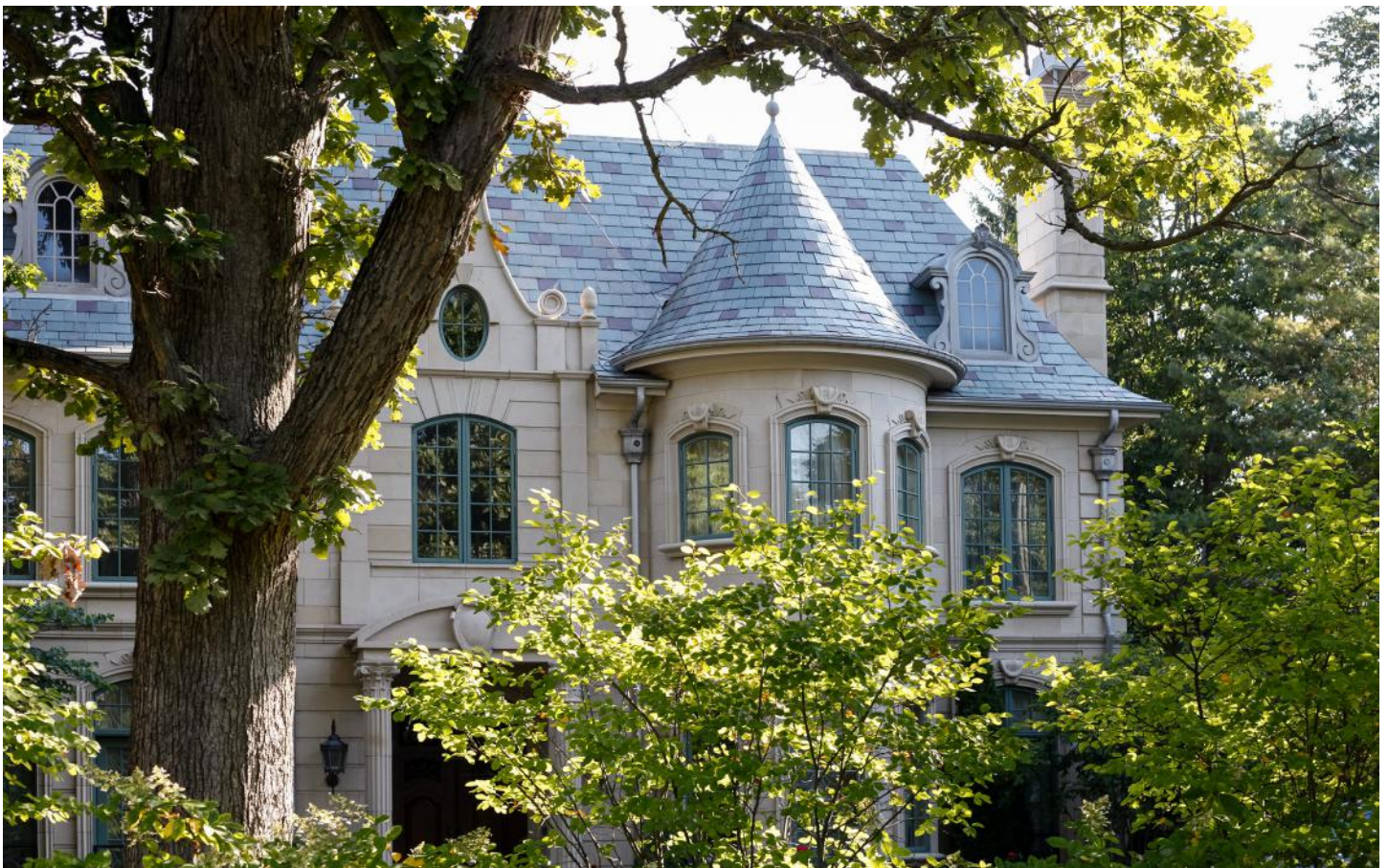


NORTH SHORE

NEIGHBORHOOD MARKET REPORT

Insight, trends and outlook on your local real estate market

UPDATED OCTOBER 16, 2019



Barrington

Local Market Update / September 2019

+ 7.7%

+ 12.2%

- 7.0%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Months		
	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	132	146	+ 10.6%	1,493	1,582	+ 6.0%
Under Contract (includes Contingent and Pending)	32	52	+ 62.5%	538	567	+ 5.4%
Closed Sales	42	42	0.0%	546	531	- 2.7%
Median Sales Price*	\$512,500	\$446,500	- 12.9%	\$480,000	\$500,000	+ 4.2%
Average Sales Price*	\$543,465	\$499,329	- 8.1%	\$558,604	\$562,892	+ 0.8%
Percent of Original List Price Received*	91.1%	90.9%	- 0.2%	92.7%	91.8%	- 1.0%
Average Market Time	183	165	- 9.8%	172	187	+ 8.7%
Inventory of Homes for Sale at Month End	612	557	- 9.0%	--	--	--

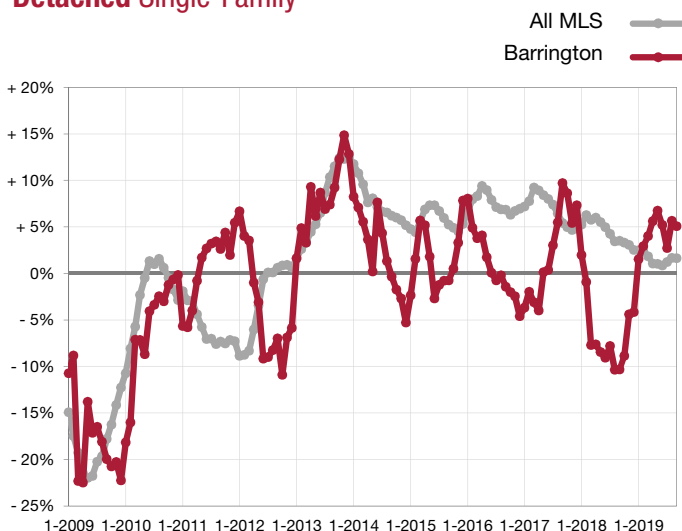
Attached Single-Family

	September			Trailing 12 Months		
	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	23	21	- 8.7%	228	254	+ 11.4%
Under Contract (includes Contingent and Pending)	7	10	+ 42.9%	136	121	- 11.0%
Closed Sales	7	13	+ 85.7%	142	111	- 21.8%
Median Sales Price*	\$255,000	\$246,000	- 3.5%	\$249,000	\$260,000	+ 4.4%
Average Sales Price*	\$316,570	\$278,877	- 11.9%	\$271,296	\$280,687	+ 3.5%
Percent of Original List Price Received*	93.8%	94.0%	+ 0.2%	93.8%	94.0%	+ 0.2%
Average Market Time	102	137	+ 34.3%	92	107	+ 16.3%
Inventory of Homes for Sale at Month End	62	70	+ 12.9%	--	--	--

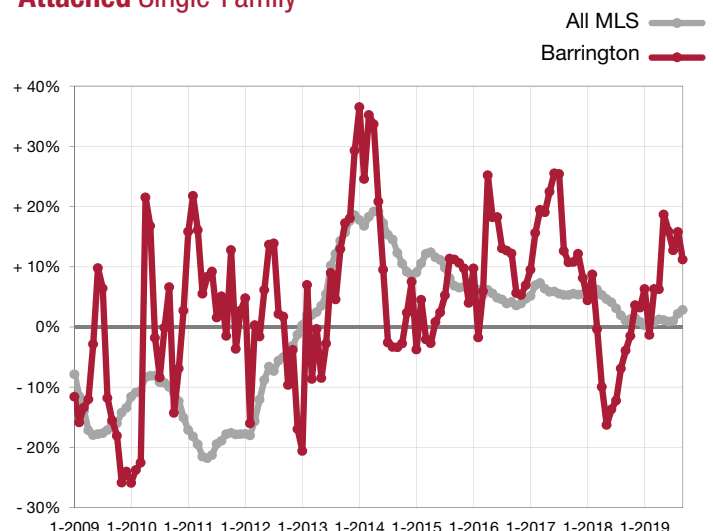
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Detached Single-Family



Attached Single-Family



**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

- 15.9% **+ 4.8%** **- 14.7%**

Deerfield

Local Market Update / September 2019

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Months		
	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	52	38	- 26.9%	614	577	- 6.0%
Under Contract (includes Contingent and Pending)	13	12	- 7.7%	267	255	- 4.5%
Closed Sales	13	14	+ 7.7%	262	263	+ 0.4%
Median Sales Price*	\$467,500	\$355,500	- 24.0%	\$490,000	\$495,000	+ 1.0%
Average Sales Price*	\$518,877	\$373,417	- 28.0%	\$552,441	\$531,119	- 3.9%
Percent of Original List Price Received*	91.3%	90.1%	- 1.3%	92.9%	92.7%	- 0.2%
Average Market Time	83	120	+ 44.6%	130	121	- 6.9%
Inventory of Homes for Sale at Month End	167	131	- 21.6%	--	--	--

