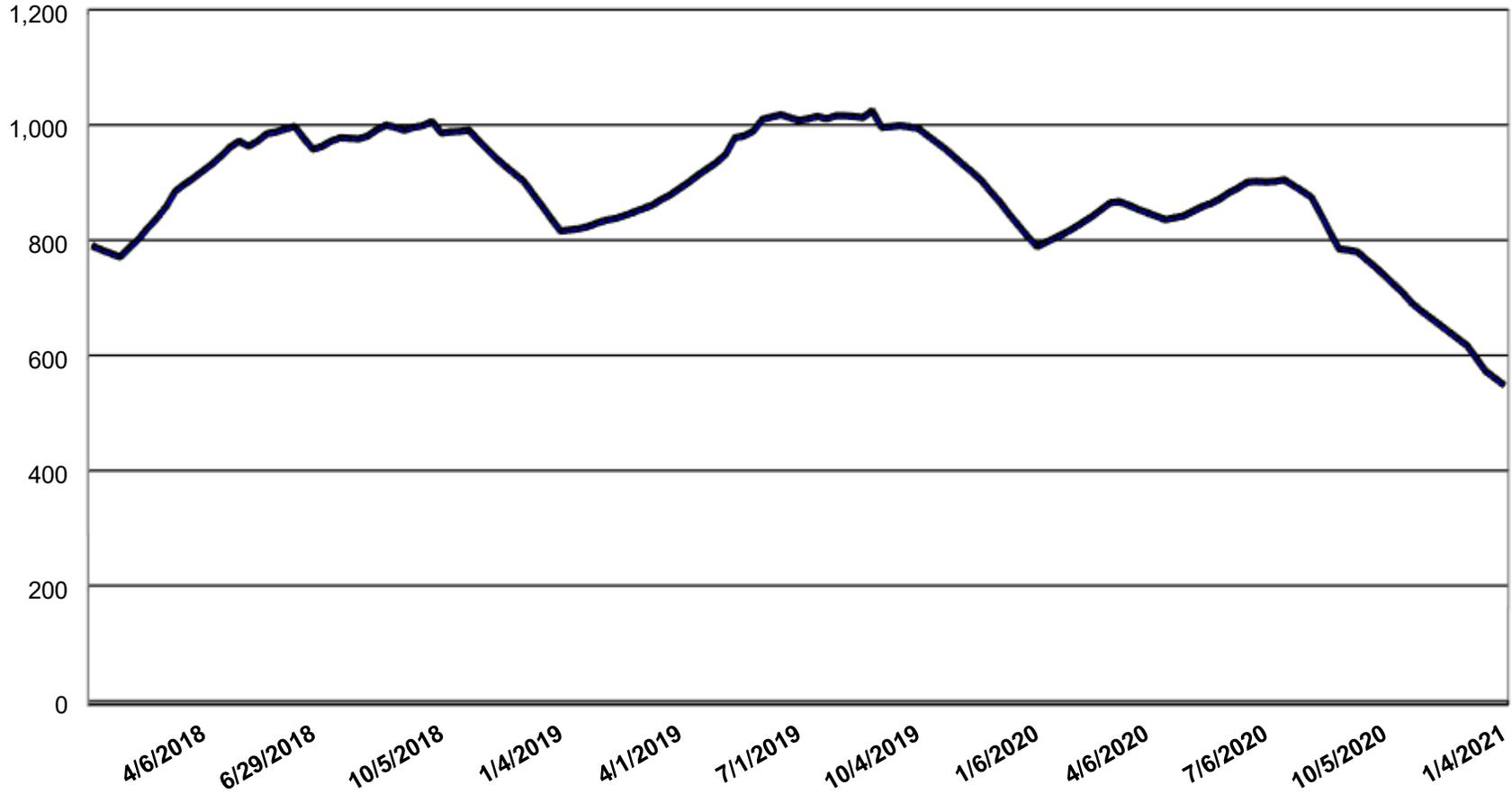


The tables show active listings for all MRED and NSBAR. The NSBAR actives are broken down between North Shore and Barrington.

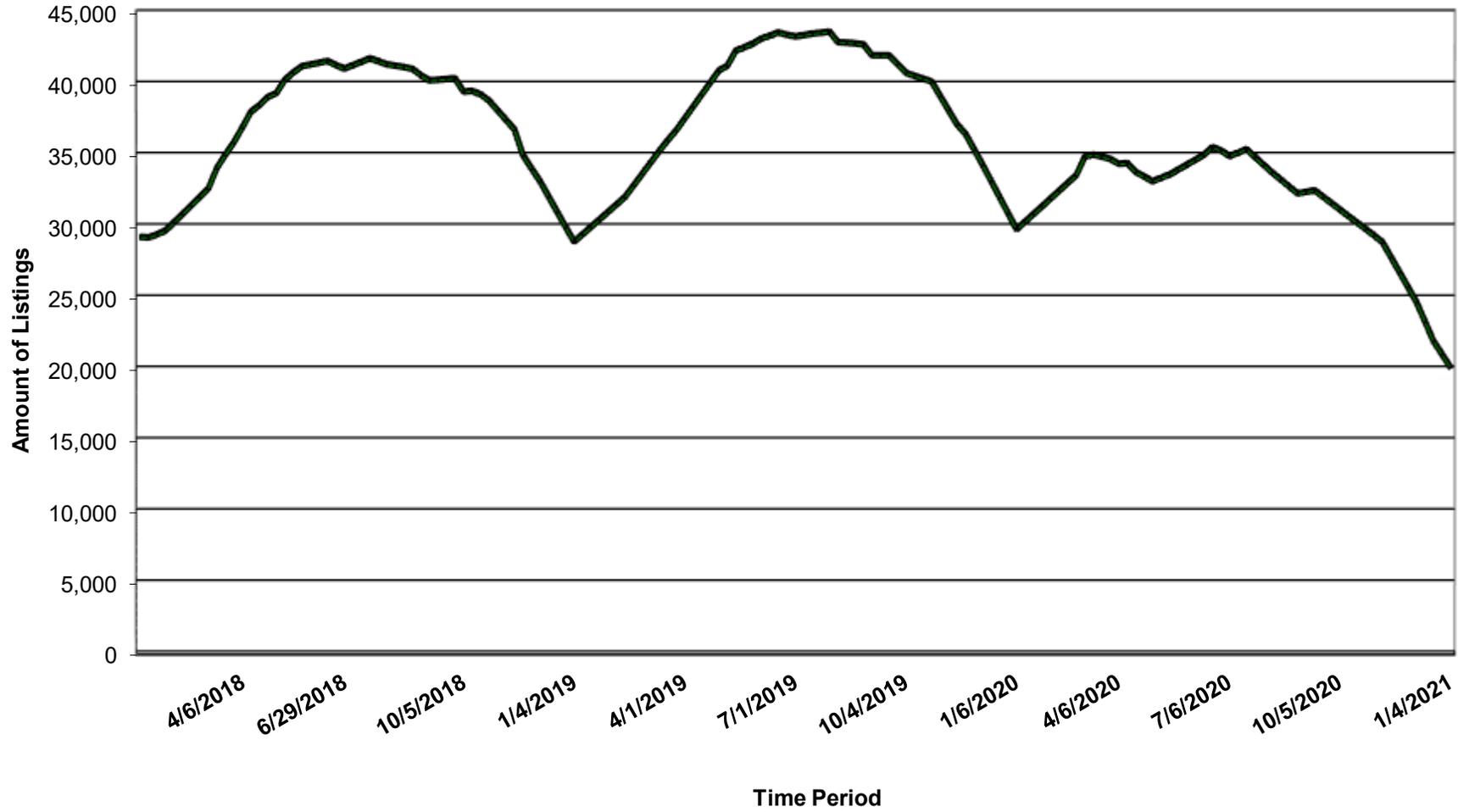
North Shore Area Active Listings All Property Types



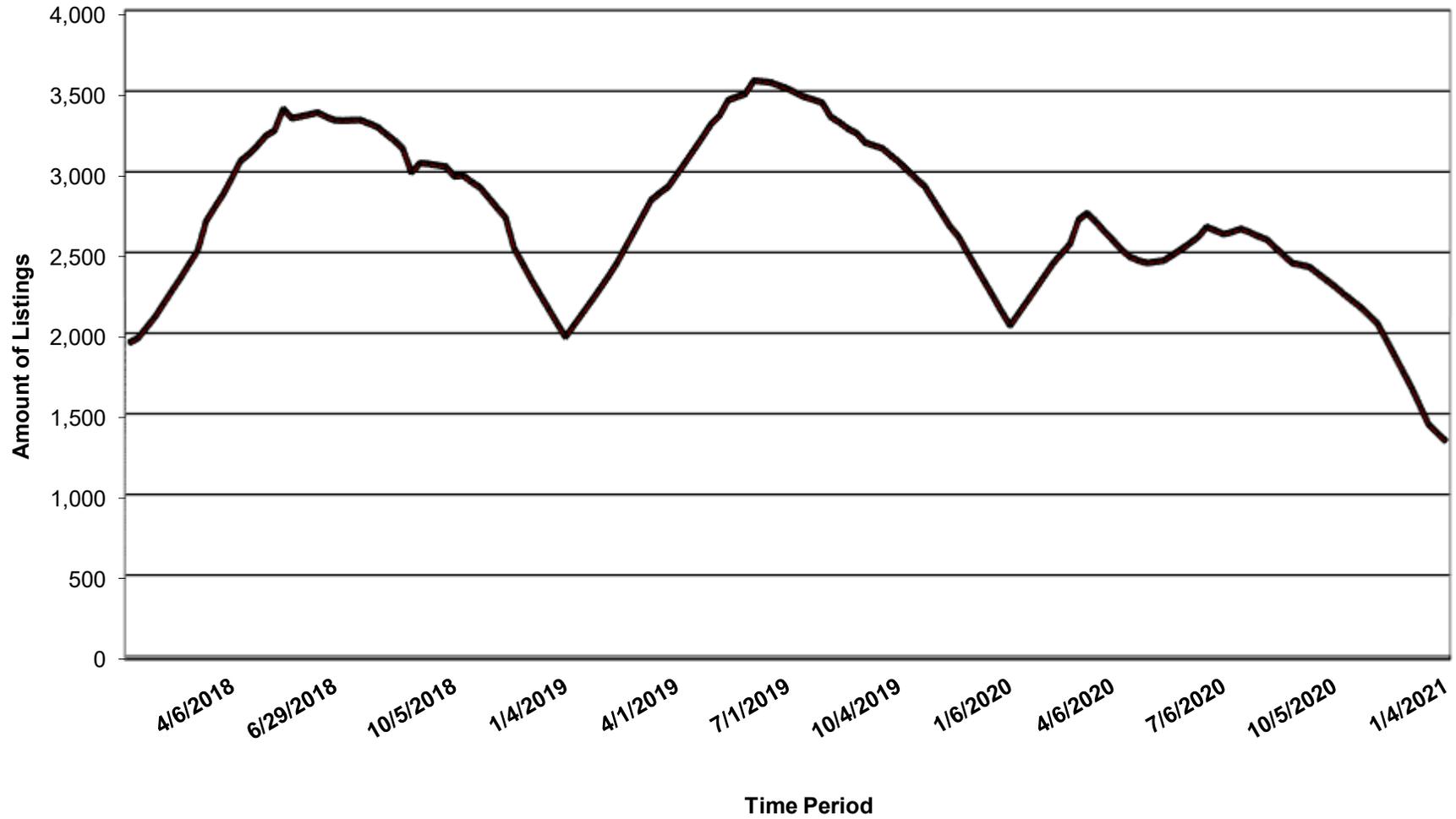
Barrington Area Active Listings - All Property Types



