

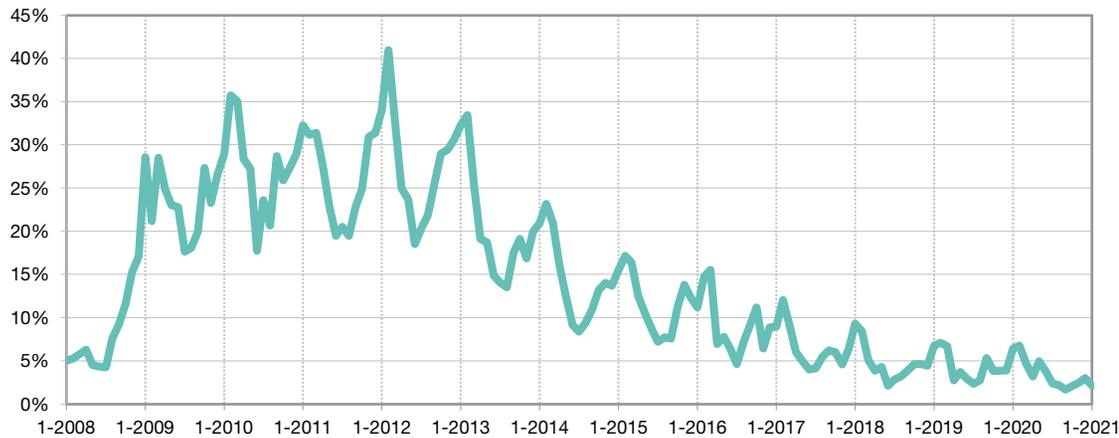
Lender-Mediated Report – January 2021



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%



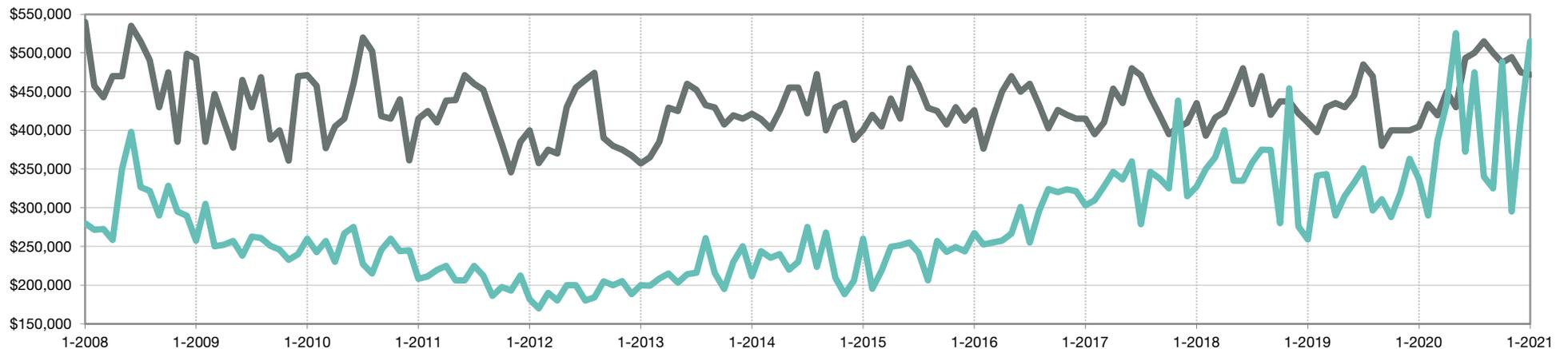
Closed Sales	1-2020	1-2021	+ / -
Traditional	378	500	+32.3%
REO	21	5	-76.2%
Short Sales	5	6	+20.0%
Total Market*	404	511	+26.5%

Median Sales Price	1-2020	1-2021	+ / -
Traditional	\$405,000	\$472,000	+16.5%
REO	\$337,000	\$575,000	+70.6%
Short Sales	\$267,000	\$424,500	+59.0%
Total Market*	\$398,400	\$475,000	+19.2%

* 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.

