

NORTH SHORE

NEIGHBORHOOD MARKET REPORT

Insight, trends and outlook on your local real estate market

UPDATED NOVEMBER 16, 2019



Barrington

Local Market Update / October 2019

+ 29.4%

+ 67.5%

- 10.0%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	October			Trailing 12 Months		
	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	103	135	+ 31.1%	1,504	1,613	+ 7.2%
Under Contract (includes Contingent and Pending)	44	48	+ 9.1%	536	567	+ 5.8%
Closed Sales	35	51	+ 45.7%	533	547	+ 2.6%
Median Sales Price*	\$440,000	\$440,000	0.0%	\$479,000	\$499,000	+ 4.2%
Average Sales Price*	\$521,282	\$520,958	- 0.1%	\$556,819	\$561,645	+ 0.9%
Percent of Original List Price Received*	91.8%	90.5%	- 1.4%	92.6%	91.7%	- 1.0%
Average Market Time	171	131	- 23.4%	170	183	+ 7.6%
Inventory of Homes for Sale at Month End	576	517	- 10.2%	--	--	--

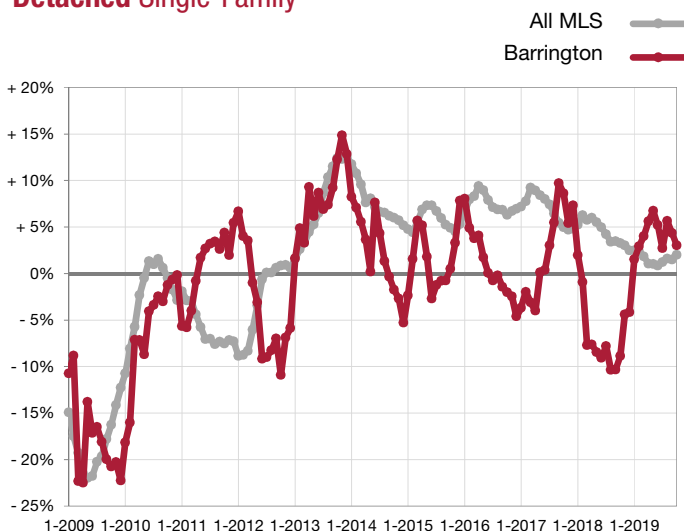
Attached Single-Family

	October			Trailing 12 Months		
	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	16	19	+ 18.8%	228	257	+ 12.7%
Under Contract (includes Contingent and Pending)	8	10	+ 25.0%	135	124	- 8.1%
Closed Sales	5	16	+ 220.0%	131	122	- 6.9%
Median Sales Price*	\$182,500	\$230,000	+ 26.0%	\$250,000	\$258,250	+ 3.3%
Average Sales Price*	\$275,729	\$281,223	+ 2.0%	\$273,482	\$280,961	+ 2.7%
Percent of Original List Price Received*	97.6%	93.9%	- 3.8%	93.8%	93.8%	0.0%
Average Market Time	38	92	+ 142.1%	94	108	+ 14.9%
Inventory of Homes for Sale at Month End	64	59	- 7.8%	--	--	--

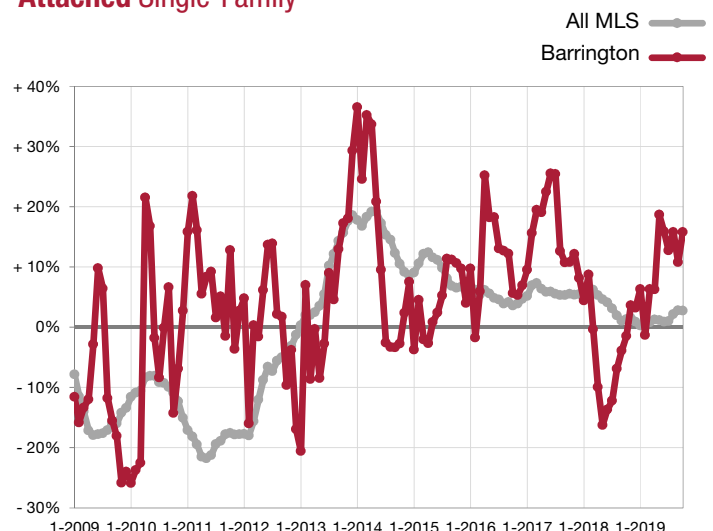
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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- 20.0% **- 4.0%** **- 19.2%**

Deerfield

Local Market Update / October 2019

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	October			Trailing 12 Months		
	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	38	26	- 31.6%	598	565	- 5.5%
Under Contract (includes Contingent and Pending)	25	21	- 16.0%	269	250	- 7.1%
Closed Sales	17	15	- 11.8%	263	261	- 0.8%
Median Sales Price*	\$539,999	\$356,000	- 34.1%	\$500,000	\$485,000	- 3.0%
Average Sales Price*	\$539,009	\$431,416	- 20.0%	\$558,129	\$524,875	- 6.0%
Percent of Original List Price Received*	89.2%	90.8%	+ 1.8%	93.0%	92.9%	- 0.1%
Average Market Time	121	204	+ 68.6%	129	126	- 2.3%
Inventory of Homes for Sale at Month End	146	108	- 26.0%	--	--	--

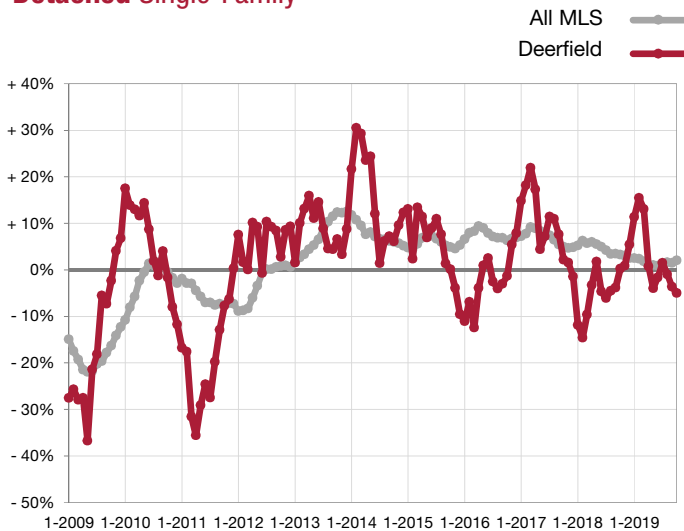
Attached Single-Family

	October			Trailing 12 Months		
	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	12	14	+ 16.7%	143	168	+ 17.5%
Under Contract (includes Contingent and Pending)	7	11	+ 57.1%	107	105	- 1.9%
Closed Sales	8	9	+ 12.5%	108	100	- 7.4%
Median Sales Price*	\$201,250	\$242,000	+ 20.2%	\$256,500	\$252,800	- 1.4%
Average Sales Price*	\$227,688	\$273,278	+ 20.0%	\$270,217	\$261,240	- 3.3%
Percent of Original List Price Received*	96.2%	92.7%	- 3.6%	94.4%	94.0%	- 0.4%
Average Market Time	27	83	+ 207.4%	79	61	- 22.8%
Inventory of Homes for Sale at Month End	26	31	+ 19.2%	--	--	--

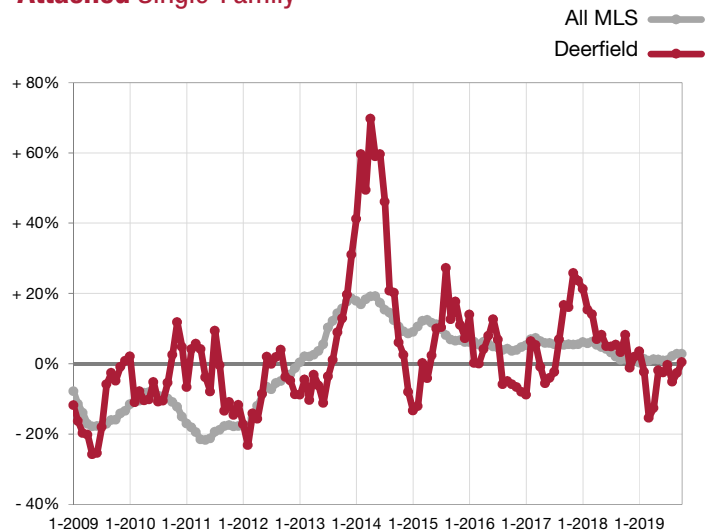
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Evanston

Local Market Update / October 2019

+ 2.0%

+ 14.3%

+ 28.1%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

October

Trailing 12 Months

	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	61	71	+ 16.4%	757	895	+ 18.2%
Under Contract (includes Contingent and Pending)	26	29	+ 11.5%	441	419	- 5.0%
Closed Sales	31	32	+ 3.2%	454	408	- 10.1%
Median Sales Price*	\$437,500	\$465,500	+ 6.4%	\$540,000	\$519,000	- 3.9%
Average Sales Price*	\$527,832	\$551,844	+ 4.5%	\$618,786	\$603,799	- 2.4%
Percent of Original List Price Received*	94.5%	93.7%	- 0.8%	95.0%	95.0%	0.0%
Average Market Time	54	80	+ 48.1%	72	71	- 1.4%
Inventory of Homes for Sale at Month End	143	203	+ 42.0%	--	--	--

