

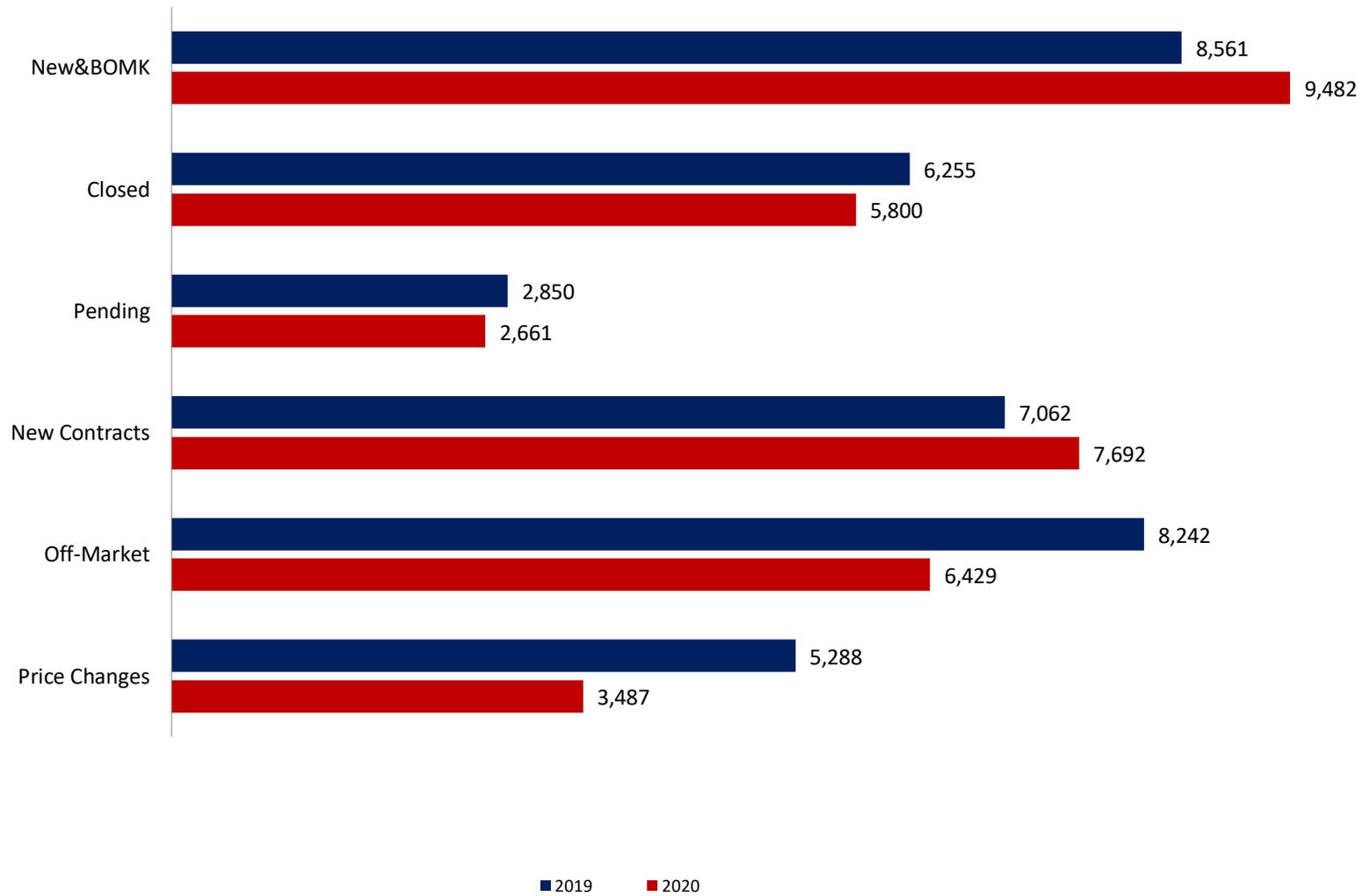


## Legal

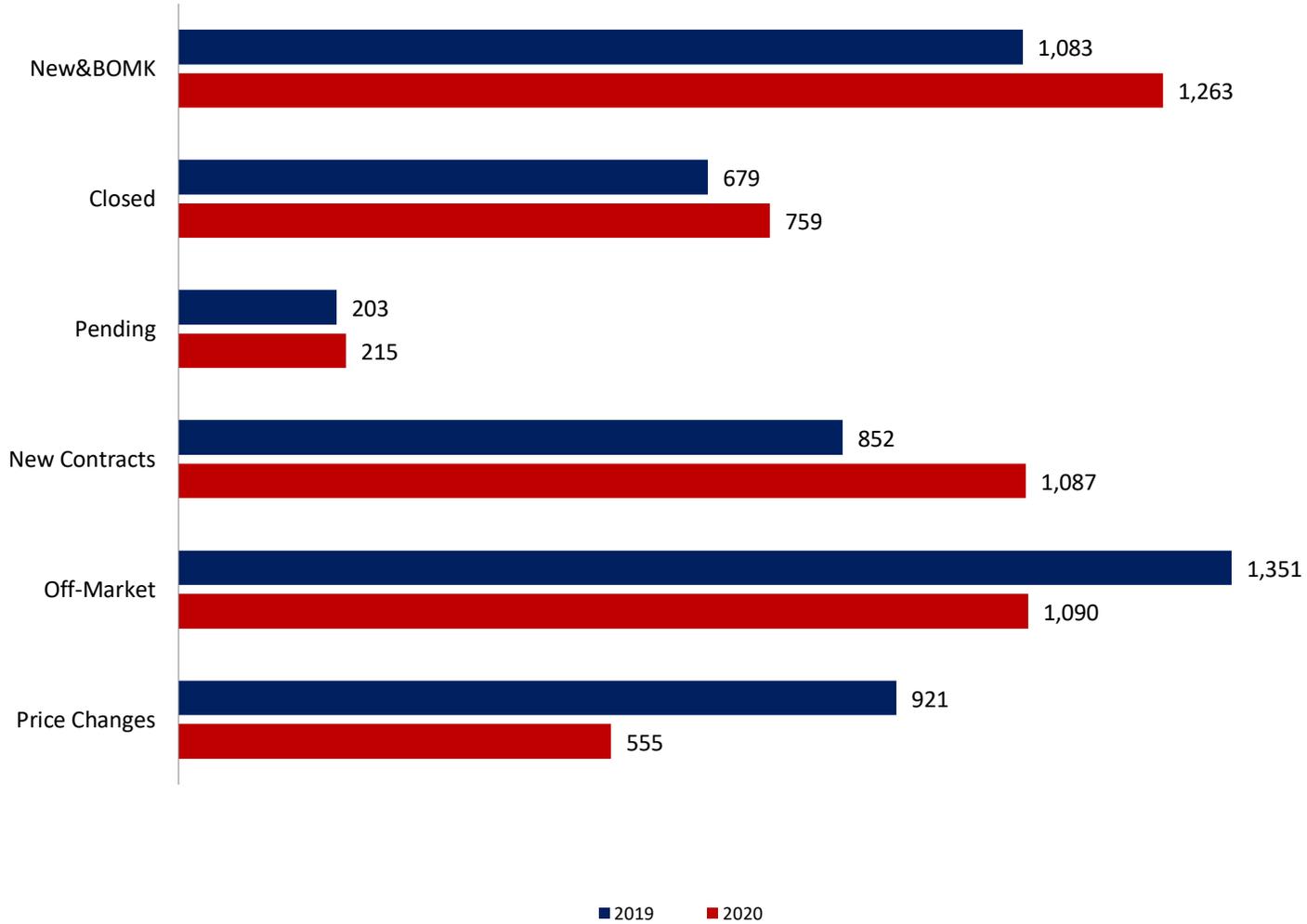
### Legal Information

The following representations are based in whole or in part on data supplied by various participants in the Midwest Real Estate Data, LLC (MRED). Neither North Shore Barrington Association of Realtors (NSBAR) nor the Midwest Real Estate Data LLC guarantees, nor is in any way responsible for its accuracy. Data maintained by the Midwest Real Estate Data, LLC may not reflect all real estate activity in the market.

