

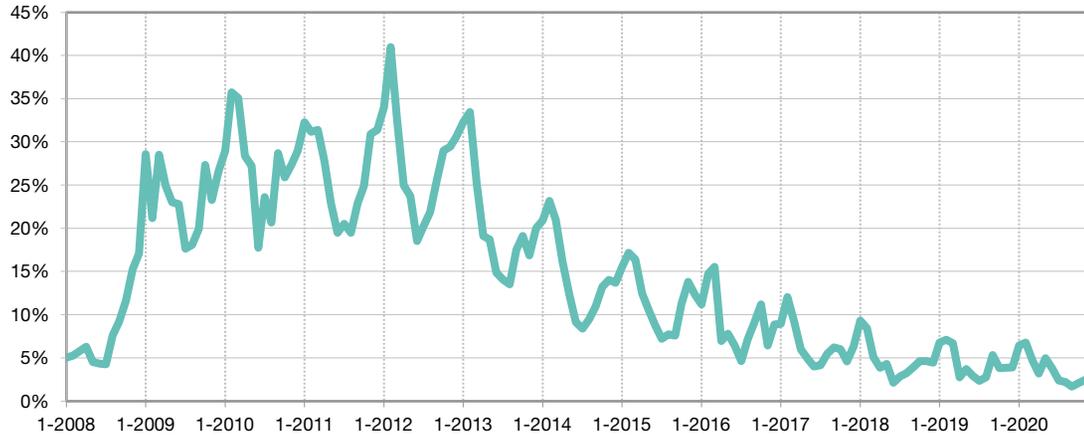
Lender-Mediated Report – December 2020



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: 3.0%



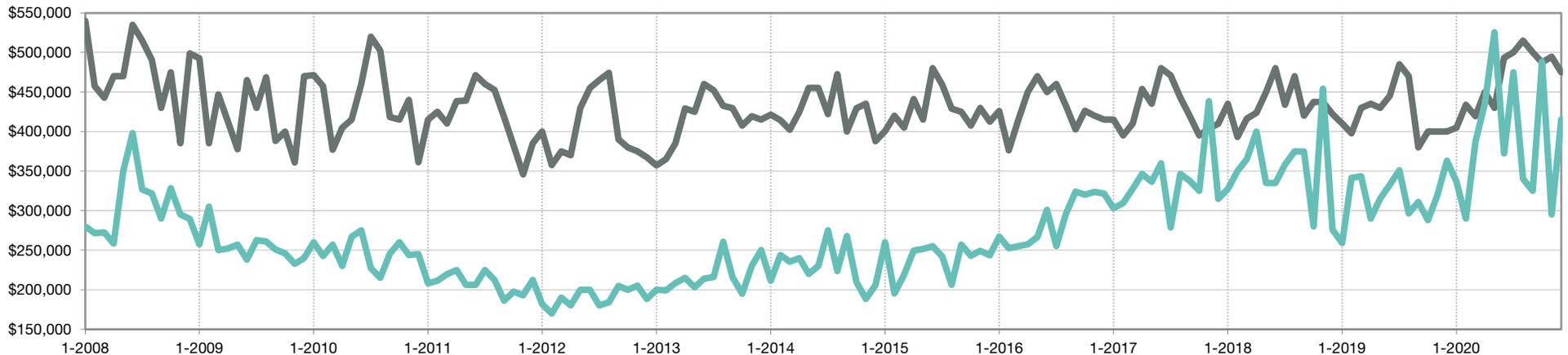
Closed Sales	12-2019	12-2020	+ / -
Traditional	468	711	+51.9%
REO	8	15	+87.5%
Short Sales	11	7	-36.4%
Total Market*	487	733	+50.5%

Median Sales Price	12-2019	12-2020	+ / -
Traditional	\$400,000	\$475,000	+18.8%
REO	\$366,500	\$401,000	+9.4%
Short Sales	\$275,000	\$550,000	+100.0%
Total Market*	\$398,000	\$475,000	+19.3%

* 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.