Attached Single-Family

October

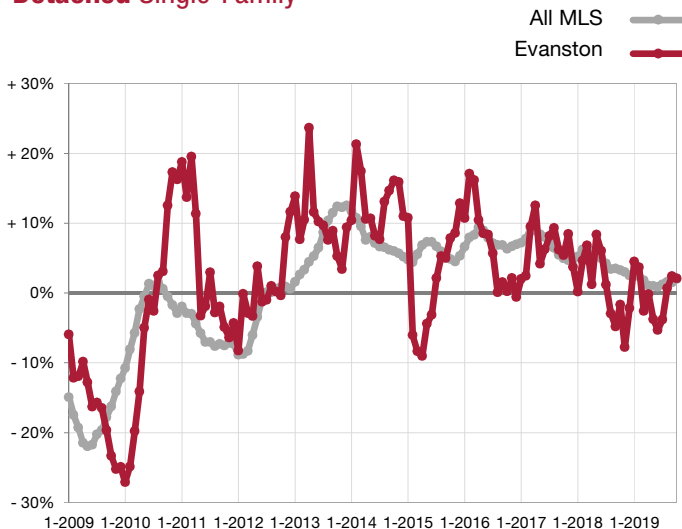
Trailing 12 Months

	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	87	80	- 8.0%	883	1,033	+ 17.0%
Under Contract (includes Contingent and Pending)	38	30	- 21.1%	552	586	+ 6.2%
Closed Sales	32	40	+ 25.0%	566	582	+ 2.8%
Median Sales Price*	\$250,000	\$232,500	- 7.0%	\$245,750	\$240,000	- 2.3%
Average Sales Price*	\$289,471	\$301,832	+ 4.3%	\$276,250	\$289,792	+ 4.9%
Percent of Original List Price Received*	92.1%	94.3%	+ 2.4%	94.9%	95.4%	+ 0.5%
Average Market Time	72	87	+ 20.8%	63	69	+ 9.5%
Inventory of Homes for Sale at Month End	177	207	+ 16.9%	--	--	--

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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Glencoe

Local Market Update / October 2019

- 6.3%

- 23.1%

- 13.4%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	October			Trailing 12 Months		
	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	30	30	0.0%	367	326	- 11.2%
Under Contract (includes Contingent and Pending)	12	11	- 8.3%	174	159	- 8.6%
Closed Sales	13	8	- 38.5%	177	159	- 10.2%
Median Sales Price*	\$781,000	\$812,500	+ 4.0%	\$861,000	\$867,500	+ 0.8%
Average Sales Price*	\$1,522,660	\$1,092,875	- 28.2%	\$1,123,140	\$1,129,113	+ 0.5%
Percent of Original List Price Received*	89.1%	88.9%	- 0.2%	90.1%	91.0%	+ 1.0%
Average Market Time	141	132	- 6.4%	144	133	- 7.6%
Inventory of Homes for Sale at Month End	92	82	- 10.9%	--	--	--

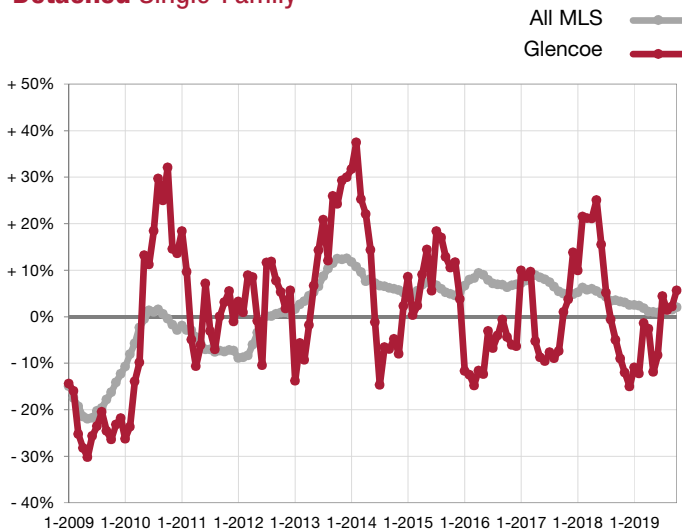
Attached Single-Family

	October			Trailing 12 Months		
	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	2	0	- 100.0%	20	13	- 35.0%
Under Contract (includes Contingent and Pending)	1	1	0.0%	13	8	- 38.5%
Closed Sales	0	2	--	12	8	- 33.3%
Median Sales Price*	\$0	\$226,500	--	\$234,000	\$232,000	- 0.9%
Average Sales Price*	\$0	\$226,500	--	\$273,750	\$288,823	+ 5.5%
Percent of Original List Price Received*	0.0%	97.6%	--	93.4%	92.0%	- 1.5%
Average Market Time	0	75	--	104	68	- 34.6%
Inventory of Homes for Sale at Month End	5	2	- 60.0%	--	--	--

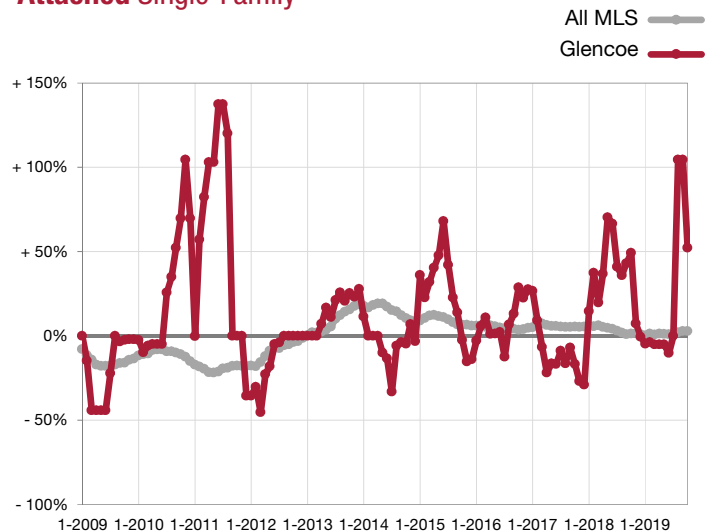
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Glenview

Local Market Update / October 2019

- 18.0%

+ 14.5%

+ 0.3%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

October

Trailing 12 Months

	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	101	82	- 18.8%	1,328	1,322	- 0.5%
Under Contract (includes Contingent and Pending)	38	52	+ 36.8%	535	524	- 2.1%
Closed Sales	38	42	+ 10.5%	522	516	- 1.1%
Median Sales Price*	\$552,500	\$513,750	- 7.0%	\$553,000	\$565,000	+ 2.2%
Average Sales Price*	\$616,079	\$636,993	+ 3.4%	\$638,382	\$680,498	+ 6.6%
Percent of Original List Price Received*	94.8%	92.7%	- 2.2%	93.9%	93.4%	- 0.5%
Average Market Time	74	164	+ 121.6%	107	125	+ 16.8%
Inventory of Homes for Sale at Month End	297	297	0.0%	--	--	--

Attached Single-Family

October

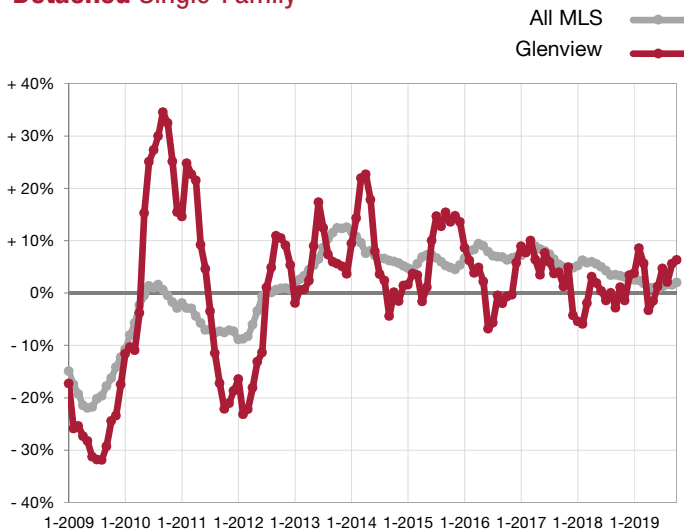
Trailing 12 Months

	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	38	32	- 15.8%	560	614	+ 9.6%
Under Contract (includes Contingent and Pending)	21	19	- 9.5%	275	297	+ 8.0%
Closed Sales	24	29	+ 20.8%	282	295	+ 4.6%
Median Sales Price*	\$356,500	\$325,000	- 8.8%	\$305,000	\$260,000	- 14.8%
Average Sales Price*	\$355,804	\$337,169	- 5.2%	\$333,068	\$308,735	- 7.3%
Percent of Original List Price Received*	95.4%	95.4%	0.0%	95.3%	94.7%	- 0.6%
Average Market Time	84	57	- 32.1%	62	69	+ 11.3%
Inventory of Homes for Sale at Month End	101	102	+ 1.0%	--	--	--

