

NORTH SHORE

NEIGHBORHOOD MARKET REPORT

Insight, trends and outlook on your local real estate market

UPDATED NOVEMBER 16, 2021



Deerfield

Local Market Update / October 2021

- 18.2%

- 20.5%

- 54.1%

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		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	40	32	- 20.0%	493	545	+ 10.5%
Under Contract (includes Contingent and Pending)	19	27	+ 42.1%	271	355	+ 31.0%
Closed Sales	31	29	- 6.5%	251	357	+ 42.2%
Median Sales Price*	\$430,000	\$415,000	- 3.5%	\$475,000	\$540,000	+ 13.7%
Average Sales Price*	\$501,141	\$556,759	+ 11.1%	\$537,204	\$604,391	+ 12.5%
Percent of Original List Price Received*	93.6%	96.6%	+ 3.2%	93.7%	96.8%	+ 3.3%
Average Market Time	125	47	- 62.4%	118	75	- 36.4%
Inventory of Homes for Sale at Month End	91	39	- 57.1%	--	--	--

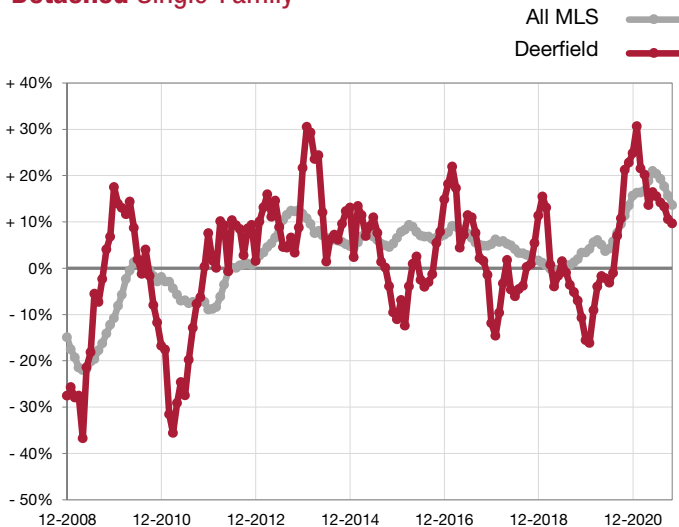
Attached Single-Family

	October			Trailing 12 Months		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	15	13	- 13.3%	161	186	+ 15.5%
Under Contract (includes Contingent and Pending)	14	10	- 28.6%	103	134	+ 30.1%
Closed Sales	13	6	- 53.8%	97	138	+ 42.3%
Median Sales Price*	\$220,000	\$224,750	+ 2.2%	\$250,000	\$284,500	+ 13.8%
Average Sales Price*	\$217,885	\$223,417	+ 2.5%	\$257,260	\$288,222	+ 12.0%
Percent of Original List Price Received*	92.4%	93.0%	+ 0.6%	94.5%	96.3%	+ 1.9%
Average Market Time	66	72	+ 9.1%	72	51	- 29.2%
Inventory of Homes for Sale at Month End	20	12	- 40.0%	--	--	--

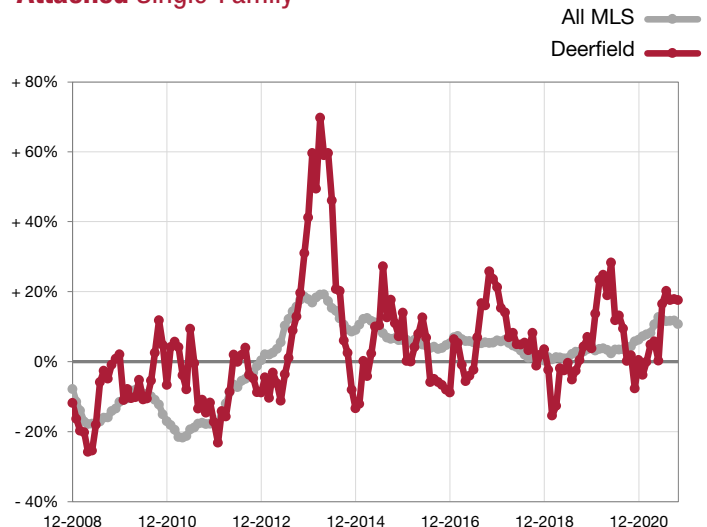
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Evanston

Local Market Update / October 2021

- 26.1%

- 8.0%

- 34.4%

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		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	64	36	- 43.8%	767	666	- 13.2%
Under Contract (includes Contingent and Pending)	53	30	- 43.4%	540	498	- 7.8%
Closed Sales	45	30	- 33.3%	514	519	+ 1.0%
Median Sales Price*	\$662,001	\$523,250	- 21.0%	\$575,000	\$632,000	+ 9.9%
Average Sales Price*	\$718,853	\$669,137	- 6.9%	\$652,368	\$737,788	+ 13.1%
Percent of Original List Price Received*	97.2%	100.0%	+ 2.9%	94.7%	98.6%	+ 4.1%
Average Market Time	72	24	- 66.7%	104	42	- 59.6%
Inventory of Homes for Sale at Month End	89	58	- 34.8%	--	--	--

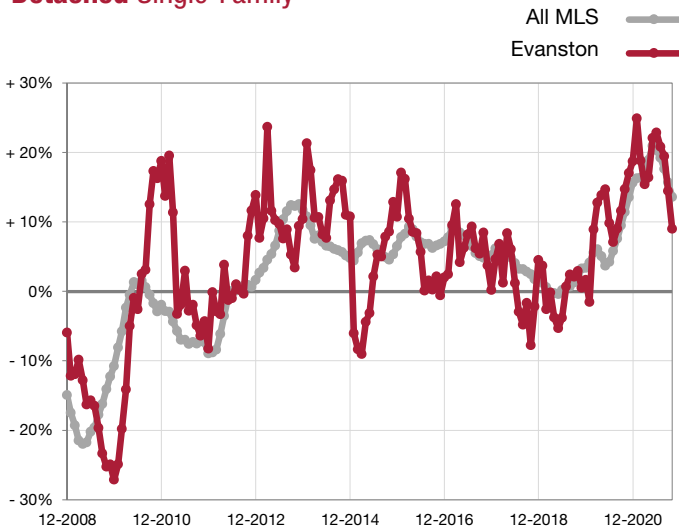
Attached Single-Family

	October			Trailing 12 Months		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	97	83	- 14.4%	951	1,040	+ 9.4%
Under Contract (includes Contingent and Pending)	41	50	+ 22.0%	541	717	+ 32.5%
Closed Sales	43	51	+ 18.6%	518	710	+ 37.1%
Median Sales Price*	\$230,000	\$287,500	+ 25.0%	\$260,000	\$266,000	+ 2.3%
Average Sales Price*	\$240,450	\$312,166	+ 29.8%	\$289,415	\$305,440	+ 5.5%
Percent of Original List Price Received*	95.5%	94.9%	- 0.6%	94.9%	96.2%	+ 1.4%
Average Market Time	54	49	- 9.3%	88	69	- 21.6%
Inventory of Homes for Sale at Month End	205	135	- 34.1%	--	--	--

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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 2021

- 52.0%

- 52.4%

- 55.1%

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		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	24	9	- 62.5%	313	235	- 24.9%
Under Contract (includes Contingent and Pending)	16	10	- 37.5%	196	170	- 13.3%
Closed Sales	20	8	- 60.0%	185	173	- 6.5%
Median Sales Price*	\$793,250	\$1,360,000	+ 71.4%	\$925,000	\$1,128,566	+ 22.0%
Average Sales Price*	\$995,125	\$1,364,250	+ 37.1%	\$1,167,072	\$1,240,124	+ 6.3%
Percent of Original List Price Received*	94.9%	95.9%	+ 1.1%	92.3%	96.7%	+ 4.8%
Average Market Time	124	98	- 21.0%	146	81	- 44.5%
Inventory of Homes for Sale at Month End	47	20	- 57.4%	--	--	--