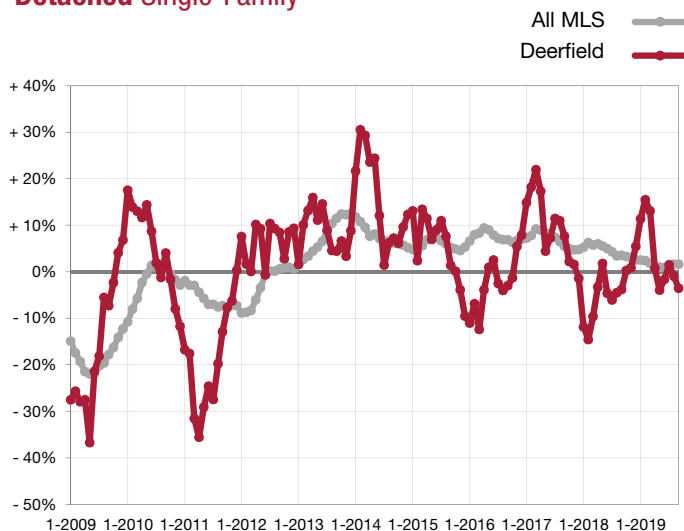
Attached Single-Family

	September			Trailing 12 Months		
	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	11	15	+ 36.4%	146	166	+ 13.7%
Under Contract (includes Contingent and Pending)	7	8	+ 14.3%	107	102	- 4.7%
Closed Sales	8	8	0.0%	111	98	- 11.7%
Median Sales Price*	\$302,000	\$265,000	- 12.3%	\$258,000	\$251,000	- 2.7%
Average Sales Price*	\$276,500	\$243,075	- 12.1%	\$271,658	\$258,551	- 4.8%
Percent of Original List Price Received*	95.2%	91.6%	- 3.8%	94.2%	94.3%	+ 0.1%
Average Market Time	62	50	- 19.4%	81	56	- 30.9%
Inventory of Homes for Sale at Month End	23	31	+ 34.8%	--	--	--

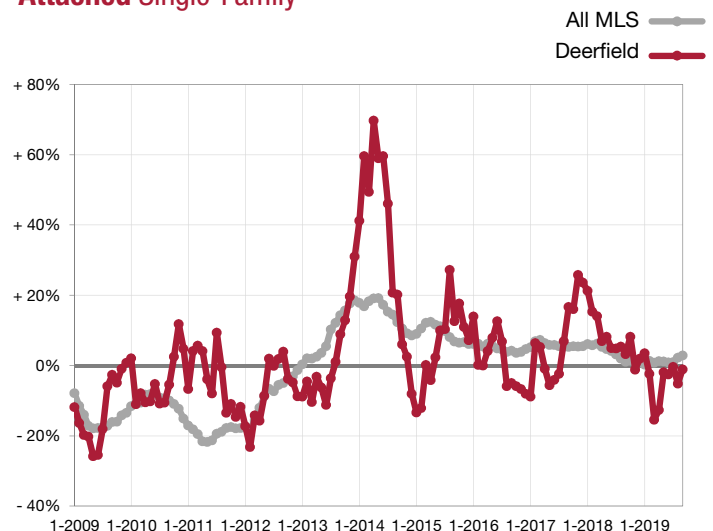
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Detached Single-Family



Attached Single-Family



**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

Evanston

Local Market Update / September 2019

+ 57.7%

- 15.3%

+ 28.7%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

September

Trailing 12 Months

	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	58	103	+ 77.6%	751	882	+ 17.4%
Under Contract (includes Contingent and Pending)	31	32	+ 3.2%	442	414	- 6.3%
Closed Sales	25	17	- 32.0%	452	407	- 10.0%
Median Sales Price*	\$507,500	\$375,000	- 26.1%	\$540,000	\$515,000	- 4.6%
Average Sales Price*	\$576,496	\$418,106	- 27.5%	\$622,141	\$602,097	- 3.2%
Percent of Original List Price Received*	92.7%	97.0%	+ 4.6%	95.0%	95.0%	0.0%
Average Market Time	66	39	- 40.9%	76	69	- 9.2%
Inventory of Homes for Sale at Month End	152	209	+ 37.5%	--	--	--

Attached Single-Family

September

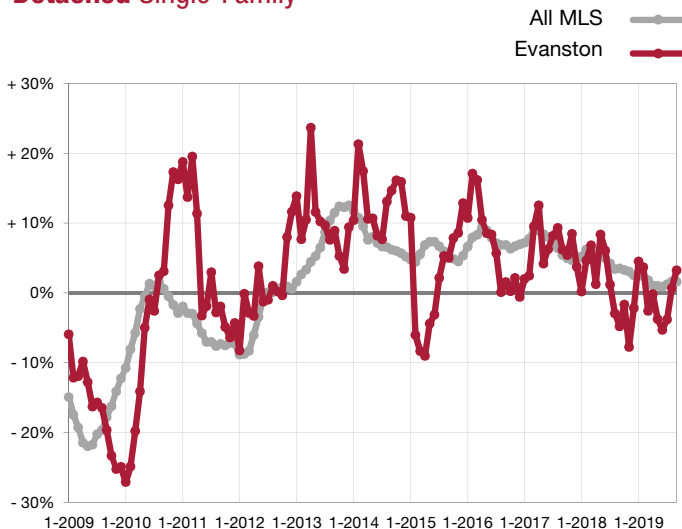
Trailing 12 Months

	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	72	102	+ 41.7%	861	1,040	+ 20.8%
Under Contract (includes Contingent and Pending)	27	46	+ 70.4%	557	594	+ 6.6%
Closed Sales	47	44	- 6.4%	581	573	- 1.4%
Median Sales Price*	\$225,000	\$208,500	- 7.3%	\$245,500	\$241,000	- 1.8%
Average Sales Price*	\$248,470	\$234,908	- 5.5%	\$278,119	\$289,256	+ 4.0%
Percent of Original List Price Received*	94.7%	93.9%	- 0.8%	95.0%	95.3%	+ 0.3%
Average Market Time	43	73	+ 69.8%	61	68	+ 11.5%
Inventory of Homes for Sale at Month End	172	208	+ 20.9%	--	--	--

* 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



**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

Glencoe

Local Market Update / September 2019

+ 3.6%

- 18.2%

- 17.6%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

September

Trailing 12 Months

Detached Single-Family

	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	27	28	+ 3.7%	359	325	- 9.5%
Under Contract (includes Contingent and Pending)	9	4	- 55.6%	173	160	- 7.5%
Closed Sales	10	9	- 10.0%	173	164	- 5.2%
Median Sales Price*	\$728,100	\$1,067,000	+ 46.5%	\$861,250	\$863,750	+ 0.3%
Average Sales Price*	\$1,262,862	\$1,115,278	- 11.7%	\$1,103,053	\$1,162,076	+ 5.4%
Percent of Original List Price Received*	87.7%	92.0%	+ 4.9%	90.1%	91.0%	+ 1.0%
Average Market Time	256	80	- 68.8%	146	133	- 8.9%
Inventory of Homes for Sale at Month End	98	79	- 19.4%	--	--	--

September

Trailing 12 Months

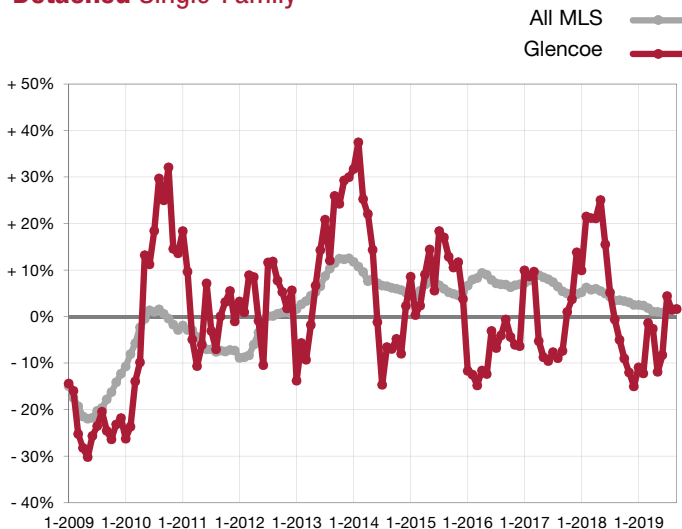
Attached Single-Family

	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	1	1	0.0%	18	15	- 16.7%
Under Contract (includes Contingent and Pending)	0	1	--	12	8	- 33.3%
Closed Sales	1	0	- 100.0%	13	6	- 53.8%
Median Sales Price*	\$239,000	\$0	- 100.0%	\$229,000	\$237,500	+ 3.7%
Average Sales Price*	\$239,000	\$0	- 100.0%	\$260,385	\$309,597	+ 18.9%
Percent of Original List Price Received*	88.6%	0.0%	- 100.0%	93.2%	90.1%	- 3.3%
Average Market Time	49	0	- 100.0%	97	65	- 33.0%
Inventory of Homes for Sale at Month End	4	5	+ 25.0%	--	--	--

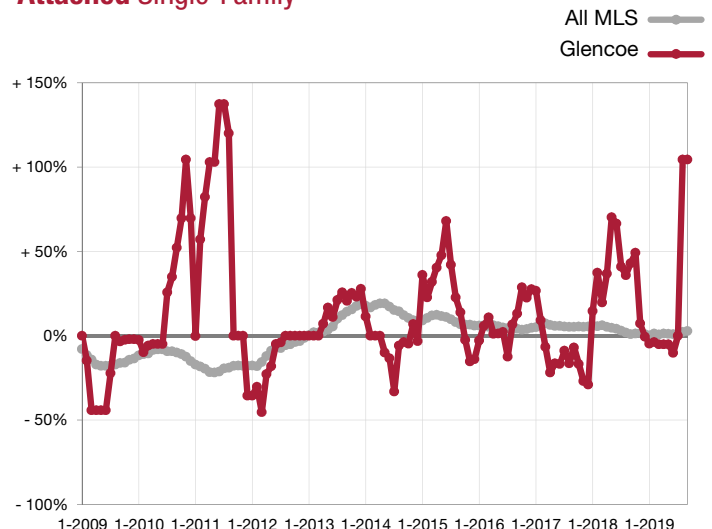
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Detached Single-Family