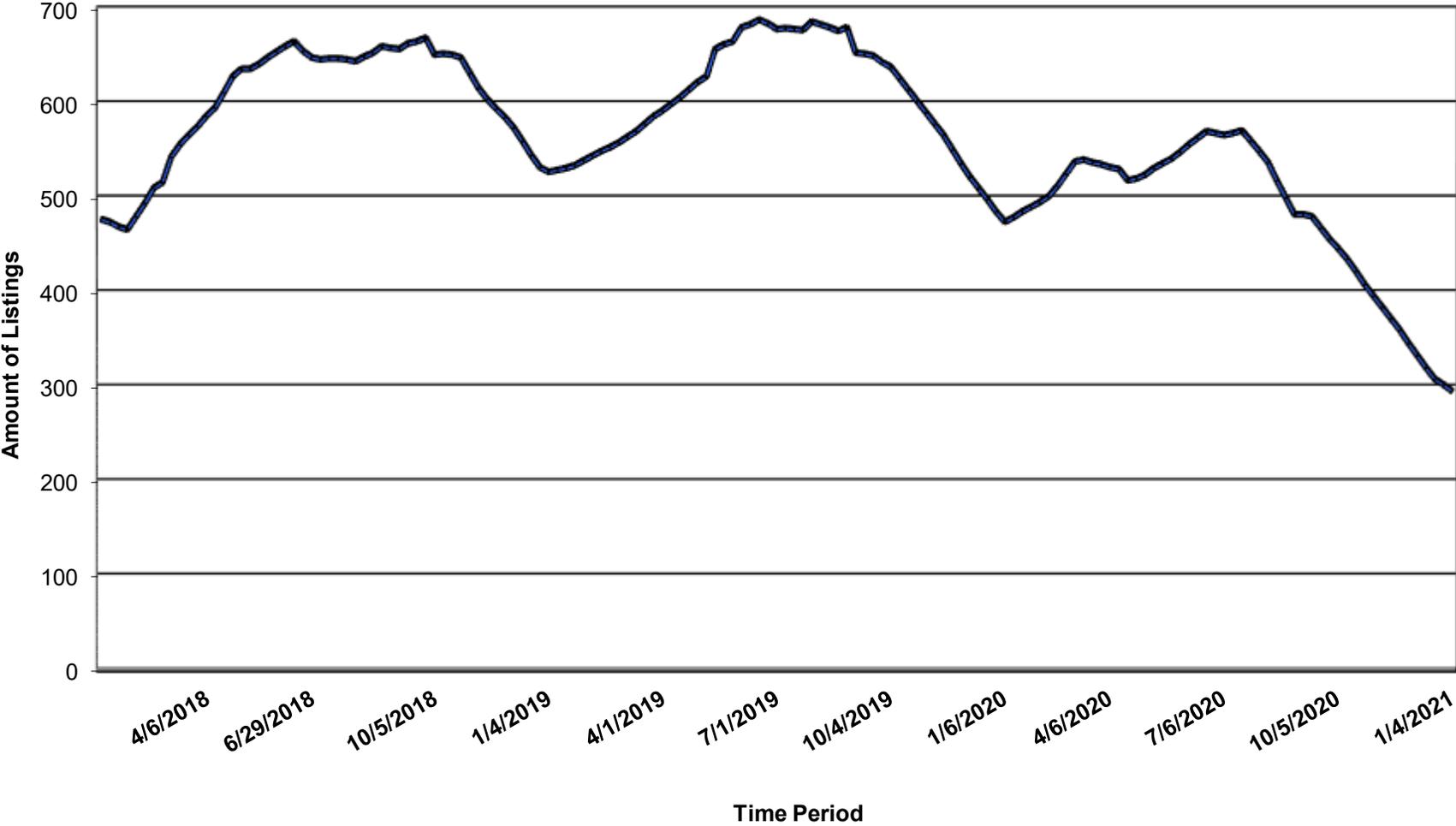
MRED Single Family Homes Active Listings (DE)



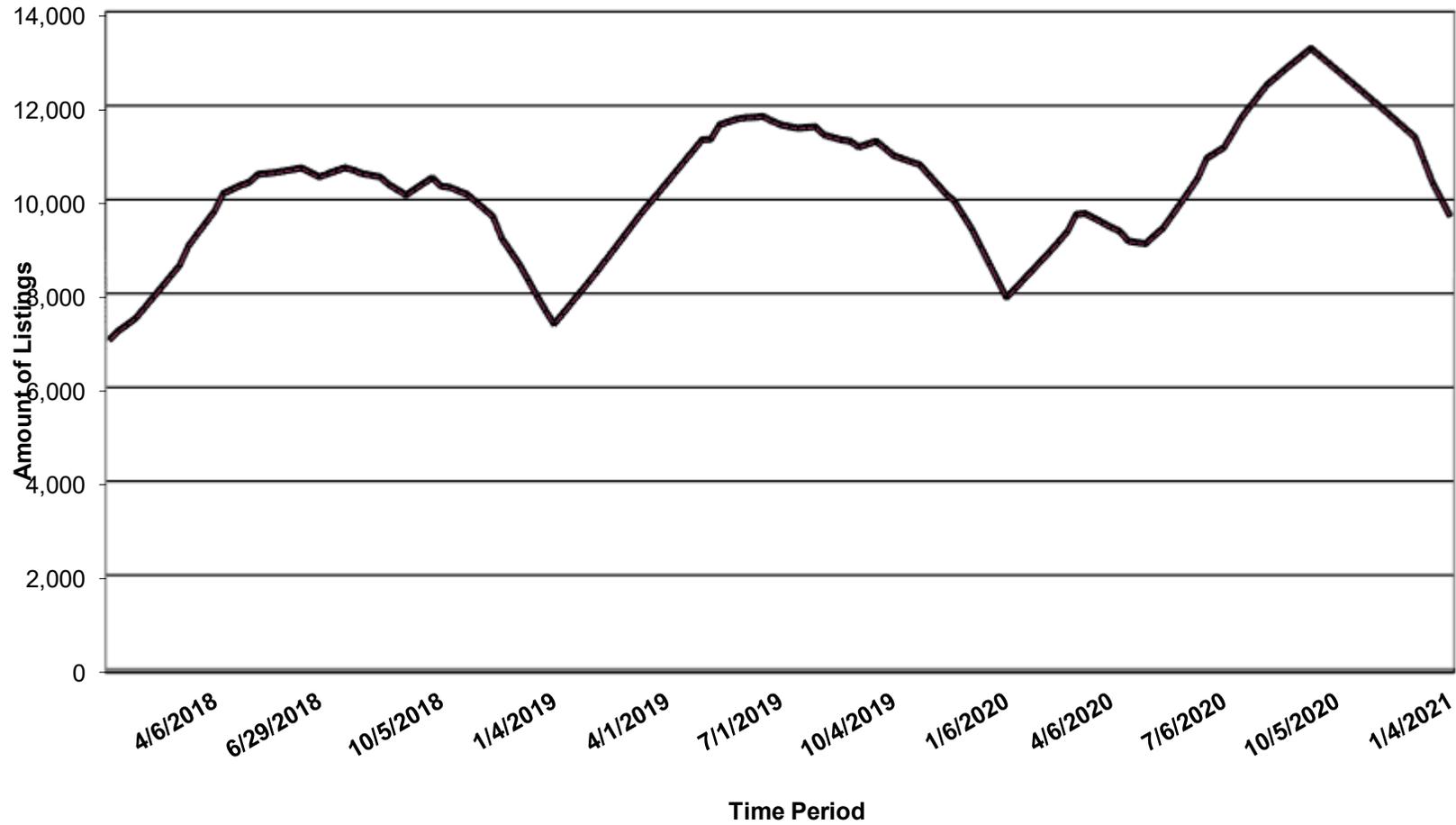
North Shore Area Single Family Homes Active Listings (DE)



Barrington Area Single Family Homes Active Listings (DE)

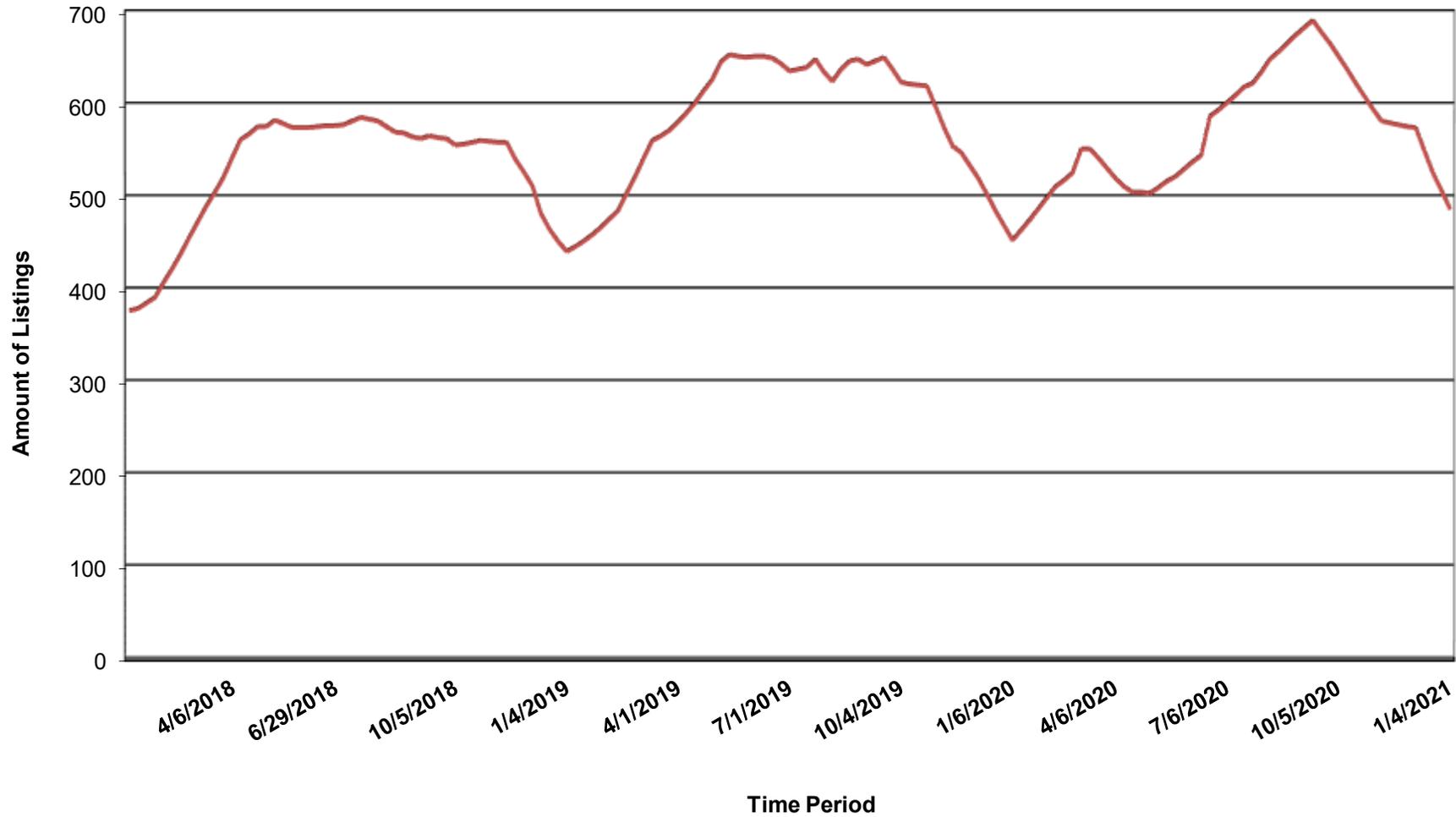


MRED Active Condo Listings(AT-C)