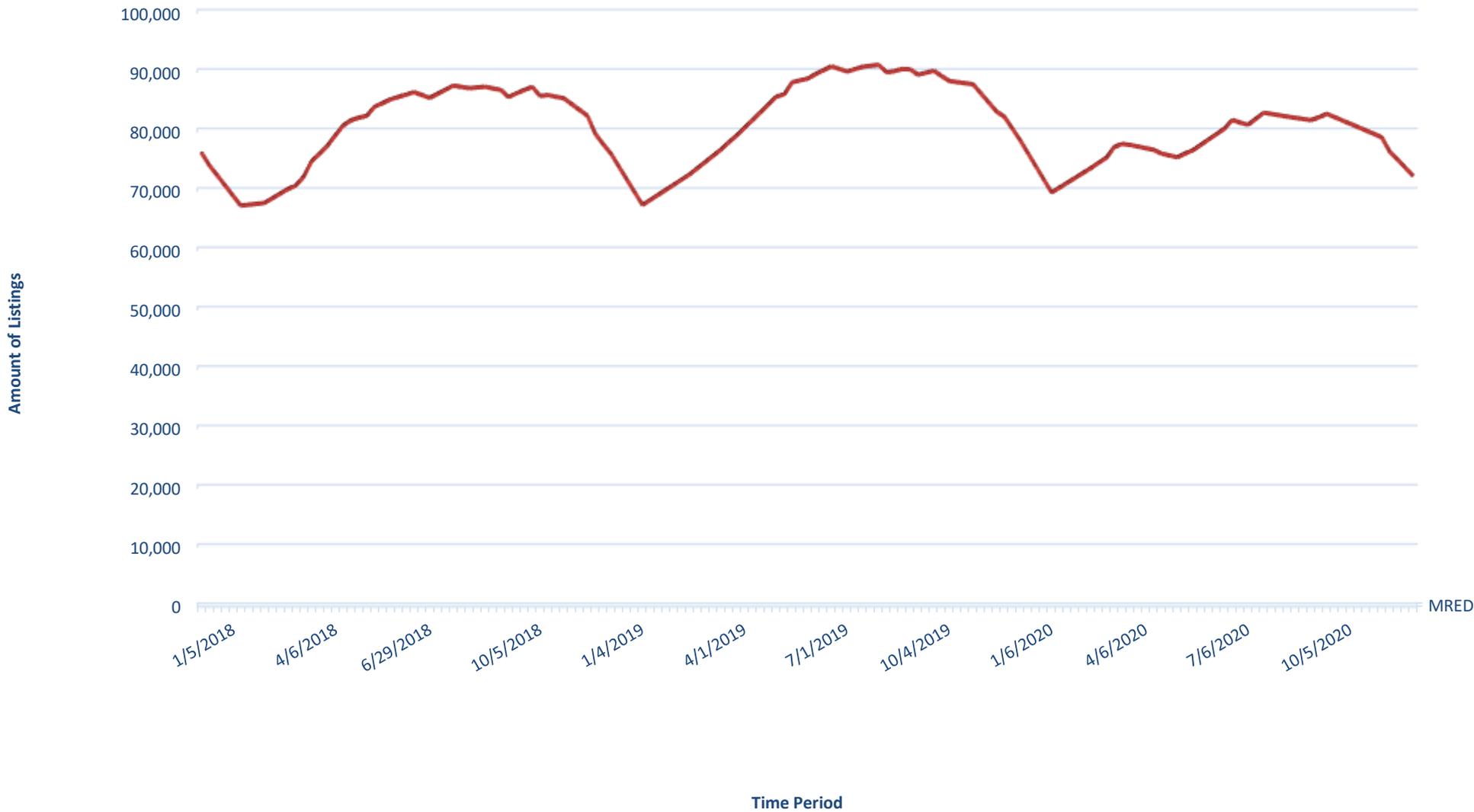
## North Shore Area Quick Data



## Barrington Area Quick Data

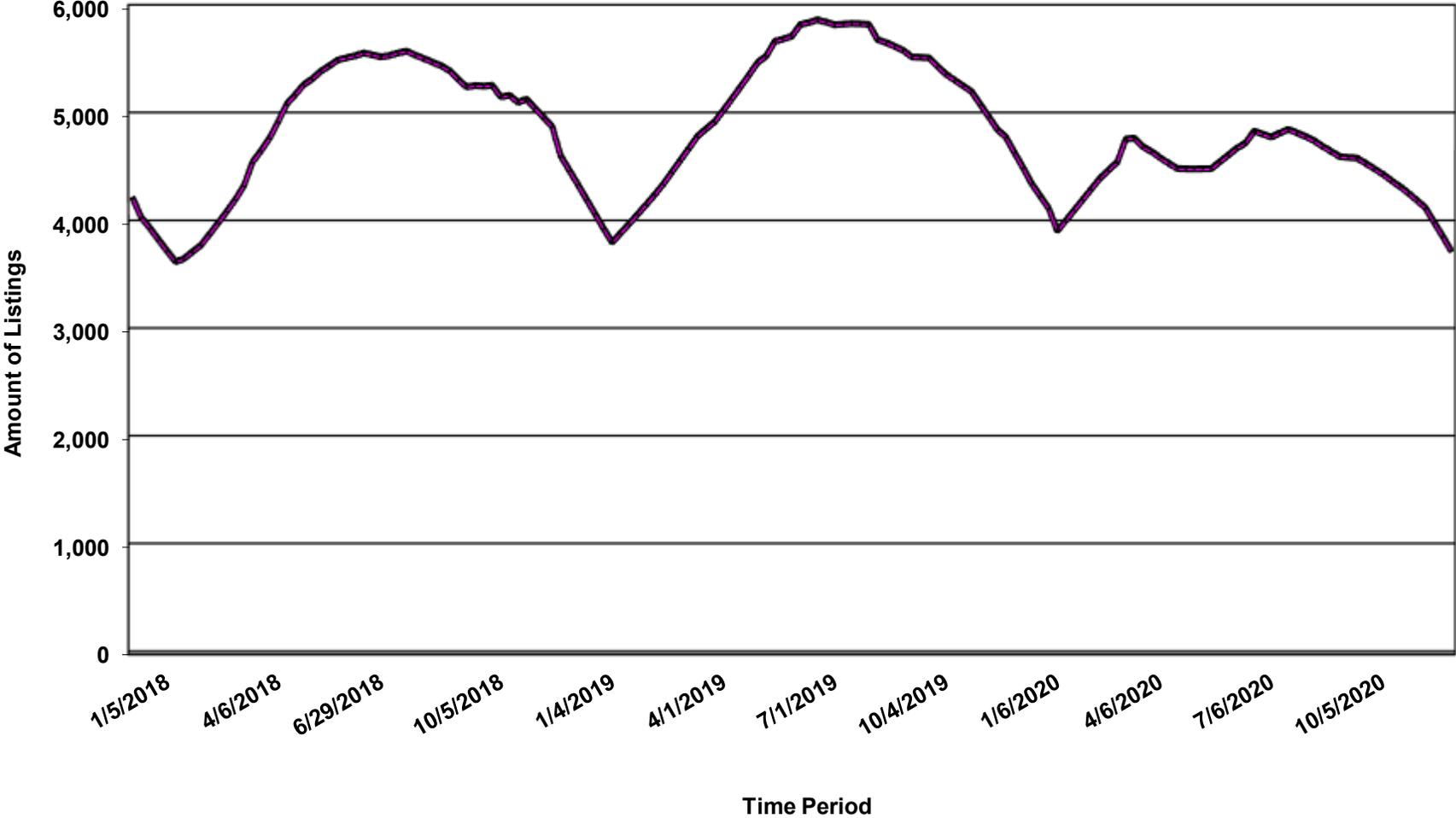


### MRED Active Listngs All Property Types

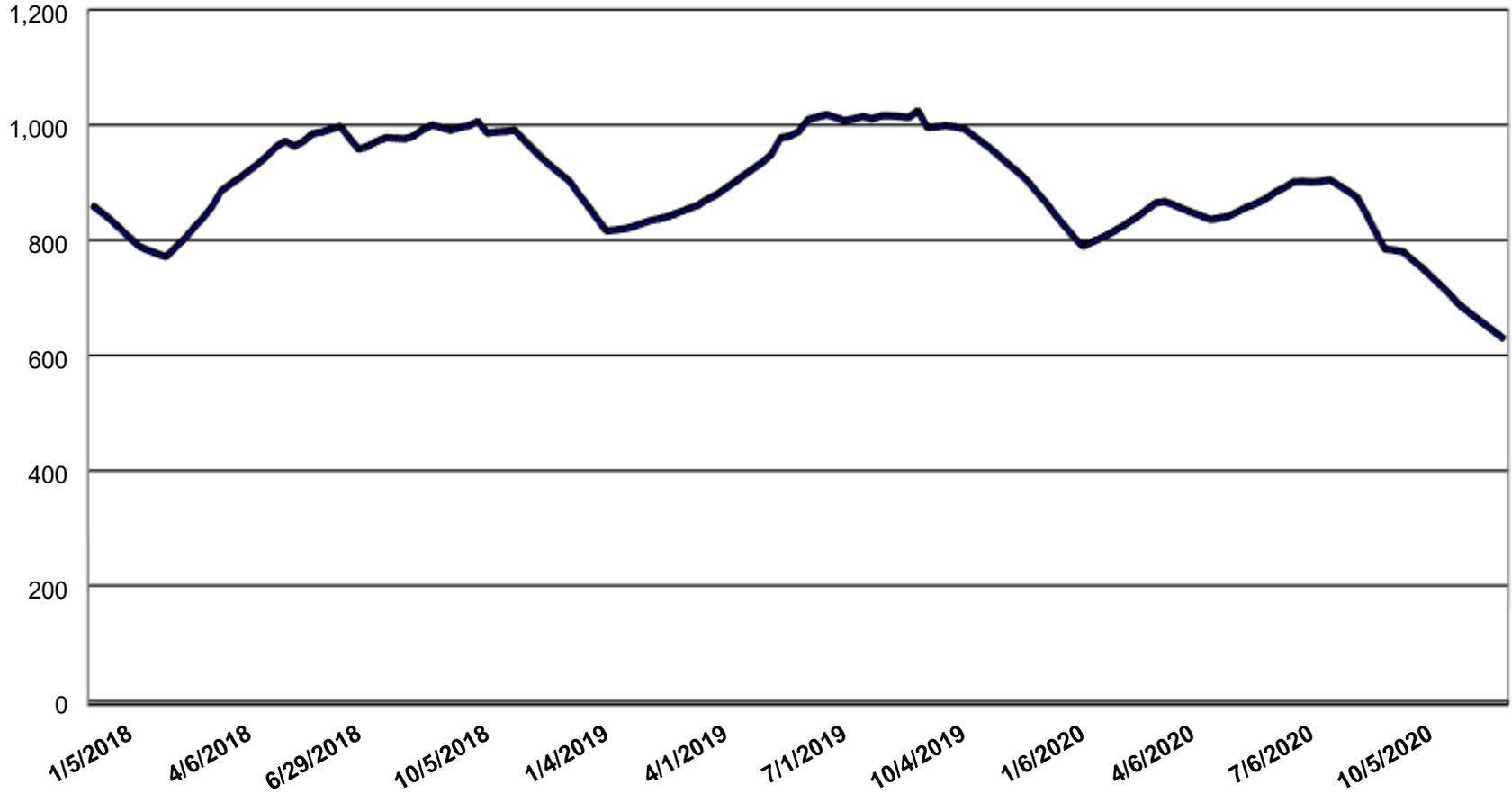


The tables show active listings for all MRED and NSBAR. The NSBAR actives are broken down between North Shore and Barrington.

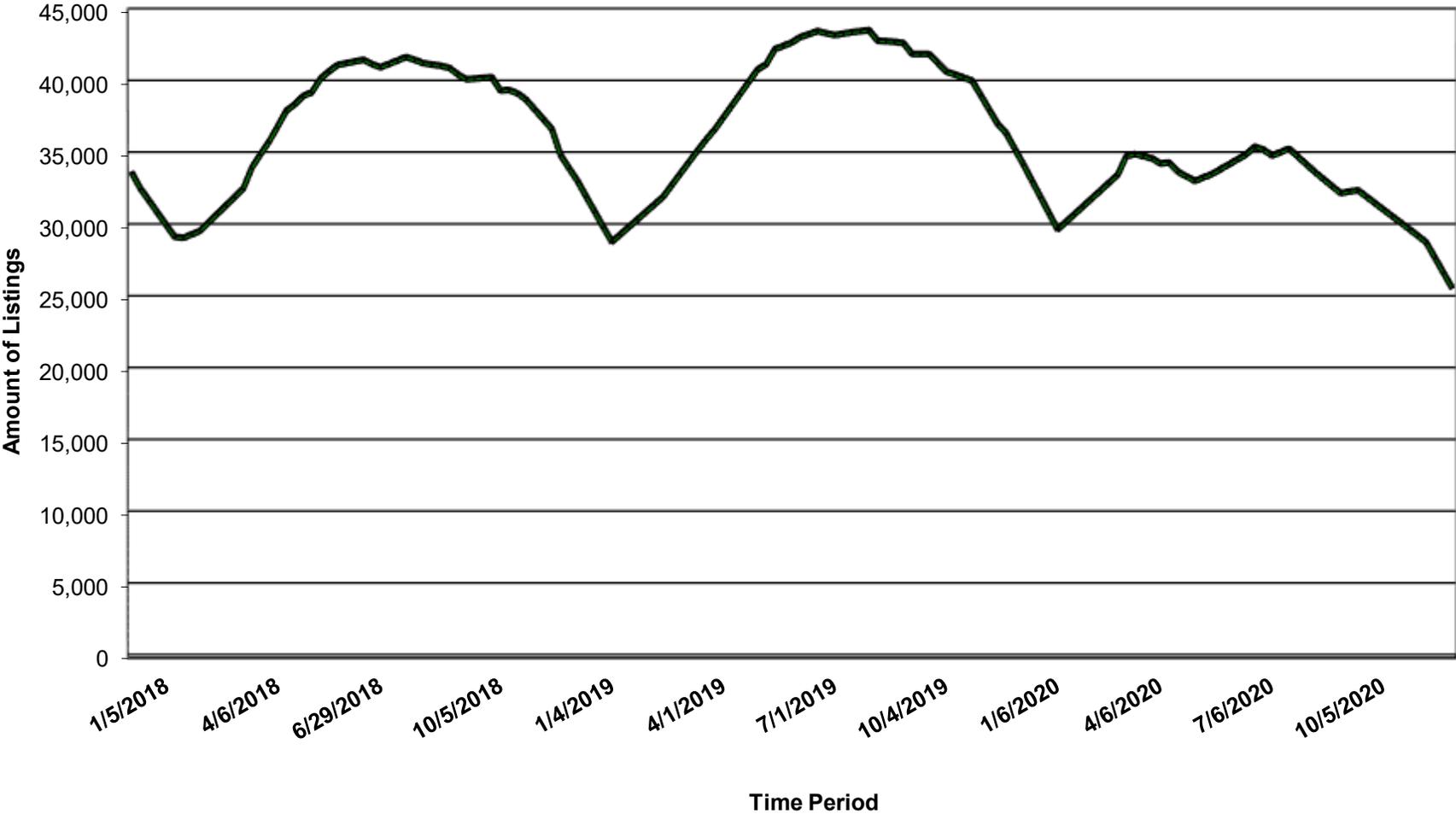
North Shore Area Active Listings All Property Types



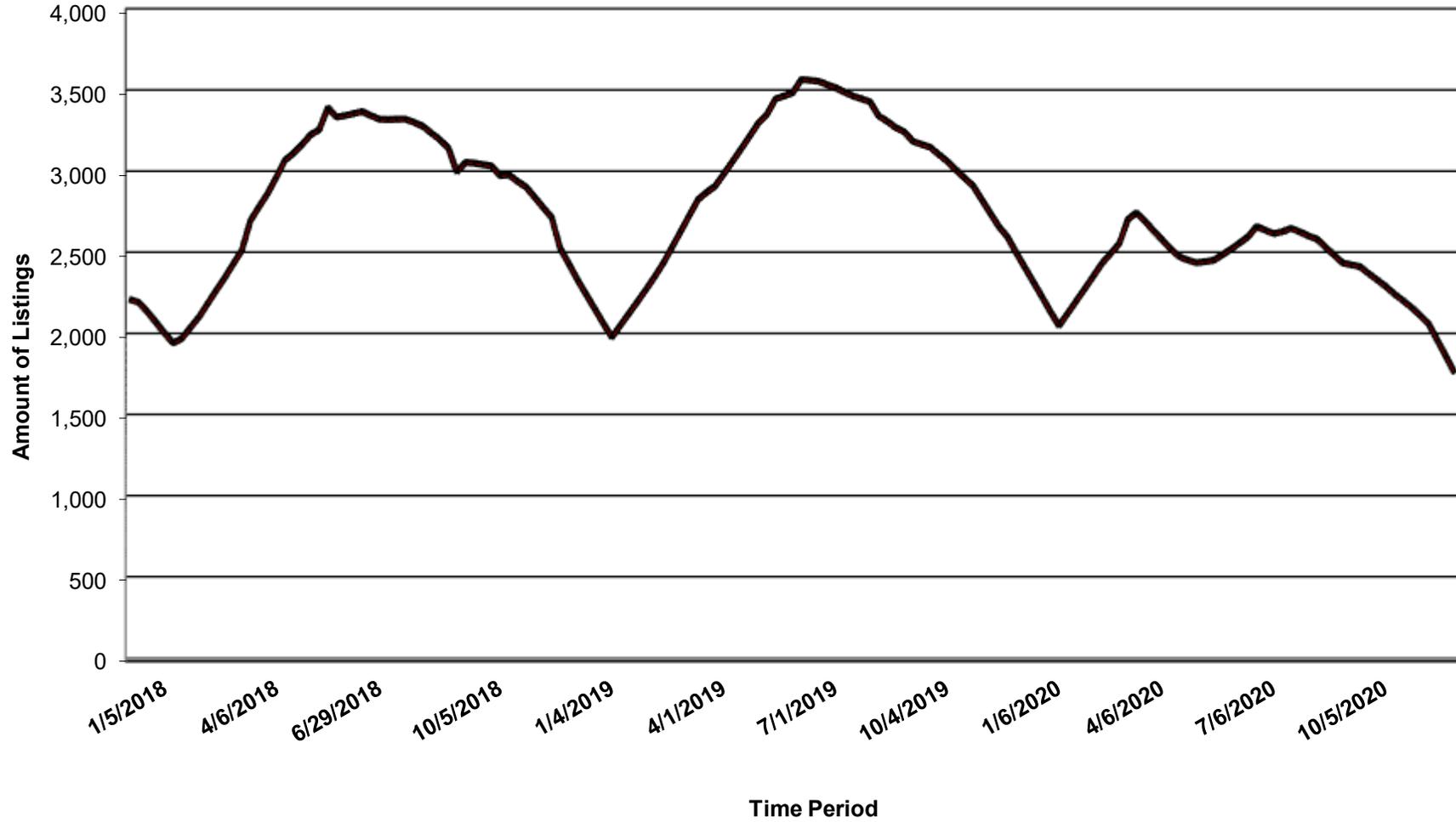
Barrington Area Active Listings - All Property Types