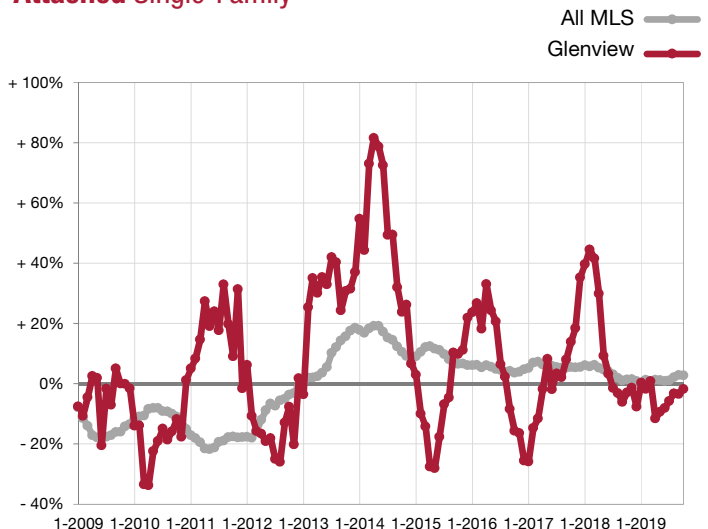
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Highland Park

Local Market Update / October 2019

- 14.9%

+ 14.6%

0.0%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

October

Trailing 12 Months

	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	69	56	- 18.8%	938	935	- 0.3%
Under Contract (includes Contingent and Pending)	39	24	- 38.5%	426	381	- 10.6%
Closed Sales	34	36	+ 5.9%	423	390	- 7.8%
Median Sales Price*	\$487,500	\$531,000	+ 8.9%	\$535,000	\$505,665	- 5.5%
Average Sales Price*	\$573,017	\$556,011	- 3.0%	\$583,802	\$581,988	- 0.3%
Percent of Original List Price Received*	90.8%	88.4%	- 2.6%	91.5%	91.3%	- 0.2%
Average Market Time	114	112	- 1.8%	139	123	- 11.5%
Inventory of Homes for Sale at Month End	270	278	+ 3.0%	--	--	--

Attached Single-Family

October

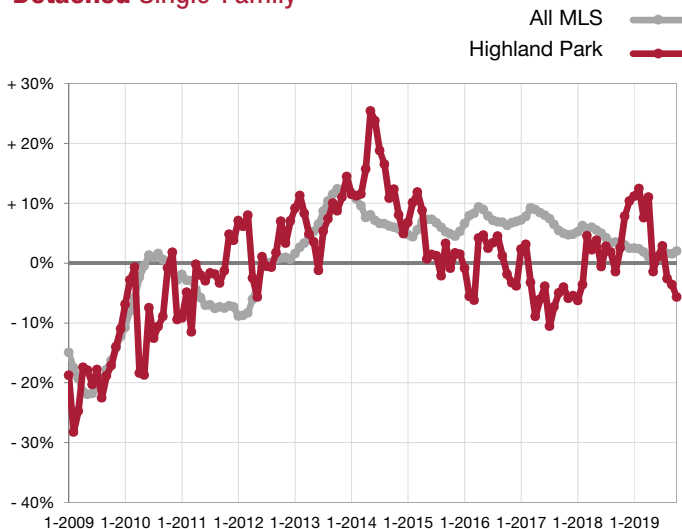
Trailing 12 Months

	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	18	18	0.0%	211	221	+ 4.7%
Under Contract (includes Contingent and Pending)	3	9	+ 200.0%	93	118	+ 26.9%
Closed Sales	7	11	+ 57.1%	98	113	+ 15.3%
Median Sales Price*	\$515,000	\$238,200	- 53.7%	\$325,000	\$311,000	- 4.3%
Average Sales Price*	\$434,929	\$332,373	- 23.6%	\$363,974	\$336,199	- 7.6%
Percent of Original List Price Received*	84.3%	89.6%	+ 6.3%	91.6%	89.9%	- 1.9%
Average Market Time	102	134	+ 31.4%	141	154	+ 9.2%
Inventory of Homes for Sale at Month End	75	67	- 10.7%	--	--	--

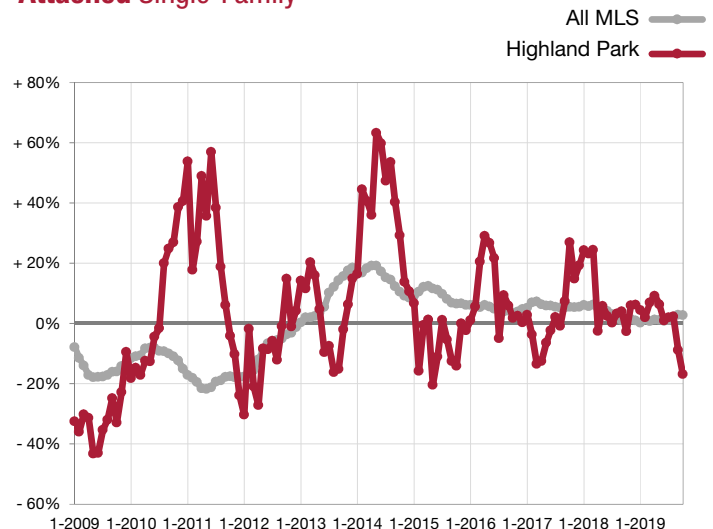
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



Kenilworth

Local Market Update / October 2019

- 58.3%

+ 66.7%

- 2.4%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

October

Trailing 12 Months

	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	12	5	- 58.3%	134	128	- 4.5%
Under Contract (includes Contingent and Pending)	1	1	0.0%	48	36	- 25.0%
Closed Sales	3	5	+ 66.7%	48	37	- 22.9%
Median Sales Price*	\$640,000	\$855,000	+ 33.6%	\$1,165,000	\$1,249,000	+ 7.2%
Average Sales Price*	\$694,500	\$1,227,700	+ 76.8%	\$1,285,085	\$1,324,865	+ 3.1%
Percent of Original List Price Received*	94.6%	81.3%	- 14.1%	92.7%	90.4%	- 2.5%
Average Market Time	31	240	+ 674.2%	123	179	+ 45.5%
Inventory of Homes for Sale at Month End	41	40	- 2.4%	--	--	--

Attached Single-Family

October

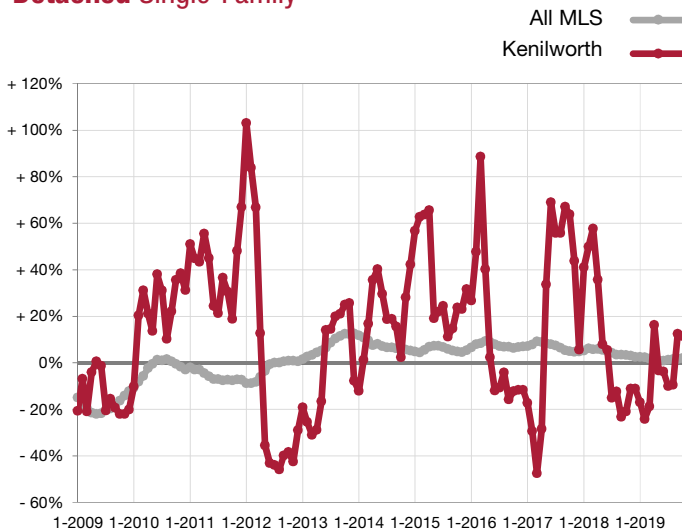
Trailing 12 Months

	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	0	0	--	2	1	- 50.0%
Under Contract (includes Contingent and Pending)	0	0	--	2	0	- 100.0%
Closed Sales	0	0	--	2	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$559,444	\$0	- 100.0%
Average Sales Price*	\$0	\$0	--	\$559,444	\$0	- 100.0%
Percent of Original List Price Received*	0.0%	0.0%	--	98.1%	0.0%	- 100.0%
Average Market Time	0	0	--	55	0	- 100.0%
Inventory of Homes for Sale at Month End	0	0	--	--	--	--

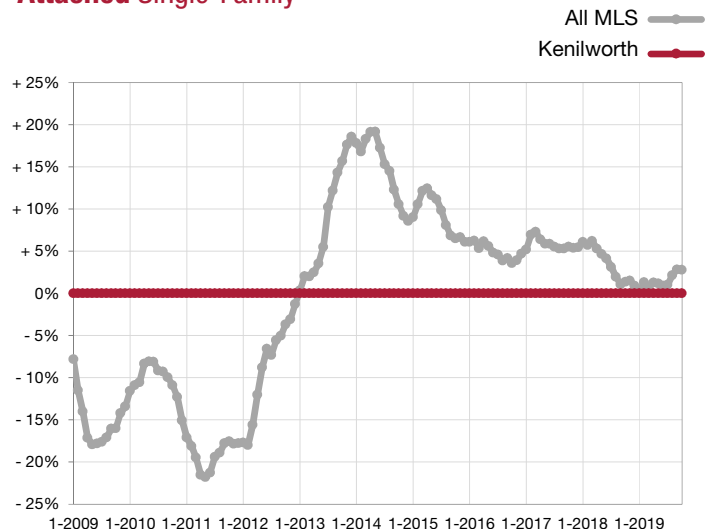
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Lake Bluff