Attached Single-Family



**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

Glenview

Local Market Update / September 2019

- 2.2%

Change in
New Listings
All Properties

- 3.1%

Change in
Closed Sales
All Properties

+ 6.3%

Change in
Inventory of Homes
All Properties

Detached Single-Family

September

Trailing 12 Months

	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	132	127	- 3.8%	1,289	1,339	+ 3.9%
Under Contract (includes Contingent and Pending)	36	37	+ 2.8%	526	508	- 3.4%
Closed Sales	44	41	- 6.8%	523	512	- 2.1%
Median Sales Price*	\$491,500	\$550,000	+ 11.9%	\$540,000	\$572,500	+ 6.0%
Average Sales Price*	\$588,938	\$649,623	+ 10.3%	\$629,684	\$679,286	+ 7.9%
Percent of Original List Price Received*	93.3%	91.5%	- 1.9%	93.8%	93.6%	- 0.2%
Average Market Time	89	97	+ 9.0%	111	118	+ 6.3%
Inventory of Homes for Sale at Month End	310	344	+ 11.0%	--	--	--

Attached Single-Family

September

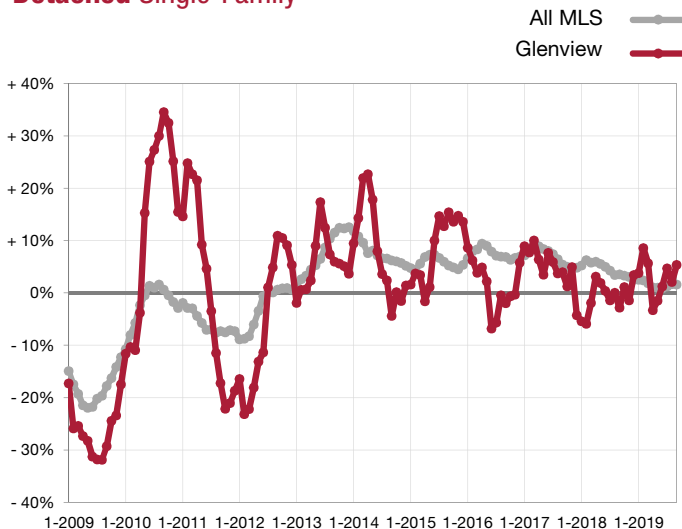
Trailing 12 Months

	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	46	47	+ 2.2%	548	619	+ 13.0%
Under Contract (includes Contingent and Pending)	25	26	+ 4.0%	283	296	+ 4.6%
Closed Sales	21	22	+ 4.8%	284	290	+ 2.1%
Median Sales Price*	\$270,000	\$252,700	- 6.4%	\$300,000	\$258,500	- 13.8%
Average Sales Price*	\$313,690	\$295,445	- 5.8%	\$328,422	\$309,787	- 5.7%
Percent of Original List Price Received*	93.1%	94.1%	+ 1.1%	95.2%	94.7%	- 0.5%
Average Market Time	67	93	+ 38.8%	61	71	+ 16.4%
Inventory of Homes for Sale at Month End	117	110	- 6.0%	--	--	--

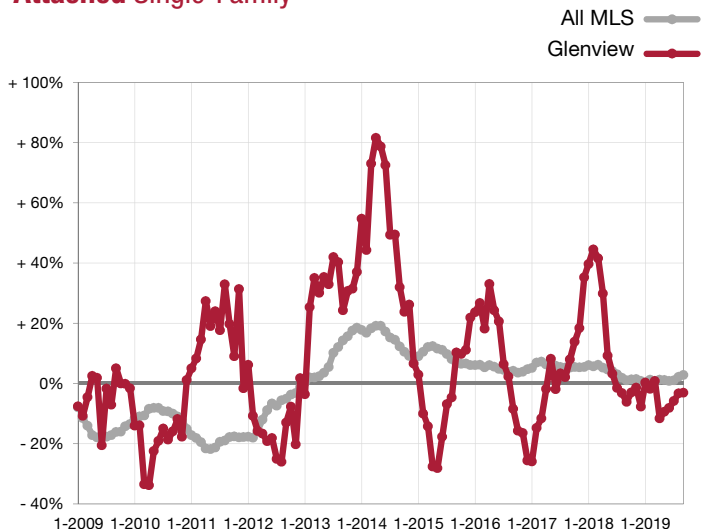
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Detached Single-Family



Attached Single-Family



**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

Highland Park

Local Market Update / September 2019

- 12.1%

+ 34.4%

+ 5.2%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

September

Trailing 12 Months

	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	69	66	- 4.3%	937	947	+ 1.1%
Under Contract (includes Contingent and Pending)	31	36	+ 16.1%	423	401	- 5.2%
Closed Sales	27	32	+ 18.5%	419	388	- 7.4%
Median Sales Price*	\$554,000	\$402,500	- 27.3%	\$532,000	\$505,000	- 5.1%
Average Sales Price*	\$602,990	\$535,463	- 11.2%	\$587,218	\$583,613	- 0.6%
Percent of Original List Price Received*	92.4%	89.4%	- 3.2%	91.6%	91.6%	0.0%
Average Market Time	88	104	+ 18.2%	138	123	- 10.9%
Inventory of Homes for Sale at Month End	292	309	+ 5.8%	--	--	--

Attached Single-Family

September

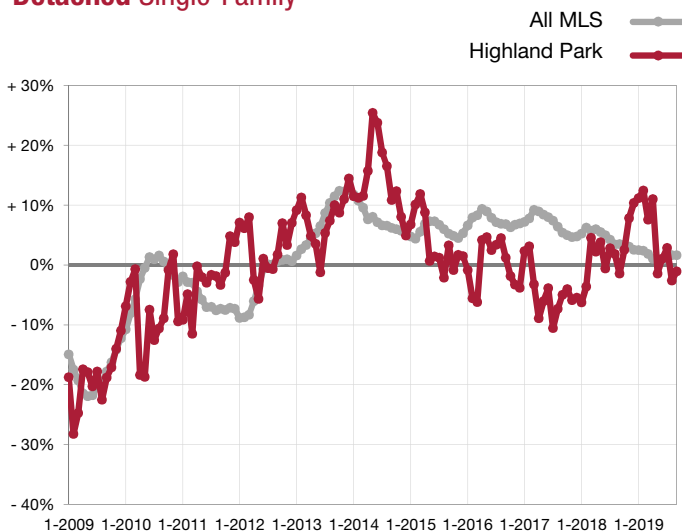
Trailing 12 Months

	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	22	14	- 36.4%	200	221	+ 10.5%
Under Contract (includes Contingent and Pending)	6	8	+ 33.3%	99	112	+ 13.1%
Closed Sales	5	11	+ 120.0%	98	109	+ 11.2%
Median Sales Price*	\$410,000	\$260,000	- 36.6%	\$322,500	\$316,500	- 1.9%
Average Sales Price*	\$530,600	\$297,127	- 44.0%	\$384,826	\$342,925	- 10.9%
Percent of Original List Price Received*	91.6%	91.5%	- 0.1%	92.5%	89.5%	- 3.2%
Average Market Time	204	195	- 4.4%	138	153	+ 10.9%
Inventory of Homes for Sale at Month End	70	72	+ 2.9%	--	--	--

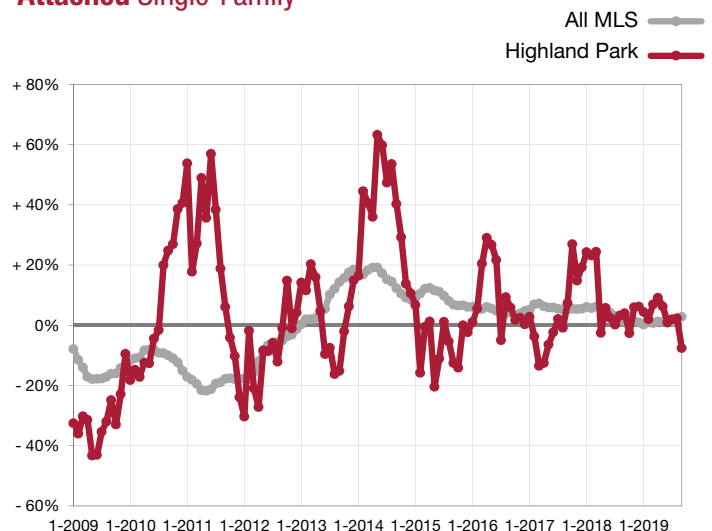
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Detached Single-Family



Attached Single-Family



**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

Kenilworth

Local Market Update / September 2019

+ 80.0%

+ 66.7%

+ 18.9%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

September

Trailing 12 Months

	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	5	9	+ 80.0%	130	135	+ 3.8%
Under Contract (includes Contingent and Pending)	2	1	- 50.0%	49	36	- 26.5%
Closed Sales	2	5	+ 150.0%	49	35	- 28.6%
Median Sales Price*	\$659,500	\$1,279,500	+ 94.0%	\$1,290,000	\$1,240,000	- 3.9%
Average Sales Price*	\$659,500	\$1,193,700	+ 81.0%	\$1,360,522	\$1,284,714	- 5.6%
Percent of Original List Price Received*	92.6%	92.2%	- 0.4%	91.9%	92.0%	+ 0.1%
Average Market Time	35	147	+ 320.0%	138	158	+ 14.5%
Inventory of Homes for Sale at Month End	37	44	+ 18.9%	--	--	--