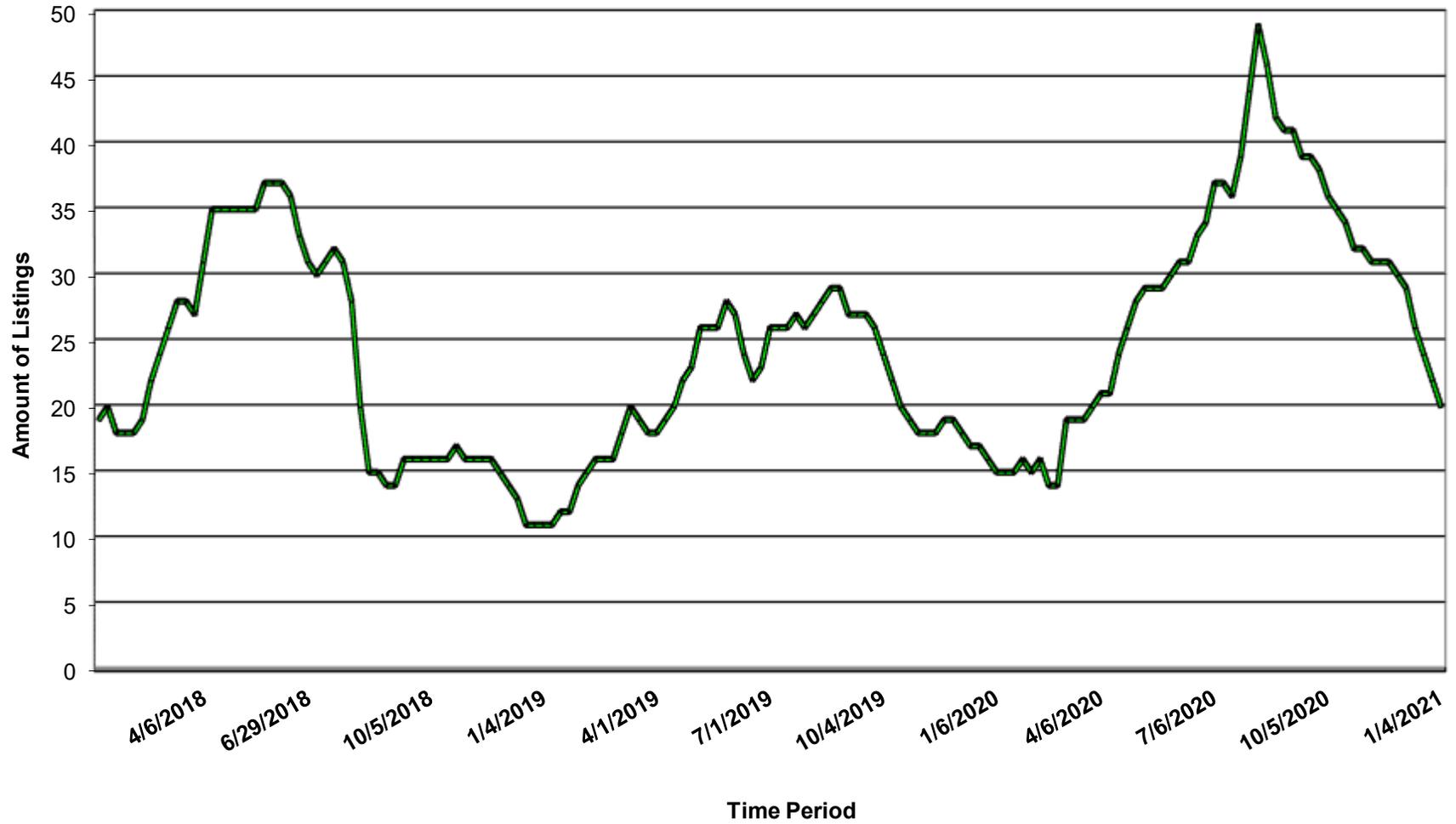
Information is for Property Type 2, Attached, for type of Property C for Condominium. This does not include townhouses, co-ops, or any other type of property listed under Attached Property types.

### North Shore Area Active Condo Listings



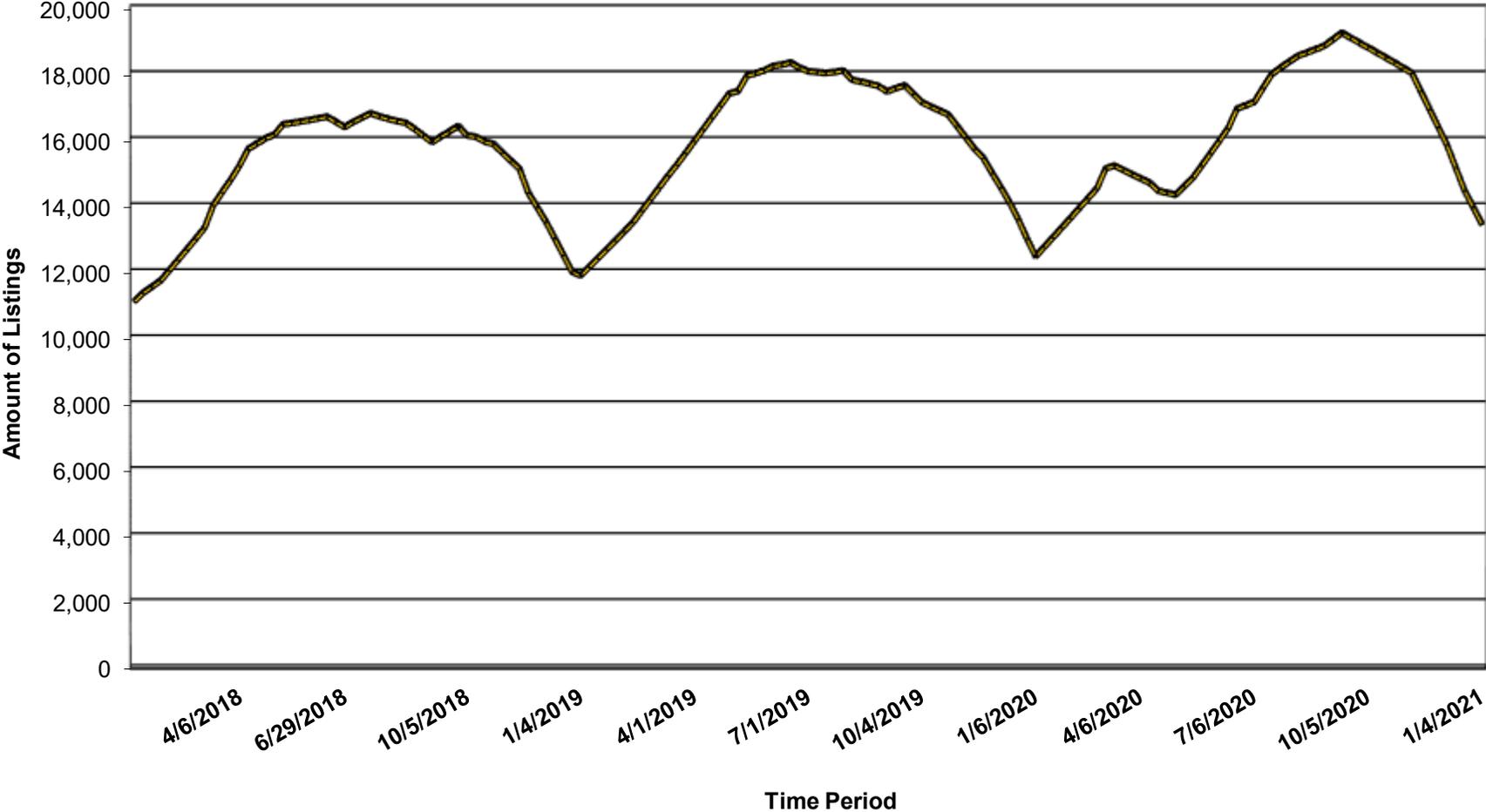
Information is for Property Type 2, Attached, for type of Property C for Condominium. This does not include townhouses, co-ops, or any other type of property listed under Attached Property types.