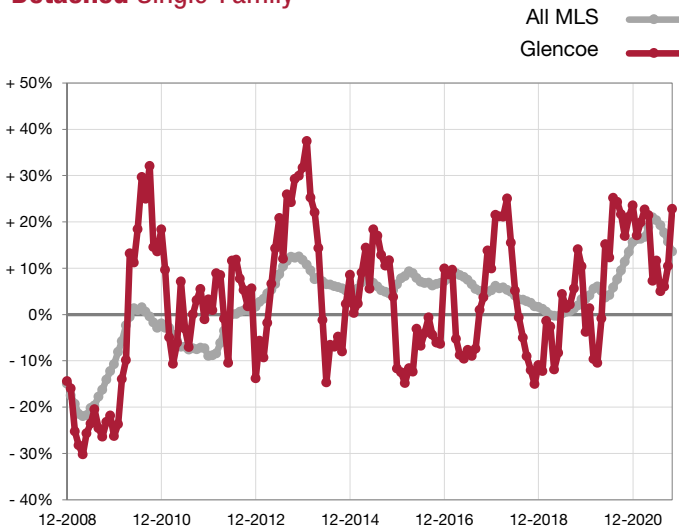
Attached Single-Family

	October			Trailing 12 Months		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	1	3	+ 200.0%	18	26	+ 44.4%
Under Contract (includes Contingent and Pending)	1	2	+ 100.0%	9	17	+ 88.9%
Closed Sales	1	2	+ 100.0%	9	16	+ 77.8%
Median Sales Price*	\$138,000	\$434,500	+ 214.9%	\$380,000	\$252,500	- 33.6%
Average Sales Price*	\$138,000	\$434,500	+ 214.9%	\$365,778	\$311,195	- 14.9%
Percent of Original List Price Received*	92.0%	93.7%	+ 1.8%	91.7%	94.7%	+ 3.3%
Average Market Time	12	61	+ 408.3%	169	50	- 70.4%
Inventory of Homes for Sale at Month End	2	2	0.0%	--	--	--

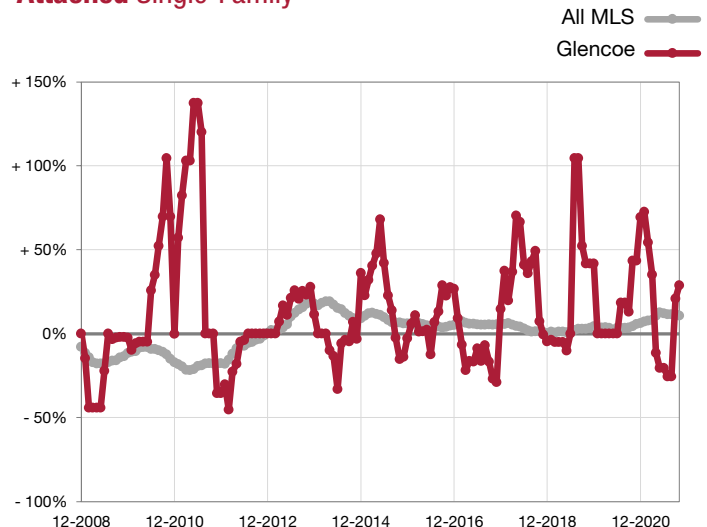
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Glenview

Local Market Update / October 2021

- 28.9%

- 37.4%

- 37.7%

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		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	105	62	- 41.0%	1,196	1,139	- 4.8%
Under Contract (includes Contingent and Pending)	53	51	- 3.8%	657	766	+ 16.6%
Closed Sales	75	47	- 37.3%	633	764	+ 20.7%
Median Sales Price*	\$725,000	\$650,000	- 10.3%	\$590,000	\$662,500	+ 12.3%
Average Sales Price*	\$752,076	\$729,340	- 3.0%	\$672,753	\$745,402	+ 10.8%
Percent of Original List Price Received*	95.4%	96.3%	+ 0.9%	94.5%	97.1%	+ 2.8%
Average Market Time	86	50	- 41.9%	123	67	- 45.5%
Inventory of Homes for Sale at Month End	217	112	- 48.4%	--	--	--

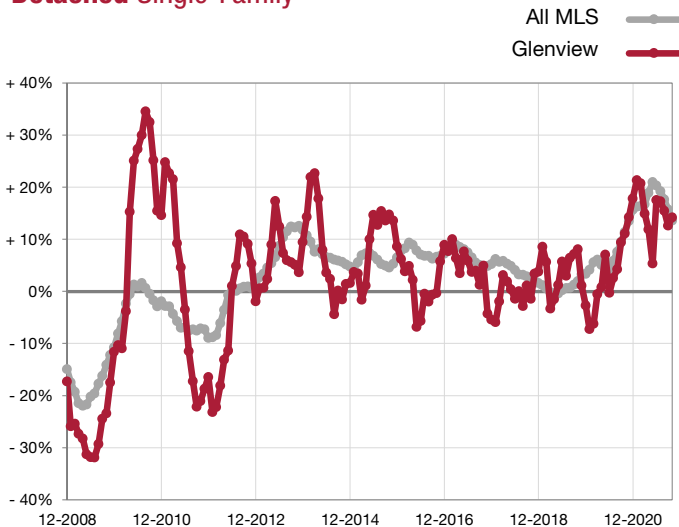
Attached Single-Family

	October			Trailing 12 Months		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	44	44	0.0%	599	616	+ 2.8%
Under Contract (includes Contingent and Pending)	23	32	+ 39.1%	312	387	+ 24.0%
Closed Sales	40	25	- 37.5%	309	377	+ 22.0%
Median Sales Price*	\$335,000	\$300,000	- 10.4%	\$287,000	\$325,000	+ 13.2%
Average Sales Price*	\$325,973	\$349,576	+ 7.2%	\$319,579	\$350,650	+ 9.7%
Percent of Original List Price Received*	95.3%	97.4%	+ 2.2%	94.6%	96.7%	+ 2.2%
Average Market Time	84	40	- 52.4%	88	56	- 36.4%
Inventory of Homes for Sale at Month End	85	76	- 10.6%	--	--	--

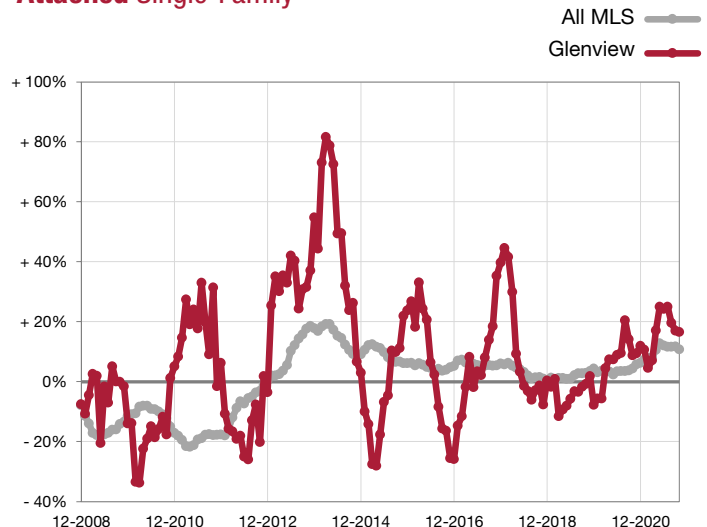
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Highland Park

Local Market Update / October 2021

- 38.0%

Change in
New Listings
All Properties

- 26.4%

Change in
Closed Sales
All Properties

- 51.3%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	October			Trailing 12 Months		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	62	42	- 32.3%	858	813	- 5.2%
Under Contract (includes Contingent and Pending)	37	36	- 2.7%	571	577	+ 1.1%
Closed Sales	63	52	- 17.5%	526	605	+ 15.0%
Median Sales Price*	\$595,000	\$573,750	- 3.6%	\$529,000	\$610,000	+ 15.3%
Average Sales Price*	\$710,349	\$637,058	- 10.3%	\$613,125	\$705,206	+ 15.0%
Percent of Original List Price Received*	95.5%	95.2%	- 0.3%	92.5%	96.4%	+ 4.2%
Average Market Time	61	70	+ 14.8%	138	68	- 50.7%
Inventory of Homes for Sale at Month End	135	77	- 43.0%	--	--	--