Attached Single-Family

September

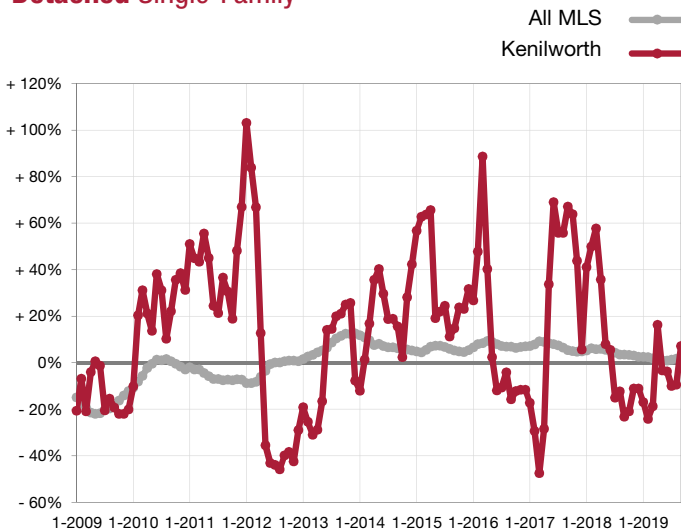
Trailing 12 Months

	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	0	0	--	2	1	- 50.0%
Under Contract (includes Contingent and Pending)	0	0	--	2	0	- 100.0%
Closed Sales	1	0	- 100.0%	2	0	- 100.0%
Median Sales Price*	\$400,000	\$0	- 100.0%	\$559,444	\$0	- 100.0%
Average Sales Price*	\$400,000	\$0	- 100.0%	\$559,444	\$0	- 100.0%
Percent of Original List Price Received*	97.6%	0.0%	- 100.0%	98.1%	0.0%	- 100.0%
Average Market Time	107	0	- 100.0%	55	0	- 100.0%
Inventory of Homes for Sale at Month End	0	0	--	--	--	--

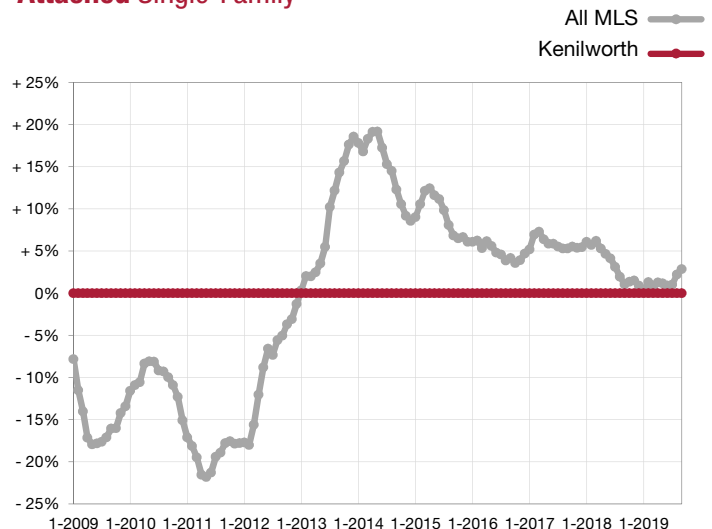
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Detached Single-Family



Attached Single-Family



**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

Lake Bluff

Local Market Update / September 2019

- 3.8%

+ 20.0%

+ 17.9%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

September

Trailing 12 Months

Detached Single-Family

	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	22	20	- 9.1%	274	294	+ 7.3%
Under Contract (includes Contingent and Pending)	13	9	- 30.8%	130	120	- 7.7%
Closed Sales	6	8	+ 33.3%	126	115	- 8.7%
Median Sales Price*	\$656,250	\$310,000	- 52.8%	\$560,000	\$470,000	- 16.1%
Average Sales Price*	\$642,417	\$559,125	- 13.0%	\$642,138	\$603,454	- 6.0%
Percent of Original List Price Received*	89.9%	88.6%	- 1.4%	93.1%	90.9%	- 2.4%
Average Market Time	212	129	- 39.2%	129	122	- 5.4%
Inventory of Homes for Sale at Month End	91	111	+ 22.0%	--	--	--

September

Trailing 12 Months

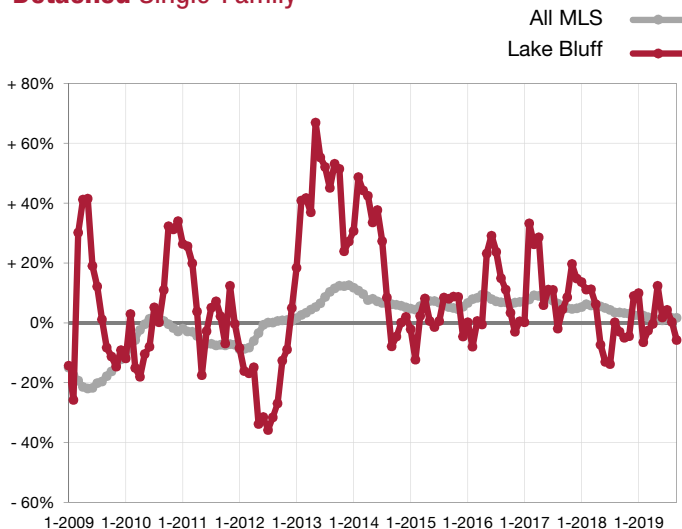
Attached Single-Family

	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	4	5	+ 25.0%	59	74	+ 25.4%
Under Contract (includes Contingent and Pending)	1	6	+ 500.0%	45	56	+ 24.4%
Closed Sales	4	4	0.0%	51	51	0.0%
Median Sales Price*	\$178,000	\$150,500	- 15.4%	\$208,000	\$205,382	- 1.3%
Average Sales Price*	\$266,500	\$167,500	- 37.1%	\$245,922	\$241,063	- 2.0%
Percent of Original List Price Received*	94.3%	94.8%	+ 0.5%	94.5%	92.8%	- 1.8%
Average Market Time	36	10	- 72.2%	64	67	+ 4.7%
Inventory of Homes for Sale at Month End	15	14	- 6.7%	--	--	--

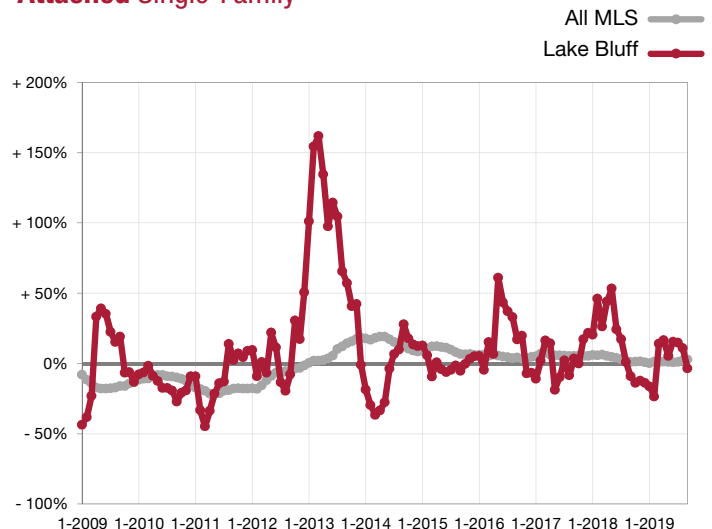
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Detached Single-Family



Attached Single-Family



Lake Forest

Local Market Update / September 2019

- 6.2%

+ 18.2%

+ 5.7%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Months		
	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	57	55	- 3.5%	677	735	+ 8.6%
Under Contract (includes Contingent and Pending)	17	25	+ 47.1%	287	277	- 3.5%
Closed Sales	20	19	- 5.0%	279	260	- 6.8%
Median Sales Price*	\$1,002,500	\$647,000	- 35.5%	\$845,000	\$783,750	- 7.2%
Average Sales Price*	\$1,215,825	\$748,947	- 38.4%	\$1,024,664	\$944,876	- 7.8%
Percent of Original List Price Received*	86.8%	87.7%	+ 1.0%	89.2%	88.4%	- 0.9%
Average Market Time	211	179	- 15.2%	192	190	- 1.0%
Inventory of Homes for Sale at Month End	304	323	+ 6.3%	--	--	--

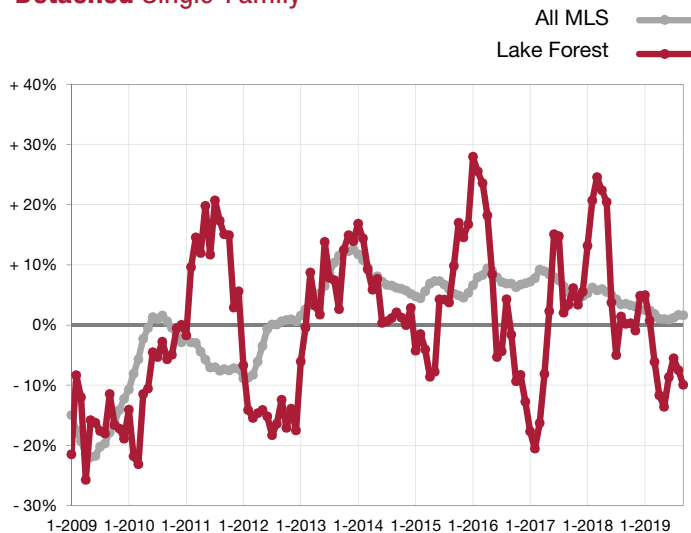
Attached Single-Family

	September			Trailing 12 Months		
	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	8	6	- 25.0%	124	122	- 1.6%
Under Contract (includes Contingent and Pending)	7	3	- 57.1%	71	57	- 19.7%
Closed Sales	2	7	+ 250.0%	68	74	+ 8.8%
Median Sales Price*	\$572,500	\$753,053	+ 31.5%	\$438,000	\$524,750	+ 19.8%
Average Sales Price*	\$572,500	\$663,201	+ 15.8%	\$466,249	\$576,142	+ 23.6%
Percent of Original List Price Received*	97.5%	99.9%	+ 2.5%	92.1%	94.1%	+ 2.2%
Average Market Time	41	158	+ 285.4%	108	168	+ 55.6%
Inventory of Homes for Sale at Month End	49	50	+ 2.0%	--	--	--

