

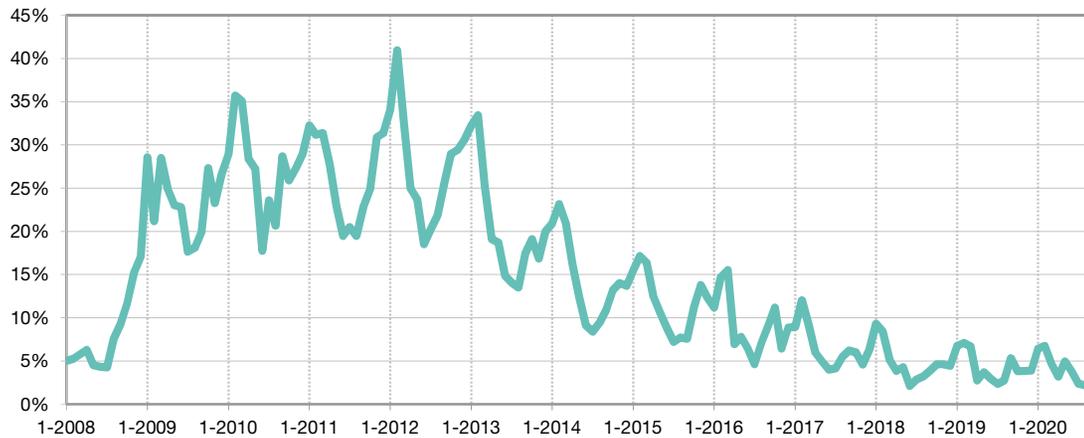
Lender-Mediated Report – September 2020



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: 1.7%



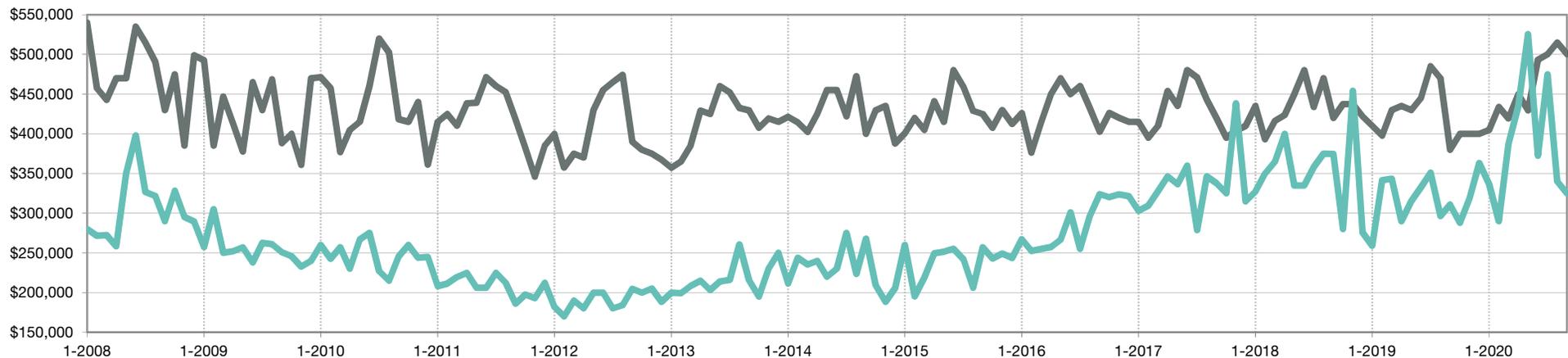
Closed Sales	9-2019	9-2020	+ / -
Traditional	533	917	+72.0%
REO	23	10	-56.5%
Short Sales	7	6	-14.3%
Total Market*	563	933	+65.7%

Median Sales Price	9-2019	9-2020	+ / -
Traditional	\$380,000	\$500,000	+31.6%
REO	\$350,175	\$387,500	+10.7%
Short Sales	\$253,000	\$293,000	+15.8%
Total Market*	\$380,000	\$500,000	+31.6%

* 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.