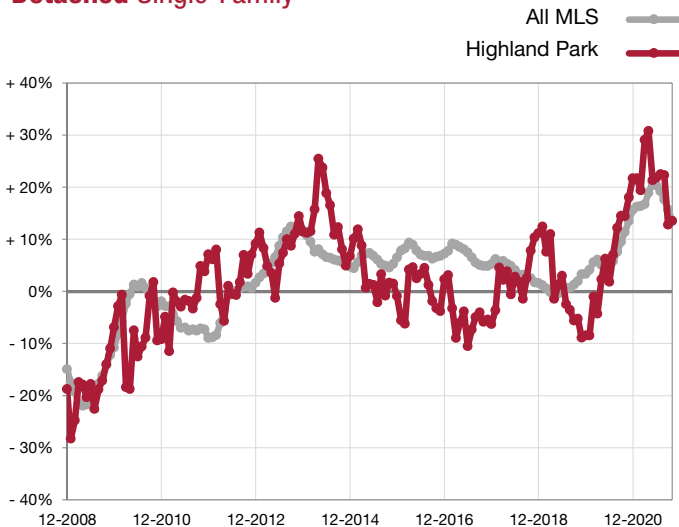
Attached Single-Family

	October			Trailing 12 Months		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	17	7	- 58.8%	209	167	- 20.1%
Under Contract (includes Contingent and Pending)	9	13	+ 44.4%	131	156	+ 19.1%
Closed Sales	24	12	- 50.0%	131	147	+ 12.2%
Median Sales Price*	\$405,000	\$379,500	- 6.3%	\$310,000	\$328,500	+ 6.0%
Average Sales Price*	\$436,458	\$574,833	+ 31.7%	\$358,281	\$386,823	+ 8.0%
Percent of Original List Price Received*	92.7%	94.8%	+ 2.3%	91.1%	94.4%	+ 3.6%
Average Market Time	167	52	- 68.9%	148	98	- 33.8%
Inventory of Homes for Sale at Month End	52	14	- 73.1%	--	--	--

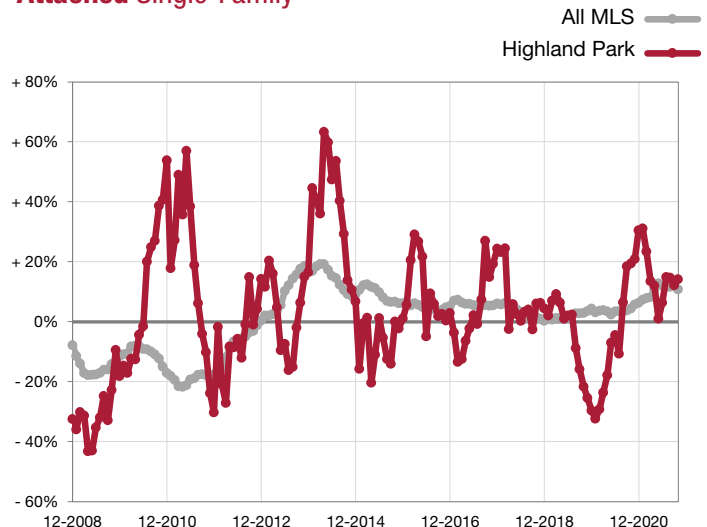
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Kenilworth

Local Market Update / October 2021

- 25.0%

0.0%

- 42.9%

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		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	8	6	- 25.0%	123	139	+ 13.0%
Under Contract (includes Contingent and Pending)	1	4	+ 300.0%	55	67	+ 21.8%
Closed Sales	5	5	0.0%	47	72	+ 53.2%
Median Sales Price*	\$1,500,000	\$1,925,000	+ 28.3%	\$1,150,000	\$1,537,500	+ 33.7%
Average Sales Price*	\$1,564,500	\$2,956,500	+ 89.0%	\$1,595,250	\$1,895,081	+ 18.8%
Percent of Original List Price Received*	88.5%	97.3%	+ 9.9%	91.0%	95.3%	+ 4.7%
Average Market Time	112	281	+ 150.9%	220	125	- 43.2%
Inventory of Homes for Sale at Month End	21	12	- 42.9%	--	--	--

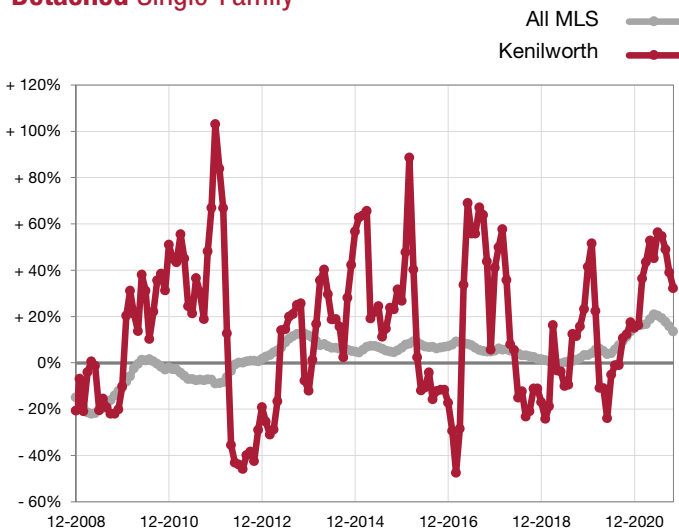
Attached Single-Family

	October			Trailing 12 Months		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	0	0	--	0	0	--
Under Contract (includes Contingent and Pending)	0	0	--	0	0	--
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of Original List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Average Market Time	0	0	--	0	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 2021

- 28.6%

- 23.5%

- 32.7%

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		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	22	13	- 40.9%	228	228	0.0%
Under Contract (includes Contingent and Pending)	17	9	- 47.1%	167	188	+ 12.6%
Closed Sales	16	6	- 62.5%	157	195	+ 24.2%
Median Sales Price*	\$555,000	\$552,500	- 0.5%	\$540,000	\$585,000	+ 8.3%
Average Sales Price*	\$682,906	\$734,500	+ 7.6%	\$646,523	\$717,373	+ 11.0%
Percent of Original List Price Received*	93.3%	98.1%	+ 5.1%	90.4%	96.3%	+ 6.5%
Average Market Time	84	52	- 38.1%	169	65	- 61.5%
Inventory of Homes for Sale at Month End	49	31	- 36.7%	--	--	--

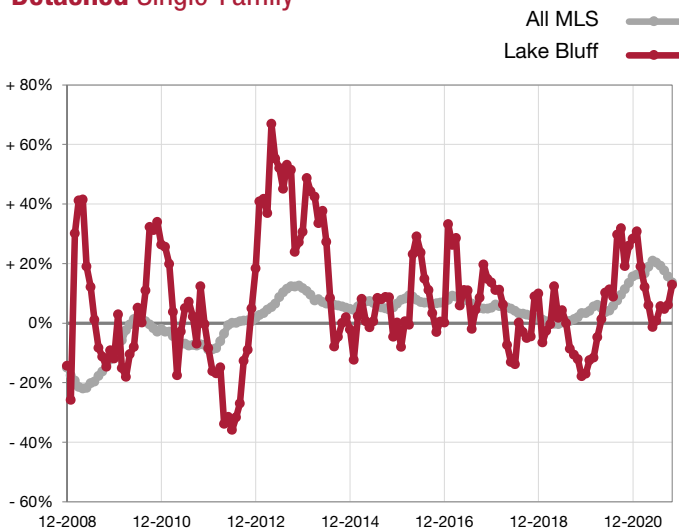
Attached Single-Family

	October			Trailing 12 Months		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	6	7	+ 16.7%	48	88	+ 83.3%
Under Contract (includes Contingent and Pending)	4	7	+ 75.0%	39	64	+ 64.1%
Closed Sales	1	7	+ 600.0%	39	58	+ 48.7%
Median Sales Price*	\$540,000	\$176,000	- 67.4%	\$205,000	\$218,250	+ 6.5%
Average Sales Price*	\$540,000	\$182,500	- 66.2%	\$254,382	\$219,432	- 13.7%
Percent of Original List Price Received*	94.8%	94.6%	- 0.2%	93.8%	97.1%	+ 3.5%
Average Market Time	18	44	+ 144.4%	91	44	- 51.6%
Inventory of Homes for Sale at Month End	6	6	0.0%	--	--	--

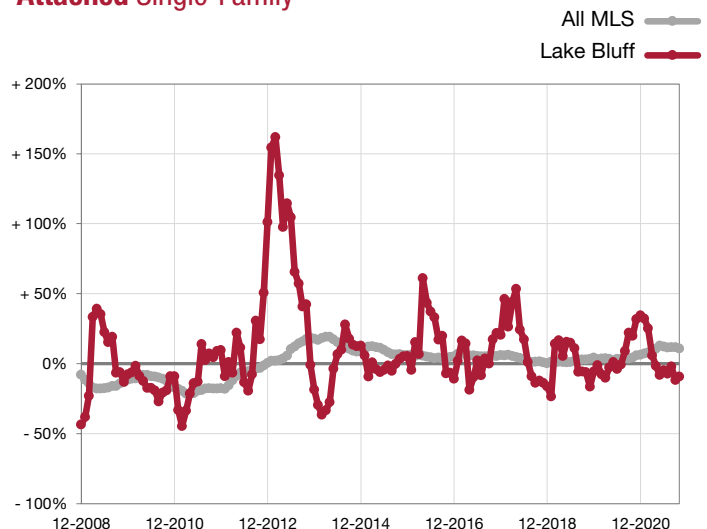
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Lake Forest