### Barrington Area Active Condo Listings



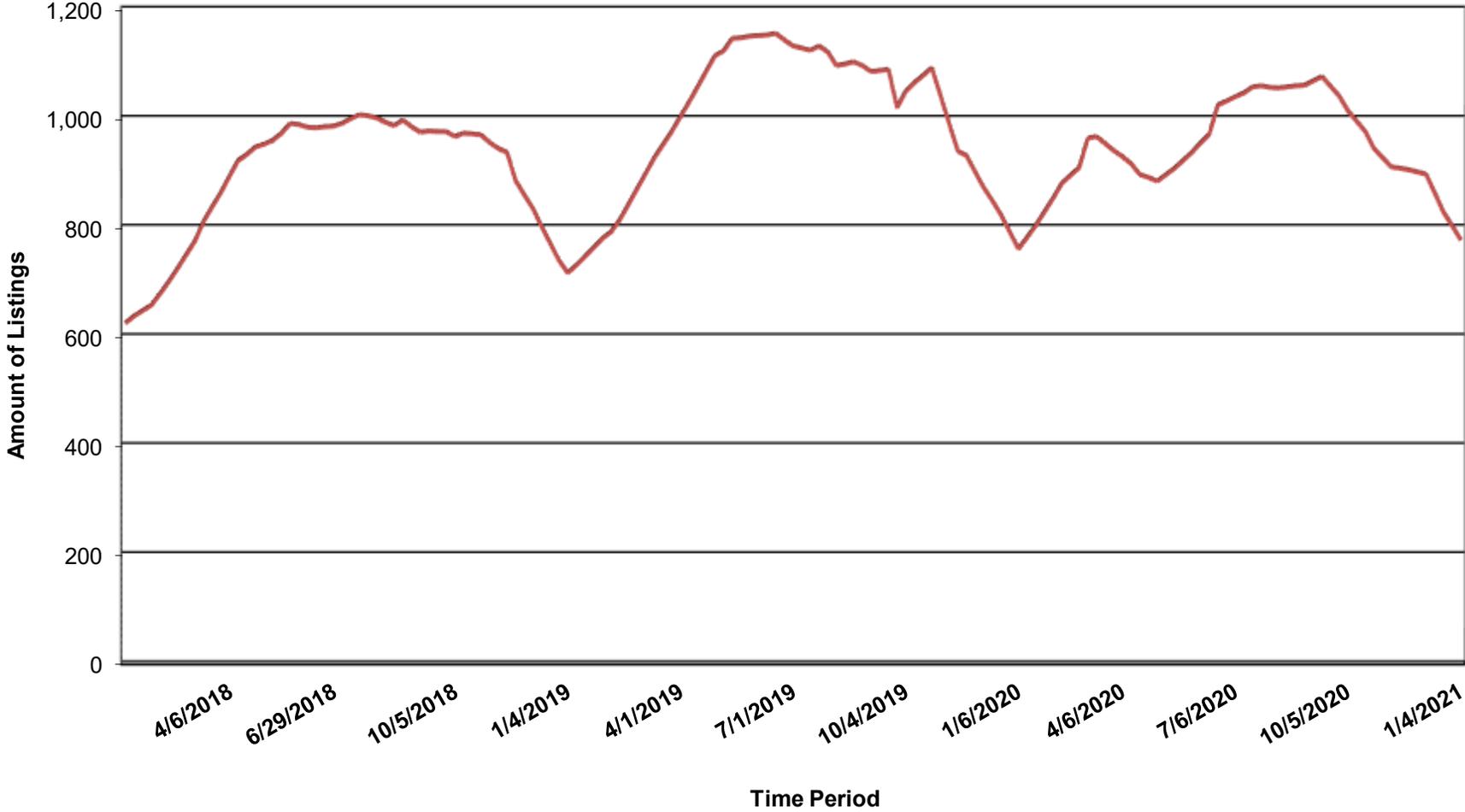
Information is for Property Type 2, Attached, for type of Property C for Condominium. This does not include townhouses, co-ops, or any other type of property listed under Attached Property types.

### MRED Attached Active Listings



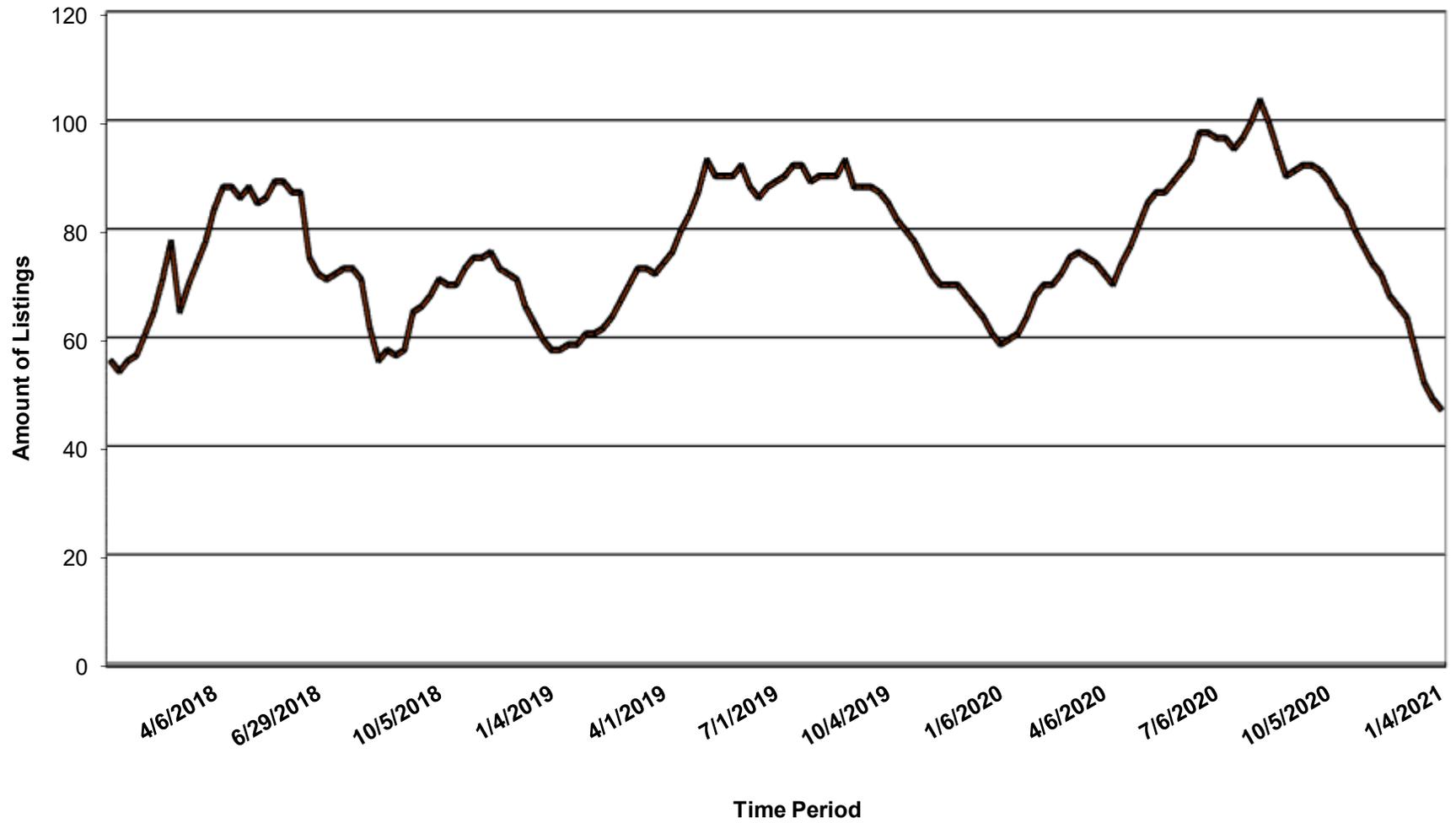
Information is for all types of properties listed under Attached, Property Type 2

### North Shore Area Active Attached Listings



Information is for all types of properties listed under Attached, Property Type 2

### Barrington Area Active Attached Listings



Information is for all types of properties listed under Attached, Property Type 2





NORTH SHORE - BARRINGTON ASSOCIATION OF REALTORS  
YTD Sales for Detached Single Family - Listed by TOWN

Detached Single Family	# OF HOUSES SOLD			AVERAGE SALE PRICE			MEDIAN PRICE		
	YTD	YTD	YOY	AVG	AVG	YOY	MED	MED	YOY
	TOWN	2020	2019 % CHG	2020	2019 % CHG	2020	2019 % CHG	2020	2019 % CHG
ALGONQUIN	515	469	9.8%	295,827	288,631	2.5%	295,000	283,000	4.2%
ANTIOCH	455	373	22.0%	244,963	235,850	3.9%	230,000	230,000	0.0%
ARLINGTON HEIGHTS	924	763	21.1%	414,075	400,415	3.4%	380,000	362,500	4.8%
BARRINGTON AREA	837	554	51.1%	572,018	557,354	2.6%	520,000	490,500	6.0%
BARTLETT	530	459	15.5%	318,033	315,992	0.6%	309,500	305,000	1.5%
BEACH PARK	165	167	-1.2%	195,742	184,852	5.9%	192,000	185,000	3.8%
BUFFALO GROVE	409	410	-0.2%	374,113	370,062	1.1%	355,000	350,000	1.4%
CAROL STREAM	330	294	12.2%	297,162	288,116	3.1%	287,500	278,250	3.3%
CARPENTERSVILLE	335	316	6.0%	227,114	209,372	8.5%	215,000	185,000	16.2%
CHICAGO - ALBANY PARK	148	132	12.1%	475,887	447,767	6.3%	447,499	401,000	11.6%
CHICAGO - DUNNING	479	424	13.0%	318,086	294,226	8.1%	309,900	285,000	8.7%
CHICAGO - EDGEWATER	82	64	28.1%	773,371	778,907	-0.7%	737,500	702,500	5.0%
CHICAGO - IRVING PARK	286	282	1.4%	580,645	534,095	8.7%	557,500	493,500	13.0%
CHICAGO - LAKE VIEW	152	146	4.1%	1,429,005	1,384,664	3.2%	1,343,750	1,277,500	5.2%
CHICAGO - LINCOLN PARK	199	200	-0.5%	1,856,272	1,825,000	1.7%	1,595,000	1,580,000	0.9%
CHICAGO - LINCOLN SQUARE	117	109	7.3%	800,863	832,847	-3.8%	795,000	725,000	9.7%
CHICAGO - LOGAN SQUARE	269	237	13.5%	870,009	813,199	7.0%	799,000	761,000	5.0%
CHICAGO - NEAR NORTH SIDE	39	24	62.5%	1,914,616	1,663,412	15.1%	1,420,000	1,212,000	17.2%
CHICAGO - NEAR WEST SIDE	33	39	-15.4%	487,865	551,837	-11.6%	489,000	513,500	-4.8%
CHICAGO - PORTAGE PARK	417	400	4.3%	376,151	357,806	5.1%	355,000	335,000	6.0%
CHICAGO - ROGERS PARK	41	38	7.9%	518,350	527,284	-1.7%	485,000	492,500	-1.5%
CHICAGO - UPTOWN	40	27	48.1%	953,150	995,614	-4.3%	892,500	887,500	0.6%
CHICAGO - WEST RIDGE	142	141	0.7%	417,886	389,784	7.2%	399,000	365,000	9.3%
CHICAGO - WEST TOWN	216	227	-4.8%	1,014,137	986,420	2.8%	950,000	900,000	5.6%
DE KALB	356	350	1.7%	176,920	165,645	6.8%	169,750	155,950	8.8%
DEERFIELD	365	311	17.4%	590,893	566,501	4.3%	533,000	518,000	2.9%
DES PLAINES	568	490	15.9%	306,910	302,140	1.6%	295,000	289,000	2.1%
ELGIN	1,292	1122	15.2%	270,005	251,871	7.2%	251,500	236,950	6.1%
ELK GROVE VILLAGE	299	283	5.7%	316,516	311,457	1.6%	310,000	295,000	5.1%

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NORTH SHORE - BARRINGTON ASSOCIATION OF REALTORS  
YTD Sales for Detached Single Family - Listed by TOWN