Local Market Update / October 2019

- 16.7%

- 6.3%

+ 23.0%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

October

Trailing 12 Months

	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	22	15	- 31.8%	284	287	+ 1.1%
Under Contract (includes Contingent and Pending)	6	7	+ 16.7%	126	119	- 5.6%
Closed Sales	13	12	- 7.7%	130	114	- 12.3%
Median Sales Price*	\$540,000	\$442,500	- 18.1%	\$555,000	\$467,000	- 15.9%
Average Sales Price*	\$565,692	\$642,292	+ 13.5%	\$637,229	\$611,848	- 4.0%
Percent of Original List Price Received*	91.7%	89.0%	- 2.9%	93.1%	90.6%	- 2.7%
Average Market Time	76	196	+ 157.9%	121	135	+ 11.6%
Inventory of Homes for Sale at Month End	89	105	+ 18.0%	--	--	--

Attached Single-Family

October

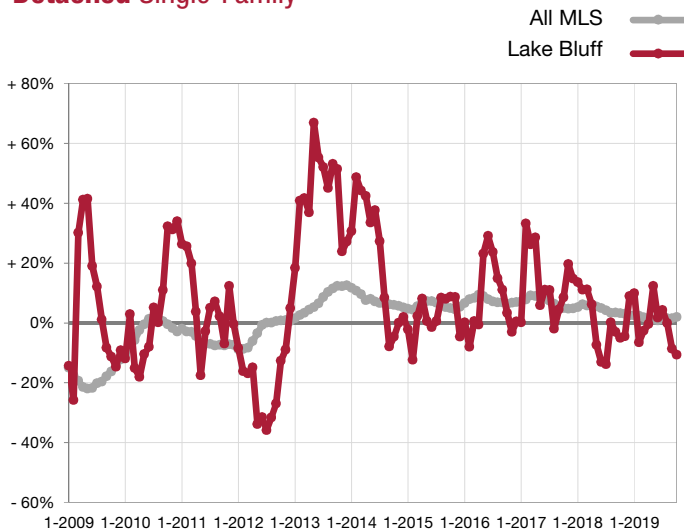
Trailing 12 Months

	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	2	5	+ 150.0%	57	77	+ 35.1%
Under Contract (includes Contingent and Pending)	5	3	- 40.0%	48	52	+ 8.3%
Closed Sales	3	3	0.0%	48	51	+ 6.3%
Median Sales Price*	\$154,000	\$160,000	+ 3.9%	\$208,450	\$205,382	- 1.5%
Average Sales Price*	\$296,333	\$296,000	- 0.1%	\$250,344	\$241,044	- 3.7%
Percent of Original List Price Received*	87.0%	96.0%	+ 10.3%	94.0%	93.4%	- 0.6%
Average Market Time	84	30	- 64.3%	69	64	- 7.2%
Inventory of Homes for Sale at Month End	11	18	+ 63.6%	--	--	--

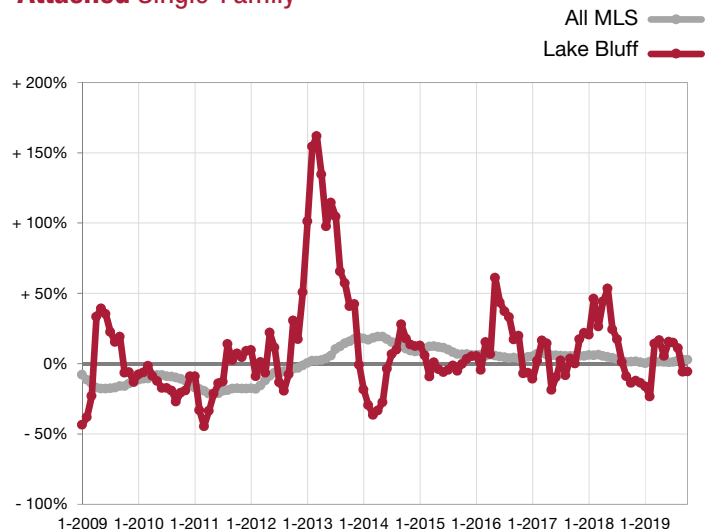
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Lake Forest

Local Market Update / October 2019

+ 57.1%

- 17.9%

+ 8.3%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	October			Trailing 12 Months		
	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	38	54	+ 42.1%	680	751	+ 10.4%
Under Contract (includes Contingent and Pending)	16	19	+ 18.8%	280	276	- 1.4%
Closed Sales	23	17	- 26.1%	283	254	- 10.2%
Median Sales Price*	\$900,000	\$839,000	- 6.8%	\$850,000	\$772,500	- 9.1%
Average Sales Price*	\$1,123,668	\$1,231,447	+ 9.6%	\$1,044,641	\$947,866	- 9.3%
Percent of Original List Price Received*	89.8%	86.1%	- 4.1%	89.3%	88.1%	- 1.3%
Average Market Time	217	286	+ 31.8%	198	194	- 2.0%
Inventory of Homes for Sale at Month End	289	318	+ 10.0%	--	--	--

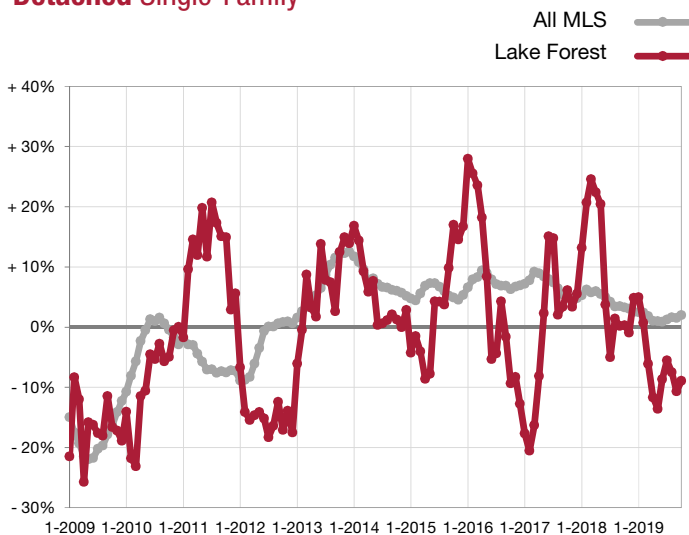
Attached Single-Family

	October			Trailing 12 Months		
	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	4	12	+ 200.0%	116	130	+ 12.1%
Under Contract (includes Contingent and Pending)	2	5	+ 150.0%	72	60	- 16.7%
Closed Sales	5	6	+ 20.0%	60	75	+ 25.0%
Median Sales Price*	\$416,000	\$673,000	+ 61.8%	\$427,500	\$600,000	+ 40.4%
Average Sales Price*	\$504,200	\$703,333	+ 39.5%	\$463,773	\$591,113	+ 27.5%
Percent of Original List Price Received*	92.1%	94.0%	+ 2.1%	91.8%	94.2%	+ 2.6%
Average Market Time	170	135	- 20.6%	119	165	+ 38.7%
Inventory of Homes for Sale at Month End	49	48	- 2.0%	--	--	--

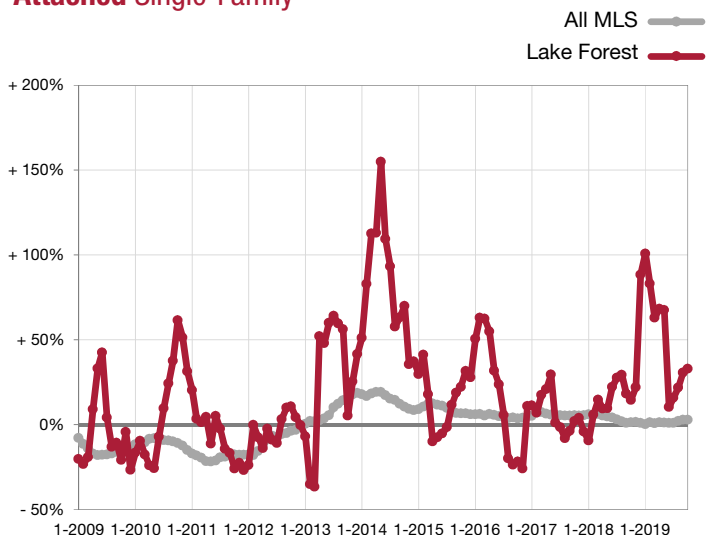
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Lincolnshire