Local Market Update / October 2021

- 33.8%

- 53.8%

- 45.5%

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		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	62	45	- 27.4%	702	637	- 9.3%
Under Contract (includes Contingent and Pending)	37	33	- 10.8%	449	445	- 0.9%
Closed Sales	62	27	- 56.5%	420	455	+ 8.3%
Median Sales Price*	\$851,000	\$895,000	+ 5.2%	\$779,000	\$880,000	+ 13.0%
Average Sales Price*	\$1,082,482	\$1,130,333	+ 4.4%	\$980,179	\$1,116,483	+ 13.9%
Percent of Original List Price Received*	92.4%	95.2%	+ 3.0%	89.9%	94.5%	+ 5.1%
Average Market Time	125	35	- 72.0%	213	126	- 40.8%
Inventory of Homes for Sale at Month End	190	114	- 40.0%	--	--	--

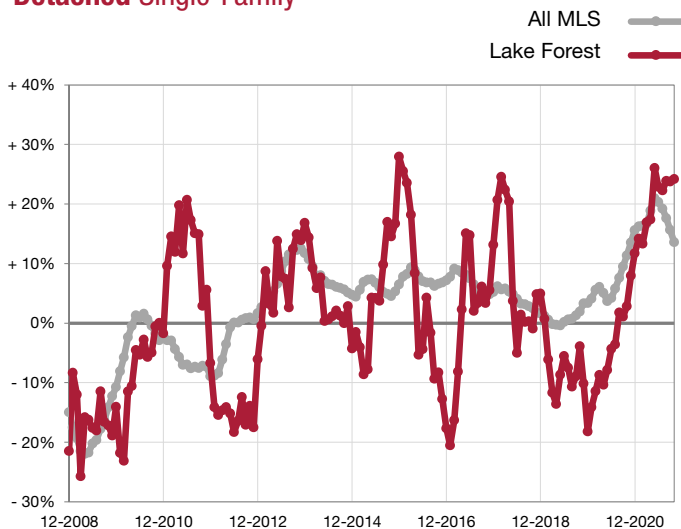
Attached Single-Family

	October			Trailing 12 Months		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	15	6	- 60.0%	134	126	- 6.0%
Under Contract (includes Contingent and Pending)	12	11	- 8.3%	91	116	+ 27.5%
Closed Sales	18	10	- 44.4%	75	120	+ 60.0%
Median Sales Price*	\$516,250	\$443,500	- 14.1%	\$548,000	\$517,500	- 5.6%
Average Sales Price*	\$531,903	\$490,240	- 7.8%	\$571,023	\$548,579	- 3.9%
Percent of Original List Price Received*	93.9%	94.9%	+ 1.1%	93.1%	95.3%	+ 2.4%
Average Market Time	186	55	- 70.4%	182	110	- 39.6%
Inventory of Homes for Sale at Month End	32	7	- 78.1%	--	--	--

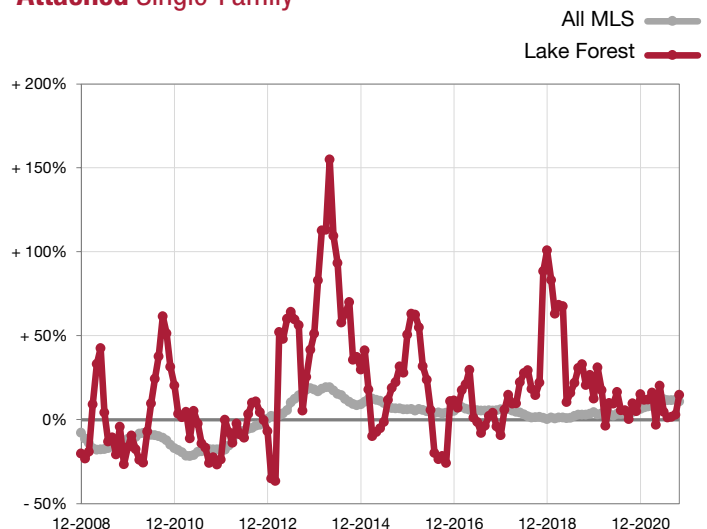
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Libertyville

Local Market Update / October 2021

- 42.0% **- 30.8%** **- 50.3%**

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		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	73	39	- 46.6%	875	791	- 9.6%
Under Contract (includes Contingent and Pending)	35	36	+ 2.9%	451	535	+ 18.6%
Closed Sales	51	38	- 25.5%	433	546	+ 26.1%
Median Sales Price*	\$460,000	\$531,250	+ 15.5%	\$460,000	\$498,250	+ 8.3%
Average Sales Price*	\$503,941	\$585,835	+ 16.3%	\$503,151	\$556,380	+ 10.6%
Percent of Original List Price Received*	94.7%	96.3%	+ 1.7%	94.5%	97.1%	+ 2.8%
Average Market Time	115	39	- 66.1%	133	74	- 44.4%
Inventory of Homes for Sale at Month End	148	75	- 49.3%	--	--	--

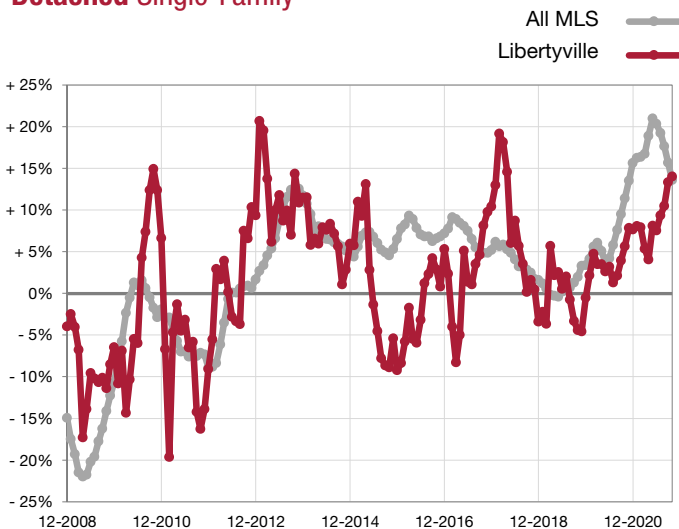
Attached Single-Family

	October			Trailing 12 Months		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	15	12	- 20.0%	166	169	+ 1.8%
Under Contract (includes Contingent and Pending)	11	9	- 18.2%	94	136	+ 44.7%
Closed Sales	14	7	- 50.0%	90	136	+ 51.1%
Median Sales Price*	\$306,250	\$265,000	- 13.5%	\$276,750	\$255,000	- 7.9%
Average Sales Price*	\$297,929	\$252,357	- 15.3%	\$294,620	\$282,661	- 4.1%
Percent of Original List Price Received*	97.4%	93.5%	- 4.0%	94.8%	95.4%	+ 0.6%
Average Market Time	69	34	- 50.7%	71	69	- 2.8%
Inventory of Homes for Sale at Month End	31	14	- 54.8%	--	--	--

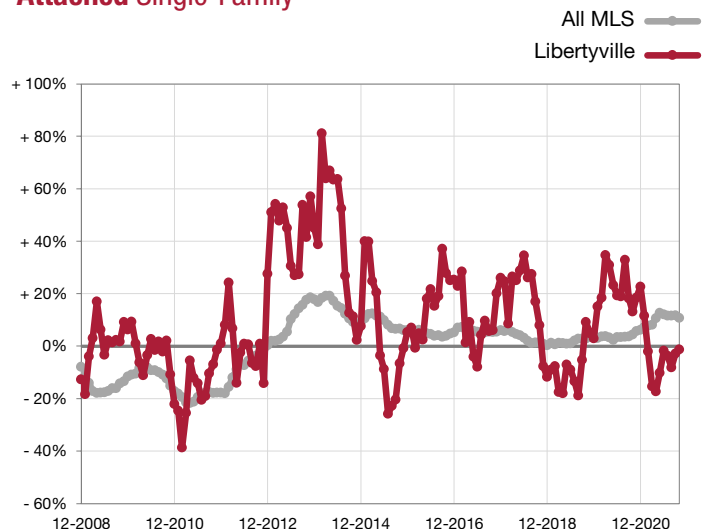
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Detached Single-Family



