

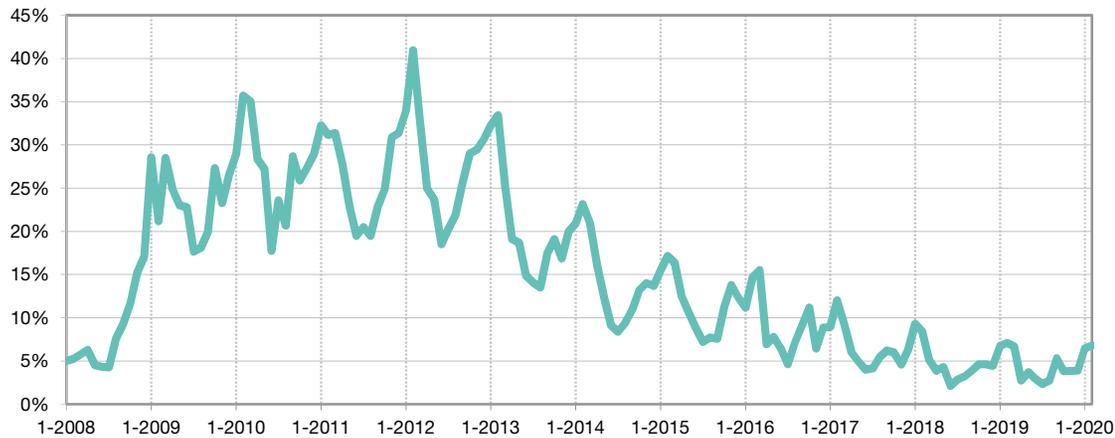
Lender-Mediated Report – February 2020



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: 6.8%



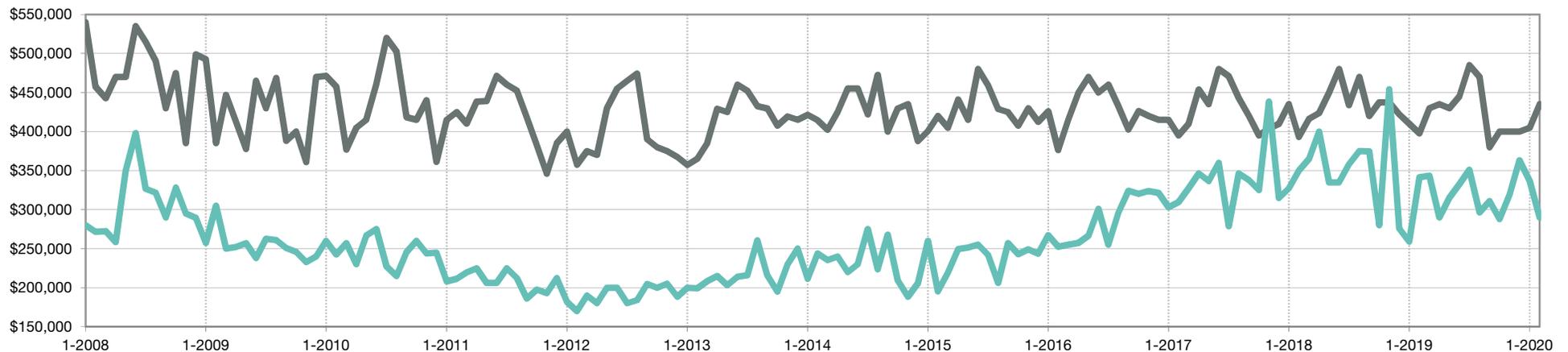
Closed Sales	2-2019	2-2020	+ / -
Traditional	314	383	+22.0%
REO	16	19	+18.8%
Short Sales	8	9	+12.5%
Total Market*	338	411	+21.6%

Median Sales Price	2-2019	2-2020	+ / -
Traditional	\$397,500	\$435,000	+9.4%
REO	\$330,000	\$305,000	-7.6%
Short Sales	\$422,000	\$275,000	-34.8%
Total Market*	\$391,183	\$418,000	+6.9%

* 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.