Local Market Update / October 2019

- 14.3%

+ 66.7%

+ 12.5%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	October			Trailing 12 Months		
	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	11	11	0.0%	236	227	- 3.8%
Under Contract (includes Contingent and Pending)	4	6	+ 50.0%	85	78	- 8.2%
Closed Sales	9	9	0.0%	87	75	- 13.8%
Median Sales Price*	\$510,000	\$545,000	+ 6.9%	\$525,000	\$555,000	+ 5.7%
Average Sales Price*	\$513,167	\$824,222	+ 60.6%	\$574,934	\$606,755	+ 5.5%
Percent of Original List Price Received*	94.9%	97.3%	+ 2.5%	93.4%	92.2%	- 1.3%
Average Market Time	90	242	+ 168.9%	144	153	+ 6.3%
Inventory of Homes for Sale at Month End	46	52	+ 13.0%	--	--	--

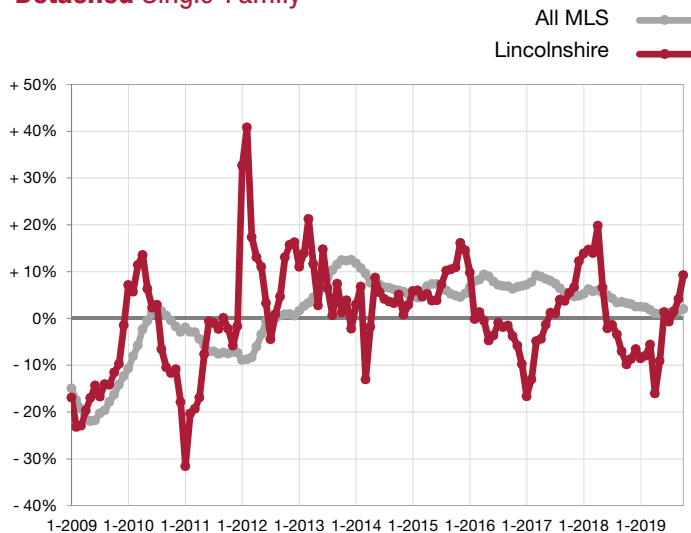
Attached Single-Family

	October			Trailing 12 Months		
	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	10	7	- 30.0%	103	120	+ 16.5%
Under Contract (includes Contingent and Pending)	3	4	+ 33.3%	46	48	+ 4.3%
Closed Sales	0	6	--	45	47	+ 4.4%
Median Sales Price*	\$0	\$316,500	--	\$367,900	\$310,000	- 15.7%
Average Sales Price*	\$0	\$323,333	--	\$374,163	\$333,493	- 10.9%
Percent of Original List Price Received*	0.0%	93.7%	--	94.1%	93.4%	- 0.7%
Average Market Time	0	89	--	78	92	+ 17.9%
Inventory of Homes for Sale at Month End	26	29	+ 11.5%	--	--	--

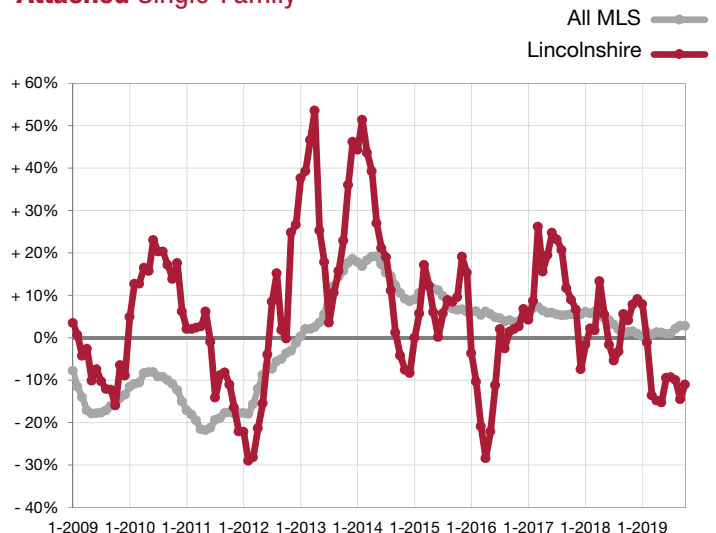
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Lincolnwood

Local Market Update / October 2019

- 17.2%

+ 10.5%

- 16.7%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	October			Trailing 12 Months		
	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	22	21	- 4.5%	321	302	- 5.9%
Under Contract (includes Contingent and Pending)	13	6	- 53.8%	127	115	- 9.4%
Closed Sales	16	15	- 6.3%	124	122	- 1.6%
Median Sales Price*	\$418,750	\$418,000	- 0.2%	\$403,750	\$401,000	- 0.7%
Average Sales Price*	\$432,938	\$438,033	+ 1.2%	\$456,476	\$442,014	- 3.2%
Percent of Original List Price Received*	94.1%	91.7%	- 2.6%	93.5%	92.7%	- 0.9%
Average Market Time	103	105	+ 1.9%	98	101	+ 3.1%
Inventory of Homes for Sale at Month End	66	64	- 3.0%	--	--	--

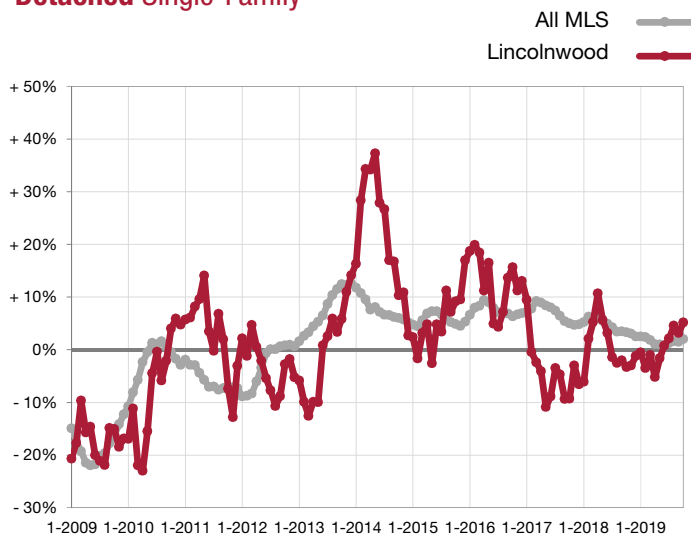
Attached Single-Family

	October			Trailing 12 Months		
	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	7	3	- 57.1%	65	62	- 4.6%
Under Contract (includes Contingent and Pending)	2	5	+ 150.0%	37	41	+ 10.8%
Closed Sales	3	6	+ 100.0%	37	39	+ 5.4%
Median Sales Price*	\$215,000	\$240,000	+ 11.6%	\$218,000	\$215,000	- 1.4%
Average Sales Price*	\$235,167	\$269,500	+ 14.6%	\$232,599	\$238,103	+ 2.4%
Percent of Original List Price Received*	93.7%	93.8%	+ 0.1%	117.6%	91.2%	- 22.4%
Average Market Time	54	38	- 29.6%	81	79	- 2.5%
Inventory of Homes for Sale at Month End	18	6	- 66.7%	--	--	--

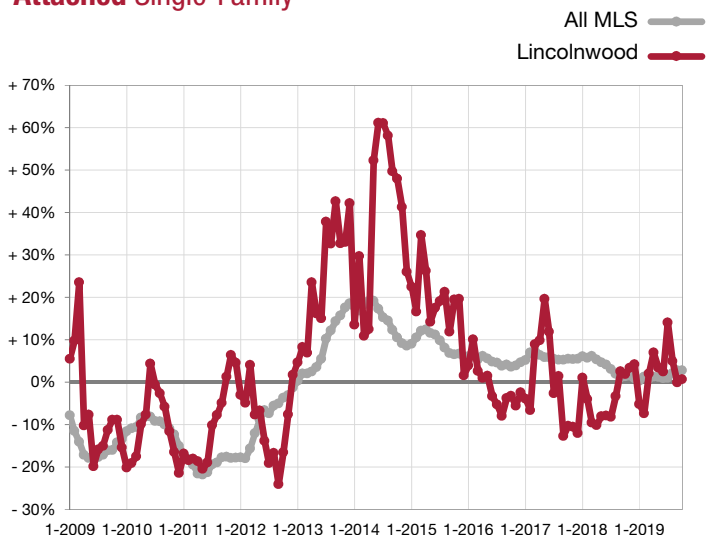
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Morton Grove

Local Market Update / October 2019

0.0%

- 21.2%

- 1.3%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	October			Trailing 12 Months		
	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	46	41	- 10.9%	588	586	- 0.3%
Under Contract (includes Contingent and Pending)	12	17	+ 41.7%	275	271	- 1.5%
Closed Sales	23	19	- 17.4%	281	262	- 6.8%
Median Sales Price*	\$285,000	\$295,000	+ 3.5%	\$328,500	\$310,000	- 5.6%
Average Sales Price*	\$316,996	\$305,553	- 3.6%	\$342,851	\$334,698	- 2.4%
Percent of Original List Price Received*	90.9%	92.2%	+ 1.4%	95.0%	94.8%	- 0.2%
Average Market Time	84	85	+ 1.2%	67	81	+ 20.9%
Inventory of Homes for Sale at Month End	118	113	- 4.2%	--	--	--

