

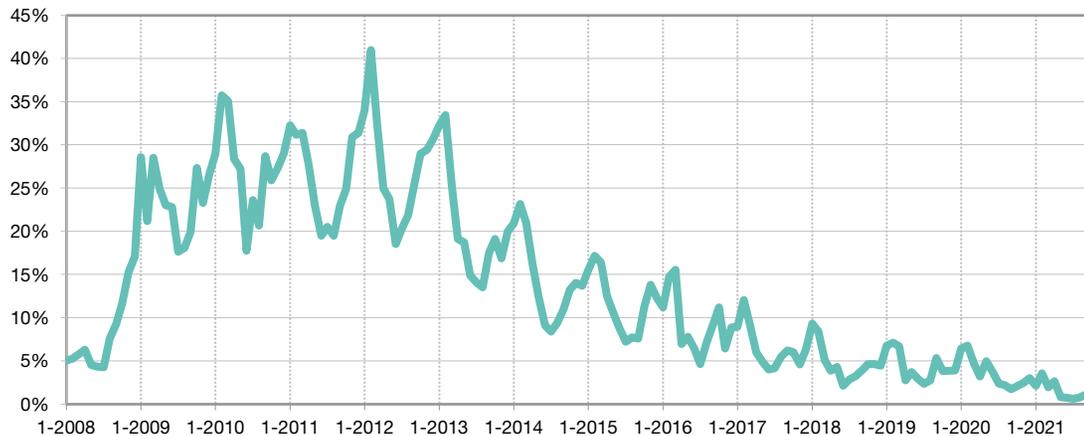
# Lender-Mediated Report – October 2021



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: 1.0%**



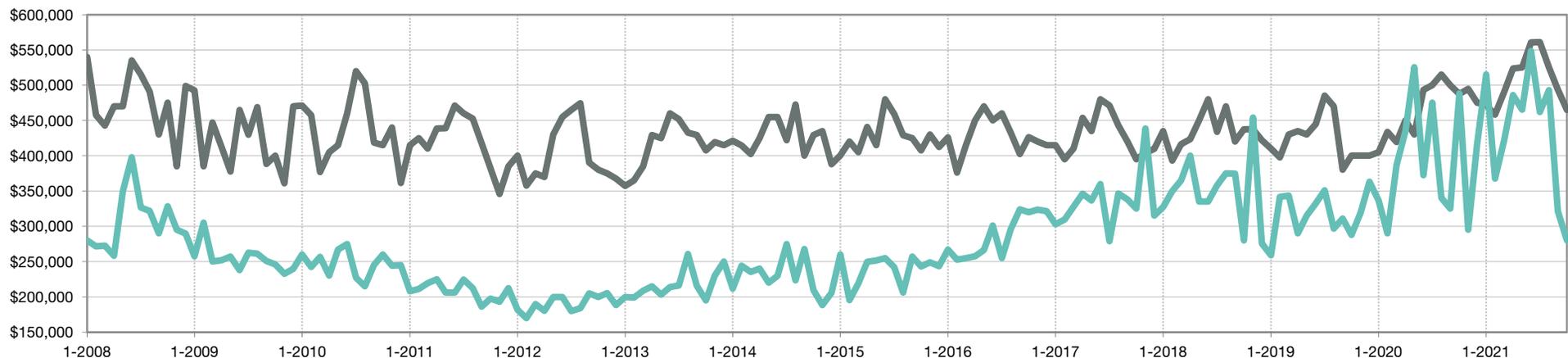
Closed Sales	10-2020	10-2021	+ / -
Traditional	948	691	-27.1%
REO	15	3	-80.0%
Short Sales	5	4	-20.0%
Total Market*	968	698	-27.9%

Median Sales Price	10-2020	10-2021	+ / -
Traditional	\$487,250	\$465,000	-4.6%
REO	\$506,500	\$325,000	-35.8%
Short Sales	\$442,500	\$257,500	-41.8%
Total Market*	\$487,250	\$462,500	-5.1%