January 2021

	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	1-2020	1-2021	+ / -	1-2020	1-2021	+ / -	1-2020	1-2021	+ / -	1-2020	1-2021	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Bannockburn	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Barrington Area	227	11	4.8%	991	43	4.3%	\$361,500	\$360,000	-0.4%	\$450,000	\$485,000	+7.8%	\$437,156	\$479,122	+9.6%	\$510,345	\$531,411	+4.1%
Deerfield	103	5	4.9%	469	18	3.8%	\$381,988	\$411,225	+7.7%	\$445,000	\$465,000	+4.5%	\$394,026	\$513,969	+30.4%	\$498,256	\$525,020	+5.4%
Evanston	175	3	1.7%	1,095	18	1.6%	\$205,000	\$220,250	+7.4%	\$345,000	\$395,000	+14.5%	\$251,643	\$314,704	+25.1%	\$424,114	\$486,434	+14.7%
Glencoe	30	1	3.3%	209	4	1.9%	\$410,000	\$825,000	+101.2%	\$841,250	\$920,000	+9.4%	\$407,500	\$822,500	+101.8%	\$1,025,767	\$1,154,108	+12.5%
Glenview, Golf	171	2	1.2%	995	29	2.9%	\$340,000	\$402,000	+18.2%	\$428,438	\$480,500	+12.2%	\$426,081	\$512,425	+20.3%	\$533,049	\$568,446	+6.6%
Highland Park	108	2	1.9%	702	25	3.6%	\$325,000	\$399,000	+22.8%	\$445,000	\$500,000	+12.4%	\$363,826	\$472,213	+29.8%	\$518,050	\$590,176	+13.9%
Highwood	7	0	0.0%	28	2	7.1%	\$0	\$332,500	--	\$266,500	\$435,000	+63.2%	\$0	\$332,500	--	\$340,013	\$416,212	+22.4%
Inverness	38	1	2.6%	149	10	6.7%	\$555,000	\$370,000	-33.3%	\$529,000	\$545,000	+3.0%	\$580,467	\$404,750	-30.3%	\$542,403	\$567,545	+4.6%
Kenilworth	11	1	9.1%	57	3	5.3%	\$875,000	\$1,735,000	+98.3%	\$1,281,750	\$1,172,500	-8.5%	\$875,000	\$3,336,667	+281.3%	\$1,344,082	\$1,552,193	+15.5%
Lake Bluff	33	1	3.0%	201	7	3.5%	\$275,000	\$368,500	+34.0%	\$415,000	\$511,250	+23.2%	\$288,778	\$427,850	+48.2%	\$518,057	\$605,945	+17.0%
Lake Forest	156	6	3.8%	548	19	3.5%	\$499,800	\$575,000	+15.0%	\$732,500	\$770,000	+5.1%	\$650,273	\$614,109	-5.6%	\$872,950	\$938,665	+7.5%
Lincolnshire	39	3	7.7%	165	4	2.4%	\$438,000	\$435,000	-0.7%	\$460,000	\$460,000	0.0%	\$470,400	\$456,750	-2.9%	\$504,075	\$481,175	-4.5%
Lincolnwood	44	2	4.5%	168	8	4.8%	\$346,438	\$305,000	-12.0%	\$365,000	\$410,500	+12.5%	\$325,093	\$409,425	+25.9%	\$386,869	\$469,915	+21.5%
Mettawa	7	0	0.0%	6	0	0.0%	\$0	\$0	--	\$473,650	\$720,000	+52.0%	\$0	\$0	--	\$473,650	\$753,249	+59.0%
Morton Grove	64	3	4.7%	393	11	2.8%	\$279,000	\$215,000	-22.9%	\$300,000	\$325,000	+8.3%	\$295,500	\$264,273	-10.6%	\$303,798	\$339,463	+11.7%
Northbrook	174	3	1.7%	773	26	3.4%	\$316,800	\$473,000	+49.3%	\$462,500	\$465,000	+0.5%	\$439,738	\$516,235	+17.4%	\$512,198	\$531,882	+3.8%
Northfield	27	0	0.0%	132	1	0.8%	\$652,500	\$160,000	-75.5%	\$526,000	\$567,500	+7.9%	\$652,500	\$160,000	-75.5%	\$716,155	\$678,059	-5.3%
Prairie View	5	1	20.0%	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	124	1	0.8%	730	14	1.9%	\$260,000	\$287,500	+10.6%	\$298,500	\$312,750	+4.8%	\$276,833	\$298,186	+7.7%	\$309,114	\$318,936	+3.2%
Wilmette	85	5	5.9%	540	10	1.9%	\$387,500	\$532,500	+37.4%	\$658,250	\$679,500	+3.2%	\$413,237	\$568,270	+37.5%	\$745,219	\$810,843	+8.8%
Winnetka	58	1	1.7%	330	6	1.8%	\$794,500	\$626,850	-21.1%	\$1,140,000	\$1,077,500	-5.5%	\$825,688	\$699,283	-15.3%	\$1,331,033	\$1,304,750	-2.0%