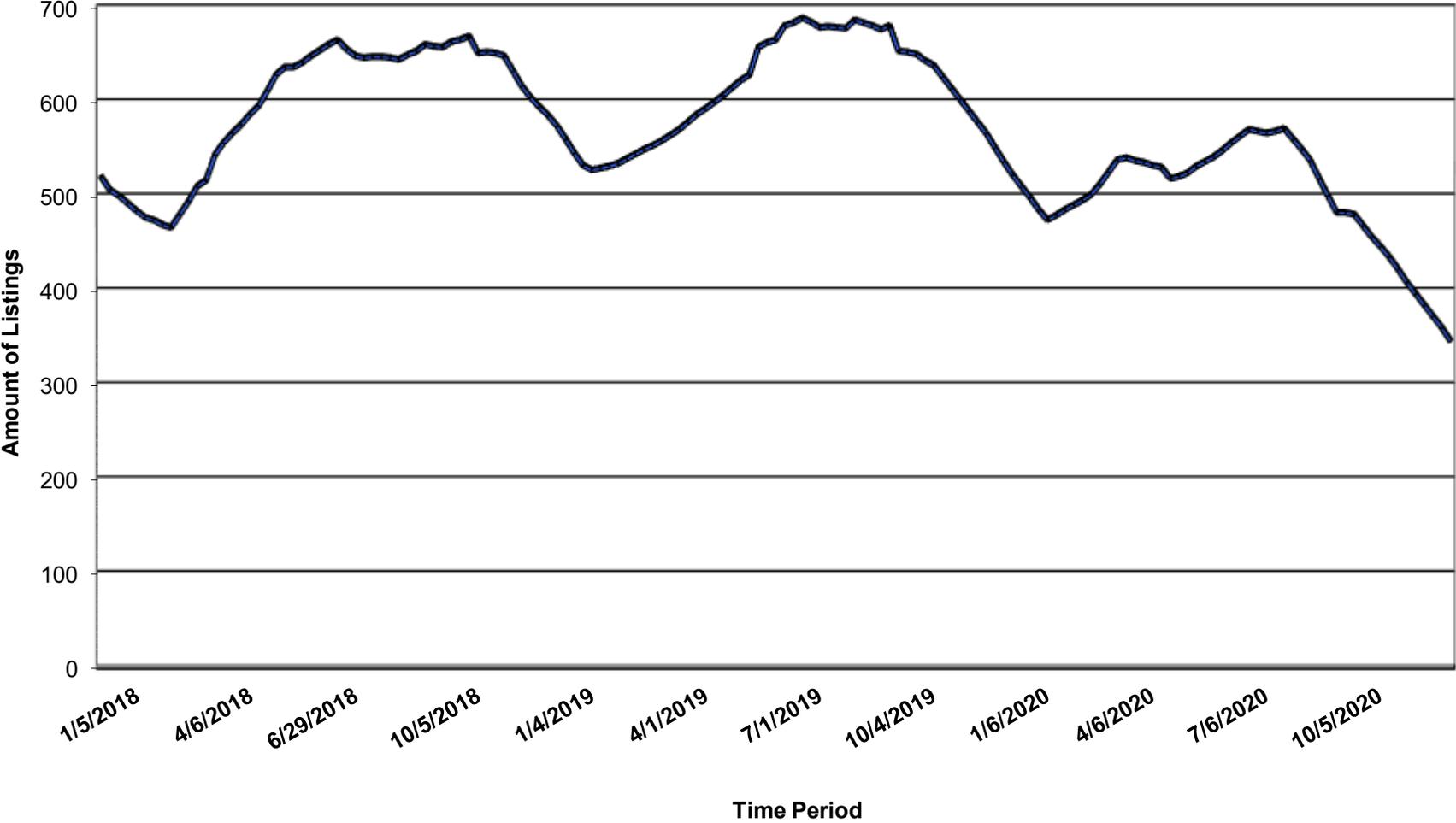
MRED Single Family Homes Active Listings (DE)



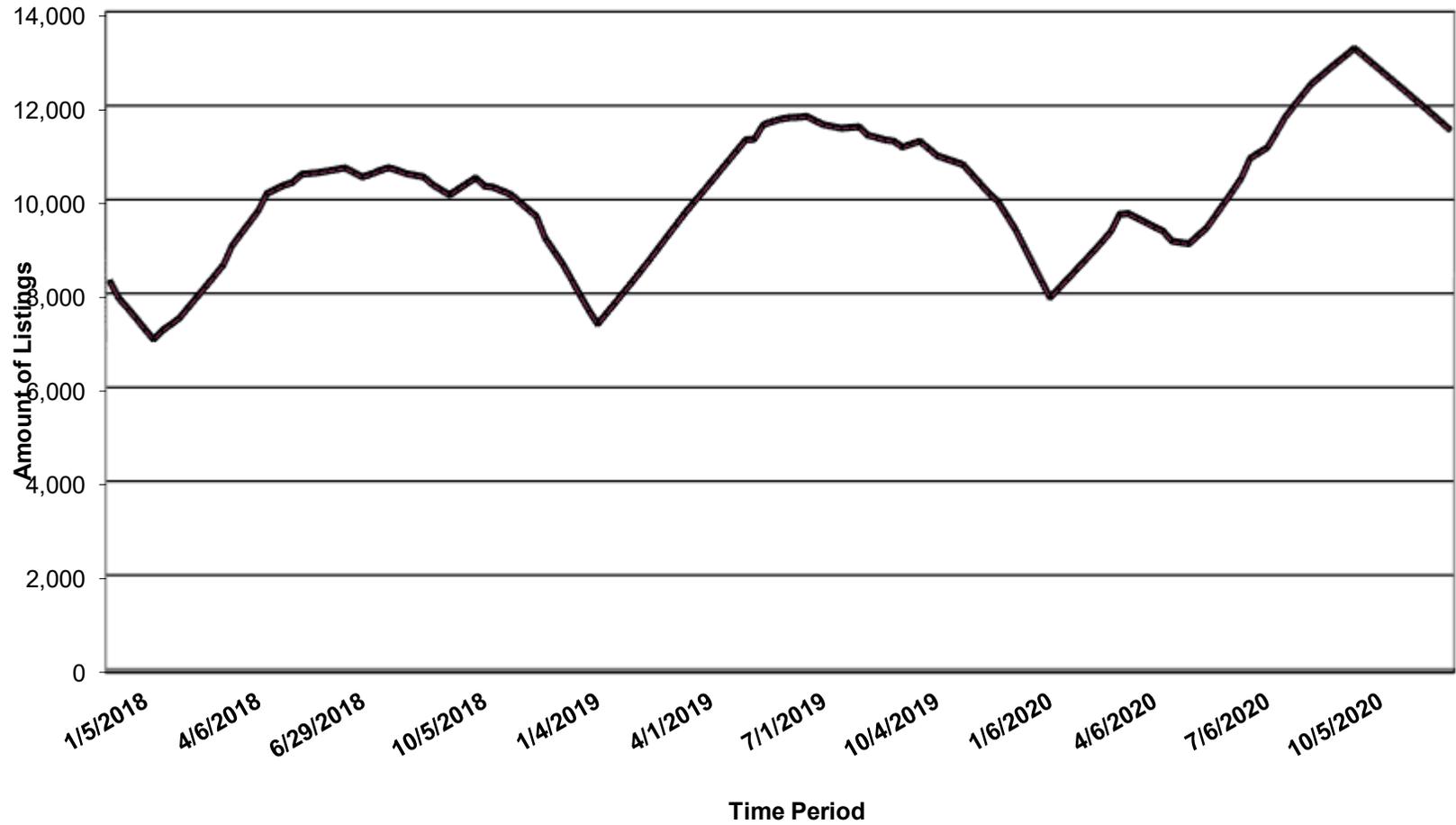
North Shore Area Single Family Homes Active Listings (DE)



Barrington Area Single Family Homes Active Listings (DE)