Attached Single-Family



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Lincolnshire

Local Market Update / October 2021

- 8.0%

- 16.7%

- 54.7%

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		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	18	16	- 11.1%	200	249	+ 24.5%
Under Contract (includes Contingent and Pending)	11	14	+ 27.3%	98	162	+ 65.3%
Closed Sales	8	8	0.0%	95	154	+ 62.1%
Median Sales Price*	\$619,000	\$646,000	+ 4.4%	\$510,000	\$575,000	+ 12.7%
Average Sales Price*	\$638,363	\$603,363	- 5.5%	\$557,948	\$635,803	+ 14.0%
Percent of Original List Price Received*	96.1%	97.8%	+ 1.8%	92.7%	97.2%	+ 4.9%
Average Market Time	94	35	- 62.8%	152	53	- 65.1%
Inventory of Homes for Sale at Month End	44	21	- 52.3%	--	--	--

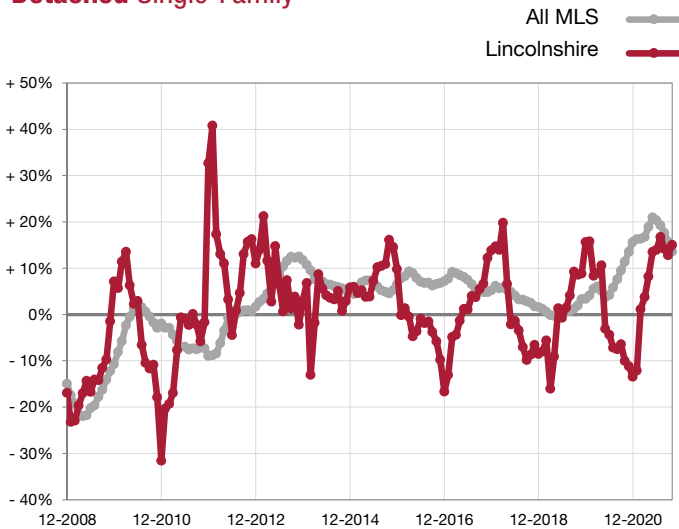
Attached Single-Family

	October			Trailing 12 Months		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	7	7	0.0%	113	97	- 14.2%
Under Contract (includes Contingent and Pending)	5	4	- 20.0%	71	72	+ 1.4%
Closed Sales	10	7	- 30.0%	59	77	+ 30.5%
Median Sales Price*	\$355,875	\$335,000	- 5.9%	\$355,000	\$399,000	+ 12.4%
Average Sales Price*	\$366,265	\$406,741	+ 11.1%	\$373,309	\$416,621	+ 11.6%
Percent of Original List Price Received*	93.3%	98.6%	+ 5.7%	92.0%	97.0%	+ 5.4%
Average Market Time	105	28	- 73.3%	129	81	- 37.2%
Inventory of Homes for Sale at Month End	20	8	- 60.0%	--	--	--

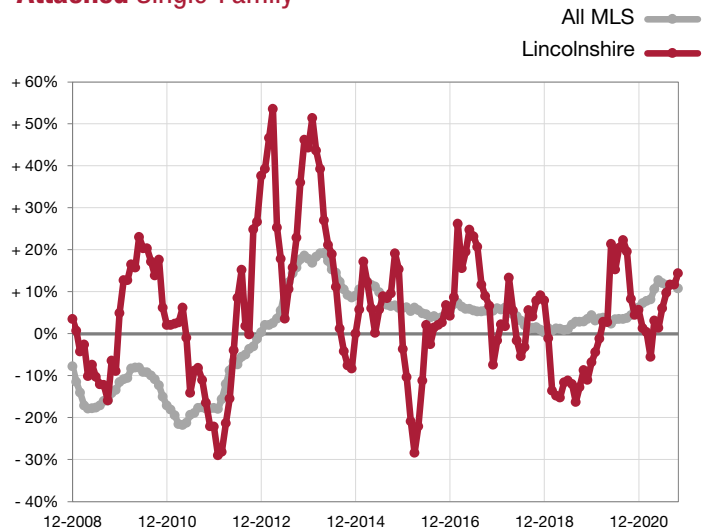
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Lincolnwood

Local Market Update / October 2021

- 62.5% **+ 33.3%** **- 29.1%**

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		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	26	10	- 61.5%	299	275	- 8.0%
Under Contract (includes Contingent and Pending)	14	11	- 21.4%	143	160	+ 11.9%
Closed Sales	17	21	+ 23.5%	122	177	+ 45.1%
Median Sales Price*	\$497,500	\$439,000	- 11.8%	\$430,950	\$450,000	+ 4.4%
Average Sales Price*	\$569,529	\$516,010	- 9.4%	\$508,686	\$527,506	+ 3.7%
Percent of Original List Price Received*	96.7%	95.9%	- 0.8%	94.7%	96.3%	+ 1.7%
Average Market Time	60	48	- 20.0%	102	81	- 20.6%
Inventory of Homes for Sale at Month End	45	31	- 31.1%	--	--	--

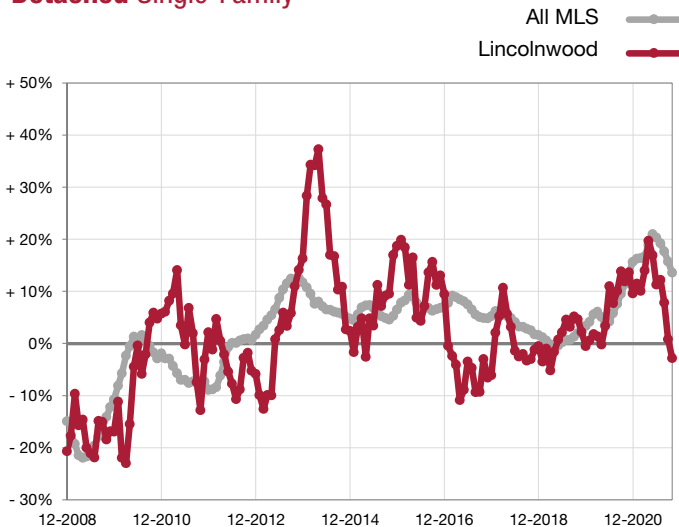
Attached Single-Family

	October			Trailing 12 Months		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	6	2	- 66.7%	52	58	+ 11.5%
Under Contract (includes Contingent and Pending)	2	2	0.0%	29	31	+ 6.9%
Closed Sales	1	3	+ 200.0%	27	34	+ 25.9%
Median Sales Price*	\$273,000	\$311,500	+ 14.1%	\$207,000	\$271,000	+ 30.9%
Average Sales Price*	\$273,000	\$305,167	+ 11.8%	\$228,185	\$293,806	+ 28.8%
Percent of Original List Price Received*	97.8%	98.5%	+ 0.7%	92.3%	96.1%	+ 4.1%
Average Market Time	6	15	+ 150.0%	88	55	- 37.5%
Inventory of Homes for Sale at Month End	10	8	- 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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Morton Grove

Local Market Update / October 2021

- 31.9%

Change in
New Listings
All Properties

- 6.3%

Change in
Closed Sales
All Properties

- 41.2%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	October			Trailing 12 Months		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	46	38	- 17.4%	494	457	- 7.5%
Under Contract (includes Contingent and Pending)	27	27	0.0%	305	310	+ 1.6%
Closed Sales	35	25	- 28.6%	286	314	+ 9.8%
Median Sales Price*	\$350,000	\$377,000	+ 7.7%	\$340,000	\$370,000	+ 8.8%
Average Sales Price*	\$358,829	\$380,767	+ 6.1%	\$354,458	\$388,948	+ 9.7%
Percent of Original List Price Received*	94.6%	98.2%	+ 3.8%	95.2%	98.0%	+ 2.9%
Average Market Time	46	39	- 15.2%	83	47	- 43.4%
Inventory of Homes for Sale at Month End	74	49	- 33.8%	--	--	--