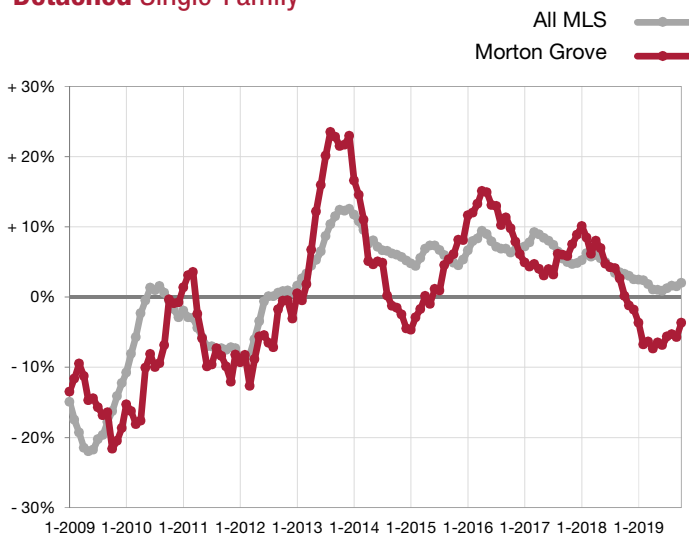
Attached Single-Family

	October			Trailing 12 Months		
	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	22	27	+ 22.7%	228	207	- 9.2%
Under Contract (includes Contingent and Pending)	7	6	- 14.3%	119	115	- 3.4%
Closed Sales	10	7	- 30.0%	116	115	- 0.9%
Median Sales Price*	\$276,250	\$185,000	- 33.0%	\$242,000	\$225,000	- 7.0%
Average Sales Price*	\$259,847	\$190,629	- 26.6%	\$246,104	\$230,258	- 6.4%
Percent of Original List Price Received*	94.7%	97.3%	+ 2.7%	95.3%	95.7%	+ 0.4%
Average Market Time	83	51	- 38.6%	76	59	- 22.4%
Inventory of Homes for Sale at Month End	34	37	+ 8.8%	--	--	--

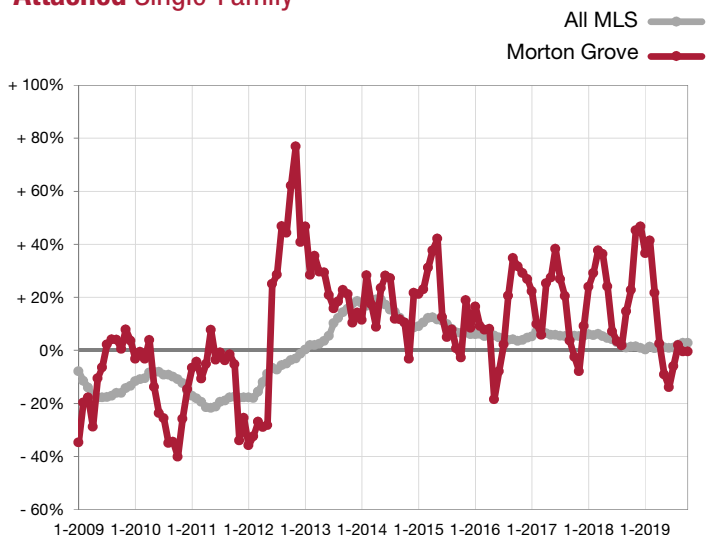
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Niles

Local Market Update / October 2019

- 12.5%

Change in
New Listings
All Properties

- 9.3%

Change in
Closed Sales
All Properties

- 11.8%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	October			Trailing 12 Months		
	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	45	30	- 33.3%	579	538	- 7.1%
Under Contract (includes Contingent and Pending)	27	18	- 33.3%	252	240	- 4.8%
Closed Sales	24	22	- 8.3%	244	240	- 1.6%
Median Sales Price*	\$360,000	\$312,500	- 13.2%	\$320,000	\$322,250	+ 0.7%
Average Sales Price*	\$361,725	\$343,977	- 4.9%	\$339,451	\$339,621	+ 0.1%
Percent of Original List Price Received*	93.8%	92.9%	- 1.0%	95.5%	94.6%	- 0.9%
Average Market Time	46	74	+ 60.9%	68	84	+ 23.5%
Inventory of Homes for Sale at Month End	96	88	- 8.3%	--	--	--

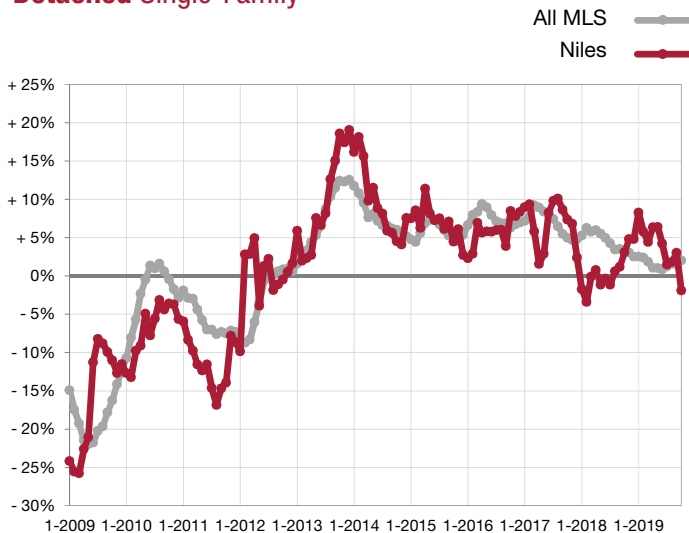
Attached Single-Family

	October			Trailing 12 Months		
	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	19	26	+ 36.8%	282	254	- 9.9%
Under Contract (includes Contingent and Pending)	13	14	+ 7.7%	168	152	- 9.5%
Closed Sales	19	17	- 10.5%	172	147	- 14.5%
Median Sales Price*	\$176,000	\$217,500	+ 23.6%	\$190,000	\$213,000	+ 12.1%
Average Sales Price*	\$185,553	\$204,765	+ 10.4%	\$192,455	\$208,017	+ 8.1%
Percent of Original List Price Received*	92.6%	97.0%	+ 4.8%	95.1%	96.1%	+ 1.1%
Average Market Time	68	41	- 39.7%	59	57	- 3.4%
Inventory of Homes for Sale at Month End	40	32	- 20.0%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Northbrook

Local Market Update / October 2019

+ 0.9%

Change in
New Listings
All Properties

+ 22.4%

Change in
Closed Sales
All Properties

- 8.1%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	October			Trailing 12 Months		
	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	74	66	- 10.8%	1,049	1,127	+ 7.4%
Under Contract (includes Contingent and Pending)	36	34	- 5.6%	445	448	+ 0.7%
Closed Sales	38	37	- 2.6%	450	457	+ 1.6%
Median Sales Price*	\$461,000	\$550,000	+ 19.3%	\$567,500	\$575,000	+ 1.3%
Average Sales Price*	\$573,129	\$669,404	+ 16.8%	\$625,064	\$635,620	+ 1.7%
Percent of Original List Price Received*	91.6%	93.1%	+ 1.6%	93.7%	93.9%	+ 0.2%
Average Market Time	115	156	+ 35.7%	102	111	+ 8.8%
Inventory of Homes for Sale at Month End	238	230	- 3.4%	--	--	--

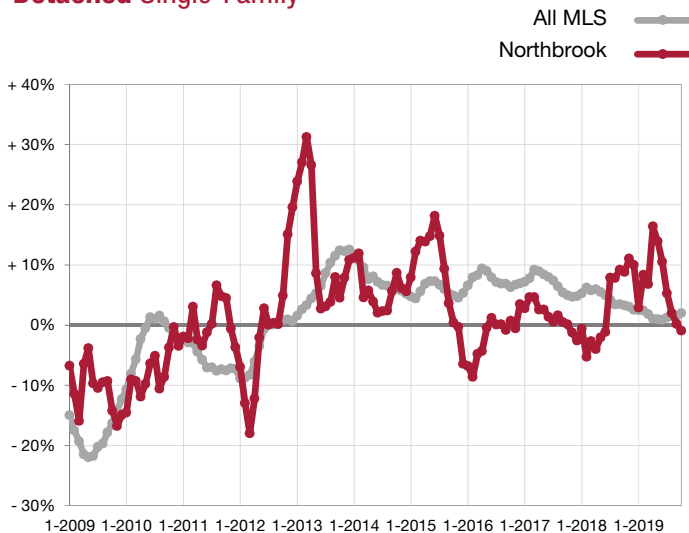
Attached Single-Family

	October			Trailing 12 Months		
	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	39	48	+ 23.1%	483	539	+ 11.6%
Under Contract (includes Contingent and Pending)	14	31	+ 121.4%	272	278	+ 2.2%
Closed Sales	20	34	+ 70.0%	289	268	- 7.3%
Median Sales Price*	\$314,500	\$261,000	- 17.0%	\$297,000	\$289,500	- 2.5%
Average Sales Price*	\$289,800	\$265,882	- 8.3%	\$323,586	\$318,348	- 1.6%
Percent of Original List Price Received*	93.0%	91.2%	- 1.9%	93.8%	92.5%	- 1.4%
Average Market Time	121	85	- 29.8%	90	96	+ 6.7%
Inventory of Homes for Sale at Month End	118	97	- 17.8%	--	--	--