Detached Single Family  TOWN	# OF HOUSES SOLD			AVERAGE SALE PRICE			MEDIAN PRICE		
	YTD	YTD	YOY	AVG	AVG	YOY	MED	MED	YOY
	2020	2019	% CHG	2020	2019	% CHG	2020	2019	% CHG
EVANSTON	536	431	24.4%	657,739	592,323	11.0%	585,000	510,000	14.7%
FOX LAKE	137	114	20.2%	248,602	223,050	11.5%	208,000	201,750	3.1%
GLENCOE	194	160	21.3%	1,186,633	1,060,985	11.8%	930,000	863,750	7.7%
GOLF-GLENVIEW	662	515	28.5%	685,759	664,170	3.3%	604,000	550,000	9.8%
GREEN OAKS-LIBERTYVILLE	495	361	37.1%	510,203	511,715	-0.3%	465,000	455,000	2.2%
GREENWOOD- WOODSTOCK	504	421	19.7%	264,212	247,034	7.0%	250,000	232,000	7.8%
GURNEE	478	403	18.6%	308,385	292,359	5.5%	295,000	287,000	2.8%
HAINESVILLE-GRAYSLAKE	688	533	29.1%	247,375	227,655	8.7%	241,250	228,000	5.8%
HANOVER PARK	289	253	14.2%	247,274	234,806	5.3%	249,900	237,000	5.4%
HIGHLAND PARK	567	383	48.0%	628,305	559,666	12.3%	542,000	490,000	10.6%
HIGHWOOD	17	14	21.4%	352,294	362,066	-2.7%	305,000	277,700	9.8%
HOFFMAN ESTATES	586	454	29.1%	324,867	333,705	-2.6%	315,500	315,000	0.2%
INGLESIDE	188	137	37.2%	230,464	208,535	10.5%	205,000	190,000	7.9%
INVERNESS	119	109	9.2%	571,869	580,790	-1.5%	556,000	550,000	1.1%
ISLAND LAKE	125	123	1.6%	227,331	203,004	12.0%	212,500	193,000	10.1%
KENILWORTH	53	36	47.2%	1,653,508	1,326,356	24.7%	1,180,000	1,264,250	-6.7%
LAKE BLUFF	167	123	35.8%	667,366	613,721	8.7%	540,000	469,000	15.1%
LAKE FOREST	446	274	62.8%	994,909	938,715	6.0%	795,000	760,000	4.6%
LAKE IN THE HILLS	402	348	15.5%	275,579	250,816	9.9%	267,500	245,500	9.0%
LAKE VILLA- LINDENHURST	609	561	8.6%	259,752	239,793	8.3%	243,000	226,000	7.5%
LAKESWOOD-CRYSTAL LAKE	979	852	14.9%	305,507	280,064	9.1%	282,000	257,700	9.4%
LINCOLNSHIRE	100	79	26.6%	540,284	615,771	-12.3%	504,500	575,000	-12.3%
LINCOLNWOOD	142	110	29.1%	506,124	435,845	16.1%	431,450	403,750	6.9%
LONG GROVE-LAKE ZURICH- HAWTHORN W	796	627	27.0%	480,834	459,841	4.6%	455,000	440,000	3.4%
MCHENRY-LAKE MOOR-McCULLOM LAKE-JC	1,064	872	22.0%	242,872	218,133	11.3%	225,000	200,000	12.5%
METTAWA	5	2	150.0%	651,600	473,650	37.6%	700,000	473,650	47.8%
MORTON GROVE	310	260	19.2%	357,457	334,185	7.0%	340,000	315,500	7.8%
MT. PROSPECT	550	503	9.3%	364,376	342,482	6.4%	345,000	319,500	8.0%
MUNDELEIN	462	378	22.2%	313,666	305,056	2.8%	292,450	287,600	1.7%

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NORTH SHORE - BARRINGTON ASSOCIATION OF REALTORS  
YTD Sales for Detached Single Family - Listed by TOWN

Detached Single Family	# OF HOUSES SOLD			AVERAGE SALE PRICE			MEDIAN PRICE		
	YTD	YTD	YOY	AVG	AVG	YOY	MED	MED	YOY
	2020	2019	% CHG	2020	2019	% CHG	2020	2019	% CHG
	TOWN								
NAPERVILLE	2,010	1695	18.6%	507,180	481,522	5.3%	455,000	440,000	3.4%
NILES	274	249	10.0%	343,205	335,731	2.2%	333,500	320,000	4.2%
NORTH CHICAGO	66	81	-18.5%	134,247	104,864	28.0%	135,000	110,000	22.7%
NORTHBROOK	487	442	10.2%	642,142	633,076	1.4%	569,000	575,000	-1.0%
NORTHFIELD	99	75	32.0%	831,931	899,279	-7.5%	699,000	699,000	0.0%
OAKWOOD HILLS - CARY	437	372	17.5%	289,084	267,535	8.1%	265,000	253,750	4.4%
PALATINE	630	584	7.9%	364,816	357,298	2.1%	333,500	324,000	2.9%
PARK CITY - WAUKEGAN	475	442	7.5%	159,551	141,919	12.4%	155,500	139,900	11.2%
PARK RIDGE	562	472	19.1%	543,107	479,268	13.3%	478,250	429,000	11.5%
PRAIRIE VIEW	12	11	9.1%	340,950	301,227	13.2%	313,500	279,500	12.2%
PROSPECT HEIGHTS	107	84	27.4%	400,967	380,702	5.3%	385,000	354,000	8.8%
ROLLING MEADOWS	203	189	7.4%	282,775	272,166	3.9%	262,000	253,000	3.6%
ROUND LAKE	574	558	2.9%	197,768	181,456	9.0%	201,000	183,000	9.8%
SCHAUMBURG	499	468	6.6%	353,806	340,702	3.8%	335,000	325,000	3.1%
SKOKIE	454	460	-1.3%	374,641	362,763	3.3%	350,000	340,000	2.9%
STREAMWOOD	425	379	12.1%	241,418	232,271	3.9%	232,000	225,000	3.1%
SYCAMORE	265	252	5.2%	259,384	237,954	9.0%	256,167	235,000	9.0%
VERNON HILLS	234	218	7.3%	442,765	474,644	-6.7%	399,000	407,950	-2.2%
WADSWORTH - OLD MILL CREEK	101	94	7.4%	324,408	317,286	2.2%	300,000	300,000	0.0%
WAUCONDA	224	203	10.3%	271,175	248,284	9.2%	273,000	249,500	9.4%
WHEELING	135	144	-6.3%	271,049	271,140	0.0%	269,900	253,000	6.7%
WILMETTE	427	366	16.7%	905,752	838,120	8.1%	790,000	740,000	6.8%
WINNETKA	304	233	30.5%	1,360,999	1,405,134	-3.1%	1,100,000	1,215,000	-9.5%
WINTHROP HARBOR	120	106	13.2%	189,009	193,816	-2.5%	182,000	195,000	-6.7%
ZION	348	333	4.5%	143,120	137,281	4.3%	140,500	130,000	8.1%

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## NorthShore - Statistics

Prepared by: North Shore - Barrington Association of REALTORS

Property Type: Attached Single Family

	# HOUSES SOLD YTD			AVERAGE LIST PRICE			AVERAGE SALE PRICE		
	2018	2019	2020	2018	2019	2020	2018	2019	2020
	<b>Jan</b>	100	97	114	315,071	293,282	277,915	299,985	280,440
<b>Feb</b>	99	100	120	325,966	287,249	315,368	314,708	275,303	302,229
<b>Mar</b>	154	137	163	291,051	311,521	299,903	280,503	300,798	287,785
<b>Apr</b>	190	195	160	320,916	326,338	319,352	311,949	316,098	308,687
<b>May</b>	246	250	114	308,621	296,782	314,505	298,639	287,427	301,275
<b>Jun</b>	221	247	130	305,885	315,032	314,226	296,034	305,331	300,960
<b>Jul</b>	212	216	218	299,575	319,191	316,914	290,732	307,662	305,940
<b>Aug</b>	204	201	239	310,043	310,450	332,358	297,092	299,190	318,904
<b>Sep</b>	163	176	233	312,740	301,168	351,161	300,405	290,634	337,930
<b>Oct</b>	141	186	254	317,238	305,498	335,827	304,762	294,272	324,730
<b>Nov</b>	139	136	173	341,505	296,847	334,046	327,436	285,175	323,492
<b>Dec</b>	119	144	178	306,749	313,139	348,654	294,397	301,526	338,581
<b>TOTAL</b>	2,043	2,133	2,096	317,258	315,077	286,755	299,448	297,016	313,126
	<b>AVERAGE TIME ON MARKET</b>			<b>MEDIAN LIST PRICE</b>			<b>MEDIAN SALE PRICE</b>		
	2018	2019	2020	2018	2019	2020	2018	2019	2020
<b>Jan</b>	87	89	116	264,500	249,000	245,000	250,000	241,000	229,250
<b>Feb</b>	110	85	124	299,000	244,950	262,500	277,500	230,000	243,000
<b>Mar</b>	89	100	124	249,900	250,000	260,000	245,000	240,000	253,000
<b>Apr</b>	84	87	88	287,000	289,000	292,000	275,000	279,000	277,500
<b>May</b>	68	85	111	279,000	249,950	279,900	268,500	241,250	270,000
<b>Jun</b>	58	80	91	259,900	275,000	300,960	250,000	265,000	280,000
<b>Jul</b>	54	73	103	264,906	285,000	269,450	256,250	266,500	258,725
<b>Aug</b>	80	68	94	280,000	270,000	285,000	273,989	260,500	272,000
<b>Sep</b>	69	89	97	269,900	259,000	299,950	260,000	253,250	288,750
<b>Oct</b>	80	78	90	269,000	264,950	285,000	250,000	253,500	275,000
<b>Nov</b>	72	94	77	280,000	285,175	285,000	271,000	251,875	275,000
<b>Dec</b>	88	92	88	259,900	249,499	294,500	250,000	240,750	279,250
<b>TOTAL</b>	76	84	98	275,000	269,000	270,000	258,000	251,875	270,000