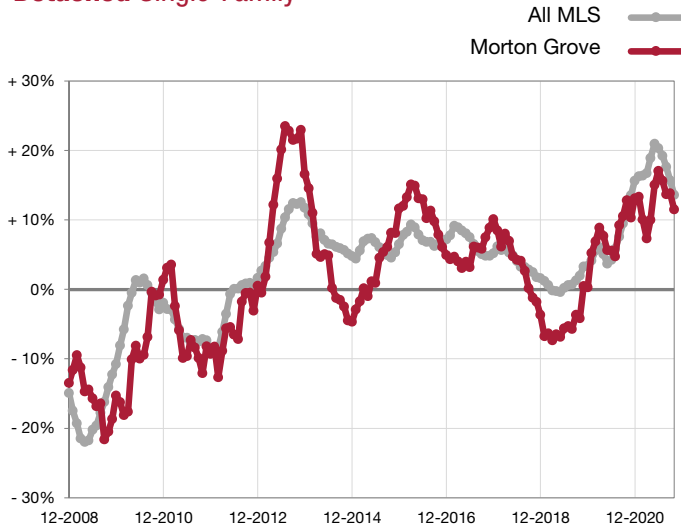
Attached Single-Family

	October			Trailing 12 Months		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	23	9	- 60.9%	161	203	+ 26.1%
Under Contract (includes Contingent and Pending)	10	9	- 10.0%	92	140	+ 52.2%
Closed Sales	13	20	+ 53.8%	90	145	+ 61.1%
Median Sales Price*	\$244,000	\$259,250	+ 6.3%	\$220,000	\$252,000	+ 14.5%
Average Sales Price*	\$266,577	\$248,475	- 6.8%	\$239,631	\$268,171	+ 11.9%
Percent of Original List Price Received*	97.1%	95.2%	- 2.0%	95.3%	96.2%	+ 0.9%
Average Market Time	58	67	+ 15.5%	89	64	- 28.1%
Inventory of Homes for Sale at Month End	40	18	- 55.0%	--	--	--

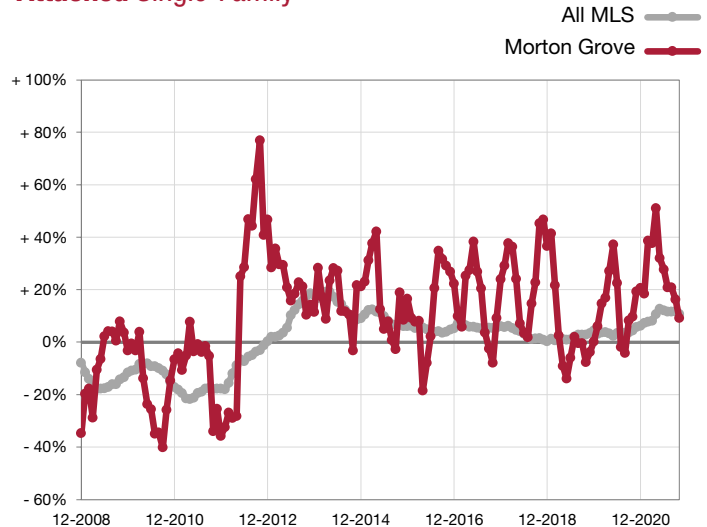
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Niles

Local Market Update / October 2021

+ 10.9%

- 9.5%

- 5.6%

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		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	32	38	+ 18.8%	443	430	- 2.9%
Under Contract (includes Contingent and Pending)	20	27	+ 35.0%	279	283	+ 1.4%
Closed Sales	25	24	- 4.0%	272	277	+ 1.8%
Median Sales Price*	\$335,000	\$375,000	+ 11.9%	\$325,000	\$365,000	+ 12.3%
Average Sales Price*	\$343,060	\$380,746	+ 11.0%	\$336,095	\$383,543	+ 14.1%
Percent of Original List Price Received*	95.4%	95.4%	0.0%	95.0%	97.6%	+ 2.7%
Average Market Time	67	36	- 46.3%	90	48	- 46.7%
Inventory of Homes for Sale at Month End	52	51	- 1.9%	--	--	--

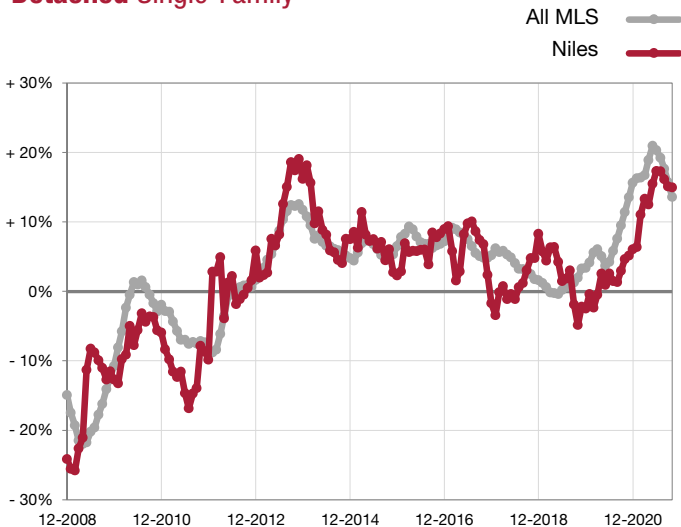
Attached Single-Family

	October			Trailing 12 Months		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	23	23	0.0%	267	245	- 8.2%
Under Contract (includes Contingent and Pending)	20	17	- 15.0%	156	166	+ 6.4%
Closed Sales	17	14	- 17.6%	144	172	+ 19.4%
Median Sales Price*	\$212,000	\$238,125	+ 12.3%	\$225,000	\$212,000	- 5.8%
Average Sales Price*	\$212,341	\$234,839	+ 10.6%	\$210,971	\$206,523	- 2.1%
Percent of Original List Price Received*	95.6%	94.6%	- 1.0%	95.3%	95.4%	+ 0.1%
Average Market Time	81	71	- 12.3%	69	56	- 18.8%
Inventory of Homes for Sale at Month End	37	33	- 10.8%	--	--	--

* 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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Northbrook

Local Market Update / October 2021

- 35.4%

- 22.2%

- 51.2%

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		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	88	48	- 45.5%	929	841	- 9.5%
Under Contract (includes Contingent and Pending)	47	42	- 10.6%	470	590	+ 25.5%
Closed Sales	47	35	- 25.5%	444	598	+ 34.7%
Median Sales Price*	\$565,000	\$555,000	- 1.8%	\$552,000	\$615,000	+ 11.4%
Average Sales Price*	\$664,629	\$685,935	+ 3.2%	\$624,590	\$697,371	+ 11.7%
Percent of Original List Price Received*	95.9%	96.9%	+ 1.0%	93.8%	96.3%	+ 2.7%
Average Market Time	96	70	- 27.1%	118	81	- 31.4%
Inventory of Homes for Sale at Month End	186	85	- 54.3%	--	--	--

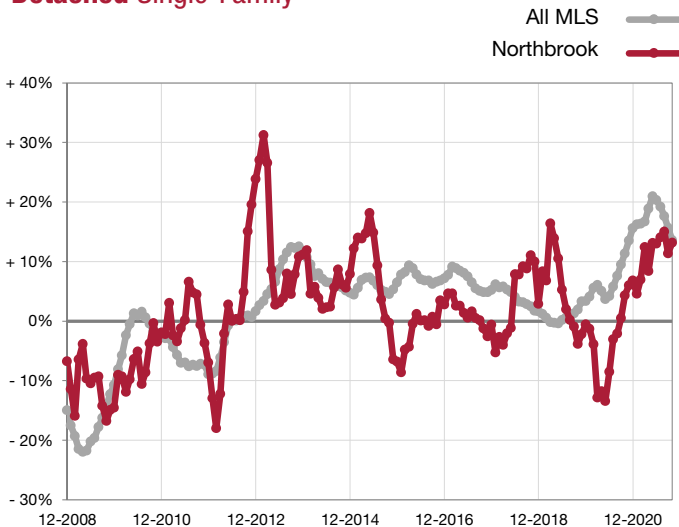
Attached Single-Family

	October			Trailing 12 Months		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	39	34	- 12.8%	487	497	+ 2.1%
Under Contract (includes Contingent and Pending)	25	30	+ 20.0%	269	387	+ 43.9%
Closed Sales	34	28	- 17.6%	255	365	+ 43.1%
Median Sales Price*	\$335,500	\$320,000	- 4.6%	\$300,000	\$322,750	+ 7.6%
Average Sales Price*	\$344,740	\$336,228	- 2.5%	\$319,118	\$344,525	+ 8.0%
Percent of Original List Price Received*	95.0%	95.8%	+ 0.8%	93.3%	96.0%	+ 2.9%
Average Market Time	75	93	+ 24.0%	111	75	- 32.4%
Inventory of Homes for Sale at Month End	107	58	- 45.8%	--	--	--