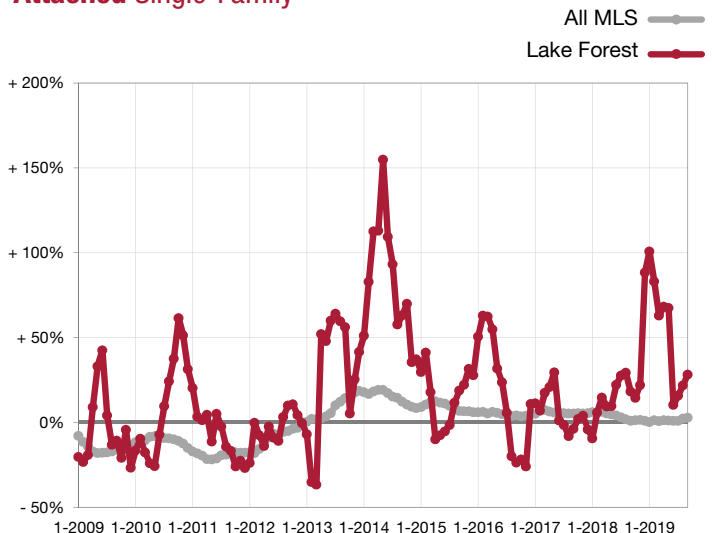
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Detached Single-Family



Attached Single-Family



**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

Lincolnshire

Local Market Update / September 2019

+ 14.3%

Change in
New Listings
All Properties

+ 8.3%

Change in
Closed Sales
All Properties

+ 12.0%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Months		
	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	11	14	+ 27.3%	230	227	- 1.3%
Under Contract (includes Contingent and Pending)	6	6	0.0%	87	76	- 12.6%
Closed Sales	5	7	+ 40.0%	84	75	- 10.7%
Median Sales Price*	\$510,000	\$625,000	+ 22.5%	\$525,000	\$535,000	+ 1.9%
Average Sales Price*	\$544,600	\$601,357	+ 10.4%	\$578,390	\$569,429	- 1.5%
Percent of Original List Price Received*	100.1%	86.2%	- 13.9%	92.5%	91.9%	- 0.6%
Average Market Time	73	175	+ 139.7%	144	135	- 6.3%
Inventory of Homes for Sale at Month End	58	58	0.0%	--	--	--

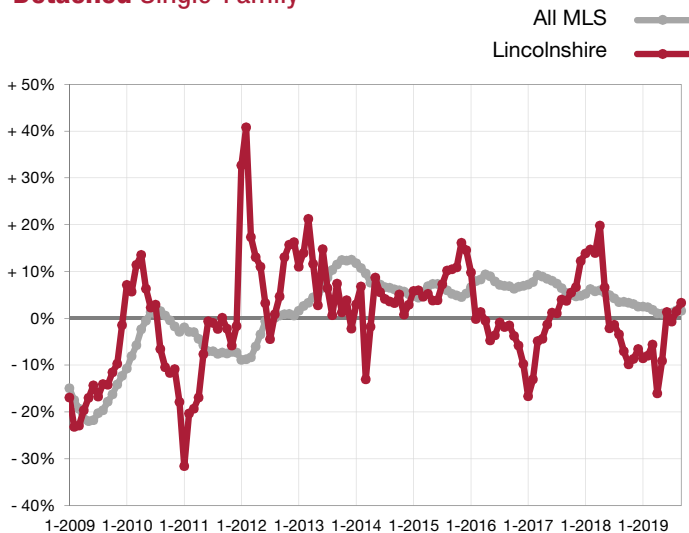
Attached Single-Family

	September			Trailing 12 Months		
	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	10	10	0.0%	100	123	+ 23.0%
Under Contract (includes Contingent and Pending)	0	3	--	47	47	0.0%
Closed Sales	7	6	- 14.3%	51	41	- 19.6%
Median Sales Price*	\$400,000	\$321,000	- 19.8%	\$350,000	\$310,000	- 11.4%
Average Sales Price*	\$423,286	\$361,765	- 14.5%	\$367,938	\$334,979	- 9.0%
Percent of Original List Price Received*	95.4%	90.9%	- 4.7%	94.1%	93.4%	- 0.7%
Average Market Time	40	80	+ 100.0%	86	92	+ 7.0%
Inventory of Homes for Sale at Month End	25	35	+ 40.0%	--	--	--

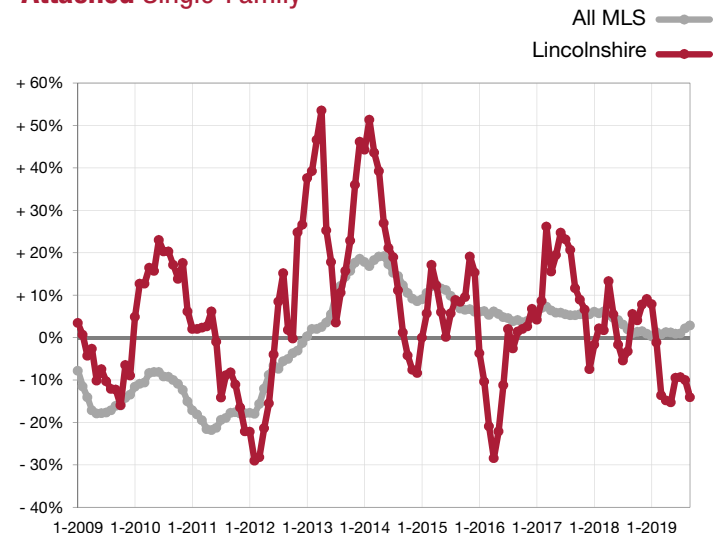
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Detached Single-Family



Attached Single-Family



**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

Lincolnwood

Local Market Update / September 2019

- 9.7%

+ 30.8%

- 8.9%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Months		
	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	26	21	- 19.2%	318	303	- 4.7%
Under Contract (includes Contingent and Pending)	13	15	+ 15.4%	124	125	+ 0.8%
Closed Sales	11	10	- 9.1%	116	122	+ 5.2%
Median Sales Price*	\$400,000	\$422,500	+ 5.6%	\$400,000	\$402,750	+ 0.7%
Average Sales Price*	\$474,500	\$394,665	- 16.8%	\$457,406	\$441,641	- 3.4%
Percent of Original List Price Received*	92.6%	90.7%	- 2.1%	93.2%	92.9%	- 0.3%
Average Market Time	64	121	+ 89.1%	98	101	+ 3.1%
Inventory of Homes for Sale at Month End	76	68	- 10.5%	--	--	--

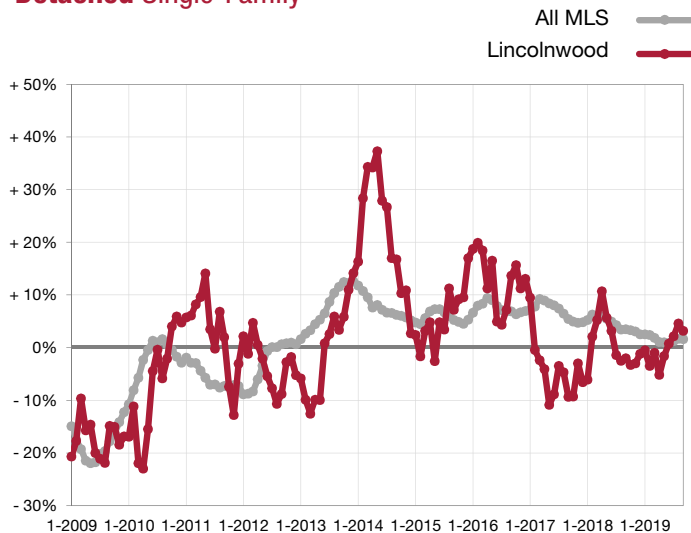
Attached Single-Family

	September			Trailing 12 Months		
	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	5	7	+ 40.0%	64	66	+ 3.1%
Under Contract (includes Contingent and Pending)	2	2	0.0%	37	36	- 2.7%
Closed Sales	2	7	+ 250.0%	41	36	- 12.2%
Median Sales Price*	\$202,500	\$215,000	+ 6.2%	\$220,000	\$215,000	- 2.3%
Average Sales Price*	\$202,500	\$247,143	+ 22.0%	\$232,224	\$232,625	+ 0.2%
Percent of Original List Price Received*	93.9%	92.5%	- 1.5%	114.2%	90.9%	- 20.4%
Average Market Time	44	42	- 4.5%	84	84	0.0%
Inventory of Homes for Sale at Month End	14	14	0.0%	--	--	--