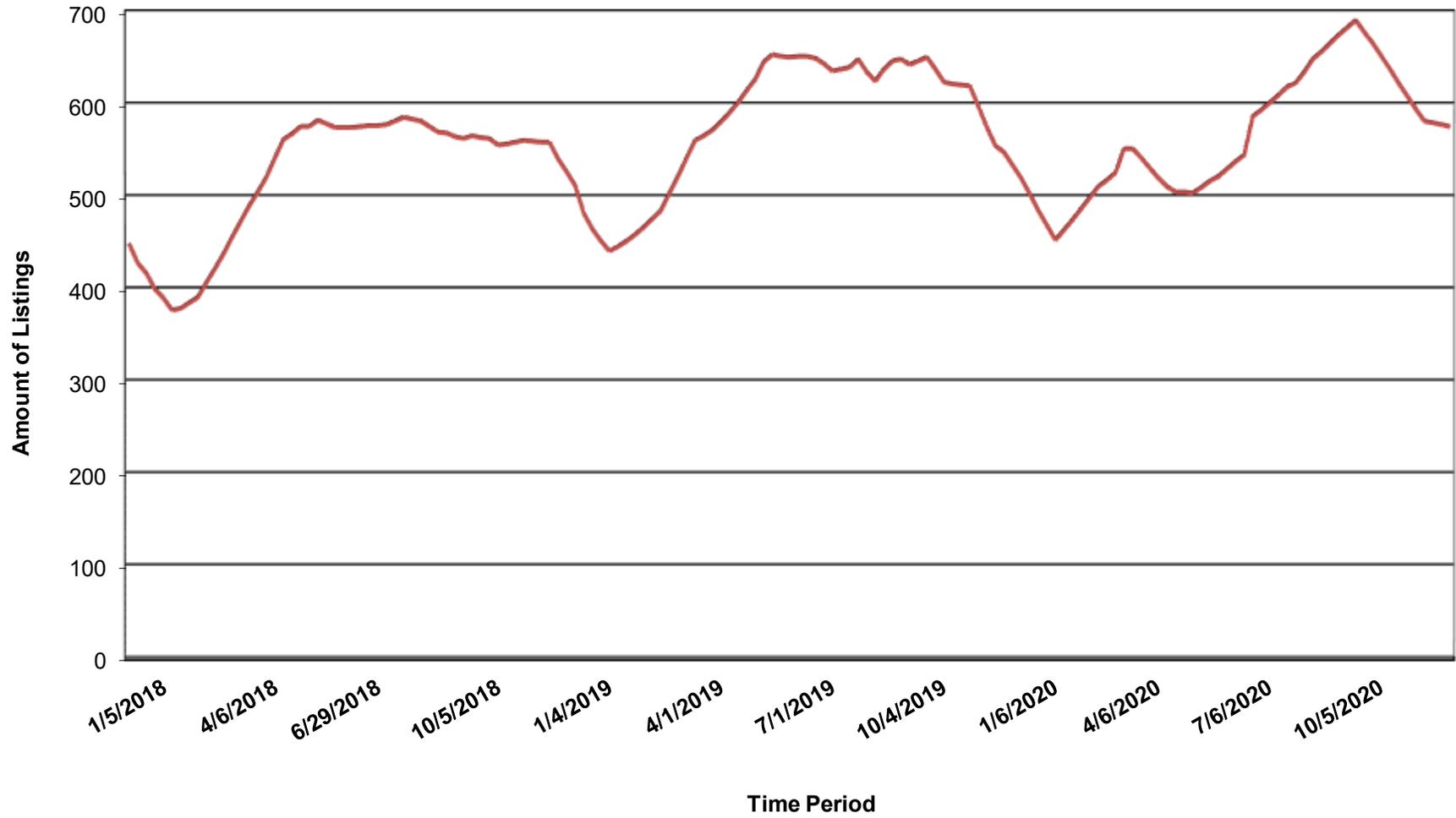


### MRED Active Condo Listings(AT-C)



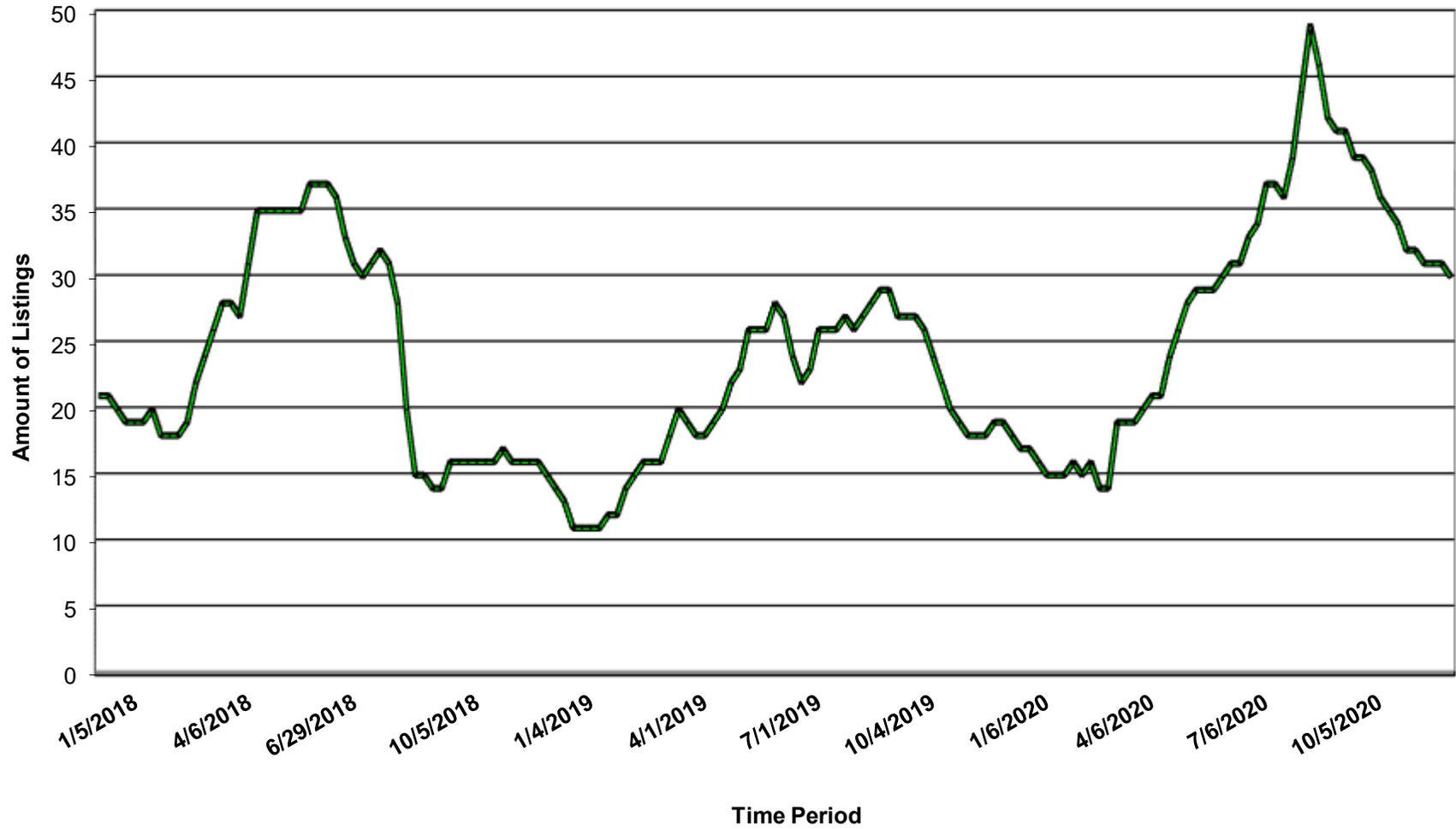
Information is for Property Type 2, Attached, for type of Property C for Condominium. This does not include townhouses, co-ops, or any other type of property listed under Attached Property types.

### North Shore Area Active Condo Listings



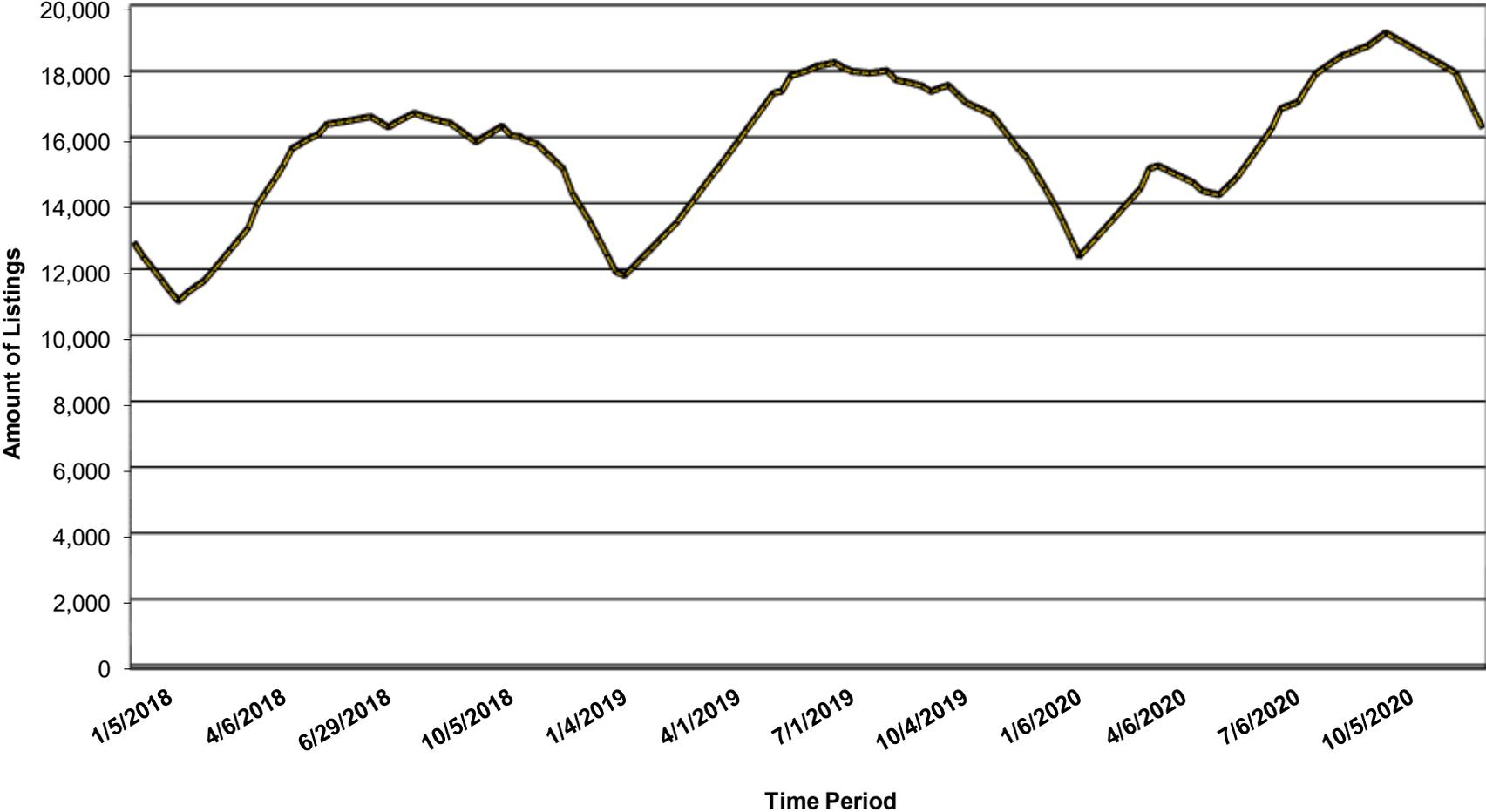
Information is for Property Type 2, Attached, for type of Property C for Condominium. This does not include townhouses, co-ops, or any other type of property listed under Attached Property types.

## Barrington Area Active Condo Listings



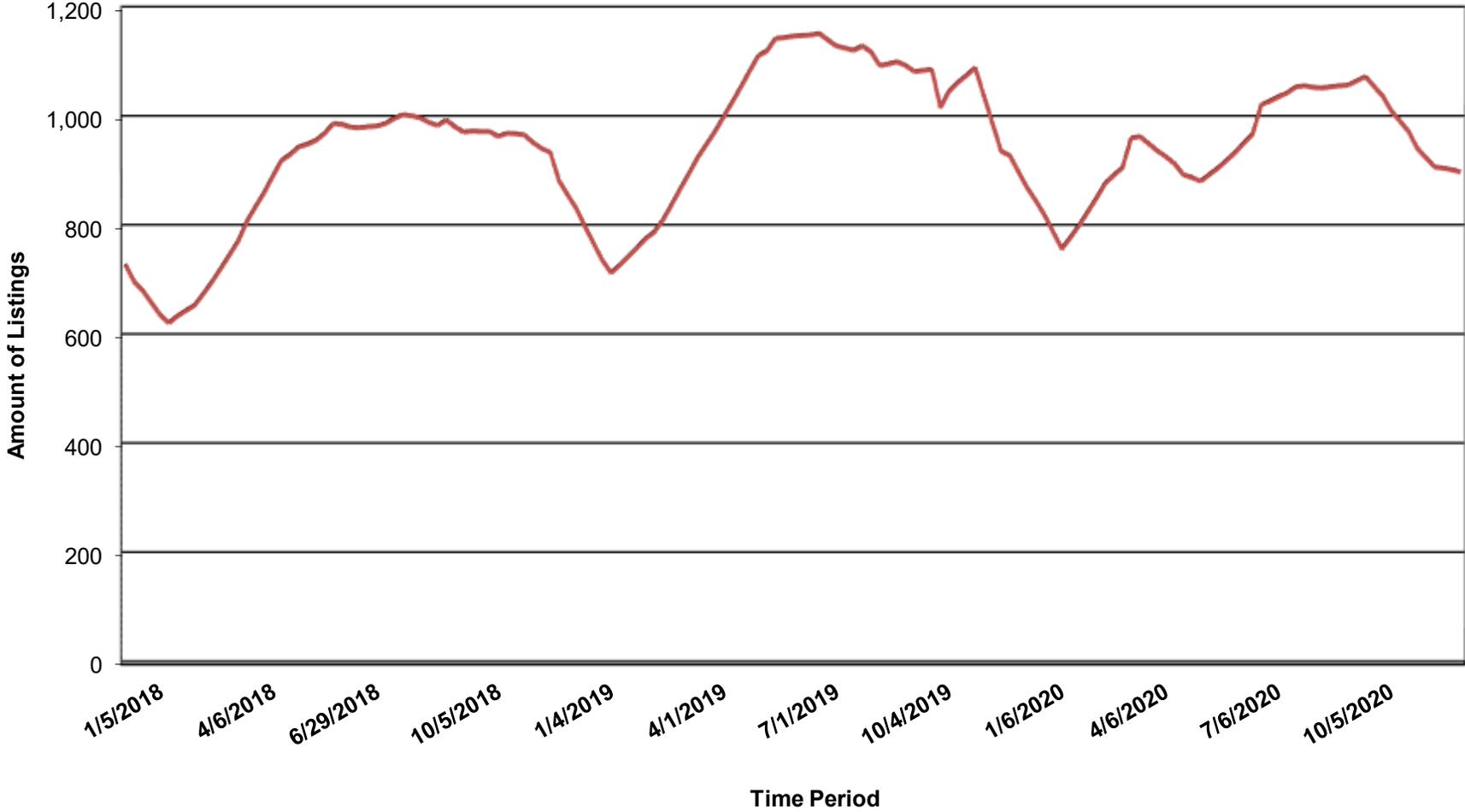
Information is for Property Type 2, Attached, for type of Property C for Condominium. This does not include townhouses, co-ops, or any other type of property listed under Attached Property types.

### MRED Attached Active Listings



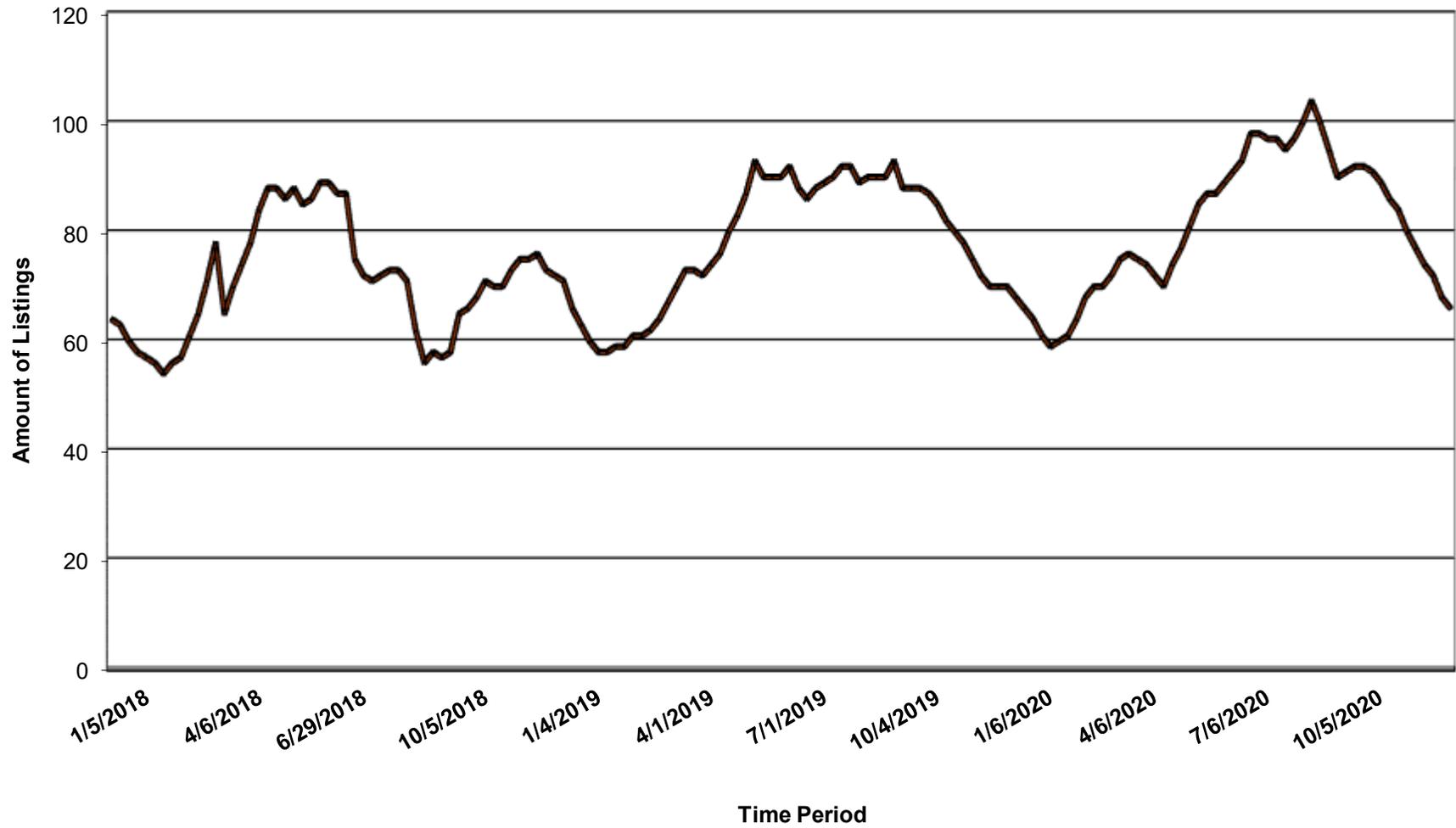
Information is for all types of properties listed under Attached, Property Type 2

