

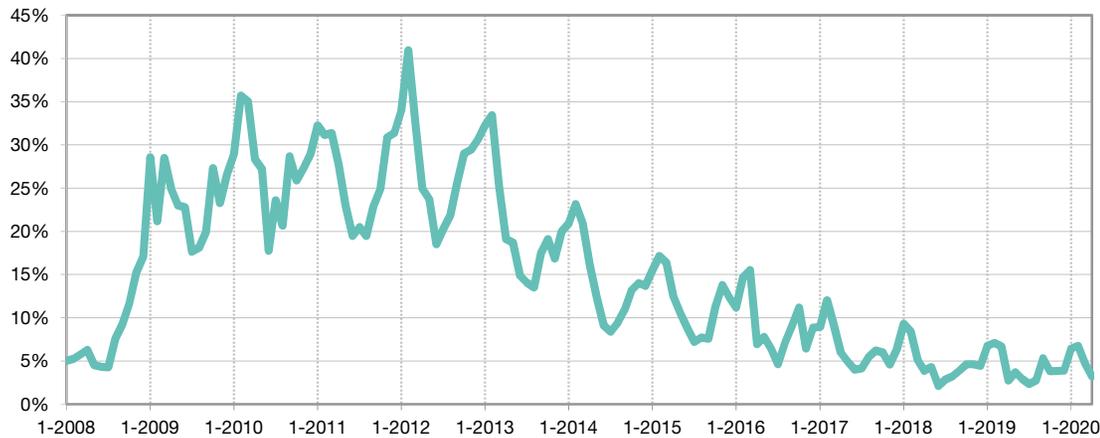
# Lender-Mediated Report – April 2020



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: 3.2%



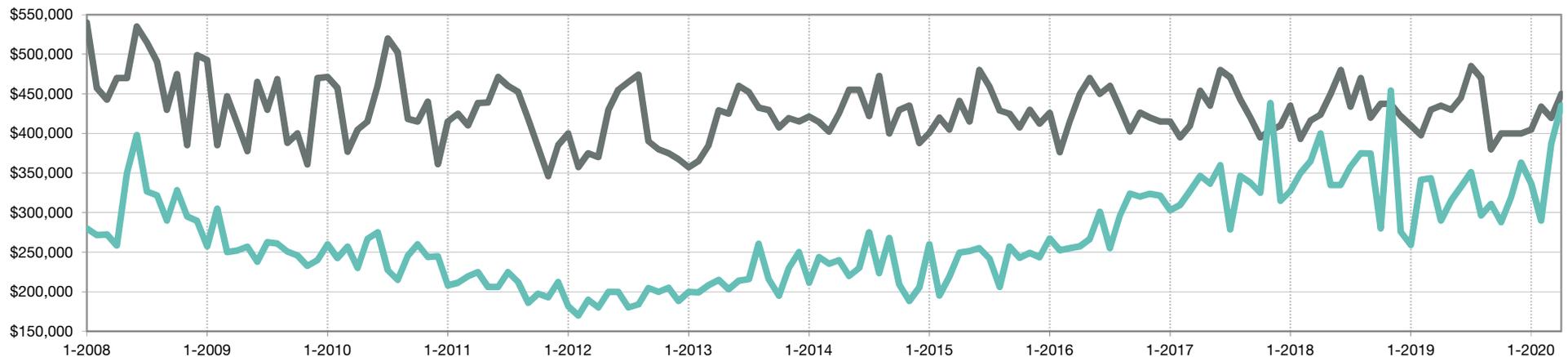
Closed Sales	4-2019	4-2020	+ / -
Traditional	674	573	-15.0%
REO	15	14	-6.7%
Short Sales	4	5	+25.0%
Total Market*	693	592	-14.6%

Median Sales Price	4-2019	4-2020	+ / -
Traditional	\$435,000	\$450,000	+3.4%
REO	\$255,000	\$421,250	+65.2%
Short Sales	\$295,000	\$435,000	+47.5%
Total Market*	\$433,000	\$449,500	+3.8%

\* 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.