NORTH SHORE - BARRINGTON ASSOCIATION OF REALTORS  
YTD

Sales for Attached Single Family - Listed by TOWN

Attached Single Family									
TOWN	# OF HOUSES SOLD			AVERAGE SALE PRICE			MEDIAN SALE PRICE		
	Sold YTD		YOY	AVG PRICE		YOY	MEDIAN		YOY
	2020	2019	% CHG	2020	2019	% CHG	2020	2019	% CHG
ALGONQUIN	167	163	2.5%	192,713	188,344	2.3%	186,500	182,000	2.5%
ANTIOCH	32	31	3.2%	162,432	166,777	-2.6%	149,750	152,000	-1.5%
ARLINGTON HEIGHTS	467	492	-5.1%	195,113	196,862	-0.9%	165,000	165,000	0.0%
BARRINGTON AREA	159	123	29.3%	300,631	281,640	6.7%	289,000	257,000	12.5%
BARTLETT	205	226	-9.3%	211,706	198,502	6.7%	217,600	200,250	8.7%
BEACH PARK	40	28	42.9%	146,339	141,279	3.6%	139,250	138,000	0.9%
BUFFALO GROVE	356	339	5.0%	220,593	217,500	1.4%	210,000	200,000	5.0%
CAROL STREAM	235	230	2.2%	192,351	189,400	1.6%	190,000	189,000	0.5%
CARPENTERSVILLE	126	141	-10.6%	153,680	153,502	0.1%	155,000	154,000	0.6%
CHICAGO - ALBANY PARK	184	163	12.9%	232,758	220,372	5.6%	210,450	199,900	5.3%
CHICAGO - DUNNING	101	128	-21.1%	200,310	194,129	3.2%	210,000	199,500	5.3%
CHICAGO - EDGEWATER	697	740	-5.8%	274,730	242,041	13.5%	245,000	212,000	15.6%
CHICAGO - IRVING PARK	280	267	4.9%	260,265	228,912	13.7%	231,250	210,000	10.1%
CHICAGO - LAKE VIEW	1868	1739	7.4%	434,778	394,709	10.2%	415,000	350,000	18.6%
CHICAGO - LINCOLN PARK	1214	1235	-1.7%	587,257	601,762	-2.4%	515,500	505,000	2.1%
CHICAGO - LINCOLN SQUARE	361	365	-1.1%	363,343	354,295	2.6%	325,000	315,000	3.2%
CHICAGO - LOGAN SQUARE	636	623	2.1%	441,752	431,466	2.4%	418,000	412,000	1.5%
CHICAGO - LOOP	550	717	-23.3%	452,316	415,329	8.9%	330,000	330,000	0.0%
CHICAGO - NEAR NORTH SIDE	1937	2373	-18.4%	563,237	629,337	-10.5%	410,000	395,000	3.8%
CHICAGO - NEAR SOUTH SIDE	631	695	-9.2%	442,172	436,708	1.3%	385,000	370,500	3.9%
CHICAGO - NEAR WEST SIDE	972	1133	-14.2%	448,049	510,631	-12.3%	370,000	365,000	1.4%
CHICAGO - PORTAGE PARK	119	81	46.9%	205,501	180,435	13.9%	170,000	154,000	10.4%
CHICAGO - ROGERS PARK	452	449	0.7%	198,026	191,891	3.2%	177,000	175,000	1.1%
CHICAGO - UPTOWN	785	814	-3.6%	305,675	287,745	6.2%	300,000	279,750	7.2%
CHICAGO - WEST RIDGE	304	347	-12.4%	165,443	158,864	4.1%	148,894	145,000	2.7%
CHICAGO - WEST TOWN	1605	1468	9.3%	519,384	498,729	4.1%	500,000	479,444	4.3%
DEERFIELD	101	107	-5.6%	256,007	270,807	-5.5%	250,000	257,000	-2.7%
DEKALB	86	80	7.5%	154,363	149,174	3.5%	150,000	149,950	0.0%
DES PLAINES	560	558	0.4%	187,008	183,476	1.9%	175,000	173,450	0.9%
ELGIN	461	412	11.9%	180,382	173,399	4.0%	180,000	173,000	4.0%

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NORTH SHORE - BARRINGTON ASSOCIATION OF REALTORS

YTD

Sales for Attached Single Family - Listed by TOWN

TOWN	# OF HOUSES SOLD			AVERAGE SALE PRICE			MEDIAN SALE PRICE		
	Sold YTD		YOY	AVG PRICE		YOY	MEDIAN		YOY
	2020	2019	% CHG	2020	2019	% CHG	2020	2019	% CHG
ELK GROVE VILLAGE	210	195	7.7%	182,805	168,496	8.5%	179,500	167,000	7.5%
EVANSTON	533	577	-7.6%	297,990	285,370	4.4%	260,000	241,500	7.7%
FOX LAKE	157	149	5.4%	128,228	119,174	7.6%	137,500	134,000	2.6%
GLENCOE	10	7	42.9%	387,200	252,214	53.5%	395,000	225,000	75.6%
GOLF-GLENVIEW	312	297	5.1%	320,793	305,769	4.9%	278,132	265,000	5.0%
GREEN OAKS-LIBERTYVILLE	93	100	-7.0%	288,829	272,508	6.0%	275,500	252,500	9.1%
GREENWOOD- WOODSTOCK	120	106	13.2%	161,020	148,157	8.7%	152,000	143,000	6.3%
GURNEE	186	173	7.5%	161,212	157,034	2.7%	160,000	155,000	3.2%
HAINESVILLE-GRAYSLAKE	240	212	13.2%	168,955	164,672	2.6%	164,450	162,250	1.4%
HANOVER PARK	222	220	0.9%	174,617	166,371	5.0%	171,000	165,083	3.6%
HIGHLAND PARK	127	122	4.1%	358,759	337,996	6.1%	312,000	296,350	5.3%
HIGHWOOD	10	11	-9.1%	455,250	305,991	48.8%	546,000	200,000	173.0%
HOFFMAN ESTATES	267	288	-7.3%	186,472	171,984	8.4%	181,000	164,950	9.7%
INGLESIDE	8	5	60.0%	197,754	161,610	22.4%	194,500	170,000	14.4%
INVERNESS	22	25	-12.0%	369,632	401,232	-7.9%	370,000	372,000	-0.5%
ISLAND LAKE	42	42	0.0%	141,619	135,368	4.6%	144,950	139,650	3.8%
LAKE BLUFF	38	50	-24.0%	253,057	240,329	5.3%	211,000	204,191	3.3%
LAKE FOREST	92	73	26.0%	576,484	576,615	0.0%	581,000	600,000	-3.2%
LAKE IN THE HILLS	174	160	8.7%	191,424	185,477	3.2%	174,750	170,000	2.8%
LAKE VILLA- LINDENHURST	69	88	-21.6%	168,281	157,171	7.1%	175,000	147,250	18.8%
LAKELAKEWOOD-CRYSTAL LAKE	251	242	3.7%	180,011	171,235	5.1%	179,900	170,000	5.8%
LINCOLNSHIRE	59	55	7.3%	373,364	343,981	8.5%	360,000	310,000	16.1%
LINCOLNWOOD	26	42	-38.1%	243,500	241,714	0.7%	208,500	215,000	-3.0%
LONG GROVE-LAKE ZURICH- HAWTHORN W	82	64	28.1%	283,687	257,159	10.3%	270,000	250,000	8.0%
MCHENRY-LAKE MOOR-McCULLOM LAKE-JC	188	197	-4.6%	155,610	138,582	12.3%	159,900	143,000	11.8%
MORTON GROVE	89	117	-23.9%	256,566	221,865	15.6%	257,400	210,000	22.6%
MT. PROSPECT	268	252	6.3%	185,714	201,044	-7.6%	173,000	195,000	-11.3%
MUNDELEIN	99	129	-23.3%	199,347	193,348	3.1%	203,000	190,124	6.8%
NAPERVILLE	832	821	1.3%	255,103	243,133	4.9%	229,750	225,000	2.1%
NILES	153	149	2.7%	211,004	207,299	1.8%	226,000	213,000	6.1%
NORTH CHICAGO	8	12	-33.3%	84,313	71,575	17.8%	84,500	66,750	26.6%

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NORTH SHORE - BARRINGTON ASSOCIATION OF REALTORS

YTD

Sales for Attached Single Family - Listed by TOWN

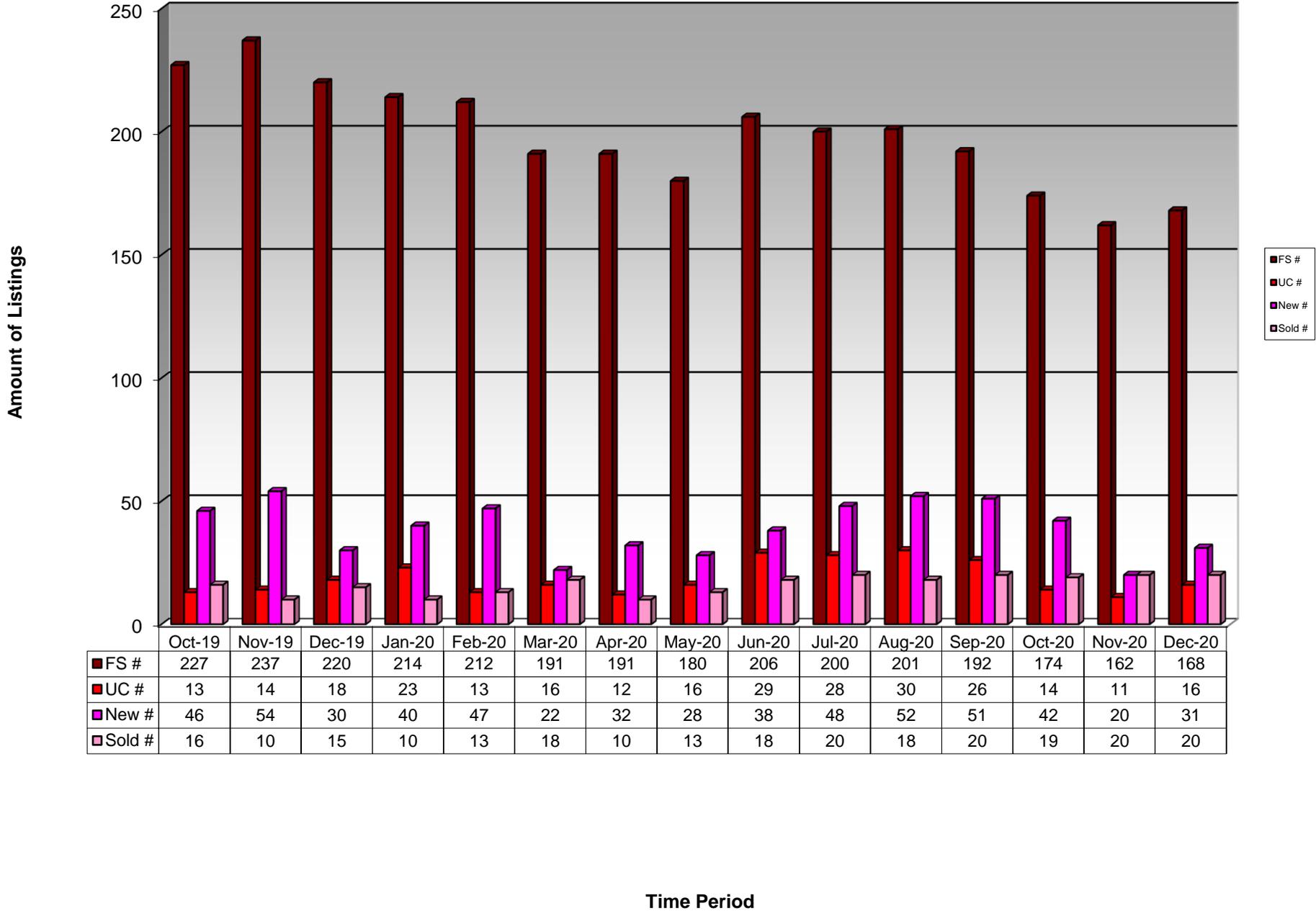
TOWN	# OF HOUSES SOLD			AVERAGE SALE PRICE			MEDIAN SALE PRICE		
	Sold YTD		YOY	AVG PRICE		YOY	MEDIAN		YOY
	2020	2019	% CHG	2020	2019	% CHG	2020	2019	% CHG
NORTHBROOK	279	270	3.3%	321,333	316,126	1.6%	302,500	287,500	5.2%
NORTHFIELD	36	35	2.9%	284,965	277,374	2.7%	227,750	214,000	6.4%
OAKWOOD HILLS - CARY	125	89	40.4%	185,088	183,814	0.7%	172,500	172,500	0.0%
PALATINE	689	698	-1.3%	192,349	188,410	2.1%	176,000	168,500	4.5%
PARK CITY - WAUKEGAN	53	38	39.5%	111,291	122,493	-9.1%	125,000	137,000	-8.8%
PARK RIDGE	141	134	5.2%	319,978	303,785	5.3%	285,000	291,500	-2.2%
PROSPECT HEIGHTS	119	139	-14.4%	182,892	175,107	4.4%	152,000	148,000	2.7%
ROLLING MEADOWS	197	143	37.8%	174,016	159,356	9.2%	155,000	144,000	7.6%
ROUND LAKE	271	230	17.8%	145,933	137,277	6.3%	154,000	145,000	6.2%
SCHAUMBURG	822	832	-1.2%	191,025	184,409	3.6%	180,000	174,000	3.4%
SKOKIE	257	266	-3.4%	217,311	214,292	1.4%	210,000	200,500	4.7%
STREAMWOOD	290	292	-0.7%	185,029	173,214	6.8%	180,000	170,000	5.9%
SYCAMORE	121	123	-1.6%	162,889	148,319	9.8%	143,000	134,500	6.3%
VERNON HILLS	203	211	-3.8%	215,869	214,239	0.8%	184,000	185,000	-0.5%
WADSWORTH - OLD MILL CREEK	34	32	6.3%	160,246	147,728	8.5%	164,000	147,500	11.2%
WAUCONDA	70	77	-9.1%	182,213	195,159	-6.6%	176,500	181,000	-2.5%
WHEELING	301	321	-6.2%	199,697	186,135	7.3%	182,000	176,500	3.1%
WILMETTE	107	81	32.1%	368,445	373,287	-1.3%	343,000	335,000	2.4%
WINNETKA	22	24	-8.3%	410,902	482,438	-14.8%	378,000	473,750	-20.2%
ZION	9	8	12.5%	117,833	97,639	20.7%	121,000	94,950	27.4%

