

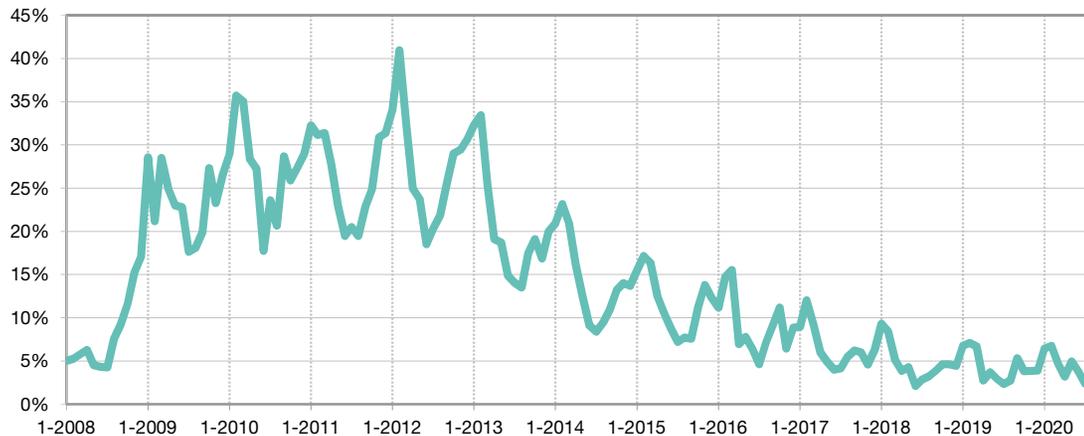
Lender-Mediated Report – August 2020



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: 2.2%



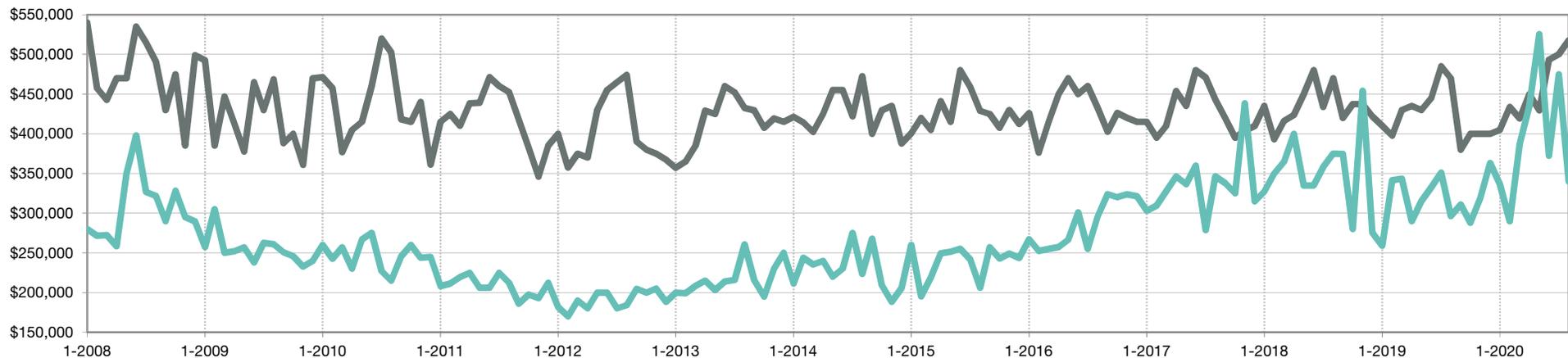
| Closed Sales | 8-2019 | 8-2020 | + / - |
|---------------|--------|--------|--------|
| Traditional | 713 | 1,061 | +48.8% |
| REO | 14 | 16 | +14.3% |
| Short Sales | 6 | 8 | +33.3% |
| Total Market* | 733 | 1,085 | +48.0% |

| Median Sales Price | 8-2019 | 8-2020 | + / - |
|--------------------|-----------|-----------|--------|
| Traditional | \$470,000 | \$517,500 | +10.1% |
| REO | \$324,385 | \$440,560 | +35.8% |
| Short Sales | \$282,500 | \$309,500 | +9.6% |
| Total Market* | \$460,000 | \$510,000 | +10.9% |

* 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.