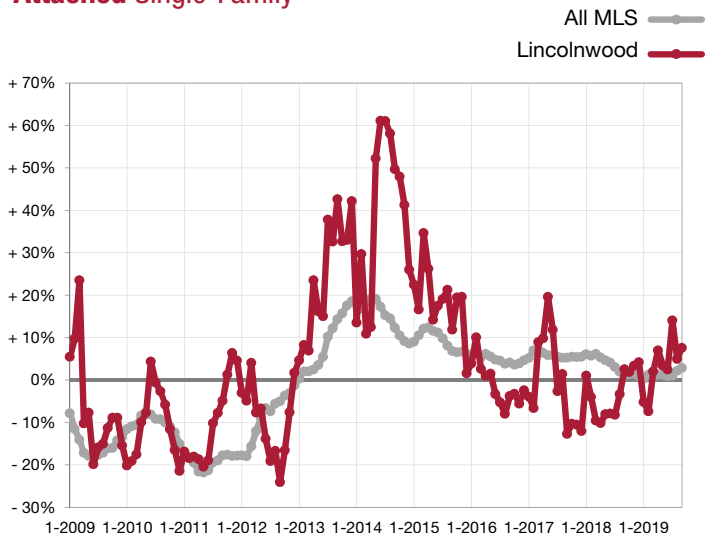
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Detached Single-Family



Attached Single-Family



**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

+ 50.0%

+ 7.1%

+ 8.2%

Morton Grove

Local Market Update / September 2019

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Months		
	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	38	60	+ 57.9%	584	591	+ 1.2%
Under Contract (includes Contingent and Pending)	18	25	+ 38.9%	280	268	- 4.3%
Closed Sales	21	22	+ 4.8%	281	266	- 5.3%
Median Sales Price*	\$322,000	\$298,000	- 7.5%	\$330,000	\$310,000	- 6.1%
Average Sales Price*	\$320,476	\$306,505	- 4.4%	\$344,519	\$335,249	- 2.7%
Percent of Original List Price Received*	96.0%	94.6%	- 1.5%	95.3%	94.6%	- 0.7%
Average Market Time	44	59	+ 34.1%	64	81	+ 26.6%
Inventory of Homes for Sale at Month End	114	124	+ 8.8%	--	--	--

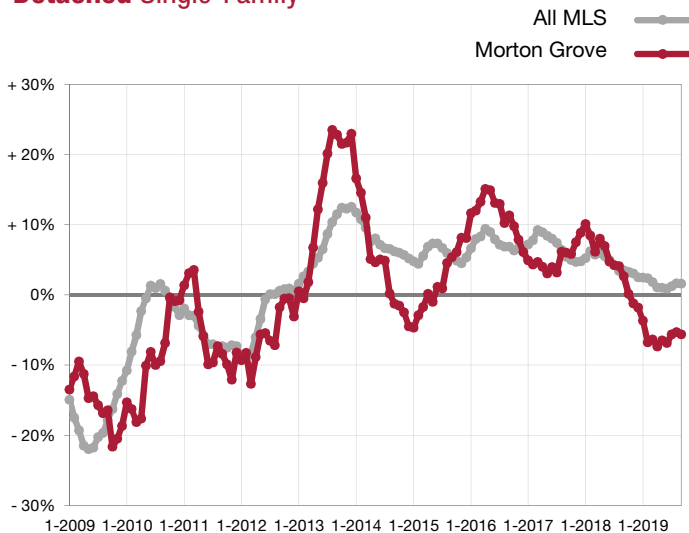
Attached Single-Family

	September			Trailing 12 Months		
	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	14	18	+ 28.6%	218	202	- 7.3%
Under Contract (includes Contingent and Pending)	11	10	- 9.1%	119	115	- 3.4%
Closed Sales	7	8	+ 14.3%	113	118	+ 4.4%
Median Sales Price*	\$356,301	\$205,000	- 42.5%	\$235,000	\$239,500	+ 1.9%
Average Sales Price*	\$321,242	\$202,063	- 37.1%	\$243,426	\$235,117	- 3.4%
Percent of Original List Price Received*	95.6%	97.2%	+ 1.7%	95.8%	95.6%	- 0.2%
Average Market Time	92	17	- 81.5%	73	62	- 15.1%
Inventory of Homes for Sale at Month End	32	34	+ 6.3%	--	--	--

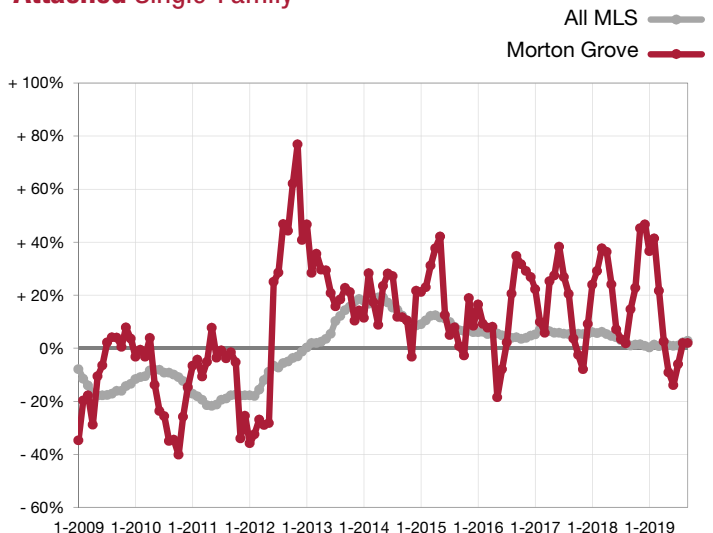
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Detached Single-Family



Attached Single-Family



**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

Niles

Local Market Update / September 2019

- 19.0%

+ 6.5%

- 18.4%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Months		
	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	63	51	- 19.0%	569	553	- 2.8%
Under Contract (includes Contingent and Pending)	14	27	+ 92.9%	239	254	+ 6.3%
Closed Sales	14	23	+ 64.3%	241	242	+ 0.4%
Median Sales Price*	\$310,000	\$337,000	+ 8.7%	\$320,000	\$326,500	+ 2.0%
Average Sales Price*	\$342,378	\$336,166	- 1.8%	\$336,036	\$341,417	+ 1.6%
Percent of Original List Price Received*	95.8%	93.4%	- 2.5%	95.6%	94.7%	- 0.9%
Average Market Time	47	62	+ 31.9%	70	81	+ 15.7%
Inventory of Homes for Sale at Month End	112	92	- 17.9%	--	--	--

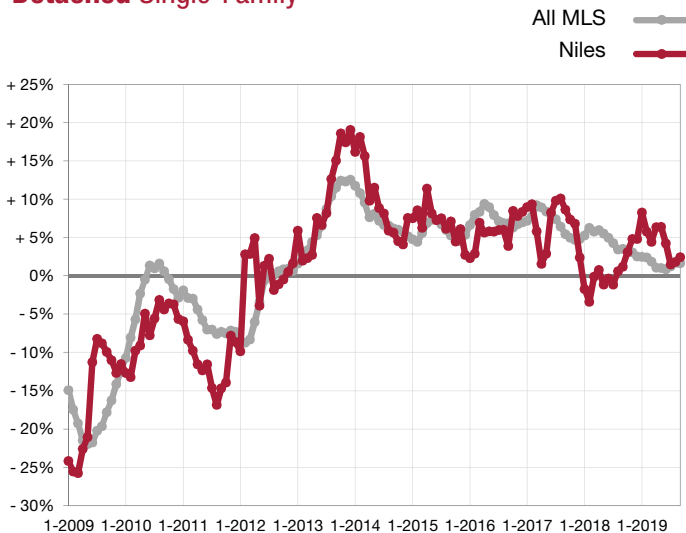
Attached Single-Family

	September			Trailing 12 Months		
	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	21	17	- 19.0%	283	247	- 12.7%
Under Contract (includes Contingent and Pending)	14	13	- 7.1%	163	151	- 7.4%
Closed Sales	17	10	- 41.2%	167	149	- 10.8%
Median Sales Price*	\$158,000	\$261,500	+ 65.5%	\$190,000	\$212,000	+ 11.6%
Average Sales Price*	\$166,441	\$225,520	+ 35.5%	\$192,871	\$205,523	+ 6.6%
Percent of Original List Price Received*	95.7%	96.1%	+ 0.4%	95.4%	95.6%	+ 0.2%
Average Market Time	68	63	- 7.4%	56	60	+ 7.1%
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



**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

Northbrook

Local Market Update / September 2019

- 2.5%

+ 5.1%

- 2.1%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Months		
	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	77	81	+ 5.2%	1,021	1,135	+ 11.2%
Under Contract (includes Contingent and Pending)	29	34	+ 17.2%	451	446	- 1.1%
Closed Sales	33	39	+ 18.2%	452	458	+ 1.3%
Median Sales Price*	\$605,000	\$579,000	- 4.3%	\$567,500	\$575,000	+ 1.3%
Average Sales Price*	\$687,106	\$569,180	- 17.2%	\$632,049	\$627,706	- 0.7%
Percent of Original List Price Received*	94.4%	93.0%	- 1.5%	93.8%	93.8%	0.0%
Average Market Time	101	70	- 30.7%	102	108	+ 5.9%
Inventory of Homes for Sale at Month End	263	259	- 1.5%	--	--	--