### North Shore Area Active Attached Listings



Information is for all types of properties listed under Attached, Property Type 2

### Barrington Area Active Attached Listings



Information is for all types of properties listed under Attached, Property Type 2





NORTH SHORE - BARRINGTON ASSOCIATION OF REALTORS  
YTD Sales for Detached Single Family - Listed by TOWN

Detached Single Family	# OF HOUSES SOLD			AVERAGE SALE PRICE			AVERAGE MEDIAN PRICE		
	YTD	YTD	YOY	AVG PRICE	AVG PRICE	YOY	MED PRICE	MED PRICE	YOY
TOWN	2020	2019	% CHG	2020	2019	% CHG	2020	2019	% CHG
ALGONQUIN	481	441	9.1%	294,666	289,233	1.9%	292,000	283,000	3.2%
ANTIOCH	428	345	24.1%	244,305	237,163	3.0%	230,000	231,500	-0.6%
ARLINGTON HEIGHTS	860	712	20.8%	412,750	401,444	2.8%	378,250	362,500	4.3%
BARRINGTON AREA	778	512	52.0%	567,211	561,165	1.1%	515,000	496,000	3.8%
BARTLETT	481	430	11.9%	316,812	316,380	0.1%	309,000	305,000	1.3%
BEACH PARK	153	152	0.7%	194,455	186,502	4.3%	190,000	185,000	2.7%
BUFFALO GROVE	375	382	-1.8%	372,407	369,304	0.8%	355,000	350,000	1.4%
CAROL STREAM	302	280	7.9%	297,301	285,629	4.1%	286,000	277,000	3.2%
CARPENTERSVILLE	308	292	5.5%	228,758	210,080	8.9%	217,000	186,000	16.7%
CHICAGO - ALBANY PARK	139	119	16.8%	471,199	443,116	6.3%	445,000	397,000	12.1%
CHICAGO - DUNNING	428	389	10.0%	317,657	295,234	7.6%	314,950	286,000	10.1%
CHICAGO - EDGEWATER	77	61	26.2%	773,908	768,361	0.7%	740,000	690,000	7.2%
CHICAGO - IRVING PARK	264	263	0.4%	573,271	534,334	7.3%	548,950	492,000	11.6%
CHICAGO - LAKE VIEW	131	132	-0.8%	1,417,680	1,372,013	3.3%	1,325,500	1,267,500	4.6%
CHICAGO - LINCOLN PARK	171	180	-5.0%	1,803,335	1,847,965	-2.4%	1,560,000	1,590,000	-1.9%
CHICAGO - LINCOLN SQUARE	107	102	4.9%	798,645	833,876	-4.2%	772,500	718,750	7.5%
CHICAGO - LOGAN SQUARE	247	219	12.8%	868,980	800,455	8.6%	799,000	750,000	6.5%
CHICAGO - NEAR NORTH SIDE	35	20	75.0%	1,986,615	1,564,094	27.0%	1,420,000	1,172,500	21.1%
CHICAGO - NEAR WEST SIDE	29	37	-21.6%	489,741	566,504	-13.6%	500,000	525,000	-4.8%
CHICAGO - PORTAGE PARK	382	368	3.8%	375,113	357,927	4.8%	355,000	335,000	6.0%
CHICAGO - ROGERS PARK	36	35	2.9%	503,538	505,766	-0.4%	475,000	490,000	-3.1%
CHICAGO - UPTOWN	36	25	44.0%	919,750	1,009,063	-8.9%	888,750	887,500	0.1%
CHICAGO - WEST RIDGE	131	130	0.8%	414,740	388,486	6.8%	393,000	363,750	8.0%
CHICAGO - WEST TOWN	200	212	-5.7%	1,024,631	966,171	6.1%	952,500	889,500	7.1%
DE KALB	334	322	3.7%	176,436	165,407	6.7%	169,750	155,950	8.8%
DEERFIELD	329	298	10.4%	592,232	573,215	3.3%	535,000	520,000	2.9%
DES PLAINES	517	456	13.4%	307,732	303,609	1.4%	294,900	289,000	2.0%
ELGIN	1,193	1,047	13.9%	269,709	252,140	7.0%	252,000	237,000	6.3%
ELK GROVE VILLAGE	270	258	4.7%	314,768	311,090	1.2%	305,550	295,000	3.6%

Disclaimer:

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NORTH SHORE - BARRINGTON ASSOCIATION OF REALTORS  
YTD Sales for Detached Single Family - Listed by TOWN

Detached Single Family	# OF HOUSES SOLD			AVERAGE SALE PRICE			AVERAGE MEDIAN PRICE		
	YTD	YTD	YOY	AVG PRICE	AVG PRICE	YOY	MED PRICE	MED PRICE	YOY
	TOWN	2020	2019 % CHG	2020	2019 % CHG		2020	2019 % CHG	
EVANSTON	496	402	23.4%	656,825	593,007	10.8%	585,000	511,000	14.5%
FOX LAKE	123	105	17.1%	249,144	219,764	13.4%	208,000	201,500	3.2%
GLENCOE	175	149	17.4%	1,177,876	1,073,346	9.7%	920,000	875,000	5.1%
GOLF-GLENVIEW	610	474	28.7%	691,796	677,929	2.0%	608,500	559,250	8.8%
GREEN OAKS-LIBERTYVILLE	454	340	33.5%	509,524	513,826	-0.8%	463,750	459,000	1.0%
GREENWOOD- WOODSTOCK	458	393	16.5%	265,205	246,973	7.4%	250,000	230,000	8.7%
GURNEE	438	379	15.6%	307,034	289,574	6.0%	295,000	285,000	3.5%
HAINESVILLE-GRAYSLAKE	630	500	26.0%	248,022	226,656	9.4%	240,500	225,000	6.9%
HANOVER PARK	253	233	8.6%	246,159	234,972	4.8%	249,900	238,400	4.8%
HIGHLAND PARK	528	350	50.9%	623,703	568,458	9.7%	535,000	499,450	7.1%
HIGHWOOD	16	11	45.5%	350,250	369,445	-5.2%	292,500	284,900	2.7%
HOFFMAN ESTATES	542	417	30.0%	325,680	334,927	-2.8%	317,000	315,000	0.6%
INGLESIDE	178	129	38.0%	230,219	210,055	9.6%	202,750	190,000	6.7%
INVERNESS	112	99	13.1%	569,853	582,544	-2.2%	548,000	550,000	-0.4%
ISLAND LAKE	114	118	-3.4%	230,106	205,327	12.1%	212,575	193,000	10.1%
KENILWORTH	50	36	38.9%	1,670,219	1,326,356	25.9%	1,172,500	1,264,250	-7.3%
LAKE BLUFF	154	117	31.6%	653,309	614,639	6.3%	540,000	470,000	14.9%
LAKE FOREST	416	255	63.1%	985,688	940,065	4.9%	785,000	765,000	2.6%
LAKE IN THE HILLS	356	315	13.0%	275,519	249,935	10.2%	266,950	245,000	9.0%
LAKE VILLA- LINDENHURST	558	519	7.5%	257,514	241,719	6.5%	242,000	227,000	6.6%
LAKELAND-CRYSTAL LAKE	886	796	11.3%	306,079	280,119	9.3%	284,950	257,500	10.7%
LINCOLNSHIRE	91	74	23.0%	544,257	610,320	-10.8%	509,000	557,500	-8.7%
LINCOLNWOOD	126	102	23.5%	515,148	443,352	16.2%	437,450	412,500	6.0%
LONG GROVE-LAKE ZURICH- HAWTHORN W	727	578	25.8%	478,582	463,143	3.3%	450,000	446,250	0.8%
MCHENRY-LAKE MOOR-McCULLOM LAKE-JC	982	806	21.8%	243,129	218,358	11.3%	226,000	200,000	13.0%
METTAWA	5	1	400.0%	651,600	472,300	38.0%	700,000	472,300	48.2%
MORTON GROVE	282	240	17.5%	358,795	332,540	7.9%	340,000	310,000	9.7%
MT. PROSPECT	514	474	8.4%	364,386	344,171	5.9%	340,000	319,950	6.3%
MUNDELEIN	429	356	20.5%	315,170	304,648	3.5%	295,000	285,100	3.5%

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NORTH SHORE - BARRINGTON ASSOCIATION OF REALTORS  
YTD Sales for Detached Single Family - Listed by TOWN

Detached Single Family	# OF HOUSES SOLD			AVERAGE SALE PRICE			AVERAGE MEDIAN PRICE		
	YTD	YTD	YOY	AVG PRICE	AVG PRICE	YOY	MED PRICE	MED PRICE	YOY
TOWN	2020	2019	% CHG	2020	2019	% CHG	2020	2019	% CHG
NAPERVILLE	1,858	1,571	18.3%	501,547	483,526	3.7%	450,451	443,000	1.7%
NILES	254	231	10.0%	342,850	337,270	1.7%	330,000	320,000	3.1%
NORTH CHICAGO	59	76	-22.4%	129,872	103,454	25.5%	133,000	105,800	25.7%
NORTHBROOK	429	417	2.9%	634,805	634,802	0.0%	560,000	575,000	-2.6%
NORTHFIELD	90	71	26.8%	819,524	901,703	-9.1%	685,000	699,000	-2.0%
OAKWOOD HILLS - CARY	400	339	18.0%	290,034	270,349	7.3%	266,975	257,000	3.9%
PALATINE	563	541	4.1%	365,309	357,896	2.1%	334,900	325,000	3.0%
PARK CITY - WAUKEGAN	424	413	2.7%	160,125	141,768	12.9%	155,000	139,900	10.8%
PARK RIDGE	520	440	18.2%	541,051	480,802	12.5%	477,250	431,250	10.7%
PRAIRIE VIEW	11	10	10.0%	343,309	310,950	10.4%	312,000	282,250	10.5%
PROSPECT HEIGHTS	97	77	26.0%	396,607	375,064	5.7%	375,000	350,000	7.1%
ROLLING MEADOWS	178	168	6.0%	282,391	275,383	2.5%	260,750	254,375	2.5%
ROUND LAKE	524	516	1.6%	196,415	183,132	7.3%	201,000	185,000	8.6%
SCHAUMBURG	454	438	3.7%	351,928	341,430	3.1%	335,000	325,325	3.0%
SKOKIE	400	431	-7.2%	373,732	363,030	2.9%	348,250	340,000	2.4%
STREAMWOOD	383	359	6.7%	242,340	234,040	3.5%	235,000	225,000	4.4%
SYCAMORE	234	235	-0.4%	259,083	238,190	8.8%	253,750	239,900	5.8%
VERNON HILLS	217	200	8.5%	442,586	480,682	-7.9%	399,000	410,000	-2.7%
WADSWORTH - OLD MILL CREEK	95	85	11.8%	325,476	320,548	1.5%	300,000	302,500	-0.8%
WAUCONDA	210	190	10.5%	270,994	249,253	8.7%	273,000	251,839	8.4%
WHEELING	128	134	-4.5%	270,388	272,827	-0.9%	268,450	257,500	4.3%
WILMETTE	388	342	13.5%	907,722	836,957	8.5%	792,500	733,750	8.0%
WINNETKA	277	221	25.3%	1,367,941	1,424,897	-4.0%	1,100,000	1,250,000	-12.0%
WINTHROP HARBOR	111	92	20.7%	188,898	193,143	-2.2%	184,000	196,000	-6.1%
ZION	320	312	2.6%	142,825	138,664	3.0%	140,000	133,988	4.5%