April 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	4-2019	4-2020	+ / -	4-2019	4-2020	+ / -	4-2019	4-2020	+ / -	4-2019	4-2020	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Bannockburn	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Barrington Area	503	24	4.8%	721	41	5.7%	\$360,000	\$355,000	-1.4%	\$459,500	\$455,000	-1.0%	\$399,981	\$431,051	+7.8%	\$524,831	\$505,213	-3.7%
Deerfield	181	6	3.3%	414	13	3.1%	\$374,000	\$385,000	+2.9%	\$483,500	\$435,000	-10.0%	\$379,804	\$412,804	+8.7%	\$519,455	\$491,702	-5.3%
Evanston	350	10	2.9%	1,023	22	2.2%	\$193,000	\$202,500	+4.9%	\$348,000	\$351,750	+1.1%	\$241,539	\$217,393	-10.0%	\$442,864	\$435,953	-1.6%
Glencoe	80	1	1.3%	150	5	3.3%	\$669,900	\$550,000	-17.9%	\$817,500	\$845,000	+3.4%	\$630,880	\$562,000	-10.9%	\$1,161,109	\$992,212	-14.5%
Glenview, Golf	324	11	3.4%	877	26	3.0%	\$354,039	\$338,000	-4.5%	\$430,000	\$448,000	+4.2%	\$488,003	\$382,178	-21.7%	\$524,647	\$541,590	+3.2%
Highland Park	272	12	4.4%	531	31	5.8%	\$325,000	\$325,000	0.0%	\$500,000	\$440,000	-12.0%	\$381,203	\$369,702	-3.0%	\$576,028	\$500,588	-13.1%
Highwood	11	1	9.1%	30	1	3.3%	\$0	\$280,000	--	\$284,000	\$240,000	-15.5%	\$0	\$280,000	--	\$353,005	\$326,618	-7.5%
Inverness	110	6	5.5%	132	7	5.3%	\$542,500	\$555,000	+2.3%	\$529,000	\$530,000	+0.2%	\$674,500	\$487,529	-27.7%	\$546,478	\$547,914	+0.3%
Kenilworth	41	1	2.4%	35	1	2.9%	\$942,500	\$875,000	-7.2%	\$1,100,000	\$1,211,000	+10.1%	\$942,500	\$875,000	-7.2%	\$1,339,317	\$1,321,656	-1.3%
Lake Bluff	81	3	3.7%	197	11	5.6%	\$227,500	\$275,000	+20.9%	\$449,950	\$423,375	-5.9%	\$259,393	\$304,291	+17.3%	\$524,900	\$548,158	+4.4%
Lake Forest	279	2	0.7%	362	20	5.5%	\$617,900	\$457,500	-26.0%	\$769,000	\$729,900	-5.1%	\$599,647	\$638,886	+6.5%	\$907,273	\$875,177	-3.5%
Lincolnshire	75	0	0.0%	134	6	4.5%	\$438,000	\$421,500	-3.8%	\$445,875	\$471,000	+5.6%	\$535,860	\$451,000	-15.8%	\$481,346	\$501,829	+4.3%
Lincolnwood	65	5	7.7%	156	7	4.5%	\$285,001	\$331,000	+16.1%	\$355,500	\$368,000	+3.5%	\$313,235	\$301,378	-3.8%	\$411,442	\$389,670	-5.3%
Mettawa	9	0	0.0%	4	0	0.0%	\$0	\$0	--	\$695,000	\$474,000	-31.8%	\$0	\$0	--	\$784,750	\$575,075	-26.7%
Morton Grove	101	6	5.9%	384	19	4.9%	\$269,000	\$282,000	+4.8%	\$305,500	\$305,000	-0.2%	\$276,803	\$307,855	+11.2%	\$308,296	\$313,869	+1.8%
Northbrook	308	7	2.3%	713	28	3.9%	\$545,000	\$356,000	-34.7%	\$465,750	\$460,000	-1.2%	\$555,879	\$449,511	-19.1%	\$522,202	\$503,934	-3.5%
Northfield	58	0	0.0%	118	2	1.7%	\$624,250	\$652,500	+4.5%	\$530,000	\$551,000	+4.0%	\$624,250	\$652,500	+4.5%	\$662,145	\$699,053	+5.6%
Prairie View	7	0	0.0%	8	2	25.0%	\$178,500	\$278,250	+55.9%	\$317,450	\$302,500	-4.7%	\$178,500	\$278,250	+55.9%	\$337,988	\$327,333	-3.2%
Riverwoods	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Skokie	200	6	3.0%	721	34	4.7%	\$257,500	\$251,263	-2.4%	\$295,000	\$298,000	+1.0%	\$279,750	\$266,083	-4.9%	\$305,313	\$307,613	+0.8%
Wilmette	162	5	3.1%	440	8	1.8%	\$623,700	\$387,500	-37.9%	\$622,500	\$670,000	+7.6%	\$760,171	\$428,553	-43.6%	\$730,407	\$763,858	+4.6%
Winnetka	120	2	1.7%	257	4	1.6%	\$540,225	\$638,225	+18.1%	\$1,120,000	\$1,060,000	-5.4%	\$708,408	\$646,363	-8.8%	\$1,388,750	\$1,264,945	-8.9%