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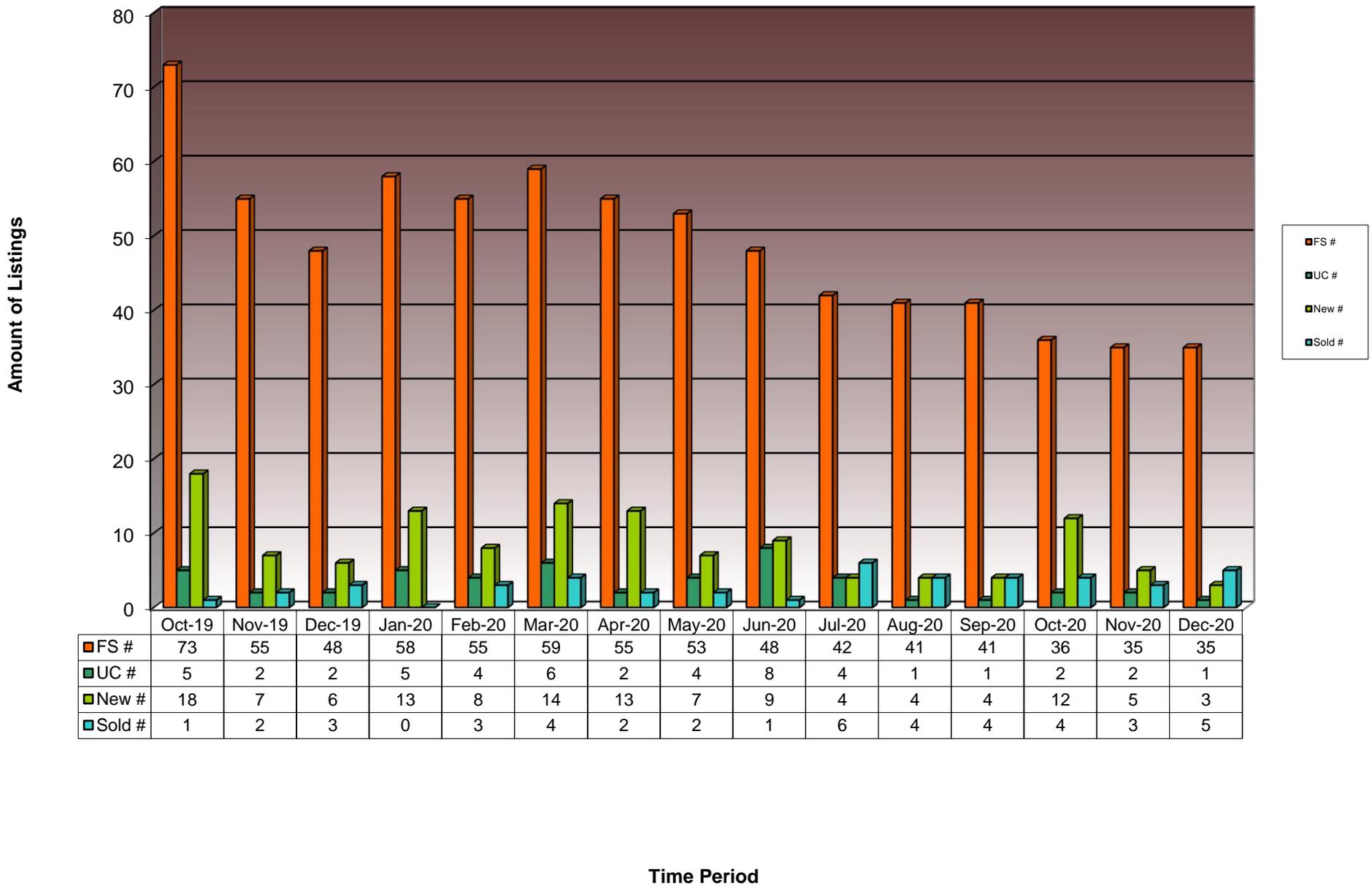
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## North Shore Area New Construction for All Property Types



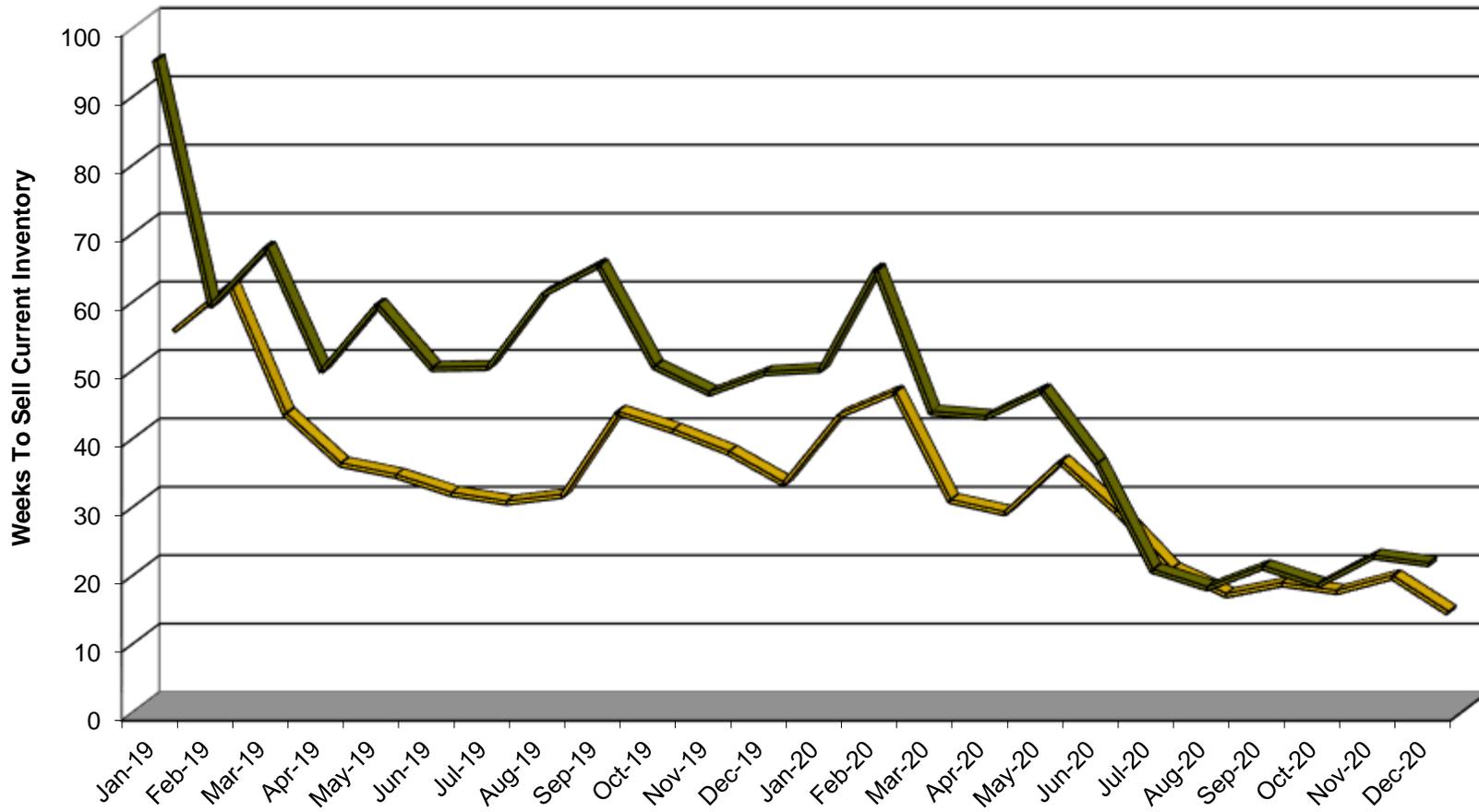
These chart shows new construction data for the past fifteen months th number of new homes in the North Shore area for all property types both Residential and Commerical..  
 Produced by NSBAR from information in MRED