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## NorthShore - Statistics

Prepared by: North Shore - Barrington Association of REALTORS

Property Type: Attached Single Family

	# HOUSES SOLD YTD			AVERAGE LIST PRICE			AVERAGE SALE PRICE		
	2018	2019	2020	2018	2019	2020	2018	2019	2020
	<b>Jan</b>	100	97	114	315,071	293,282	277,915	299,985	280,440
<b>Feb</b>	99	100	120	325,966	287,249	315,368	314,708	275,303	302,229
<b>Mar</b>	154	137	163	291,051	311,521	299,903	280,503	300,798	287,785
<b>Apr</b>	190	195	160	320,916	326,338	319,352	311,949	316,098	308,687
<b>May</b>	246	250	109	308,621	296,782	314,505	298,639	287,427	301,275
<b>Jun</b>	221	247	126	305,885	315,032	314,226	296,034	305,331	300,960
<b>Jul</b>	212	216	216	299,575	319,191	316,914	290,732	307,662	305,940
<b>Aug</b>	204	201	238	310,043	310,450	332,358	297,092	299,190	318,904
<b>Sep</b>	163	176	232	312,740	301,168	351,161	300,405	290,634	337,930
<b>Oct</b>	141	186	254	317,238	305,498	335,827	304,762	294,272	324,730
<b>Nov</b>	139	136	173	341,505	296,847	334,046	327,436	285,175	323,492
<b>Dec</b>	119	144		306,749	313,139		294,397	301,526	
<b>TOTAL</b>	2,043	2,133		317,258	315,077		299,448	297,016	
	<b>AVERAGE TIME ON MARKET</b>			<b>MEDIAN LIST PRICE</b>			<b>MEDIAN SALE PRICE</b>		
	2018	2019	2020	2018	2019	2020	2018	2019	2020
<b>Jan</b>	87	89	116	264,500	249,000	245,000	250,000	241,000	229,250
<b>Feb</b>	110	85	124	299,000	244,950	262,500	277,500	230,000	243,000
<b>Mar</b>	89	100	124	249,900	250,000	260,000	245,000	240,000	253,000
<b>Apr</b>	84	87	88	287,000	289,000	292,000	275,000	279,000	277,500
<b>May</b>	68	85	111	279,000	249,950	279,900	268,500	241,250	270,000
<b>Jun</b>	58	80	91	259,900	275,000	300,960	250,000	265,000	280,000
<b>Jul</b>	54	73	103	264,906	285,000	269,450	256,250	266,500	258,725
<b>Aug</b>	80	68	94	280,000	270,000	285,000	273,989	260,500	272,000
<b>Sep</b>	69	89	97	269,900	259,000	299,950	260,000	253,250	288,750
<b>Oct</b>	80	78	90	269,000	264,950	285,000	250,000	253,500	275,000
<b>Nov</b>	72	94	77	280,000	285,175	285,000	271,000	251,875	275,000
<b>Dec</b>	88	92		259,900	249,499		250,000	240,750	
<b>TOTAL</b>	76	84		275,000	269,000		258,000	251,875	

## Barrington - Statistics

Prepared by: North Shore - Barrington Association of REALTORS

Property Type: Attached Single Family

	# HOUSES SOLD YTD			AVERAGE LIST PRICE			AVERAGE SALE PRICE		
	2018	2019	2020	2018	2019	2020	2018	2019	2020
<b>Jan</b>	14	5	3	236,607	280,320	254,966	223,992	263,440	248,800
<b>Feb</b>	5	4	12	270,580	215,900	289,363	260,000	207,225	280,485
<b>Mar</b>	9	8	11	237,955	294,486	364,990	227,611	285,061	338,316
<b>Apr</b>	14	7	3	301,514	271,742	294,933	289,294	260,857	283,000
<b>May</b>	14	15	8	234,221	312,065	360,913	227,482	303,083	328,492
<b>Jun</b>	23	17	10	324,282	285,000	268,710	315,601	274,205	253,050
<b>Jul</b>	14	12	16	265,828	308,709	333,649	256,160	295,590	329,346
<b>Aug</b>	11	10	20	296,145	310,979	315,047	279,227	291,691	305,263
<b>Sep</b>	7	13	20	328,612	290,568	296,180	316,569	278,876	288,350
<b>Oct</b>	5	15	21	276,894	299,073	284,498	275,729	284,638	280,547
<b>Nov</b>	7	6	18	316,085	314,481	313,893	308,628	303,665	307,042
<b>Dec</b>	8	41		265,075	543,278		258,437	508,854	
<b>TOTAL</b>	133	123		280,285	293,258		270,384	281,640	
	AVERAGE TIME ON MARKET			MEDIAN LIST PRICE			MEDIAN SALE PRICE		
	2018	2019	2020	2018	2019	2020	2018	2019	2020
<b>Jan</b>	124	126	223	227,750	269,000	220,000	211,500	261,000	219,900
<b>Feb</b>	130	83	120	264,900	219,350	314,500	255,000	202,000	297,000
<b>Mar</b>	151	107	146	215,000	289,500	364,990	210,000	275,000	350,840
<b>Apr</b>	117	102	143	283,000	230,000	225,000	267,500	222,000	217,500
<b>May</b>	111	94	108	207,450	319,000	372,450	202,000	305,000	336,250
<b>Jun</b>	83	145	129	300,000	285,000	244,950	285,000	275,000	242,500
<b>Jul</b>	78	44	100	260,850	266,250	294,500	252,500	258,750	292,000
<b>Aug</b>	47	153	88	235,000	287,500	307,000	222,500	268,250	295,000
<b>Sep</b>	101	136	71	265,000	255,000	284,800	255,000	246,000	271,000
<b>Oct</b>	38	78	75	185,000	249,900	230,000	182,500	230,000	225,000
<b>Nov</b>	69	116	95	359,000	302,500	267,000	350,000	285,000	
<b>Dec</b>	110	228		234,950	475,000		232,500	452,000	
<b>TOTAL</b>	97	112		262,000	264,900		250,000	257,000	

NORTH SHORE - BARRINGTON ASSOCIATION OF REALTORS

YTD

Sales for Attached Single Family - Listed by TOWN

Attached Single Family									
TOWN	# OF HOUSES SOLD			AVERAGE SALE PRICE			MEDIAN SALE PRICE		
	Sold YTD		YOY	AVG PRICE		YOY	MEDIAN		YOY
	2020	2019	% CHG	2020	2019	% CHG	2020	2019	% CHG
ALGONQUIN	150	157	-4.5%	193,129	189,166	2.1%	186,250	185,000	0.7%
ANTIOCH	26	28	-7.1%	158,843	165,843	-4.2%	148,250	152,500	-2.8%
ARLINGTON HEIGHTS	425	456	-6.8%	195,798	196,582	-0.4%	162,500	165,000	-1.5%
BARRINGTON AREA	142	113	25.7%	298,600	282,047	5.9%	288,250	257,500	11.9%
BARTLETT	181	214	-15.4%	208,203	198,851	4.7%	215,000	201,250	6.8%
BEACH PARK	36	27	33.3%	147,210	141,048	4.4%	141,500	137,000	3.3%
BUFFALO GROVE	339	314	8.0%	222,094	218,327	1.7%	210,000	200,750	4.6%
CAROL STREAM	208	212	-1.9%	190,393	189,030	0.7%	190,000	188,250	0.9%
CARPENTERSVILLE	120	133	-9.8%	153,039	152,951	0.1%	155,000	154,000	0.6%
CHICAGO - ALBANY PARK	164	152	7.9%	238,707	214,807	11.1%	218,250	197,200	10.7%
CHICAGO - DUNNING	93	117	-20.5%	197,207	192,928	2.2%	208,000	197,500	5.3%
CHICAGO - EDGEWATER	639	692	-7.7%	275,560	238,858	15.4%	245,000	210,000	16.7%
CHICAGO - IRVING PARK	252	250	0.8%	259,457	229,122	13.2%	230,000	210,000	9.5%
CHICAGO - LAKE VIEW	1,740	1,610	8.1%	435,038	395,172	10.1%	415,000	351,000	18.2%
CHICAGO - LINCOLN PARK	1,130	1,163	-2.8%	581,845	600,299	-3.1%	516,000	499,000	3.4%
CHICAGO - LINCOLN SQUARE	333	343	-2.9%	365,083	353,181	3.4%	329,500	315,000	4.6%
CHICAGO - LOGAN SQUARE	580	587	-1.2%	442,806	431,658	2.6%	419,000	411,000	1.9%
CHICAGO - LOOP	482	662	-27.2%	400,771	416,105	-3.7%	326,900	330,000	-0.9%
CHICAGO - NEAR NORTH SIDE	1,775	2,183	-18.7%	566,292	637,815	-11.2%	412,500	395,000	4.4%
CHICAGO - NEAR SOUTH SIDE	575	643	-10.6%	443,532	439,915	0.8%	384,735	372,500	3.3%
CHICAGO - NEAR WEST SIDE	894	1,071	-16.5%	444,969	513,964	-13.4%	367,000	365,000	0.5%
CHICAGO - PORTAGE PARK	112	74	51.4%	206,604	180,571	14.4%	170,000	153,000	11.1%
CHICAGO - ROGERS PARK	417	428	-2.6%	195,843	191,995	2.0%	175,000	174,250	0.4%
CHICAGO - UPTOWN	719	757	-5.0%	305,152	288,256	5.9%	299,900	280,000	7.1%
CHICAGO - WEST RIDGE	274	317	-13.6%	164,407	159,595	3.0%	148,344	145,000	2.3%
CHICAGO - WEST TOWN	1,496	1,376	8.7%	520,448	498,365	4.4%	500,000	478,750	4.4%
DEERFIELD	90	100	-10.0%	253,619	268,278	-5.5%	247,250	256,000	-3.4%
DEKALB	79	73	8.2%	154,269	151,607	1.8%	150,000	152,000	-1.3%
DES PLAINES	515	519	-0.8%	186,465	182,141	2.4%	175,000	172,000	1.7%

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	2020	2019	% CHG	2020	2019	% CHG	2020	2019	% CHG
ELGIN	423	384	10.2%	179,595	173,809	3.3%	180,000	173,000	4.0%
ELK GROVE VILLAGE	189	181	4.4%	183,280	168,511	8.8%	181,000	168,000	7.7%
EVANSTON	497	546	-9.0%	293,735	285,073	3.0%	260,000	240,500	8.1%
FOX LAKE	144	138	4.3%	127,336	119,544	6.5%	134,950	135,450	-0.4%
GLENCOE	9	7	28.6%	408,556	252,214	62.0%	410,000	225,000	82.2%
GOLF-GLENVIEW	289	279	3.6%	323,509	309,589	4.5%	288,000	273,000	5.5%
GREEN OAKS-LIBERTYVILLE	85	95	-10.5%	294,411	274,346	7.3%	280,000	255,000	9.8%
GREENWOOD- WOODSTOCK	112	98	14.3%	159,345	148,681	7.2%	152,000	143,500	5.9%
GURNEE	171	153	11.8%	159,513	156,252	2.1%	159,500	151,000	5.6%
HAINESVILLE-GRAYSLAKE	229	204	12.3%	169,678	165,457	2.6%	165,000	164,000	0.6%
HANOVER PARK	201	197	2.0%	174,728	166,998	4.6%	172,000	165,165	4.1%
HIGHLAND PARK	118	112	5.4%	365,472	339,014	7.8%	313,500	304,500	3.0%
HIGHWOOD	10	10	0.0%	455,250	319,840	42.3%	546,000	213,000	156.3%
HOFFMAN ESTATES	237	269	-11.9%	185,662	172,147	7.9%	180,000	164,900	9.2%
INGLESIDE	6	5	20.0%	193,423	161,610	19.7%	194,500	170,000	14.4%
INVERNESS	20	24	-16.7%	370,345	404,825	-8.5%	370,000	374,750	-1.3%
ISLAND LAKE	39	42	-7.1%	140,513	135,368	3.8%	142,900	139,650	2.3%
LAKE BLUFF	35	47	-25.5%	256,904	247,058	4.0%	207,000	210,000	-1.4%
LAKE FOREST	78	70	11.4%	561,916	563,628	-0.3%	531,500	565,000	-5.9%
LAKE IN THE HILLS	148	144	2.8%	189,742	184,428	2.9%	174,750	169,250	3.2%
LAKE VILLA- LINDENHURST	64	78	-17.9%	167,588	158,299	5.9%	175,000	148,750	17.6%
LAKELWOOD-CRYSTAL LAKE	226	218	3.7%	178,119	172,909	3.0%	179,000	171,000	4.7%
LINCOLNSHIRE	55	45	22.2%	375,630	338,347	11.0%	360,000	310,000	16.1%
LINCOLNWOOD	25	37	-32.4%	242,760	239,108	1.5%	207,000	215,000	-3.7%
LONG GROVE-LAKE ZURICH- HAWTHORN W	73	59	23.7%	283,437	257,427	10.1%	270,000	250,000	8.0%
MCHENRY-LAKE MOOR-McCULLOM LAKE-JC	172	176	-2.3%	155,221	140,031	10.8%	159,000	146,000	8.9%
MORTON GROVE	81	109	-25.7%	248,881	223,838	11.2%	240,000	218,000	10.1%
MT. PROSPECT	237	238	-0.4%	183,034	200,650	-8.8%	168,000	193,000	-13.0%
MUNDELEIN	91	124	-26.6%	200,501	192,897	3.9%	202,500	190,062	6.5%
NAPERVILLE	756	757	-0.1%	254,485	240,759	5.7%	228,000	224,900	1.4%
NILES	140	137	2.2%	214,284	209,074	2.5%	227,750	213,000	6.9%

