

# Lender-Mediated Report – January 2020

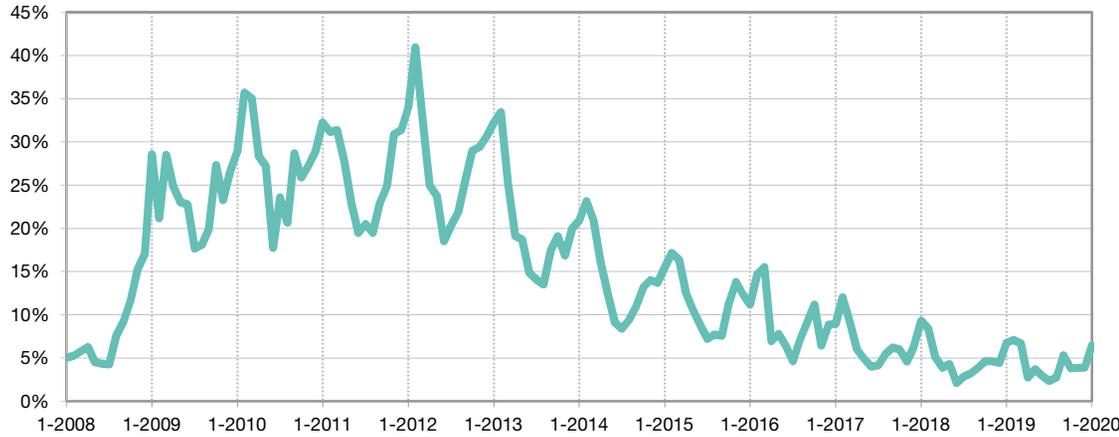


NORTH SHORE-BARRINGTON ASSOCIATION OF REALTORS®

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: 6.5%



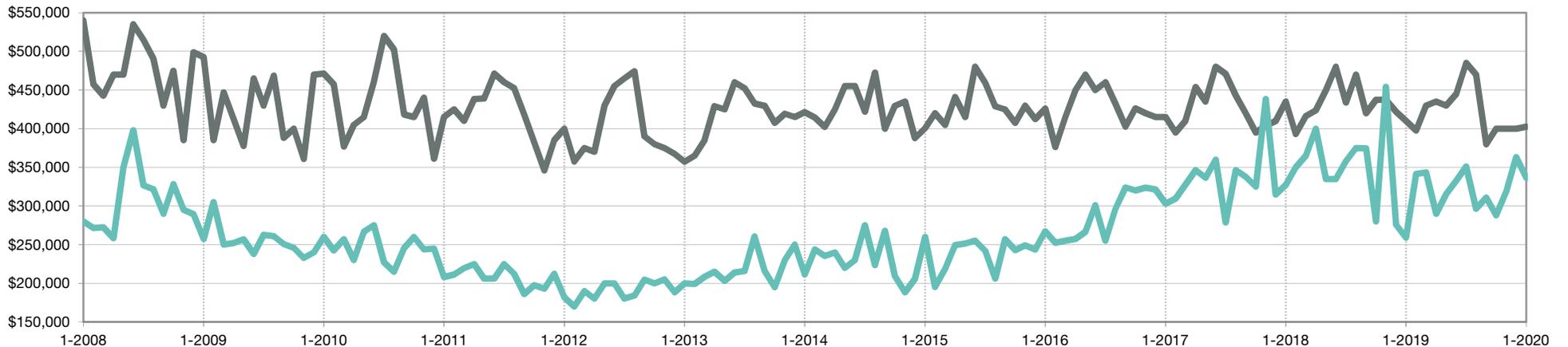
Closed Sales	1-2019	1-2020	+ / -
Traditional	289	376	+30.1%
REO	13	21	+61.5%
Short Sales	8	5	-37.5%
Total Market*	310	402	+29.7%

Median Sales Price	1-2019	1-2020	+ / -
Traditional	\$410,000	\$402,500	-1.8%
REO	\$240,000	\$337,000	+40.4%
Short Sales	\$355,000	\$267,000	-24.8%
Total Market*	\$400,000	\$396,750	-0.8%