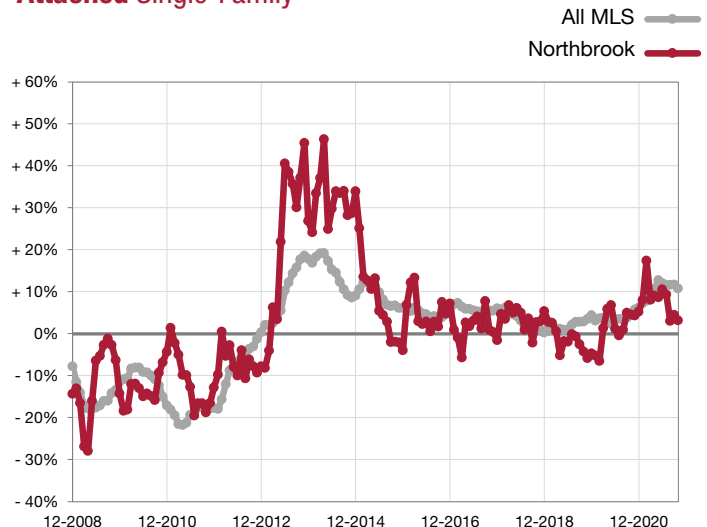
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Northfield

Local Market Update / October 2021

- 6.3%

- 42.9%

- 57.1%

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		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	12	13	+ 8.3%	187	151	- 19.3%
Under Contract (includes Contingent and Pending)	12	2	- 83.3%	98	109	+ 11.2%
Closed Sales	11	8	- 27.3%	91	116	+ 27.5%
Median Sales Price*	\$875,000	\$807,500	- 7.7%	\$685,000	\$832,500	+ 21.5%
Average Sales Price*	\$811,261	\$858,750	+ 5.9%	\$797,662	\$1,019,916	+ 27.9%
Percent of Original List Price Received*	94.8%	97.1%	+ 2.4%	92.8%	96.6%	+ 4.1%
Average Market Time	111	20	- 82.0%	146	76	- 47.9%
Inventory of Homes for Sale at Month End	45	17	- 62.2%	--	--	--

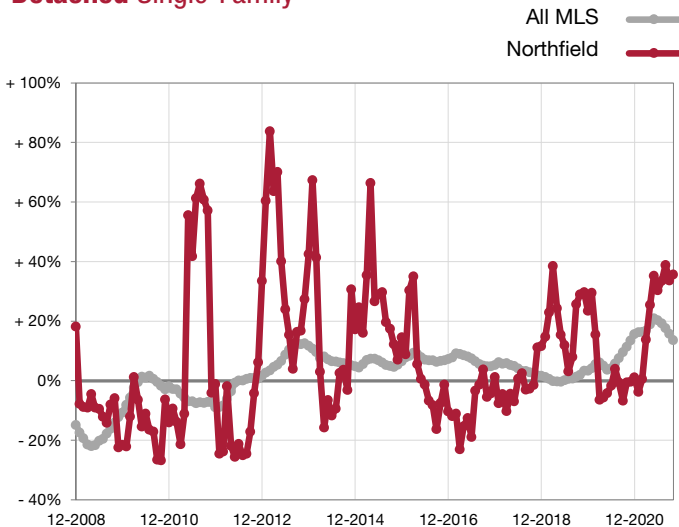
Attached Single-Family

	October			Trailing 12 Months		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	4	2	- 50.0%	48	69	+ 43.8%
Under Contract (includes Contingent and Pending)	1	1	0.0%	37	43	+ 16.2%
Closed Sales	3	0	- 100.0%	33	45	+ 36.4%
Median Sales Price*	\$227,500	\$0	- 100.0%	\$228,000	\$337,500	+ 48.0%
Average Sales Price*	\$305,833	\$0	- 100.0%	\$278,598	\$391,765	+ 40.6%
Percent of Original List Price Received*	92.0%	0.0%	- 100.0%	94.0%	96.4%	+ 2.6%
Average Market Time	232	0	- 100.0%	111	68	- 38.7%
Inventory of Homes for Sale at Month End	11	7	- 36.4%	--	--	--

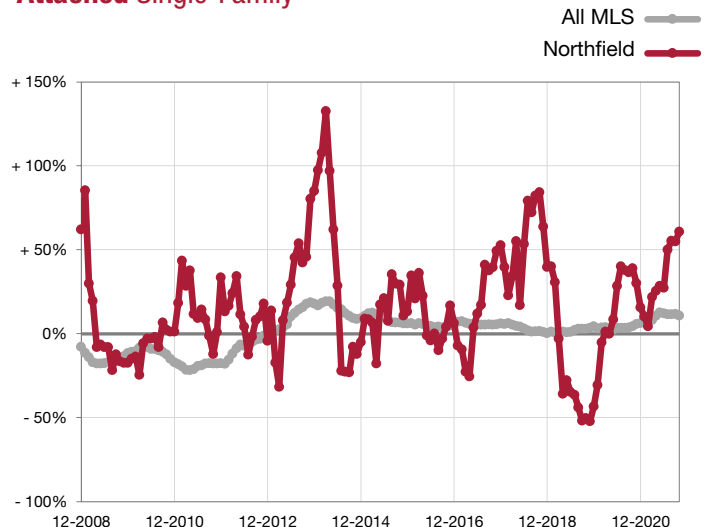
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Skokie

Local Market Update / October 2021

+ 1.6%

- 12.3%

- 16.1%

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		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	78	76	- 2.6%	751	830	+ 10.5%
Under Contract (includes Contingent and Pending)	47	50	+ 6.4%	444	555	+ 25.0%
Closed Sales	45	46	+ 2.2%	428	553	+ 29.2%
Median Sales Price*	\$355,000	\$380,000	+ 7.0%	\$348,250	\$385,000	+ 10.6%
Average Sales Price*	\$386,584	\$426,640	+ 10.4%	\$374,298	\$413,334	+ 10.4%
Percent of Original List Price Received*	97.5%	97.3%	- 0.2%	95.6%	98.1%	+ 2.6%
Average Market Time	40	45	+ 12.5%	81	46	- 43.2%
Inventory of Homes for Sale at Month End	95	81	- 14.7%	--	--	--

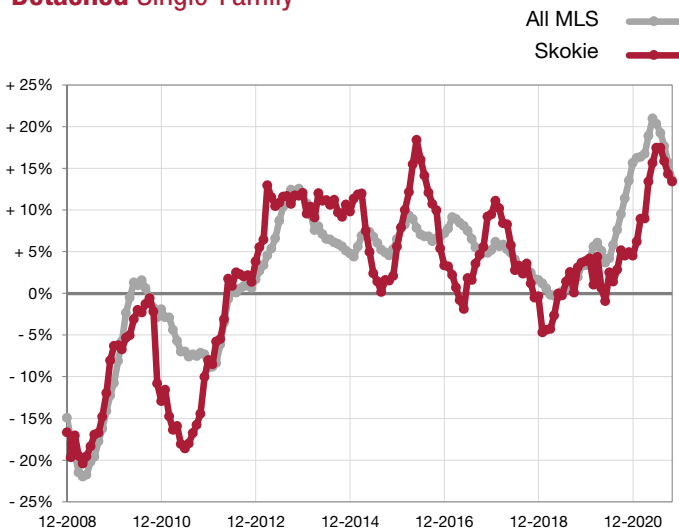
Attached Single-Family

	October			Trailing 12 Months		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	45	49	+ 8.9%	502	591	+ 17.7%
Under Contract (includes Contingent and Pending)	22	33	+ 50.0%	262	347	+ 32.4%
Closed Sales	36	25	- 30.6%	252	332	+ 31.7%
Median Sales Price*	\$208,500	\$250,000	+ 19.9%	\$204,000	\$210,000	+ 2.9%
Average Sales Price*	\$236,740	\$257,080	+ 8.6%	\$215,991	\$219,772	+ 1.8%
Percent of Original List Price Received*	96.1%	95.9%	- 0.2%	95.3%	96.2%	+ 0.9%
Average Market Time	68	55	- 19.1%	88	66	- 25.0%
Inventory of Homes for Sale at Month End	110	91	- 17.3%	--	--	--