February 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	2-2019	2-2020	+ / -	2-2019	2-2020	+ / -	2-2019	2-2020	+ / -	2-2019	2-2020	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Bannockburn	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Barrington Area	487	22	4.5%	695	39	5.6%	\$375,000	\$355,000	-5.3%	\$450,000	\$451,500	+0.3%	\$411,581	\$416,812	+1.3%	\$512,458	\$509,070	-0.7%
Deerfield	174	8	4.6%	424	14	3.3%	\$381,500	\$383,494	+0.5%	\$483,500	\$442,500	-8.5%	\$429,241	\$393,381	-8.4%	\$518,708	\$499,576	-3.7%
Evanston	328	7	2.1%	1,040	28	2.7%	\$185,000	\$203,500	+10.0%	\$343,000	\$345,000	+0.6%	\$230,974	\$221,476	-4.1%	\$438,973	\$424,301	-3.3%
Glencoe	81	0	0.0%	161	6	3.7%	\$841,250	\$425,000	-49.5%	\$805,000	\$855,000	+6.2%	\$782,830	\$472,917	-39.6%	\$1,098,040	\$1,032,082	-6.0%
Glenview, Golf	302	14	4.6%	846	24	2.8%	\$337,000	\$363,500	+7.9%	\$451,750	\$435,000	-3.7%	\$419,069	\$433,328	+3.4%	\$533,434	\$535,553	+0.4%
Highland Park	287	7	2.4%	523	32	6.1%	\$325,000	\$322,500	-0.8%	\$510,000	\$440,000	-13.7%	\$366,092	\$366,956	+0.2%	\$575,621	\$511,440	-11.1%
Highwood	11	2	18.2%	24	0	0.0%	\$0	\$0	--	\$312,000	\$268,500	-13.9%	\$0	\$0	--	\$366,508	\$345,639	-5.7%
Inverness	90	2	2.2%	132	7	5.3%	\$712,500	\$555,000	-22.1%	\$522,000	\$525,000	+0.6%	\$759,250	\$507,029	-33.2%	\$551,263	\$535,929	-2.8%
Kenilworth	40	0	0.0%	33	1	3.0%	\$1,475,000	\$875,000	-40.7%	\$1,020,000	\$1,264,250	+23.9%	\$1,120,000	\$875,000	-21.9%	\$1,304,680	\$1,321,447	+1.3%
Lake Bluff	93	1	1.1%	180	9	5.0%	\$227,500	\$275,000	+20.9%	\$449,500	\$415,000	-7.7%	\$265,581	\$288,778	+8.7%	\$532,290	\$520,461	-2.2%
Lake Forest	302	9	3.0%	365	19	5.2%	\$525,500	\$499,800	-4.9%	\$782,500	\$735,000	-6.1%	\$595,850	\$657,718	+10.4%	\$922,412	\$882,226	-4.4%
Lincolnshire	85	1	1.2%	134	5	3.7%	\$513,150	\$438,000	-14.6%	\$446,750	\$473,000	+5.9%	\$560,325	\$470,400	-16.0%	\$484,313	\$513,488	+6.0%
Lincolnwood	61	4	6.6%	157	7	4.5%	\$285,001	\$331,000	+16.1%	\$352,000	\$367,000	+4.3%	\$313,235	\$301,378	-3.8%	\$401,494	\$387,350	-3.5%
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	93	4	4.3%	388	22	5.7%	\$269,000	\$277,000	+3.0%	\$307,500	\$302,250	-1.7%	\$288,624	\$290,330	+0.6%	\$313,835	\$306,942	-2.2%
Northbrook	285	10	3.5%	711	25	3.5%	\$599,000	\$316,800	-47.1%	\$453,750	\$464,250	+2.3%	\$600,739	\$432,728	-28.0%	\$515,861	\$511,039	-0.9%
Northfield	55	0	0.0%	122	2	1.6%	\$566,000	\$652,500	+15.3%	\$535,000	\$501,000	-6.4%	\$516,833	\$652,500	+26.2%	\$683,718	\$678,018	-0.8%
Prairie View	5	0	0.0%	11	3	27.3%	\$125,000	\$277,000	+121.6%	\$317,450	\$290,000	-8.6%	\$125,000	\$262,833	+110.3%	\$325,090	\$315,625	-2.9%
Riverwoods	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Skokie	182	12	6.6%	729	41	5.6%	\$253,500	\$253,000	-0.2%	\$295,500	\$295,500	0.0%	\$278,286	\$269,313	-3.2%	\$306,022	\$308,605	+0.8%
Wilmette	164	6	3.7%	454	7	1.5%	\$531,850	\$370,000	-30.4%	\$647,500	\$670,000	+3.5%	\$728,020	\$403,917	-44.5%	\$752,312	\$754,181	+0.2%
Winnetka	129	3	2.3%	269	3	1.1%	\$540,225	\$660,000	+22.2%	\$1,080,000	\$1,137,500	+5.3%	\$792,109	\$695,917	-12.1%	\$1,379,778	\$1,326,738	-3.8%