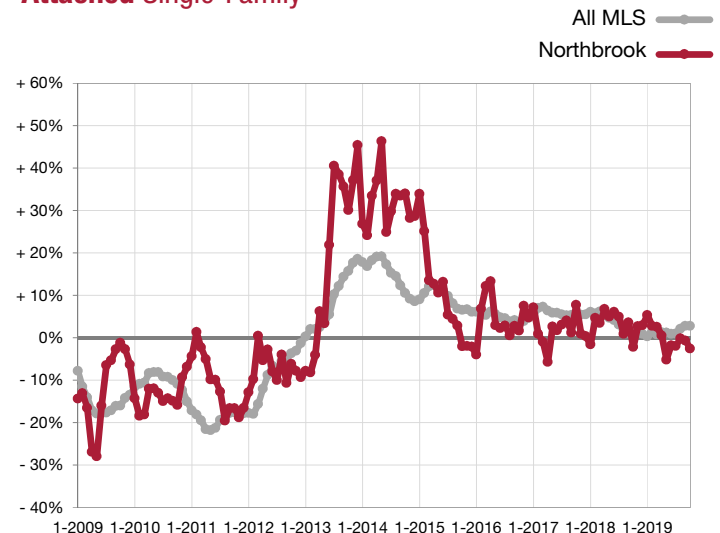
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Northfield

Local Market Update / October 2019

+ 6.3%

+ 11.1%

+ 15.0%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	October			Trailing 12 Months		
	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	9	10	+ 11.1%	162	181	+ 11.7%
Under Contract (includes Contingent and Pending)	6	6	0.0%	65	72	+ 10.8%
Closed Sales	6	7	+ 16.7%	67	72	+ 7.5%
Median Sales Price*	\$442,500	\$1,050,000	+ 137.3%	\$600,000	\$693,750	+ 15.6%
Average Sales Price*	\$871,667	\$1,345,000	+ 54.3%	\$740,627	\$896,025	+ 21.0%
Percent of Original List Price Received*	93.1%	97.0%	+ 4.2%	91.6%	92.8%	+ 1.3%
Average Market Time	146	87	- 40.4%	134	149	+ 11.2%
Inventory of Homes for Sale at Month End	50	51	+ 2.0%	--	--	--

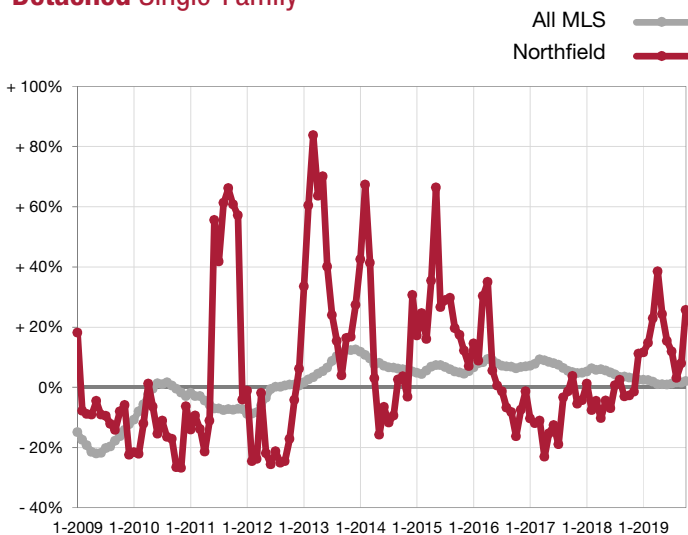
Attached Single-Family

	October			Trailing 12 Months		
	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	7	7	0.0%	53	73	+ 37.7%
Under Contract (includes Contingent and Pending)	4	2	- 50.0%	36	35	- 2.8%
Closed Sales	3	3	0.0%	36	40	+ 11.1%
Median Sales Price*	\$535,000	\$280,000	- 47.7%	\$357,500	\$212,000	- 40.7%
Average Sales Price*	\$483,000	\$248,333	- 48.6%	\$383,831	\$287,140	- 25.2%
Percent of Original List Price Received*	98.6%	93.9%	- 4.8%	94.1%	93.8%	- 0.3%
Average Market Time	9	93	+ 933.3%	69	74	+ 7.2%
Inventory of Homes for Sale at Month End	10	18	+ 80.0%	--	--	--

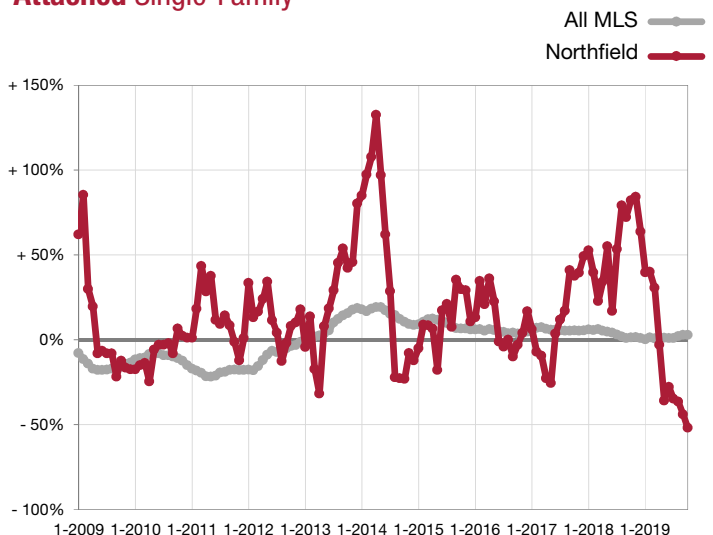
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Skokie

Local Market Update / October 2019

- 0.9%

+ 7.0%

- 10.5%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	October			Trailing 12 Months		
	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	72	63	- 12.5%	926	909	- 1.8%
Under Contract (includes Contingent and Pending)	41	34	- 17.1%	452	456	+ 0.9%
Closed Sales	35	34	- 2.9%	458	454	- 0.9%
Median Sales Price*	\$345,000	\$302,250	- 12.4%	\$344,500	\$335,000	- 2.8%
Average Sales Price*	\$407,247	\$334,135	- 18.0%	\$370,237	\$360,448	- 2.6%
Percent of Original List Price Received*	96.2%	95.4%	- 0.8%	95.3%	94.8%	- 0.5%
Average Market Time	41	57	+ 39.0%	74	76	+ 2.7%
Inventory of Homes for Sale at Month End	177	160	- 9.6%	--	--	--

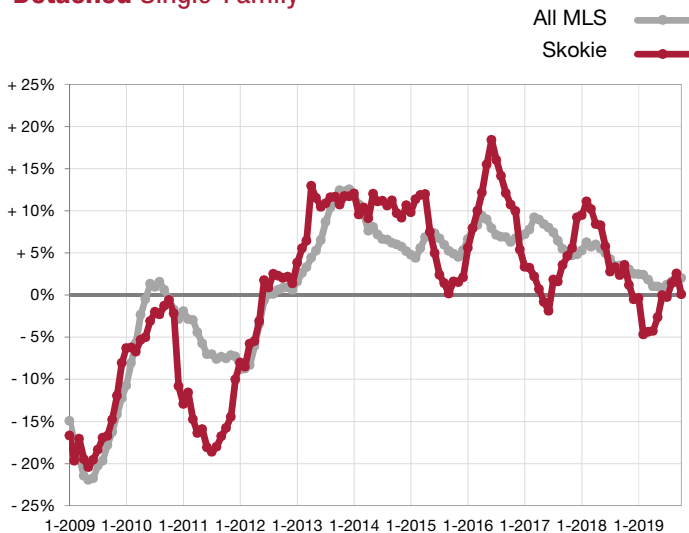
Attached Single-Family

	October			Trailing 12 Months		
	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	35	43	+ 22.9%	488	516	+ 5.7%
Under Contract (includes Contingent and Pending)	17	18	+ 5.9%	263	263	0.0%
Closed Sales	22	27	+ 22.7%	255	261	+ 2.4%
Median Sales Price*	\$196,643	\$189,900	- 3.4%	\$190,000	\$200,000	+ 5.3%
Average Sales Price*	\$196,736	\$205,881	+ 4.6%	\$198,352	\$211,847	+ 6.8%
Percent of Original List Price Received*	95.4%	93.3%	- 2.2%	94.8%	94.6%	- 0.2%
Average Market Time	69	66	- 4.3%	64	78	+ 21.9%
Inventory of Homes for Sale at Month End	100	88	- 12.0%	--	--	--