December 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	12-2019			12-2020			12-2019			12-2020		
									+/–			+/–			+/–			+/–
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Bannockburn	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Barrington Area	248	8	3.2%	997	45	4.5%	\$358,500	\$360,000	+0.4%	\$452,000	\$480,000	+6.2%	\$426,582	\$475,672	+11.5%	\$512,059	\$530,797	+3.7%
Deerfield	104	6	5.8%	466	19	4.1%	\$393,494	\$385,000	-2.2%	\$445,000	\$460,000	+3.4%	\$396,791	\$501,647	+26.4%	\$494,586	\$519,019	+4.9%
Evanston	193	4	2.1%	1,069	18	1.7%	\$205,000	\$220,250	+7.4%	\$345,000	\$391,000	+13.3%	\$248,596	\$314,704	+26.6%	\$421,594	\$481,172	+14.1%
Glencoe	29	1	3.4%	204	4	2.0%	\$410,000	\$825,000	+101.2%	\$859,000	\$911,500	+6.1%	\$407,500	\$822,500	+101.8%	\$1,046,208	\$1,153,944	+10.3%
Glenview, Golf	176	4	2.3%	974	31	3.2%	\$336,000	\$402,000	+19.6%	\$429,188	\$484,872	+13.0%	\$417,799	\$512,333	+22.6%	\$536,865	\$570,708	+6.3%
Highland Park	123	3	2.4%	694	24	3.5%	\$322,500	\$389,500	+20.8%	\$445,000	\$497,500	+11.8%	\$363,606	\$458,431	+26.1%	\$517,430	\$583,297	+12.7%
Highwood	5	0	0.0%	27	2	7.4%	\$0	\$332,500	--	\$266,500	\$404,000	+51.6%	\$0	\$332,500	--	\$337,393	\$395,060	+17.1%
Inverness	36	1	2.8%	141	10	7.1%	\$557,500	\$370,000	-33.6%	\$525,000	\$535,000	+1.9%	\$612,420	\$404,750	-33.9%	\$542,038	\$550,663	+1.6%
Kenilworth	10	1	10.0%	53	3	5.7%	\$875,000	\$1,735,000	+98.3%	\$1,279,500	\$1,172,500	-8.4%	\$875,000	\$3,336,667	+281.3%	\$1,339,251	\$1,552,519	+15.9%
Lake Bluff	40	1	2.5%	205	9	4.4%	\$252,500	\$337,500	+33.7%	\$415,000	\$508,750	+22.6%	\$263,612	\$360,272	+36.7%	\$517,547	\$601,142	+16.2%
Lake Forest	158	7	4.4%	538	20	3.7%	\$500,000	\$537,581	+7.5%	\$735,000	\$762,325	+3.7%	\$677,396	\$613,489	-9.4%	\$870,858	\$935,321	+7.4%
Lincolnshire	46	3	6.5%	159	4	2.5%	\$438,000	\$435,000	-0.7%	\$440,000	\$460,000	+4.5%	\$470,400	\$456,750	-2.9%	\$505,526	\$478,902	-5.3%
Lincolnwood	43	0	0.0%	168	8	4.8%	\$346,438	\$305,000	-12.0%	\$365,000	\$410,500	+12.5%	\$325,093	\$409,425	+25.9%	\$385,376	\$468,282	+21.5%
Mettawa	8	0	0.0%	5	0	0.0%	\$0	\$0	--	\$473,650	\$700,000	+47.8%	\$0	\$0	--	\$473,650	\$651,600	+37.6%
Morton Grove	71	2	2.8%	399	14	3.5%	\$275,000	\$249,000	-9.5%	\$299,000	\$325,000	+8.7%	\$283,421	\$284,357	+0.3%	\$300,185	\$336,792	+12.2%
Northbrook	200	4	2.0%	766	27	3.5%	\$290,000	\$445,000	+53.4%	\$465,000	\$465,000	0.0%	\$414,395	\$525,967	+26.9%	\$516,476	\$525,269	+1.7%
Northfield	32	0	0.0%	135	1	0.7%	\$205,000	\$1,100,000	+436.6%	\$557,000	\$561,000	+0.7%	\$205,000	\$1,100,000	+436.6%	\$705,954	\$682,984	-3.3%
Prairie View	4	1	25.0%	12	0	0.0%	\$277,000	\$0	-100.0%	\$290,000	\$313,500	+8.1%	\$262,833	\$0	-100.0%	\$315,625	\$340,950	+8.0%
Riverwoods	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Skokie	158	1	0.6%	711	18	2.5%	\$265,000	\$272,500	+2.8%	\$299,900	\$313,000	+4.4%	\$283,438	\$279,132	-1.5%	\$309,779	\$318,775	+2.9%
Wilmette	91	4	4.4%	534	9	1.7%	\$422,500	\$413,700	-2.1%	\$670,000	\$660,000	-1.5%	\$440,117	\$503,491	+14.4%	\$758,157	\$803,139	+5.9%
Winnetka	55	2	3.6%	326	7	2.1%	\$579,375	\$777,700	+34.2%	\$1,137,500	\$1,080,000	-5.1%	\$698,438	\$732,100	+4.8%	\$1,331,027	\$1,309,275	-1.6%