* 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



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Wilmette

Local Market Update / October 2021

- 30.2%

- 44.4%

- 59.5%

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		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	50	35	- 30.0%	695	657	- 5.5%
Under Contract (includes Contingent and Pending)	36	30	- 16.7%	429	477	+ 11.2%
Closed Sales	48	26	- 45.8%	389	500	+ 28.5%
Median Sales Price*	\$830,000	\$736,500	- 11.3%	\$780,000	\$850,000	+ 9.0%
Average Sales Price*	\$955,550	\$901,615	- 5.6%	\$907,603	\$946,643	+ 4.3%
Percent of Original List Price Received*	94.3%	97.3%	+ 3.2%	94.6%	97.3%	+ 2.9%
Average Market Time	67	41	- 38.8%	94	54	- 42.6%
Inventory of Homes for Sale at Month End	101	44	- 56.4%	--	--	--

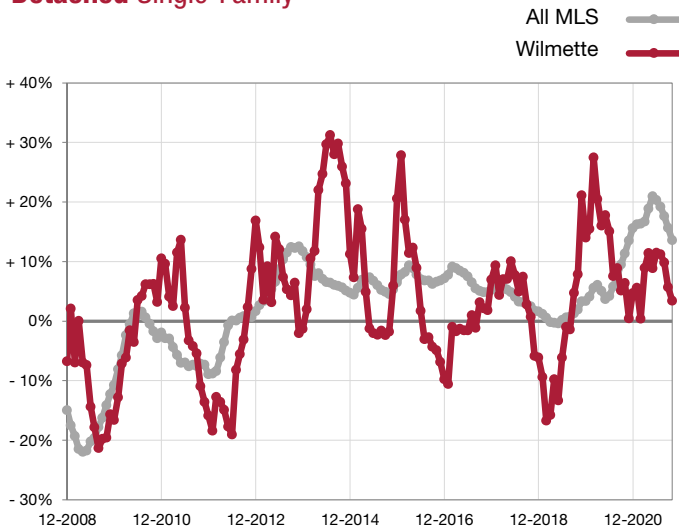
Attached Single-Family

	October			Trailing 12 Months		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	13	9	- 30.8%	177	160	- 9.6%
Under Contract (includes Contingent and Pending)	14	9	- 35.7%	106	136	+ 28.3%
Closed Sales	15	9	- 40.0%	96	144	+ 50.0%
Median Sales Price*	\$395,000	\$435,000	+ 10.1%	\$336,000	\$356,250	+ 6.0%
Average Sales Price*	\$406,483	\$421,333	+ 3.7%	\$370,099	\$410,946	+ 11.0%
Percent of Original List Price Received*	92.7%	95.0%	+ 2.5%	94.0%	95.0%	+ 1.1%
Average Market Time	91	148	+ 62.6%	110	95	- 13.6%
Inventory of Homes for Sale at Month End	47	16	- 66.0%	--	--	--

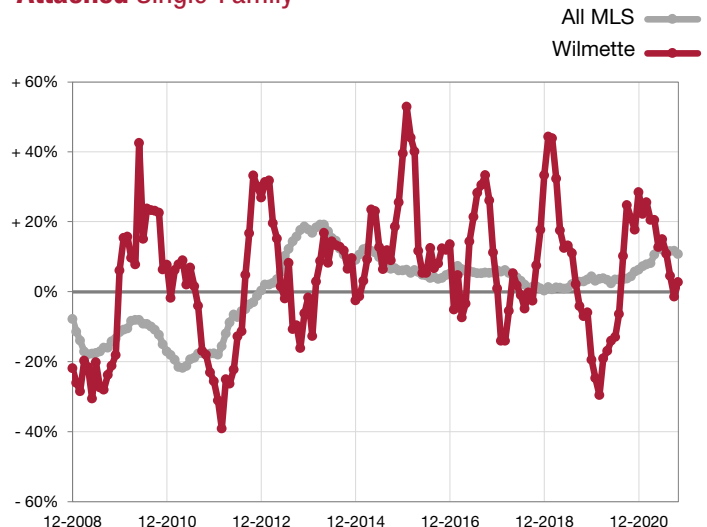
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Winnetka

Local Market Update / October 2021

- 45.5%

- 56.4%

- 55.1%

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		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	42	21	- 50.0%	518	427	- 17.6%
Under Contract (includes Contingent and Pending)	26	19	- 26.9%	296	331	+ 11.8%
Closed Sales	35	16	- 54.3%	279	346	+ 24.0%
Median Sales Price*	\$1,035,000	\$1,031,500	- 0.3%	\$1,080,000	\$1,295,750	+ 20.0%
Average Sales Price*	\$1,534,686	\$1,250,749	- 18.5%	\$1,341,354	\$1,491,210	+ 11.2%
Percent of Original List Price Received*	96.1%	101.2%	+ 5.3%	93.5%	97.5%	+ 4.3%
Average Market Time	67	67	0.0%	128	85	- 33.6%
Inventory of Homes for Sale at Month End	95	42	- 55.8%	--	--	--

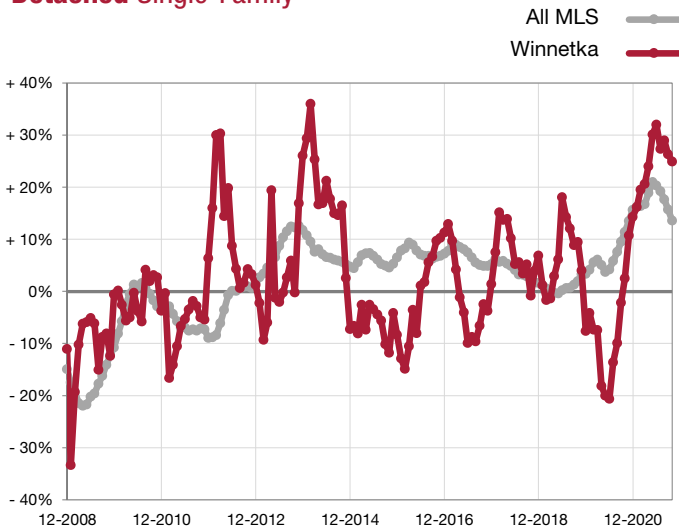
Attached Single-Family

	October			Trailing 12 Months		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
New Listings	2	3	+ 50.0%	45	41	- 8.9%
Under Contract (includes Contingent and Pending)	2	1	- 50.0%	23	37	+ 60.9%
Closed Sales	4	1	- 75.0%	26	38	+ 46.2%
Median Sales Price*	\$240,000	\$525,000	+ 118.8%	\$399,975	\$393,000	- 1.7%
Average Sales Price*	\$380,000	\$525,000	+ 38.2%	\$432,848	\$408,037	- 5.7%
Percent of Original List Price Received*	94.9%	89.7%	- 5.5%	94.7%	93.4%	- 1.4%
Average Market Time	86	31	- 64.0%	74	112	+ 51.4%
Inventory of Homes for Sale at Month End	12	6	- 50.0%	--	--	--

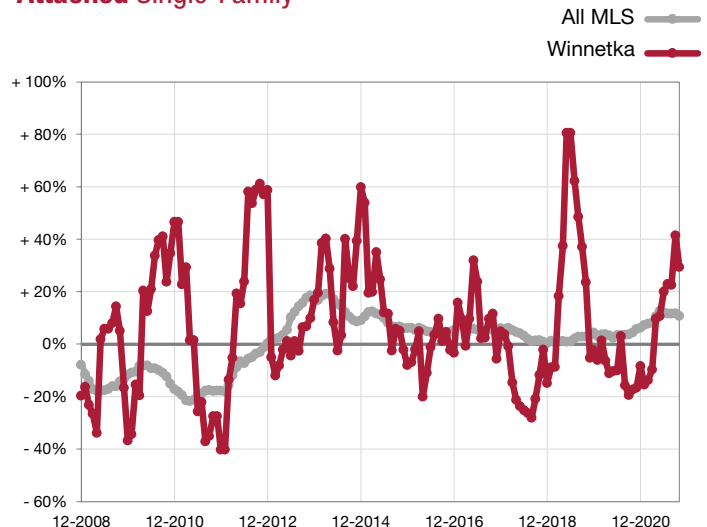
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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