

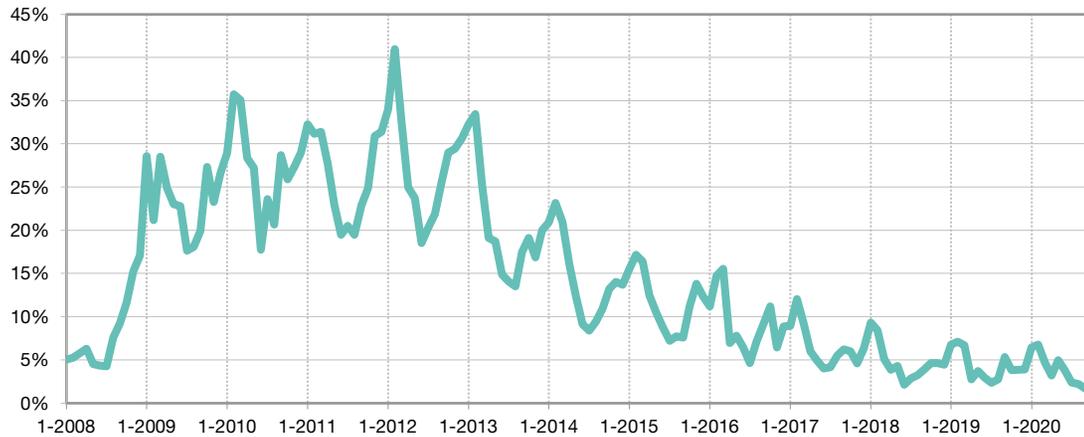
Lender-Mediated Report – October 2020



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: 2.1%



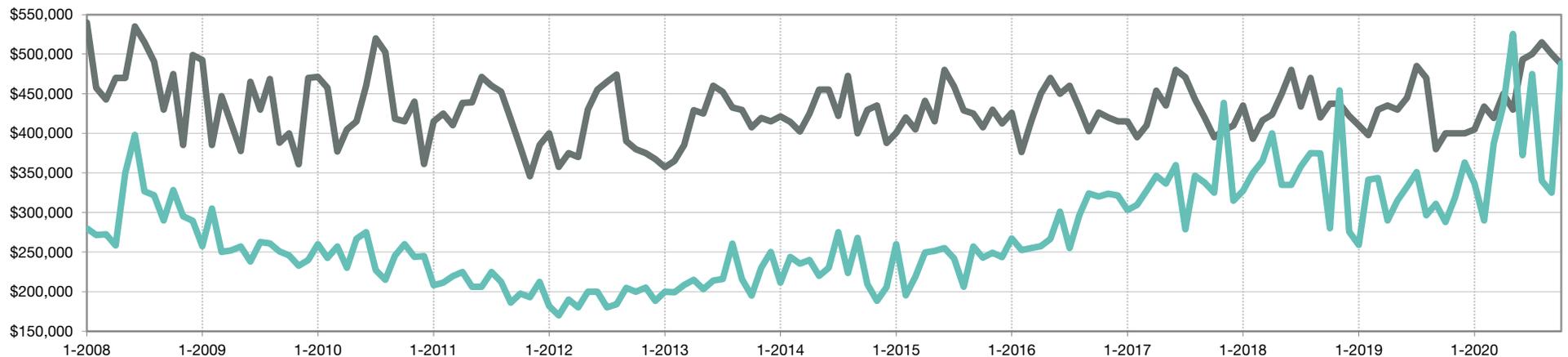
Closed Sales	10-2019	10-2020	+ / -
Traditional	582	942	+61.9%
REO	16	15	-6.3%
Short Sales	7	5	-28.6%
Total Market*	605	962	+59.0%

Median Sales Price	10-2019	10-2020	+ / -
Traditional	\$400,000	\$487,250	+21.8%
REO	\$240,500	\$506,500	+110.6%
Short Sales	\$320,000	\$442,500	+38.3%
Total Market*	\$395,000	\$487,250	+23.4%

* 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.