\* 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 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	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Bannockburn	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Barrington Area	194	3	1.5%	1,110	28	2.5%	\$366,500	\$438,500	+19.6%	\$475,000	\$560,000	+17.9%	\$475,277	\$476,411	+0.2%	\$523,983	\$609,600	+16.3%
Deerfield	68	2	2.9%	615	14	2.3%	\$385,000	\$434,100	+12.8%	\$455,000	\$520,000	+14.3%	\$496,553	\$526,786	+6.1%	\$501,091	\$580,469	+15.8%
Evanston	193	3	1.6%	1,229	9	0.7%	\$220,250	\$242,000	+9.9%	\$380,000	\$380,000	0.0%	\$322,604	\$278,406	-13.7%	\$472,512	\$489,565	+3.6%
Glencoe	22	0	0.0%	189	1	0.5%	\$727,500	\$239,000	-67.1%	\$911,500	\$999,000	+9.6%	\$705,833	\$239,000	-66.1%	\$1,143,433	\$1,166,391	+2.0%
Glenview, Golf	188	2	1.1%	1,141	14	1.2%	\$402,500	\$431,000	+7.1%	\$470,000	\$525,000	+11.7%	\$506,265	\$543,779	+7.4%	\$558,454	\$615,856	+10.3%
Highland Park	91	0	0.0%	752	16	2.1%	\$328,650	\$490,000	+49.1%	\$485,000	\$566,500	+16.8%	\$409,720	\$627,813	+53.2%	\$569,358	\$643,299	+13.0%
Highwood	7	0	0.0%	40	1	2.5%	\$280,000	\$385,000	+37.5%	\$305,000	\$515,000	+68.9%	\$280,000	\$385,000	+37.5%	\$367,380	\$483,536	+31.6%
Inverness	31	2	6.5%	175	3	1.7%	\$359,600	\$231,000	-35.8%	\$527,500	\$605,251	+14.7%	\$397,670	\$340,333	-14.4%	\$551,769	\$638,375	+15.7%
Kenilworth	12	0	0.0%	72	2	2.8%	\$4,617,500	\$1,437,500	-68.9%	\$1,130,000	\$1,537,500	+36.1%	\$4,617,500	\$1,437,500	-68.9%	\$1,460,927	\$1,908,154	+30.6%
Lake Bluff	37	1	2.7%	253	2	0.8%	\$337,500	\$532,500	+57.8%	\$500,000	\$505,000	+1.0%	\$360,272	\$532,500	+47.8%	\$578,516	\$603,784	+4.4%
Lake Forest	121	1	0.8%	574	11	1.9%	\$520,000	\$692,000	+33.1%	\$745,000	\$805,000	+8.1%	\$693,084	\$774,105	+11.7%	\$928,158	\$1,002,814	+8.0%
Lincolnshire	29	1	3.4%	231	4	1.7%	\$405,000	\$490,000	+21.0%	\$467,000	\$530,000	+13.5%	\$454,000	\$462,750	+1.9%	\$487,870	\$564,504	+15.7%
Lincolnwood	39	1	2.6%	211	5	2.4%	\$297,500	\$305,000	+2.5%	\$409,000	\$431,500	+5.5%	\$355,900	\$391,000	+9.9%	\$462,135	\$492,247	+6.5%
Mettawa	10	0	0.0%	14	0	0.0%	\$0	\$0	--	\$475,000	\$760,000	+60.0%	\$0	\$0	--	\$606,600	\$976,332	+61.0%
Morton Grove	67	1	1.5%	459	6	1.3%	\$328,500	\$241,950	-26.3%	\$320,000	\$350,000	+9.4%	\$317,643	\$264,817	-16.6%	\$327,333	\$351,933	+7.5%
Northbrook	143	3	2.1%	963	12	1.2%	\$428,000	\$408,000	-4.7%	\$453,750	\$488,750	+7.7%	\$518,600	\$446,584	-13.9%	\$512,950	\$565,111	+10.2%
Northfield	24	2	8.3%	161	2	1.2%	\$1,100,000	\$235,000	-78.6%	\$541,000	\$702,700	+29.9%	\$1,100,000	\$235,000	-78.6%	\$655,943	\$852,011	+29.9%
Prairie View	2	0	0.0%	18	1	5.6%	\$0	\$375,000	--	\$310,500	\$392,500	+26.4%	\$0	\$375,000	--	\$331,700	\$433,529	+30.7%
Riverwoods	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Skokie	172	3	1.7%	885	14	1.6%	\$240,000	\$278,000	+15.8%	\$310,000	\$340,000	+9.7%	\$256,320	\$281,822	+9.9%	\$317,521	\$341,668	+7.6%
Wilmette	60	1	1.7%	644	10	1.6%	\$359,000	\$505,000	+40.7%	\$684,000	\$730,000	+6.7%	\$461,342	\$526,137	+14.0%	\$808,365	\$831,603	+2.9%
Winnetka	48	0	0.0%	384	2	0.5%	\$626,850	\$878,000	+40.1%	\$1,030,000	\$1,209,500	+17.4%	\$618,283	\$878,000	+42.0%	\$1,276,863	\$1,386,670	+8.6%