\* 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 2020

	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	1-2019	1-2020	+ / -	1-2019	1-2020	+ / -	1-2019	1-2020	+ / -	1-2019	1-2020	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Bannockburn	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Barrington Area	467	29	6.2%	693	38	5.5%	\$382,000	\$361,500	-5.4%	\$450,000	\$450,000	0.0%	\$406,193	\$437,156	+7.6%	\$513,293	\$510,345	-0.6%
Deerfield	165	8	4.8%	421	13	3.1%	\$374,000	\$381,988	+2.1%	\$475,000	\$445,000	-6.3%	\$419,647	\$394,026	-6.1%	\$518,257	\$498,256	-3.9%
Evanston	298	8	2.7%	1,015	27	2.7%	\$181,000	\$205,000	+13.3%	\$345,000	\$345,000	0.0%	\$213,792	\$251,643	+17.7%	\$439,815	\$423,757	-3.7%
Glencoe	70	1	1.4%	163	5	3.1%	\$853,125	\$410,000	-51.9%	\$822,500	\$841,250	+2.3%	\$800,275	\$407,500	-49.1%	\$1,131,907	\$1,025,767	-9.4%
Glenview, Golf	260	9	3.5%	822	23	2.8%	\$349,900	\$340,000	-2.8%	\$452,500	\$428,400	-5.3%	\$418,963	\$426,081	+1.7%	\$535,252	\$532,915	-0.4%
Highland Park	256	13	5.1%	519	31	6.0%	\$325,000	\$325,000	0.0%	\$502,500	\$444,350	-11.6%	\$365,803	\$363,826	-0.5%	\$569,161	\$517,058	-9.2%
Highwood	10	1	10.0%	25	0	0.0%	\$0	\$0	--	\$312,500	\$266,500	-14.7%	\$0	\$0	--	\$378,702	\$340,013	-10.2%
Inverness	70	4	5.7%	136	9	6.6%	\$483,500	\$555,000	+14.8%	\$515,000	\$529,000	+2.7%	\$537,125	\$580,467	+8.1%	\$544,052	\$542,403	-0.3%
Kenilworth	36	1	2.8%	35	1	2.9%	\$1,475,000	\$875,000	-40.7%	\$1,010,000	\$1,281,750	+26.9%	\$1,120,000	\$875,000	-21.9%	\$1,286,002	\$1,344,082	+4.5%
Lake Bluff	96	5	5.2%	180	9	5.0%	\$205,000	\$275,000	+34.1%	\$450,000	\$415,000	-7.8%	\$257,516	\$288,778	+12.1%	\$531,925	\$518,057	-2.6%
Lake Forest	283	10	3.5%	351	17	4.8%	\$577,750	\$499,800	-13.5%	\$788,025	\$732,500	-7.0%	\$599,319	\$650,273	+8.5%	\$926,729	\$872,995	-5.8%
Lincolnshire	70	2	2.9%	136	5	3.7%	\$513,150	\$438,000	-14.6%	\$448,000	\$460,000	+2.7%	\$560,325	\$470,400	-16.0%	\$488,174	\$504,075	+3.3%
Lincolnwood	54	3	5.6%	153	8	5.2%	\$245,001	\$346,438	+41.4%	\$352,750	\$365,000	+3.5%	\$335,897	\$325,093	-3.2%	\$402,079	\$386,869	-3.8%
Mettawa	11	0	0.0%	2	0	0.0%	\$0	\$0	--	\$723,750	\$473,650	-34.6%	\$0	\$0	--	\$790,250	\$473,650	-40.1%
Morton Grove	85	2	2.4%	384	21	5.5%	\$273,000	\$279,000	+2.2%	\$310,000	\$300,000	-3.2%	\$297,899	\$295,500	-0.8%	\$313,886	\$303,798	-3.2%
Northbrook	251	10	4.0%	718	25	3.5%	\$582,000	\$316,800	-45.6%	\$451,950	\$462,500	+2.3%	\$610,189	\$439,738	-27.9%	\$514,804	\$512,190	-0.5%
Northfield	43	0	0.0%	116	2	1.7%	\$566,000	\$652,500	+15.3%	\$515,000	\$526,000	+2.1%	\$516,833	\$652,500	+26.2%	\$630,933	\$716,155	+13.5%
Prairie View	3	0	0.0%	11	3	27.3%	\$125,000	\$277,000	+121.6%	\$335,000	\$290,000	-13.4%	\$125,000	\$262,833	+110.3%	\$326,723	\$315,625	-3.4%
Riverwoods	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Skokie	160	7	4.4%	727	43	5.9%	\$253,500	\$260,000	+2.6%	\$297,500	\$298,500	+0.3%	\$274,478	\$276,833	+0.9%	\$307,189	\$309,114	+0.6%
Wilmette	128	6	4.7%	456	6	1.3%	\$440,000	\$387,500	-11.9%	\$660,000	\$658,250	-0.3%	\$694,869	\$413,237	-40.5%	\$764,266	\$745,219	-2.5%
Winnetka	108	4	3.7%	263	4	1.5%	\$540,225	\$794,500	+47.1%	\$1,087,500	\$1,140,000	+4.8%	\$762,109	\$825,688	+8.3%	\$1,375,093	\$1,331,033	-3.2%