October 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	10-2019	10-2020	+ / -	10-2019	10-2020	+ / -	10-2019	10-2020	+ / -	10-2019	10-2020	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Bannockburn	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Barrington Area	349	15	4.3%	946	46	4.9%	\$351,000	\$366,500	+4.4%	\$455,000	\$475,000	+4.4%	\$418,224	\$475,277	+13.6%	\$515,553	\$523,462	+1.5%
Deerfield	157	3	1.9%	424	17	4.0%	\$405,000	\$385,000	-4.9%	\$450,000	\$455,000	+1.1%	\$402,807	\$496,553	+23.3%	\$498,543	\$501,091	+0.5%
Evanston	275	6	2.2%	1,029	16	1.6%	\$205,000	\$220,250	+7.4%	\$341,500	\$380,000	+11.3%	\$270,265	\$322,604	+19.4%	\$423,887	\$472,881	+11.6%
Glencoe	46	1	2.2%	194	6	3.1%	\$425,000	\$727,500	+71.2%	\$858,000	\$911,500	+6.2%	\$440,600	\$705,833	+60.2%	\$1,104,768	\$1,143,433	+3.5%
Glenview, Golf	282	2	0.7%	942	28	3.0%	\$368,450	\$402,500	+9.2%	\$436,000	\$470,000	+7.8%	\$426,361	\$506,265	+18.7%	\$549,306	\$558,454	+1.7%
Highland Park	179	4	2.2%	656	29	4.4%	\$322,500	\$328,650	+1.9%	\$467,500	\$485,000	+3.7%	\$380,678	\$409,720	+7.6%	\$539,025	\$569,237	+5.6%
Highwood	9	2	22.2%	30	1	3.3%	\$0	\$280,000	--	\$284,950	\$305,000	+7.0%	\$0	\$280,000	--	\$364,304	\$367,380	+0.8%
Inverness	65	1	1.5%	144	10	6.9%	\$560,000	\$359,600	-35.8%	\$520,000	\$527,500	+1.4%	\$651,889	\$397,670	-39.0%	\$532,257	\$551,769	+3.7%
Kenilworth	20	1	5.0%	47	2	4.3%	\$875,000	\$4,617,500	+427.7%	\$1,264,250	\$1,130,000	-10.6%	\$875,000	\$4,617,500	+427.7%	\$1,337,361	\$1,460,927	+9.2%
Lake Bluff	53	1	1.9%	196	9	4.6%	\$230,000	\$337,500	+46.7%	\$410,000	\$500,000	+22.0%	\$257,099	\$360,272	+40.1%	\$511,090	\$578,516	+13.2%
Lake Forest	215	6	2.8%	495	21	4.2%	\$473,025	\$520,000	+9.9%	\$749,888	\$745,000	-0.7%	\$514,512	\$693,084	+34.7%	\$883,520	\$927,784	+5.0%
Lincolnshire	62	3	4.8%	154	3	1.9%	\$438,000	\$405,000	-7.5%	\$437,500	\$467,000	+6.7%	\$470,400	\$454,000	-3.5%	\$501,191	\$487,870	-2.7%
Lincolnwood	54	1	1.9%	149	6	4.0%	\$346,438	\$297,500	-14.1%	\$366,000	\$409,000	+11.7%	\$328,968	\$355,900	+8.2%	\$395,934	\$462,135	+16.7%
Mettawa	9	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	108	3	2.8%	375	14	3.7%	\$272,500	\$328,500	+20.6%	\$300,000	\$320,000	+6.7%	\$269,687	\$317,643	+17.8%	\$304,309	\$327,516	+7.6%
Northbrook	288	4	1.4%	696	25	3.6%	\$332,000	\$428,000	+28.9%	\$470,000	\$452,500	-3.7%	\$417,723	\$518,600	+24.1%	\$522,538	\$513,403	-1.7%
Northfield	54	0	0.0%	124	1	0.8%	\$443,750	\$1,100,000	+147.9%	\$551,000	\$541,000	-1.8%	\$443,750	\$1,100,000	+147.9%	\$682,836	\$655,943	-3.9%
Prairie View	6	0	0.0%	12	0	0.0%	\$277,000	\$0	-100.0%	\$295,000	\$310,500	+5.3%	\$262,833	\$0	-100.0%	\$331,571	\$331,700	+0.0%
Riverwoods	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Skokie	196	3	1.5%	680	21	3.1%	\$265,000	\$240,000	-9.4%	\$292,000	\$310,000	+6.2%	\$291,183	\$256,320	-12.0%	\$307,284	\$317,521	+3.3%
Wilmette	143	2	1.4%	485	10	2.1%	\$540,000	\$359,000	-33.5%	\$650,000	\$684,000	+5.2%	\$526,480	\$461,342	-12.4%	\$742,194	\$808,365	+8.9%
Winnetka	93	2	2.2%	305	6	2.0%	\$660,000	\$626,850	-5.0%	\$1,140,000	\$1,030,000	-9.6%	\$778,620	\$618,283	-20.6%	\$1,343,170	\$1,276,863	-4.9%