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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Wilmette

Local Market Update / October 2019

- 16.9%

+ 25.0%

- 13.4%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	October			Trailing 12 Months		
	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	52	43	- 17.3%	758	785	+ 3.6%
Under Contract (includes Contingent and Pending)	24	18	- 25.0%	357	359	+ 0.6%
Closed Sales	16	18	+ 12.5%	357	365	+ 2.2%
Median Sales Price*	\$675,000	\$967,500	+ 43.3%	\$765,000	\$722,000	- 5.6%
Average Sales Price*	\$625,300	\$953,500	+ 52.5%	\$906,216	\$824,285	- 9.0%
Percent of Original List Price Received*	97.2%	90.2%	- 7.2%	93.4%	93.4%	0.0%
Average Market Time	76	238	+ 213.2%	93	109	+ 17.2%
Inventory of Homes for Sale at Month End	172	129	- 25.0%	--	--	--

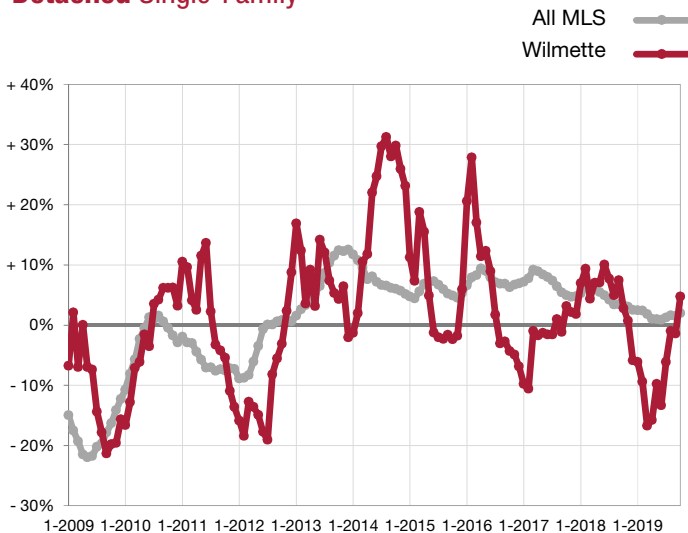
Attached Single-Family

	October			Trailing 12 Months		
	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	13	11	- 15.4%	146	171	+ 17.1%
Under Contract (includes Contingent and Pending)	8	6	- 25.0%	93	82	- 11.8%
Closed Sales	4	7	+ 75.0%	93	83	- 10.8%
Median Sales Price*	\$375,000	\$237,500	- 36.7%	\$310,000	\$355,000	+ 14.5%
Average Sales Price*	\$444,250	\$266,200	- 40.1%	\$361,029	\$368,195	+ 2.0%
Percent of Original List Price Received*	96.4%	90.9%	- 5.7%	94.7%	94.6%	- 0.1%
Average Market Time	37	84	+ 127.0%	72	77	+ 6.9%
Inventory of Homes for Sale at Month End	30	46	+ 53.3%	--	--	--

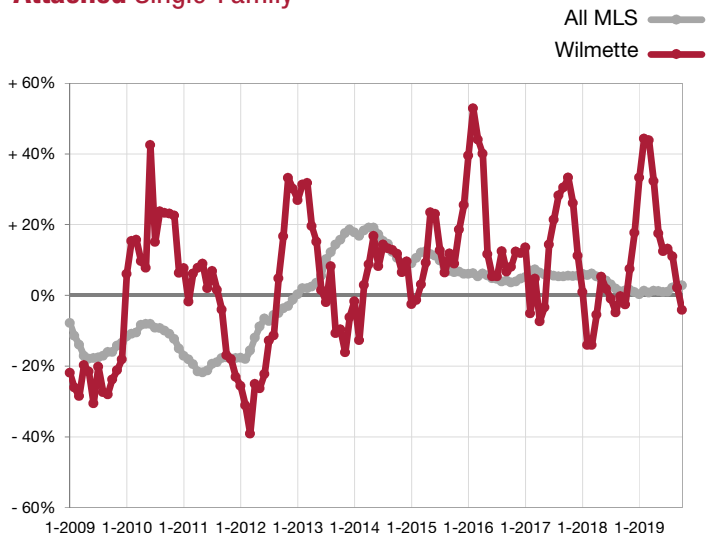
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



**Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data from Midwest Real Estate Data LLC. Powered by 10K Research and Marketing. A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC. RESIDENTIAL ACTIVITY ONLY

Winnetka

Local Market Update / October 2019

- 31.1%

Change in
New Listings
All Properties

- 31.6%

Change in
Closed Sales
All Properties

- 12.6%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	October			Trailing 12 Months		
	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	41	26	- 36.6%	515	511	- 0.8%
Under Contract (includes Contingent and Pending)	14	21	+ 50.0%	244	235	- 3.7%
Closed Sales	17	11	- 35.3%	240	232	- 3.3%
Median Sales Price*	\$1,190,000	\$825,000	- 30.7%	\$1,179,000	\$1,205,000	+ 2.2%
Average Sales Price*	\$1,503,041	\$981,273	- 34.7%	\$1,551,635	\$1,404,935	- 9.5%
Percent of Original List Price Received*	90.0%	89.7%	- 0.3%	91.5%	91.5%	0.0%
Average Market Time	281	229	- 18.5%	159	159	0.0%
Inventory of Homes for Sale at Month End	135	114	- 15.6%	--	--	--

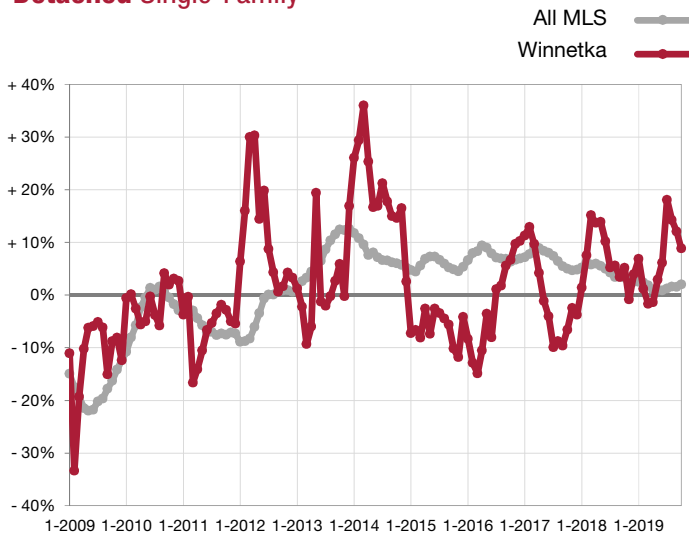
Attached Single-Family

	October			Trailing 12 Months		
	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
New Listings	4	5	+ 25.0%	29	42	+ 44.8%
Under Contract (includes Contingent and Pending)	2	3	+ 50.0%	21	23	+ 9.5%
Closed Sales	2	2	0.0%	19	20	+ 5.3%
Median Sales Price*	\$334,500	\$384,000	+ 14.8%	\$360,000	\$473,750	+ 31.6%
Average Sales Price*	\$334,500	\$384,000	+ 14.8%	\$354,974	\$485,550	+ 36.8%
Percent of Original List Price Received*	94.1%	98.7%	+ 4.9%	93.5%	93.2%	- 0.3%
Average Market Time	32	43	+ 34.4%	92	72	- 21.7%
Inventory of Homes for Sale at Month End	8	11	+ 37.5%	--	--	--

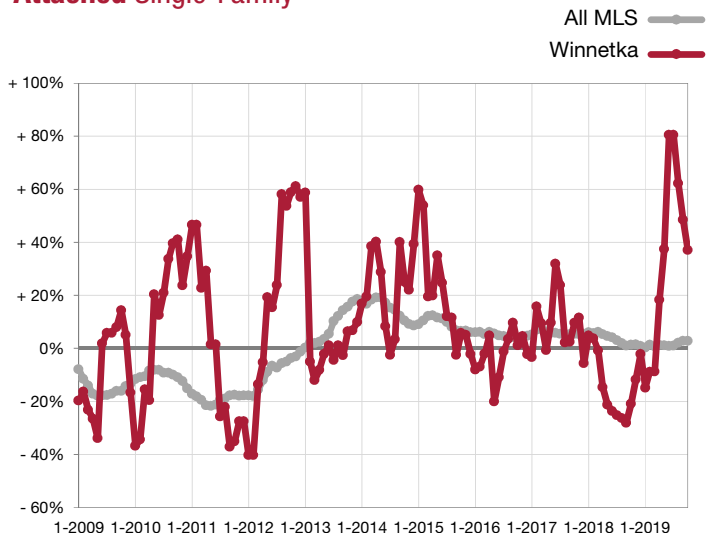
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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