September 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	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Bannockburn	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Barrington Area	374	11	2.9%	903	46	5.1%	\$356,000	\$361,500	+1.5%	\$460,000	\$469,000	+2.0%	\$416,586	\$443,987	+6.6%	\$520,579	\$515,351	-1.0%
Deerfield	166	4	2.4%	400	15	3.8%	\$393,494	\$385,000	-2.2%	\$465,000	\$455,000	-2.2%	\$412,353	\$511,730	+24.1%	\$510,136	\$498,493	-2.3%
Evanston	281	7	2.5%	1,013	20	2.0%	\$216,000	\$212,250	-1.7%	\$342,000	\$380,000	+11.1%	\$275,631	\$293,708	+6.6%	\$423,379	\$468,742	+10.7%
Glencoe	51	1	2.0%	182	6	3.3%	\$425,000	\$727,500	+71.2%	\$859,000	\$922,500	+7.4%	\$440,600	\$705,833	+60.2%	\$1,148,649	\$1,145,005	-0.3%
Glenview, Golf	290	7	2.4%	898	26	2.9%	\$336,000	\$309,132	-8.0%	\$439,750	\$461,000	+4.8%	\$414,073	\$487,478	+17.7%	\$549,975	\$549,329	-0.1%
Highland Park	189	5	2.6%	617	29	4.7%	\$325,000	\$325,000	0.0%	\$472,250	\$479,250	+1.5%	\$366,754	\$400,306	+9.1%	\$545,076	\$555,362	+1.9%
Highwood	6	1	16.7%	28	1	3.6%	\$0	\$280,000	--	\$275,700	\$270,500	-1.9%	\$0	\$280,000	--	\$352,800	\$353,612	+0.2%
Inverness	70	2	2.9%	141	11	7.8%	\$575,000	\$400,000	-30.4%	\$520,000	\$530,000	+1.9%	\$664,000	\$411,973	-38.0%	\$535,642	\$549,212	+2.5%
Kenilworth	20	1	5.0%	47	1	2.1%	\$875,000	\$7,500,000	+757.1%	\$1,244,500	\$1,115,000	-10.4%	\$875,000	\$7,500,000	+757.1%	\$1,296,765	\$1,430,277	+10.3%
Lake Bluff	58	1	1.7%	193	9	4.7%	\$205,000	\$319,000	+55.6%	\$421,750	\$486,250	+15.3%	\$247,099	\$339,161	+37.3%	\$506,163	\$569,291	+12.5%
Lake Forest	213	5	2.3%	438	22	5.0%	\$446,250	\$537,581	+20.5%	\$750,000	\$739,375	-1.4%	\$501,139	\$686,285	+36.9%	\$880,205	\$931,751	+5.9%
Lincolnshire	60	2	3.3%	151	3	2.0%	\$438,000	\$405,000	-7.5%	\$449,000	\$471,500	+5.0%	\$470,400	\$454,000	-3.5%	\$485,723	\$501,735	+3.3%
Lincolnwood	52	1	1.9%	152	7	4.6%	\$343,875	\$305,000	-11.3%	\$367,000	\$390,000	+6.3%	\$326,106	\$354,914	+8.8%	\$397,197	\$441,150	+11.1%
Mettawa	8	0	0.0%	5	0	0.0%	\$0	\$0	--	\$472,300	\$475,000	+0.6%	\$0	\$0	--	\$472,300	\$606,600	+28.4%
Morton Grove	103	3	2.9%	354	15	4.2%	\$275,000	\$267,000	-2.9%	\$300,000	\$316,000	+5.3%	\$275,617	\$308,467	+11.9%	\$305,816	\$322,803	+5.6%
Northbrook	295	2	0.7%	688	23	3.3%	\$341,000	\$410,100	+20.3%	\$470,000	\$450,000	-4.3%	\$423,766	\$485,217	+14.5%	\$523,247	\$508,101	-2.9%
Northfield	58	0	0.0%	120	1	0.8%	\$443,750	\$1,100,000	+147.9%	\$505,000	\$541,000	+7.1%	\$443,750	\$1,100,000	+147.9%	\$657,164	\$680,669	+3.6%
Prairie View	6	0	0.0%	8	0	0.0%	\$277,000	\$0	-100.0%	\$295,000	\$299,250	+1.4%	\$262,833	\$0	-100.0%	\$307,714	\$335,500	+9.0%
Riverwoods	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Skokie	200	2	1.0%	660	23	3.5%	\$265,000	\$232,000	-12.5%	\$297,885	\$305,000	+2.4%	\$291,102	\$248,117	-14.8%	\$311,197	\$314,291	+1.0%
Wilmette	156	2	1.3%	447	10	2.2%	\$490,000	\$359,000	-26.7%	\$650,000	\$670,000	+3.1%	\$484,567	\$461,342	-4.8%	\$735,177	\$803,287	+9.3%
Winnetka	97	2	2.1%	279	6	2.2%	\$660,000	\$626,850	-5.0%	\$1,165,000	\$1,029,000	-11.7%	\$809,729	\$618,283	-23.6%	\$1,373,094	\$1,238,499	-9.8%