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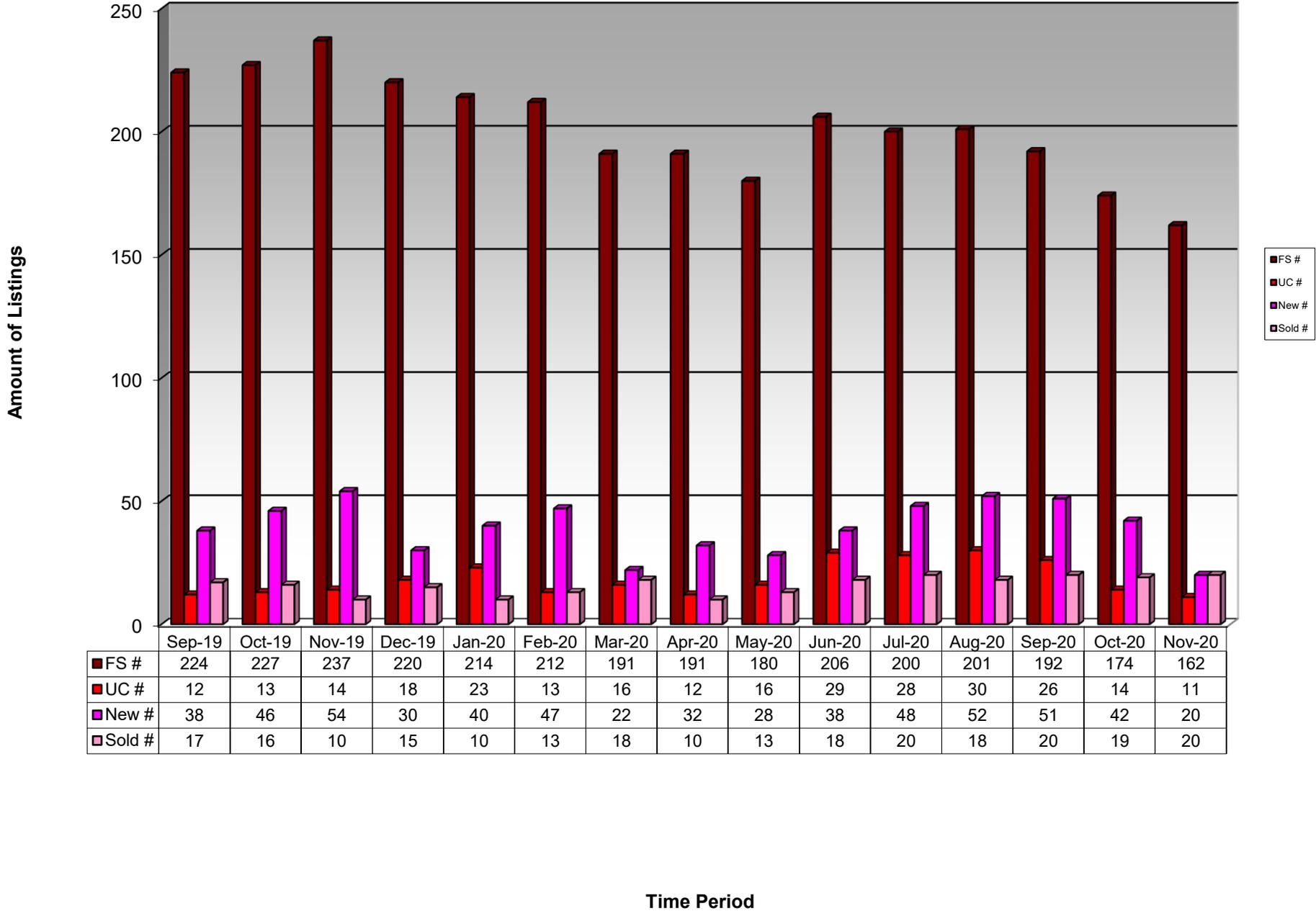
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	Sold YTD		YOY	AVG PRICE		YOY	MEDIAN		YOY
	2020	2019	% CHG	2020	2019	% CHG	2020	2019	% CHG
NORTH CHICAGO	5	11	-54.5%	69,200	68,082	1.6%	59,000	66,500	-11.3%
NORTHBROOK	249	255	-2.4%	322,208	315,812	2.0%	300,000	287,500	4.3%
NORTHFIELD	33	34	-2.9%	286,674	278,665	2.9%	228,000	212,000	7.5%
OAKWOOD HILLS - CARY	115	81	42.0%	183,510	185,093	-0.9%	172,500	174,000	-0.9%
PALATINE	617	647	-4.6%	192,958	188,991	2.1%	179,000	170,000	5.3%
PARK CITY -WAUKEGAN	50	35	42.9%	113,208	119,609	-5.4%	125,000	134,000	-6.7%
PARK RIDGE	128	127	0.8%	317,178	306,930	3.3%	285,000	293,000	-2.7%
PROSPECT HEIGHTS	108	128	-15.6%	186,623	174,090	7.2%	156,550	148,450	5.5%
ROLLING MEADOWS	175	128	36.7%	173,554	162,543	6.8%	148,000	149,000	-0.7%
ROUND LAKE	250	211	18.5%	146,143	137,047	6.6%	154,000	145,000	6.2%
SCHAUMBURG	766	777	-1.4%	190,038	183,852	3.4%	179,000	174,000	2.9%
SKOKIE	234	246	-4.9%	217,690	215,554	1.0%	209,000	202,450	3.2%
STREAMWOOD	262	275	-4.7%	183,635	173,296	6.0%	177,950	170,000	4.7%
SYCAMORE	109	118	-7.6%	162,007	148,591	9.0%	142,500	135,000	5.6%
VERNON HILLS	186	191	-2.6%	215,878	216,385	-0.2%	183,500	185,000	-0.8%
WADSWORTH - OLD MILL CREEK	32	30	6.7%	159,792	148,560	7.6%	164,000	147,500	11.2%
WAUCONDA	67	73	-8.2%	182,127	198,007	-8.0%	176,000	184,500	-4.6%
WHEELING	276	298	-7.4%	201,069	185,890	8.2%	183,250	177,500	3.2%
WILMETTE	91	72	26.4%	360,150	363,843	-1.0%	321,000	321,000	0.0%
WINNETKA	21	20	5.0%	413,574	481,425	-14.1%	380,000	473,750	-19.8%
ZION	8	8	0.0%	116,313	97,639	19.1%	118,000	94,950	24.3%

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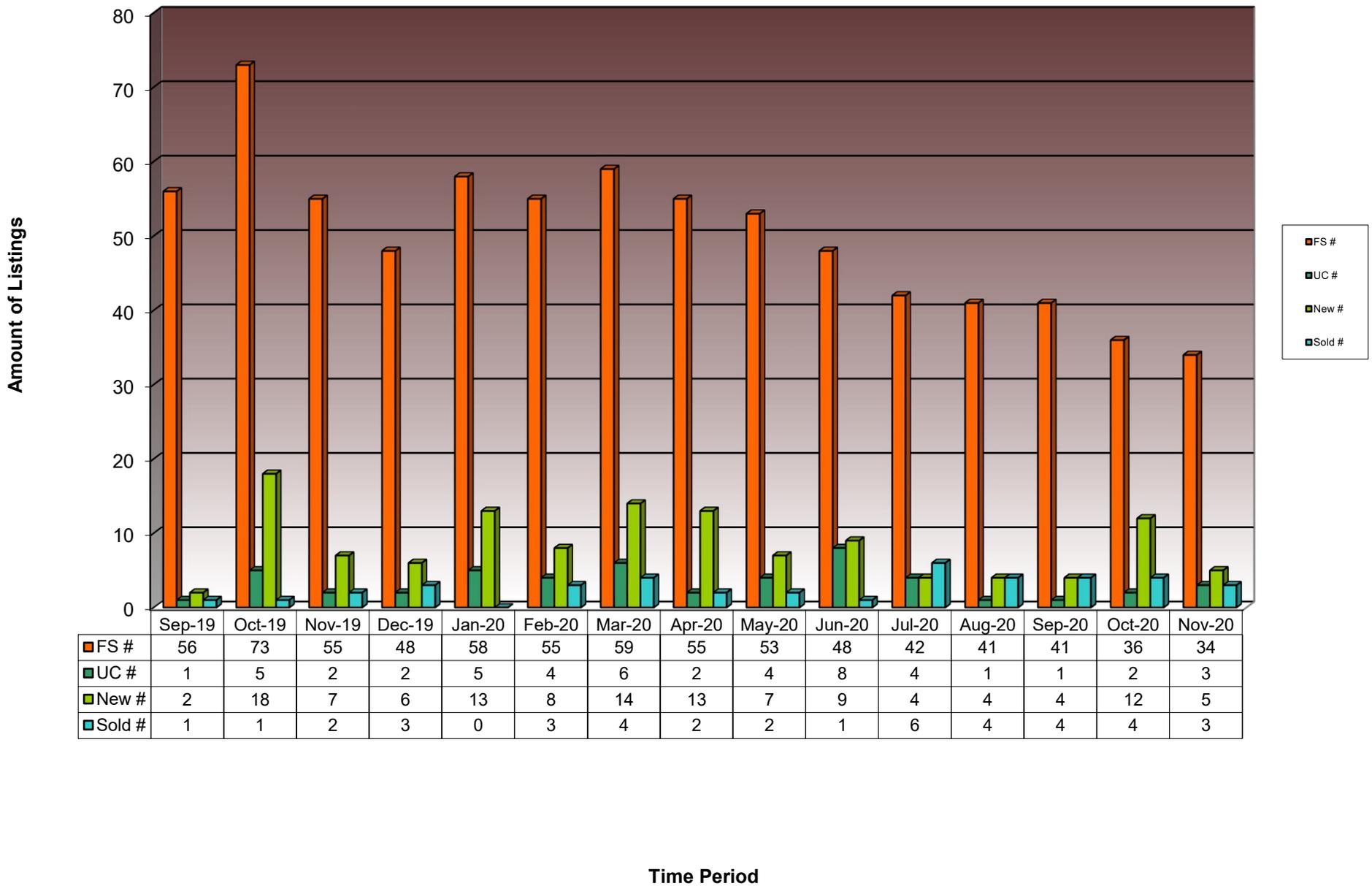
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## North Shore Area New Construction for All Property Types



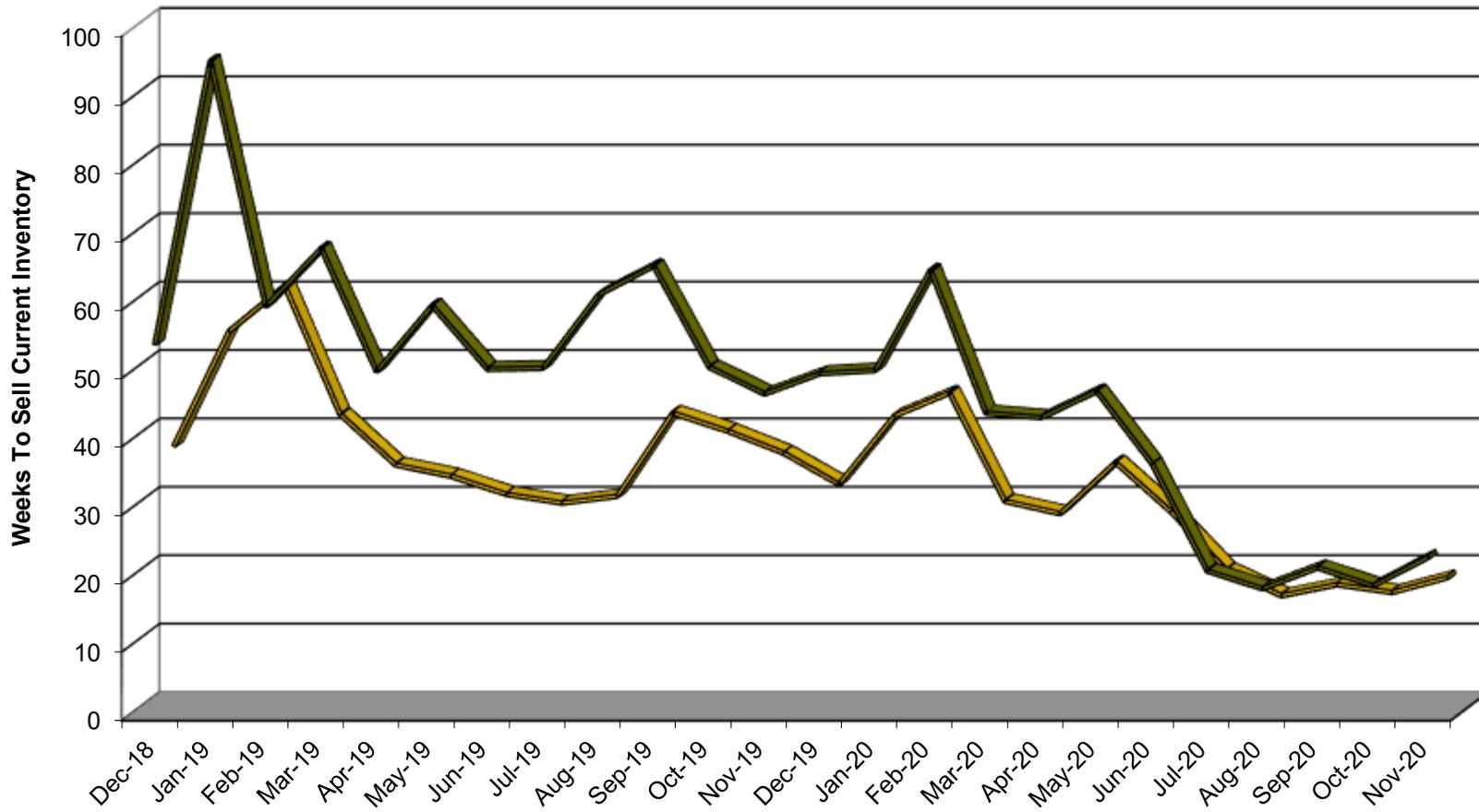
These chart shows new construction data for the past fifteen months th number of new homes in the North Shore area for all property types both Residential and Commerical..  
 Produced by NSBAR from information in MRED