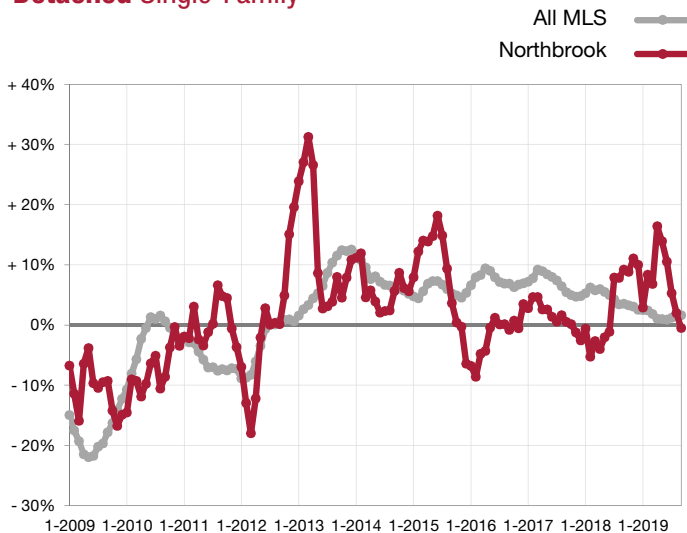
Attached Single-Family

	September			Trailing 12 Months		
	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	43	36	- 16.3%	473	530	+ 12.1%
Under Contract (includes Contingent and Pending)	20	22	+ 10.0%	285	259	- 9.1%
Closed Sales	26	23	- 11.5%	294	254	- 13.6%
Median Sales Price*	\$286,000	\$278,000	- 2.8%	\$296,000	\$304,500	+ 2.9%
Average Sales Price*	\$310,551	\$298,565	- 3.9%	\$325,488	\$323,193	- 0.7%
Percent of Original List Price Received*	91.7%	90.9%	- 0.9%	93.7%	92.8%	- 1.0%
Average Market Time	88	95	+ 8.0%	87	100	+ 14.9%
Inventory of Homes for Sale at Month End	110	106	- 3.6%	--	--	--

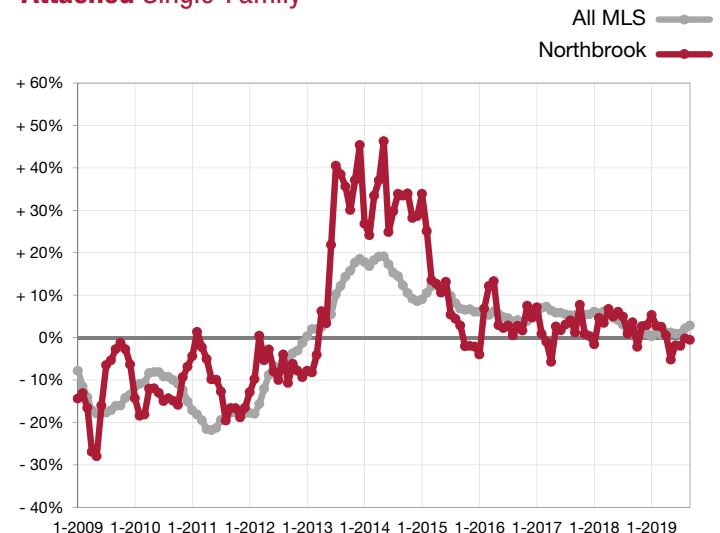
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Detached Single-Family



Attached Single-Family



**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

Northfield

Local Market Update / September 2019

+ 4.2%

Change in
New Listings
All Properties

+ 75.0%

Change in
Closed Sales
All Properties

+ 10.4%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Months		
	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	18	15	- 16.7%	163	179	+ 9.8%
Under Contract (includes Contingent and Pending)	6	7	+ 16.7%	64	73	+ 14.1%
Closed Sales	2	8	+ 300.0%	66	71	+ 7.6%
Median Sales Price*	\$507,500	\$794,250	+ 56.5%	\$618,750	\$679,822	+ 9.9%
Average Sales Price*	\$507,500	\$777,875	+ 53.3%	\$738,197	\$849,702	+ 15.1%
Percent of Original List Price Received*	85.2%	92.3%	+ 8.3%	91.1%	92.4%	+ 1.4%
Average Market Time	93	128	+ 37.6%	137	155	+ 13.1%
Inventory of Homes for Sale at Month End	57	56	- 1.8%	--	--	--

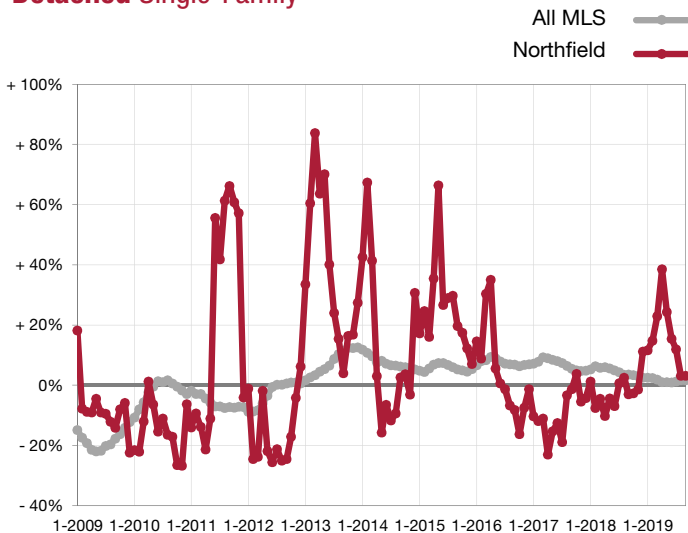
Attached Single-Family

	September			Trailing 12 Months		
	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	6	10	+ 66.7%	53	73	+ 37.7%
Under Contract (includes Contingent and Pending)	3	1	- 66.7%	36	38	+ 5.6%
Closed Sales	6	6	0.0%	40	40	0.0%
Median Sales Price*	\$486,250	\$208,750	- 57.1%	\$318,250	\$214,500	- 32.6%
Average Sales Price*	\$443,583	\$283,750	- 36.0%	\$360,973	\$304,740	- 15.6%
Percent of Original List Price Received*	93.4%	94.2%	+ 0.9%	93.9%	94.1%	+ 0.2%
Average Market Time	101	35	- 65.3%	68	67	- 1.5%
Inventory of Homes for Sale at Month End	10	18	+ 80.0%	--	--	--

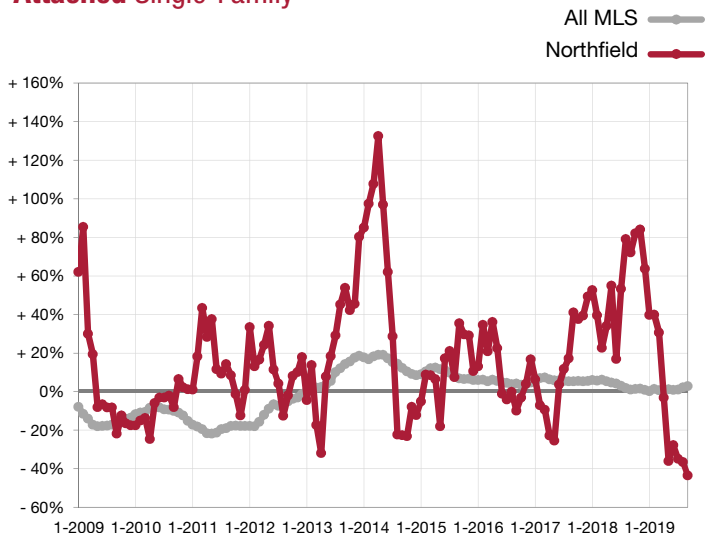
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Detached Single-Family



Attached Single-Family



**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

Skokie

Local Market Update / September 2019

+ 1.6%

Change in
New Listings
All Properties

+ 9.4%

Change in
Closed Sales
All Properties

- 11.2%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Months		
	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	85	92	+ 8.2%	917	916	- 0.1%
Under Contract (includes Contingent and Pending)	24	35	+ 45.8%	450	463	+ 2.9%
Closed Sales	32	40	+ 25.0%	457	455	- 0.4%
Median Sales Price*	\$330,000	\$360,000	+ 9.1%	\$342,247	\$340,000	- 0.7%
Average Sales Price*	\$359,935	\$392,166	+ 9.0%	\$365,793	\$366,014	+ 0.1%
Percent of Original List Price Received*	95.8%	95.0%	- 0.8%	95.2%	94.9%	- 0.3%
Average Market Time	84	79	- 6.0%	76	75	- 1.3%
Inventory of Homes for Sale at Month End	199	177	- 11.1%	--	--	--

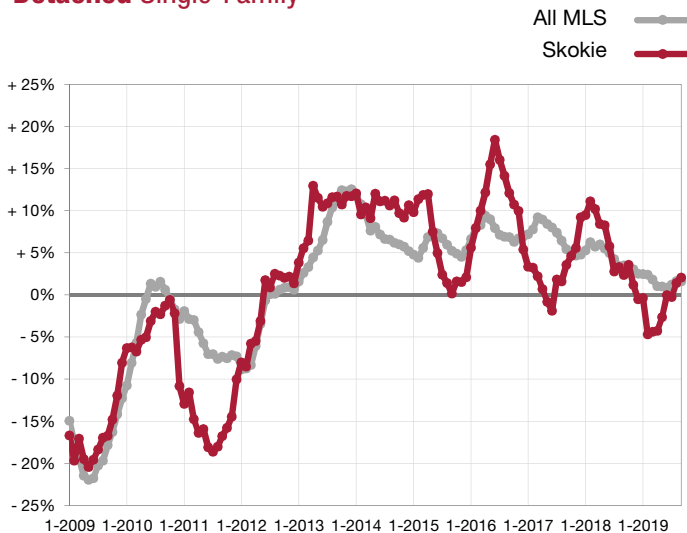
Attached Single-Family

	September			Trailing 12 Months		
	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	41	36	- 12.2%	495	508	+ 2.6%
Under Contract (includes Contingent and Pending)	30	24	- 20.0%	261	260	- 0.4%
Closed Sales	21	18	- 14.3%	251	256	+ 2.0%
Median Sales Price*	\$194,000	\$217,500	+ 12.1%	\$190,000	\$200,000	+ 5.3%
Average Sales Price*	\$209,521	\$211,944	+ 1.2%	\$199,073	\$211,178	+ 6.1%
Percent of Original List Price Received*	93.0%	90.6%	- 2.6%	94.7%	94.8%	+ 0.1%
Average Market Time	89	105	+ 18.0%	62	79	+ 27.4%
Inventory of Homes for Sale at Month End	105	93	- 11.4%	--	--	--