## Barrington Area New Construction for All Property Types

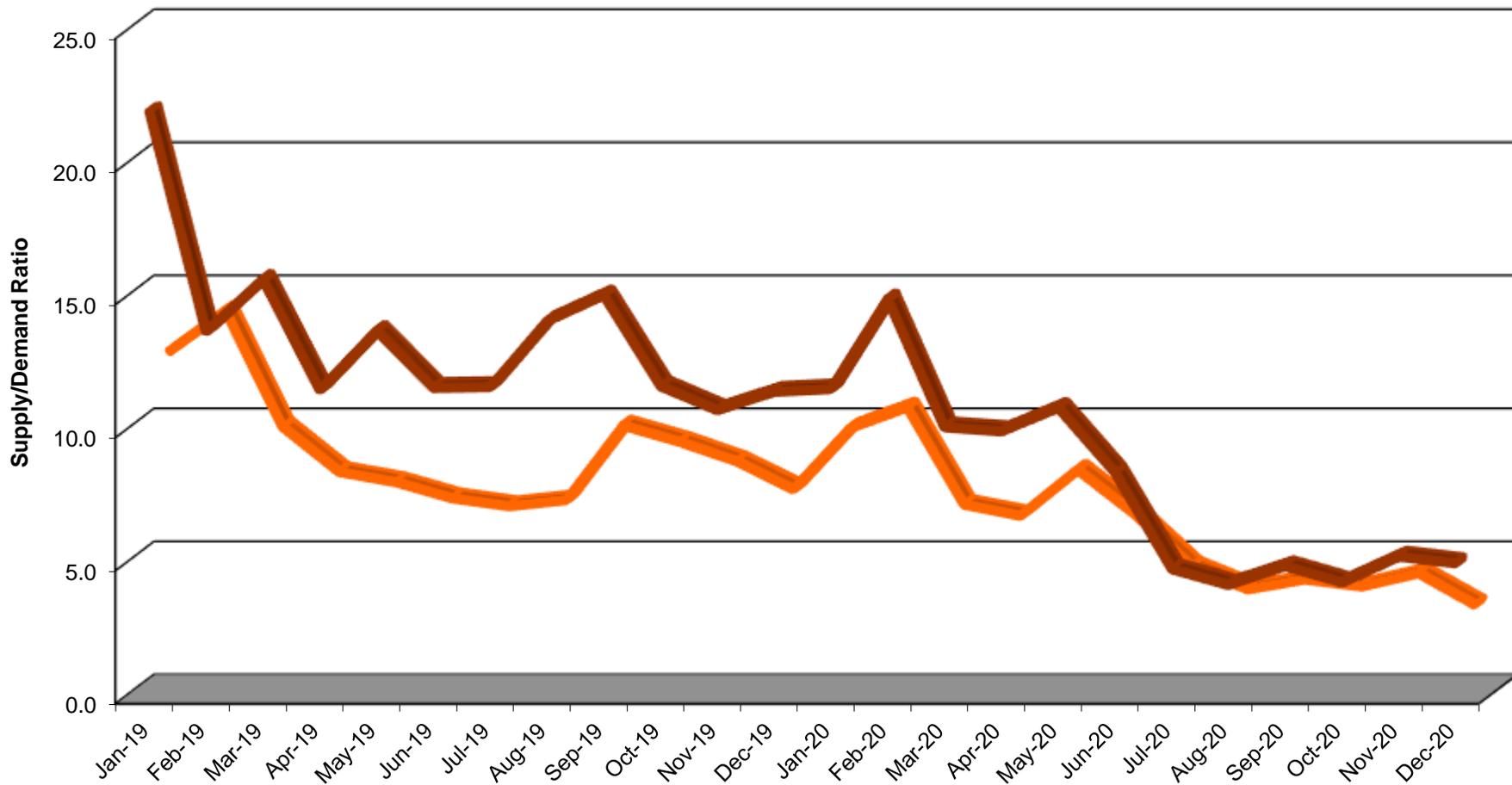


These chart shows new construction data for the past fifteen months th number of new homes Barrington for all property types both Residential and Commerical..  
 Produced by NSBAR from information in MRED

# NSBAR Absorption Rate for Detached Single Family Homes

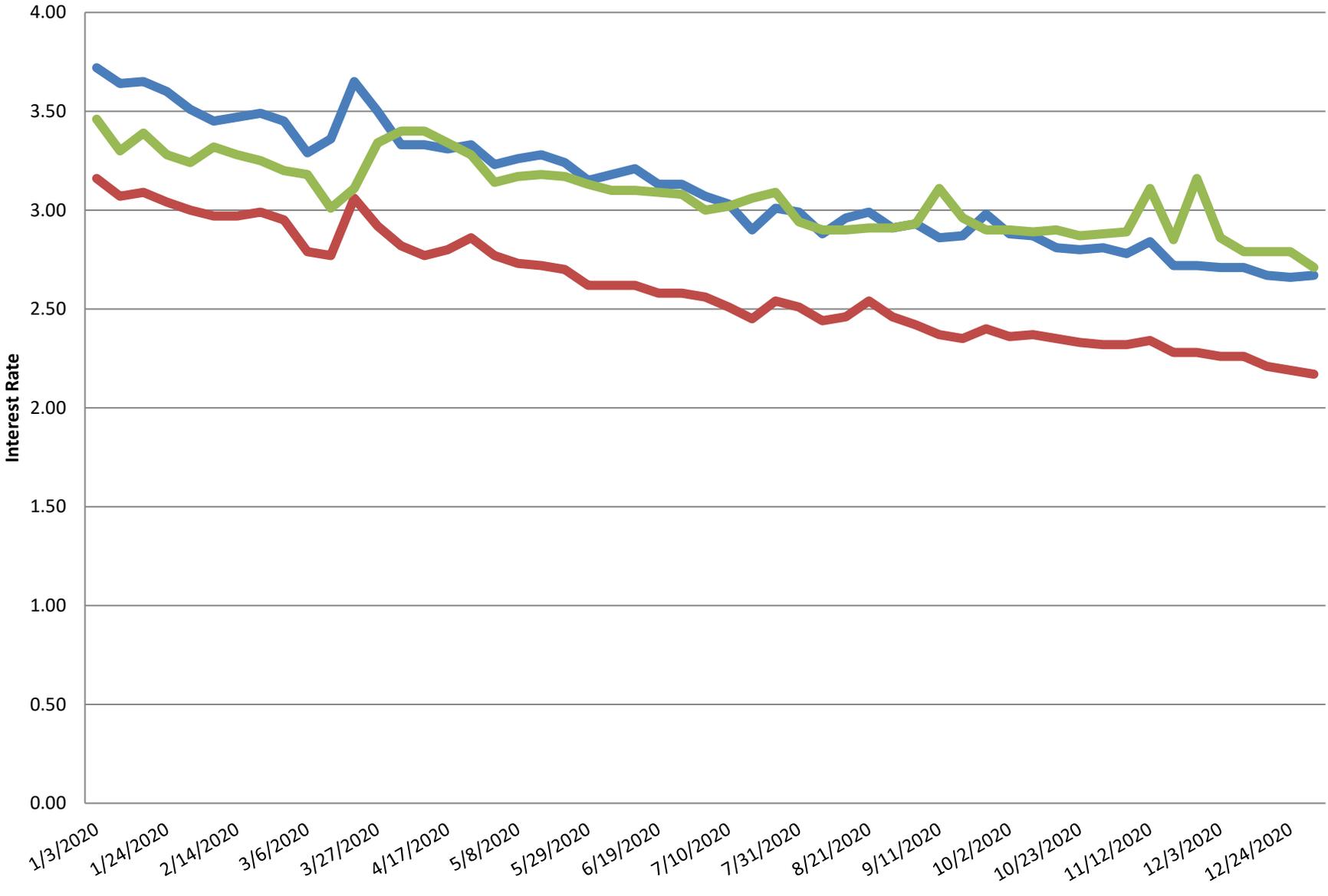


## NSBAR Supply Demand Ratio for Single Family Homes



The numbers in the chart represent the ratio of the number of homes for sale to the number of homes sold. The higher the S/D ratio, the more supply there is relative to demand. Optimal S/D ratio is 6 .0. Produced by NSBAR from information in MRED

# Historical Mortgage Rates



## Glossary of Terms and Abbreviations

### Absorption Rate:

Absorption rates are used to determine the amount of weeks that it will take to sell the current inventory at the present rate of sales.

Twenty six weeks is considered neutral. When the absorption is rate is higher than 26 weeks, it is considered a buyer's market and sale prices become stagnant. When the rate is lower, homes are selling faster and sales prices increase.

### To formulate Absorption Rate you need to know 2 figures.

- 1) How many listings are currently on the market?
- 2) How many listings sold last month?

### Then

- A.) Multiple the number of solds last month by 12 (months).
- B.) Divided by the current listings equals # of Units that would sell each week.
- C.) Divide the # or units that should sell each week into the number available = absorption rate.

### Supply Demand Ratio

The amount of homes for sales divided by the amount of sold properties for a given time period. When there are six active listings for every sold listing, the market is considered to be at its equilibrium, homes are being sold at the exact right price.

### Listing

Listing in MRED - when the current titleholders of the property have signed an exclusive or exclusive right to sell agreement and the agreement is in effect with an MRED office.

### Statuses for Active Listings

#### ACTV - An A

ctive listing is where an agreement and an owner of real property and a real estate agent, whereby the agent agrees to secure a buyer or tenant for specific property at a certain price and terms in return for a fee or commission.

**BOMK** - Back on Market: A listing previously showing Off-Market (Canceled, Closed, Expired, or Rented) status is now active again.

**CTG** - Contingent on a contract pending – A valid sales contract has been signed by a Buyer and Seller with provisions to be met before a contract can become binding.

#### *CONTINGENCY FLAGS*

*A/I* - Attorney Approval/Home Inspection

*CTGO* - Denotes other contingency that may apply. Call Listing Agent for specifics of contingency

*FIN* - Financing

*HC\*\** - Buyer has home to close. Code is followed by number of hours in kick out period

*HS\*\** - Buyer has home to sell. Code is followed by number of hours in kick out period

**NEW** - A New listing.

**PCHG** - Price Change: A listing showing a change in list price – new list price is required.

**RACT** Reactivate: A listing that was previously showing as Contingent, Pending or Temporarily Off-Market

**TEMP** - Active -Temporarily Off-Market (still listed) exclusive brokerage agreement in effect, property unable to be shown, except for reasonable restrictions noted on the listing in the showing instructions.

**BOMK, NEW, PCHG & RACT** - statuses will show on MRED® for 5 days (unless a status change is made to the listing) and then revert to an ACTV status.

## **OFF-MARKET LISTING**

**Closed** property in MRED is when an active listing has been sold and the title has changed from the seller titleholder to the new title holder.

**Expired** listing in MRED is an active listing which has reached its expiration date and has moved from active status to expired and the listing agreement is no longer in effect.

**Temporary off the market/withdrawn** is a listing in MRED which still has a valid listing agreement but the titleholders have asked the property be taken out of MRED.

**Cancelled** listing in MRED is when seller titleholders and the real estate company have cancelled the listing agreement and the property is no longer for sale with that company.

## **OFF MARKET STATUSES**

**CANC** - A Canceled listing - cancellation date is required

**CLSD** - A Closed listing - must be reported within 72 hours of closing. Selling Price, Contract Date, Closed Date, Seller's Concessions Y/N (if Y is entered, Seller's Concessions \$ amount is required (PNT)), and Selling Agent are required.

**EXP** - An Expired listing.

**PEND** - Pending: A fully executed purchase contract with no contingencies other than closing. Property must be placed in Pending in order to report it closed and show the correct Market Time. Requires entry/confirmation of the Contract Date and Selling Agent ID.

**RNTD** - Rented: Property type 6 only - requires Rental Date, Selling Agent and Rented Price.

**Median Sale Price** - The median price is the price that is midway between the least expensive and most expensive home sold in an area during a given period of time. During that time, half the buyers bought homes that cost more than the median price and half bought homes for less than the median price.

**Average Sale Price** - The average home price is the sum of prices of all homes sold in a certain area in a certain period, divided by the number of properties sold in the same area in that period.

**Days On Market (DOM) or Market Time (MT)** - The number of days a listing is active in a multiple listing service before it is entered into "pending" status. Pending status is when an offer has been accepted by the seller but the transaction is not yet closed. Many agents refer to "average days on market," which is derived by adding all the days on market of each listing and dividing by the number of listings. In a buyer's market, the DOM are generally higher because inventory takes longer to sell. In a seller's market, the DOM are fewer.

Additional Abbreviations:

**FS**= For Sale or Active Property

**UC**= Under Contract, Property under contract but has not had all contingencies met.

**OLP** = Original List Price

**LP** = List Price

**LLP** = Last List Price