

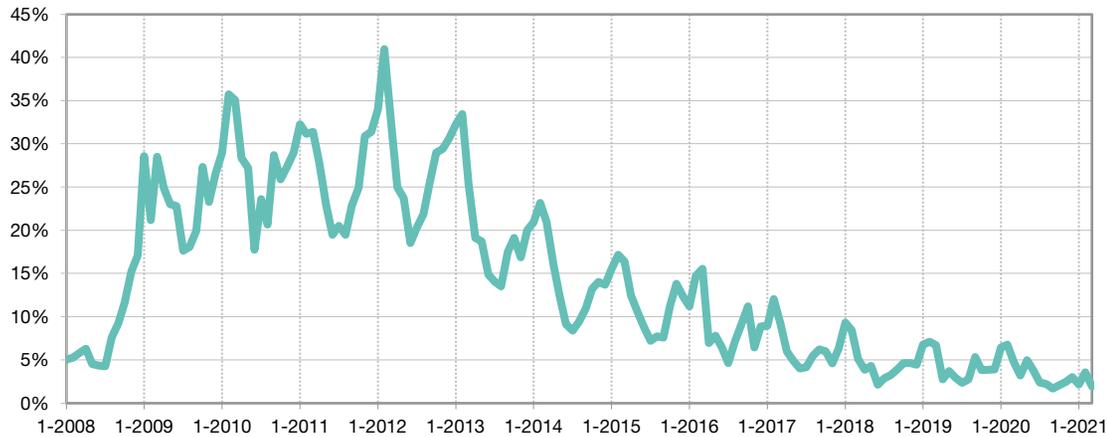
Lender-Mediated Report – March 2021



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: 2.0%



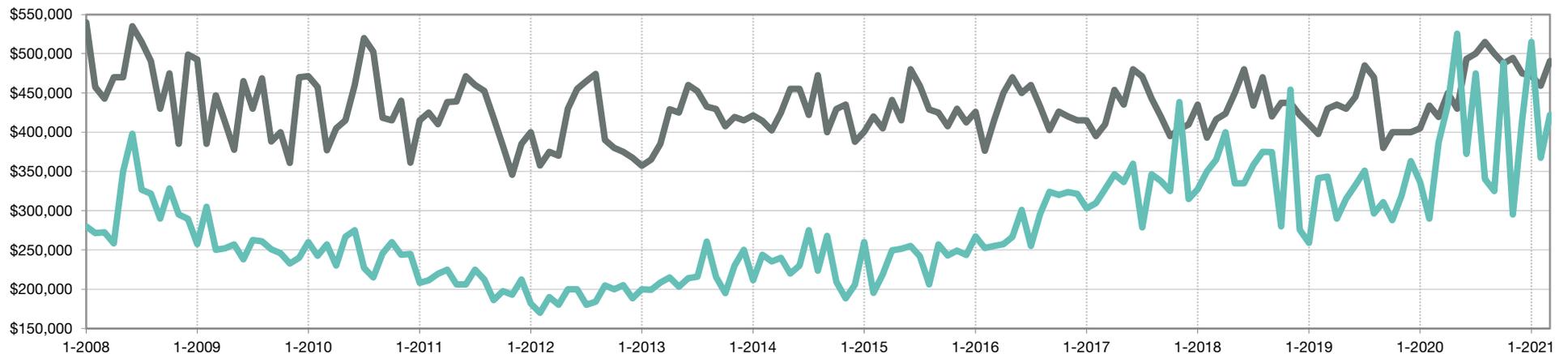
Closed Sales	3-2020	3-2021	+ / -
Traditional	587	754	+28.4%
REO	17	9	-47.1%
Short Sales	12	6	-50.0%
Total Market*	616	769	+24.8%

Median Sales Price	3-2020	3-2021	+ / -
Traditional	\$419,250	\$490,500	+17.0%
REO	\$386,400	\$422,000	+9.2%
Short Sales	\$435,050	\$410,500	-5.6%
Total Market*	\$415,000	\$485,000	+16.9%

* 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.