* 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



**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

Wilmette

Local Market Update / September 2019

- 13.2%

+ 22.2%

- 14.6%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Months		
	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	78	61	- 21.8%	734	794	+ 8.2%
Under Contract (includes Contingent and Pending)	14	18	+ 28.6%	355	365	+ 2.8%
Closed Sales	22	26	+ 18.2%	355	363	+ 2.3%
Median Sales Price*	\$832,500	\$635,000	- 23.7%	\$800,000	\$711,000	- 11.1%
Average Sales Price*	\$824,625	\$756,492	- 8.3%	\$918,214	\$809,107	- 11.9%
Percent of Original List Price Received*	91.7%	93.9%	+ 2.4%	93.2%	93.8%	+ 0.6%
Average Market Time	89	65	- 27.0%	97	101	+ 4.1%
Inventory of Homes for Sale at Month End	180	138	- 23.3%	--	--	--

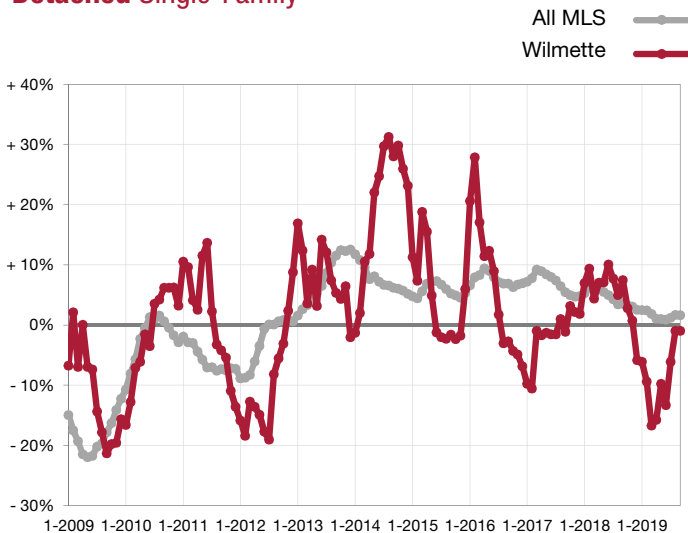
Attached Single-Family

	September			Trailing 12 Months		
	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	13	18	+ 38.5%	138	173	+ 25.4%
Under Contract (includes Contingent and Pending)	1	9	+ 800.0%	92	86	- 6.5%
Closed Sales	5	7	+ 40.0%	95	80	- 15.8%
Median Sales Price*	\$458,000	\$275,500	- 39.8%	\$310,000	\$358,500	+ 15.6%
Average Sales Price*	\$446,600	\$359,000	- 19.6%	\$353,907	\$380,923	+ 7.6%
Percent of Original List Price Received*	95.6%	96.7%	+ 1.2%	94.2%	95.0%	+ 0.8%
Average Market Time	48	114	+ 137.5%	79	74	- 6.3%
Inventory of Homes for Sale at Month End	32	43	+ 34.4%	--	--	--

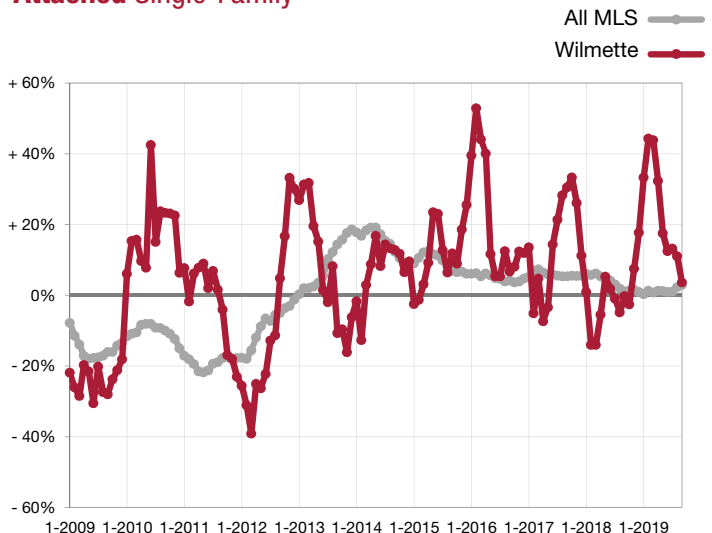
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Detached Single-Family



Attached Single-Family



**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 / September 2019

+ 23.4%

+ 11.8%

+ 4.9%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Months		
	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	46	53	+ 15.2%	492	526	+ 6.9%
Under Contract (includes Contingent and Pending)	19	21	+ 10.5%	242	229	- 5.4%
Closed Sales	17	15	- 11.8%	242	238	- 1.7%
Median Sales Price*	\$1,450,000	\$1,140,000	- 21.4%	\$1,133,748	\$1,227,500	+ 8.3%
Average Sales Price*	\$1,575,676	\$1,531,223	- 2.8%	\$1,520,524	\$1,431,524	- 5.9%
Percent of Original List Price Received*	89.4%	90.2%	+ 0.9%	91.7%	91.5%	- 0.2%
Average Market Time	132	147	+ 11.4%	147	164	+ 11.6%
Inventory of Homes for Sale at Month End	133	137	+ 3.0%	--	--	--

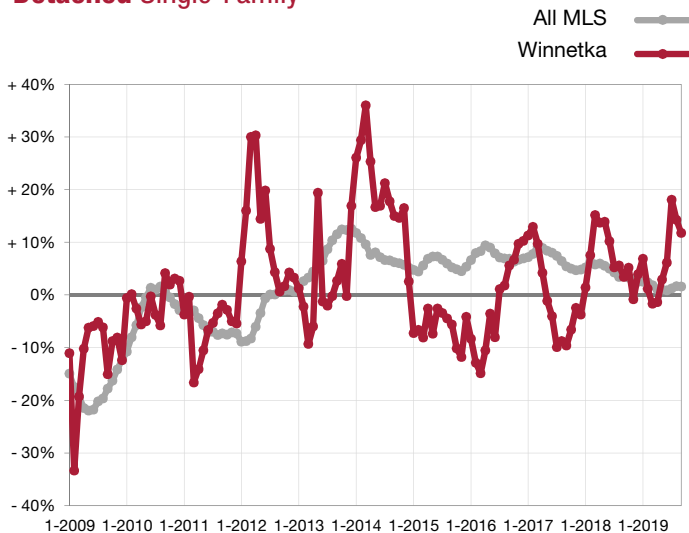
Attached Single-Family

	September			Trailing 12 Months		
	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
New Listings	1	5	+ 400.0%	25	41	+ 64.0%
Under Contract (includes Contingent and Pending)	0	2	--	19	21	+ 10.5%
Closed Sales	0	4	--	20	20	0.0%
Median Sales Price*	\$0	\$720,000	--	\$377,500	\$473,750	+ 25.5%
Average Sales Price*	\$0	\$693,750	--	\$370,150	\$480,600	+ 29.8%
Percent of Original List Price Received*	0.0%	92.9%	--	93.9%	92.8%	- 1.2%
Average Market Time	0	69	--	89	71	- 20.2%
Inventory of Homes for Sale at Month End	9	12	+ 33.3%	--	--	--

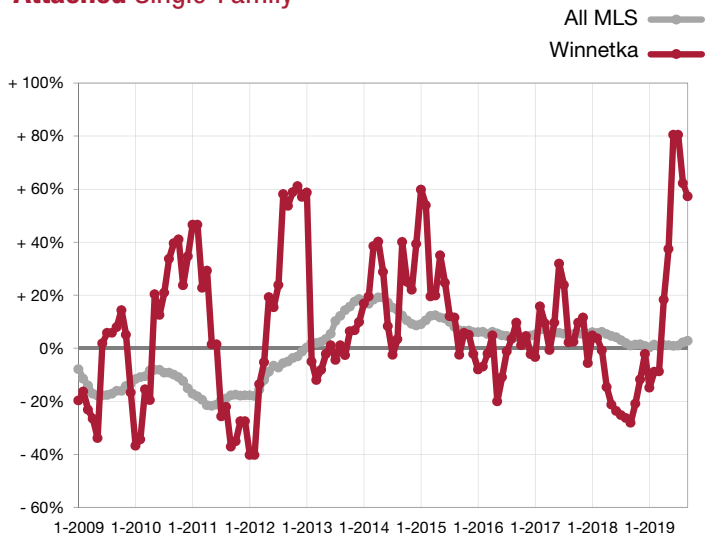
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Detached Single-Family



Attached Single-Family



**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