August 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 | 8-2019 | 8-2020 | + / - | 8-2019 | 8-2020 | + / - | 8-2019 | 8-2020 | + / - | 8-2019 | 8-2020 | + / - |
| | | | | | | | Lender-Mediated | | | Traditional Properties | | | Lender-Mediated | | | Traditional Properties | | |
| Bannockburn | 0 | 0 | -- | 0 | 0 | -- | \$0 | \$0 | -- | \$0 | \$0 | -- | \$0 | \$0 | -- | \$0 | \$0 | -- |
| Barrington Area | 414 | 11 | 2.7% | 849 | 43 | 5.1% | \$360,000 | \$352,500 | -2.1% | \$470,410 | \$460,000 | -2.2% | \$429,176 | \$420,847 | -1.9% | \$526,209 | \$506,727 | -3.7% |
| Deerfield | 178 | 5 | 2.8% | 378 | 18 | 4.8% | \$410,994 | \$395,000 | -3.9% | \$475,000 | \$435,000 | -8.4% | \$431,744 | \$498,136 | +15.4% | \$520,351 | \$479,796 | -7.8% |
| Evanston | 271 | 9 | 3.3% | 973 | 19 | 2.0% | \$216,000 | \$209,000 | -3.2% | \$343,000 | \$367,500 | +7.1% | \$271,716 | \$297,272 | +9.4% | \$428,310 | \$457,826 | +6.9% |
| Glencoe | 55 | 1 | 1.8% | 168 | 7 | 4.2% | \$440,000 | \$655,000 | +48.9% | \$849,000 | \$900,000 | +6.0% | \$450,800 | \$663,571 | +47.2% | \$1,147,431 | \$1,121,574 | -2.3% |
| Glenview, Golf | 312 | 4 | 1.3% | 857 | 25 | 2.9% | \$343,450 | \$340,000 | -1.0% | \$440,000 | \$454,250 | +3.2% | \$433,564 | \$496,377 | +14.5% | \$547,623 | \$541,244 | -1.2% |
| Highland Park | 217 | 8 | 3.7% | 570 | 32 | 5.6% | \$307,650 | \$377,500 | +22.7% | \$484,813 | \$460,000 | -5.1% | \$346,426 | \$422,128 | +21.9% | \$555,391 | \$541,419 | -2.5% |
| Highwood | 8 | 0 | 0.0% | 27 | 1 | 3.7% | \$0 | \$280,000 | -- | \$268,250 | \$274,750 | +2.4% | \$0 | \$280,000 | -- | \$352,211 | \$354,536 | +0.7% |
| Inverness | 76 | 1 | 1.3% | 137 | 10 | 7.3% | \$575,000 | \$359,600 | -37.5% | \$522,500 | \$523,000 | +0.1% | \$664,000 | \$390,670 | -41.2% | \$530,766 | \$543,831 | +2.5% |
| Kenilworth | 28 | 1 | 3.6% | 41 | 1 | 2.4% | \$875,000 | \$7,500,000 | +757.1% | \$1,158,750 | \$1,115,000 | -3.8% | \$875,000 | \$7,500,000 | +757.1% | \$1,245,016 | \$1,355,158 | +8.8% |
| Lake Bluff | 60 | 1 | 1.7% | 185 | 11 | 5.9% | \$205,000 | \$275,000 | +34.1% | \$432,000 | \$474,500 | +9.8% | \$256,271 | \$316,586 | +23.5% | \$507,484 | \$570,017 | +12.3% |
| Lake Forest | 239 | 5 | 2.1% | 403 | 22 | 5.5% | \$468,125 | \$510,000 | +8.9% | \$760,000 | \$738,750 | -2.8% | \$514,505 | \$680,603 | +32.3% | \$912,928 | \$908,634 | -0.5% |
| Lincolnshire | 59 | 2 | 3.4% | 135 | 5 | 3.7% | \$454,000 | \$438,000 | -3.5% | \$449,000 | \$468,250 | +4.3% | \$497,250 | \$515,000 | +3.6% | \$482,767 | \$495,845 | +2.7% |
| Lincolnwood | 57 | 1 | 1.8% | 154 | 7 | 4.5% | \$343,875 | \$305,000 | -11.3% | \$368,000 | \$388,900 | +5.7% | \$328,964 | \$345,629 | +5.1% | \$407,482 | \$426,966 | +4.8% |
| Mettawa | 9 | 0 | 0.0% | 5 | 0 | 0.0% | \$0 | \$0 | -- | \$785,650 | \$475,000 | -39.5% | \$0 | \$0 | -- | \$785,650 | \$606,600 | -22.8% |
| Morton Grove | 116 | 2 | 1.7% | 346 | 17 | 4.9% | \$265,000 | \$284,250 | +7.3% | \$305,000 | \$305,500 | +0.2% | \$270,132 | \$305,956 | +13.3% | \$309,444 | \$316,037 | +2.1% |
| Northbrook | 305 | 3 | 1.0% | 662 | 26 | 3.9% | \$372,500 | \$395,050 | +6.1% | \$470,000 | \$450,000 | -4.3% | \$414,884 | \$485,798 | +17.1% | \$527,436 | \$500,622 | -5.1% |
| Northfield | 52 | 0 | 0.0% | 112 | 1 | 0.9% | \$443,750 | \$1,100,000 | +147.9% | \$505,000 | \$527,000 | +4.4% | \$443,750 | \$1,100,000 | +147.9% | \$654,193 | \$666,978 | +2.0% |
| Prairie View | 6 | 0 | 0.0% | 9 | 1 | 11.1% | \$254,500 | \$279,500 | +9.8% | \$295,000 | \$299,250 | +1.4% | \$254,500 | \$279,500 | +9.8% | \$307,714 | \$335,500 | +9.0% |
| Riverwoods | 0 | 0 | -- | 0 | 0 | -- | \$0 | \$0 | -- | \$0 | \$0 | -- | \$0 | \$0 | -- | \$0 | \$0 | -- |
| Skokie | 206 | 7 | 3.4% | 642 | 25 | 3.9% | \$265,000 | \$235,000 | -11.3% | \$290,300 | \$300,000 | +3.3% | \$300,037 | \$252,303 | -15.9% | \$307,734 | \$313,475 | +1.9% |
| Wilmette | 164 | 3 | 1.8% | 423 | 11 | 2.6% | \$440,000 | \$370,000 | -15.9% | \$657,500 | \$636,250 | -3.2% | \$473,480 | \$468,493 | -1.1% | \$740,753 | \$766,423 | +3.5% |
| Winnetka | 101 | 1 | 1.0% | 269 | 6 | 2.2% | \$660,000 | \$626,850 | -5.0% | \$1,200,000 | \$1,029,000 | -14.3% | \$809,729 | \$618,283 | -23.6% | \$1,388,312 | \$1,240,477 | -10.6% |