March 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	3-2020	3-2021	+ / -	3-2020	3-2021	+ / -	3-2020	3-2021	+ / -	3-2020	3-2021	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Bannockburn	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Barrington Area	198	4	2.0%	1,049	38	3.6%	\$351,000	\$372,500	+6.1%	\$450,000	\$495,000	+10.0%	\$423,479	\$499,355	+17.9%	\$506,539	\$540,657	+6.7%
Deerfield	85	1	1.2%	493	20	4.1%	\$381,988	\$374,500	-2.0%	\$442,500	\$477,500	+7.9%	\$389,795	\$497,898	+27.7%	\$500,717	\$540,285	+7.9%
Evanston	172	0	0.0%	1,106	15	1.4%	\$203,500	\$240,000	+17.9%	\$350,000	\$392,500	+12.1%	\$227,485	\$369,141	+62.3%	\$427,645	\$486,745	+13.8%
Glencoe	30	1	3.3%	208	2	1.0%	\$480,000	\$917,500	+91.1%	\$856,500	\$925,000	+8.0%	\$508,750	\$917,500	+80.3%	\$1,029,236	\$1,146,736	+11.4%
Glenview, Golf	157	1	0.6%	1,017	28	2.8%	\$387,000	\$418,500	+8.1%	\$437,500	\$480,000	+9.7%	\$443,655	\$560,904	+26.4%	\$536,080	\$575,716	+7.4%
Highland Park	102	4	3.9%	719	27	3.8%	\$320,000	\$399,000	+24.7%	\$440,000	\$507,500	+15.3%	\$362,856	\$515,531	+42.1%	\$511,126	\$595,778	+16.6%
Highwood	6	0	0.0%	24	2	8.3%	\$0	\$332,500	--	\$240,000	\$506,000	+110.8%	\$0	\$332,500	--	\$321,618	\$490,250	+52.4%
Inverness	41	1	2.4%	166	11	6.6%	\$555,000	\$290,000	-47.7%	\$525,000	\$560,000	+6.7%	\$507,840	\$388,955	-23.4%	\$536,669	\$586,244	+9.2%
Kenilworth	20	0	0.0%	67	3	4.5%	\$875,000	\$1,735,000	+98.3%	\$1,264,250	\$1,222,500	-3.3%	\$875,000	\$3,336,667	+281.3%	\$1,329,572	\$1,563,140	+17.6%
Lake Bluff	31	2	6.5%	204	4	2.0%	\$275,000	\$369,500	+34.4%	\$405,000	\$511,250	+26.2%	\$304,291	\$455,313	+49.6%	\$532,995	\$586,147	+10.0%
Lake Forest	141	2	1.4%	544	16	2.9%	\$460,000	\$558,875	+21.5%	\$729,900	\$775,750	+6.3%	\$638,225	\$582,495	-8.7%	\$871,434	\$954,315	+9.5%
Lincolnshire	38	1	2.6%	178	3	1.7%	\$438,000	\$465,000	+6.2%	\$460,000	\$465,000	+1.1%	\$456,500	\$480,000	+5.1%	\$505,441	\$493,076	-2.4%
Lincolnwood	31	1	3.2%	163	7	4.3%	\$331,000	\$290,000	-12.4%	\$379,000	\$415,500	+9.6%	\$301,378	\$417,771	+38.6%	\$390,116	\$471,614	+20.9%
Mettawa	10	0	0.0%	8	0	0.0%	\$0	\$0	--	\$473,650	\$720,000	+52.0%	\$0	\$0	--	\$473,650	\$720,562	+52.1%
Morton Grove	53	2	3.8%	387	9	2.3%	\$279,000	\$234,000	-16.1%	\$302,000	\$334,250	+10.7%	\$302,869	\$270,111	-10.8%	\$308,277	\$343,418	+11.4%
Northbrook	154	0	0.0%	800	21	2.6%	\$332,000	\$520,000	+56.6%	\$461,000	\$475,000	+3.0%	\$449,678	\$530,572	+18.0%	\$506,353	\$533,461	+5.4%
Northfield	26	0	0.0%	135	1	0.7%	\$652,500	\$160,000	-75.5%	\$495,000	\$580,000	+17.2%	\$652,500	\$160,000	-75.5%	\$678,930	\$685,060	+0.9%
Prairie View	5	1	20.0%	15	0	0.0%	\$278,250	\$0	-100.0%	\$290,000	\$312,000	+7.6%	\$278,250	\$0	-100.0%	\$315,625	\$326,060	+3.3%
Riverwoods	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Skokie	96	2	2.1%	737	10	1.4%	\$251,263	\$292,450	+16.4%	\$297,000	\$315,000	+6.1%	\$262,829	\$323,660	+23.1%	\$307,752	\$321,145	+4.4%
Wilmette	83	2	2.4%	559	10	1.8%	\$387,500	\$477,187	+23.1%	\$670,000	\$675,000	+0.7%	\$428,553	\$545,307	+27.2%	\$758,999	\$810,578	+6.8%
Winnetka	56	1	1.8%	338	6	1.8%	\$498,750	\$626,850	+25.7%	\$1,100,000	\$1,085,000	-1.4%	\$602,583	\$692,783	+15.0%	\$1,292,786	\$1,333,047	+3.1%