## Barrington Area New Construction for All Property Types

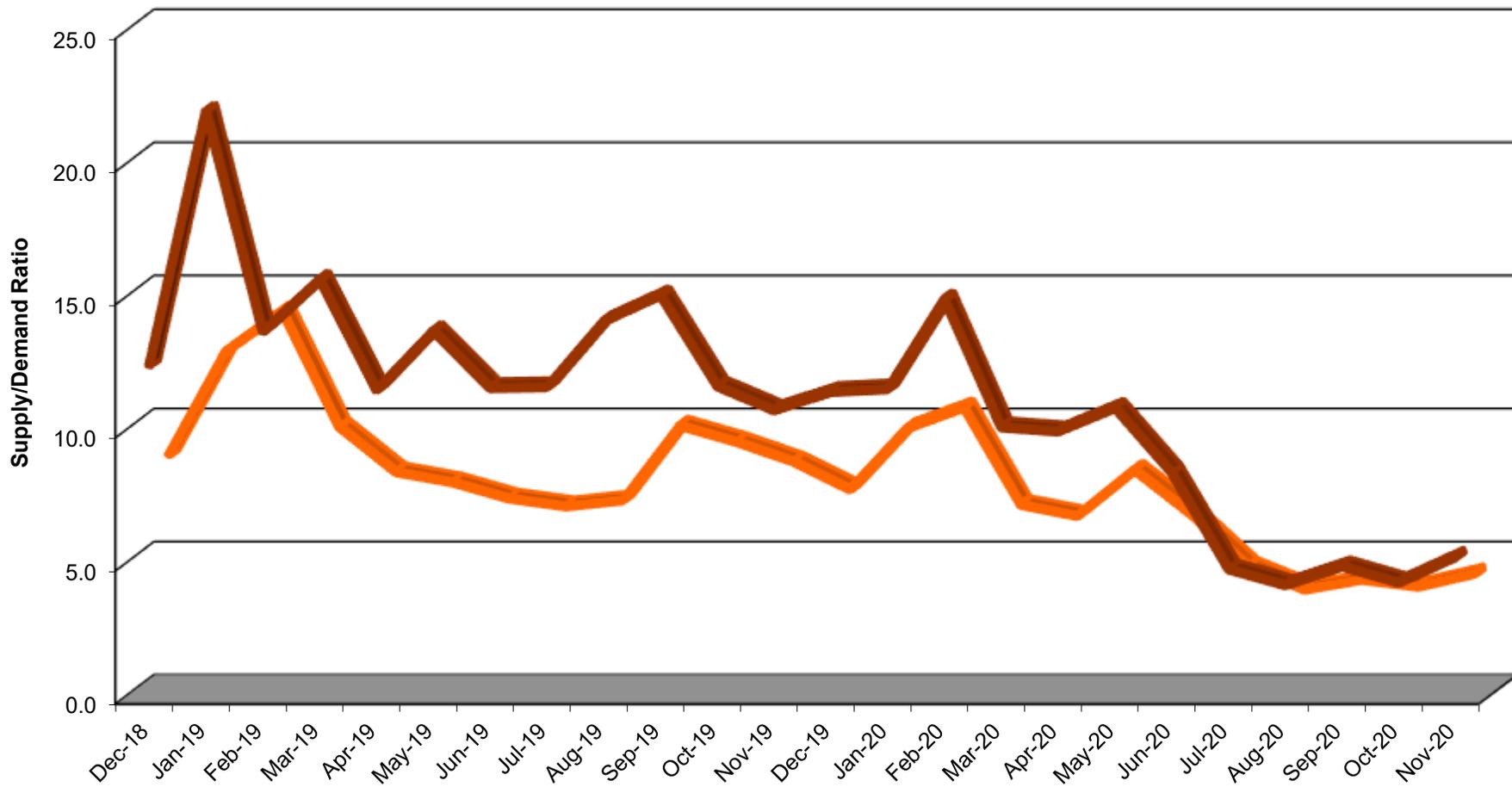


These chart shows new construction data for the past fifteen months th number of new homes Barrington for all property types both Residential and Commerical..  
 Produced by NSBAR from information in MRED

# NSBAR Absorption Rate for Detached Single Family Homes

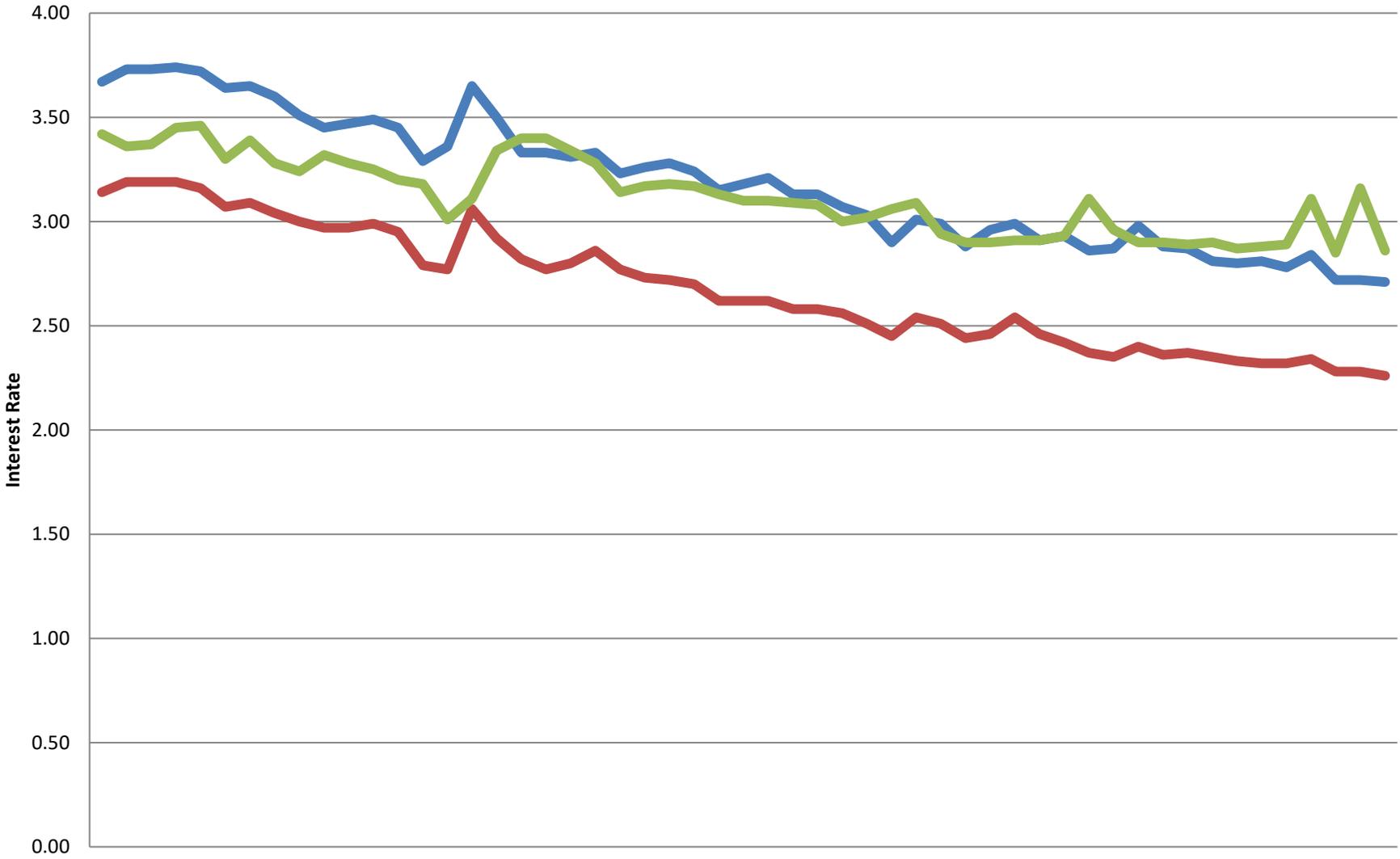


# NSBAR Supply Demand Ratio for Single Family Homes



The numbers in the chart represent the ratio of the number of homes for sale to the number of homes sold. The higher the S/D ratio, the more supply there is relative to demand. Optimal S/D ratio is 6.0. Produced by NSBAR from information in MRED

# Historical Mortgage Rates



12/6/2019 12/27/2019 1/17/2020 2/7/2020 2/28/2020 3/20/2020 4/10/2020 5/1/2020 5/22/2020 6/12/2020 7/3/2020 7/24/2020 8/14/2020 9/4/2020 9/25/2020 10/16/2020 11/5/2020 11/26/2020

## Glossary of Terms and Abbreviations

### Absorption Rate:

Absorption rates are used to determine the amount of weeks that it will take to sell the current inventory at the present rate of sales.

Twenty six weeks is considered neutral. When the absorption is rate is higher than 26 weeks, it is considered a buyer's market and sale prices become stagnant. When the rate is lower, homes are selling faster and sales prices increase.

### To formulate Absorption Rate you need to know 2 figures.

- 1) How many listings are currently on the market?
- 2) How many listings sold last month?

### Then

- A.) Multiple the number of solds last month by 12 (months).
- B.) Divided by the current listings equals # of Units that would sell each week.
- C.) Divide the # or units that should sell each week into the number available = absorption rate.

### Supply Demand Ratio

The amount of homes for sales divided by the amount of sold properties for a given time period. When there are six active listings for every sold listing, the market is considered to be at its equilibrium, homes are being sold at the exact right price.

### Listing

Listing in MRED - when the current titleholders of the property have signed an exclusive or exclusive right to sell agreement and the agreement is in effect with an MRED office.

### Statuses for Active Listings

#### ACTV - An A

ctive listing is where an agreement and an owner of real property and a real estate agent, whereby the agent agrees to secure a buyer or tenant for specific property at a certain price and terms in return for a fee or commission.

**BOMK** - Back on Market: A listing previously showing Off-Market (Canceled, Closed, Expired, or Rented) status is now active again.

**CTG** - Contingent on a contract pending – A valid sales contract has been signed by a Buyer and Seller with provisions to be met before a contract can become binding.

#### *CONTINGENCY FLAGS*

*A/I* - Attorney Approval/Home Inspection

*CTGO* - Denotes other contingency that may apply. Call Listing Agent for specifics of contingency

*FIN* - Financing

*HC\*\** - Buyer has home to close. Code is followed by number of hours in kick out period

*HS\*\** - Buyer has home to sell. Code is followed by number of hours in kick out period

**NEW** - A New listing.

**PCHG** - Price Change: A listing showing a change in list price – new list price is required.

**RACT** Reactivate: A listing that was previously showing as Contingent, Pending or Temporarily Off-Market

**TEMP** - Active -Temporarily Off-Market (still listed) exclusive brokerage agreement in effect, property unable to be shown, except for reasonable restrictions noted on the listing in the showing instructions.

**BOMK, NEW, PCHG & RACT** - statuses will show on MRED® for 5 days (unless a status change is made to the listing) and then revert to an ACTV status.

## **OFF-MARKET LISTING**

**Closed** property in MRED is when an active listing has been sold and the title has changed from the seller titleholder to the new title holder.

**Expired** listing in MRED is an active listing which has reached its expiration date and has moved from active status to expired and the listing agreement is no longer in effect.

**Temporary off the market/withdrawn** is a listing in MRED which still has a valid listing agreement but the titleholders have asked the property be taken out of MRED.

**Cancelled** listing in MRED is when seller titleholders and the real estate company have cancelled the listing agreement and the property is no longer for sale with that company.

## **OFF MARKET STATUSES**

**CANC** - A Canceled listing - cancellation date is required

**CLSD** - A Closed listing - must be reported within 72 hours of closing. Selling Price, Contract Date, Closed Date, Seller's Concessions Y/N (if Y is entered, Seller's Concessions \$ amount is required (PNT)), and Selling Agent are required.

**EXP** - An Expired listing.

**PEND** - Pending: A fully executed purchase contract with no contingencies other than closing. Property must be placed in Pending in order to report it closed and show the correct Market Time. Requires entry/confirmation of the Contract Date and Selling Agent ID.

**RNTD** - Rented: Property type 6 only - requires Rental Date, Selling Agent and Rented Price.

**Median Sale Price** - The median price is the price that is midway between the least expensive and most expensive home sold in an area during a given period of time. During that time, half the buyers bought homes that cost more than the median price and half bought homes for less than the median price.

**Average Sale Price** - The average home price is the sum of prices of all homes sold in a certain area in a certain period, divided by the number of properties sold in the same area in that period.

**Days On Market (DOM) or Market Time (MT)** - The number of days a listing is active in a multiple listing service before it is entered into "pending" status. Pending status is when an offer has been accepted by the seller but the transaction is not yet closed. Many agents refer to "average days on market," which is derived by adding all the days on market of each listing and dividing by the number of listings. In a buyer's market, the DOM are generally higher because inventory takes longer to sell. In a seller's market, the DOM are fewer.

Additional Abbreviations:

**FS**= For Sale or Active Property

**UC**= Under Contract, Property under contract but has not had all contingencies met.

**OLP** = Original List Price

**LP** = List Price

**LLP** = Last List Price