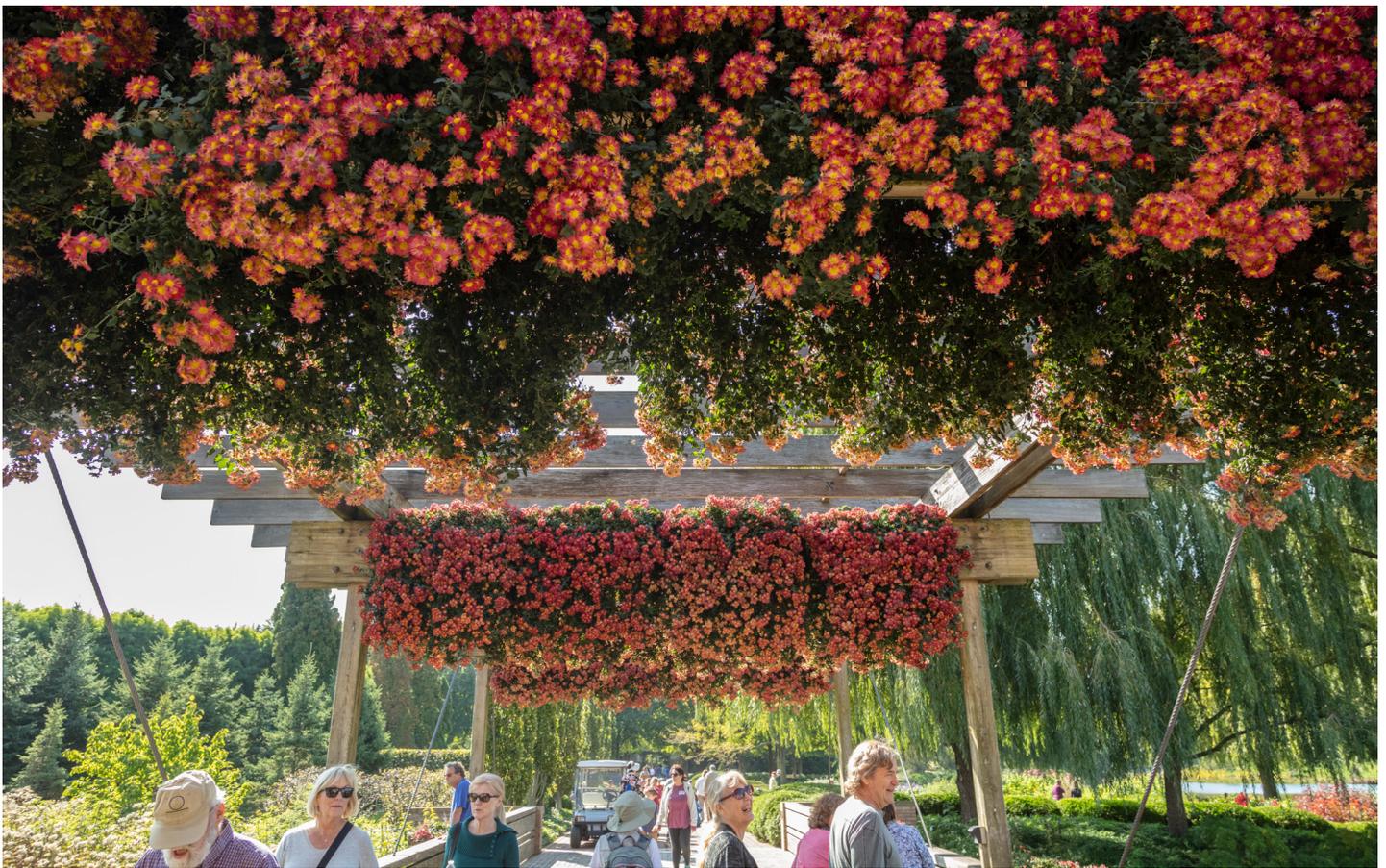


NORTH SHORE

NEIGHBORHOOD MARKET REPORT

Insight, trends and outlook on your local real estate market

UPDATED OCTOBER 16, 2020



Barrington

Local Market Update / September 2020

- 11.4%

+ 98.2%

- 41.8%

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

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	146	117	- 19.9%	1,582	1,455	- 8.0%
Under Contract (includes Contingent and Pending)	45	85	+ 88.9%	555	828	+ 49.2%
Closed Sales	42	89	+ 111.9%	531	768	+ 44.6%
Median Sales Price*	\$446,500	\$535,000	+ 19.8%	\$500,000	\$500,000	0.0%
Average Sales Price*	\$499,329	\$611,143	+ 22.4%	\$562,892	\$549,485	- 2.4%
Percent of Original List Price Received*	90.9%	93.8%	+ 3.2%	91.8%	92.4%	+ 0.7%
Average Market Time	165	150	- 9.1%	187	180	- 3.7%
Inventory of Homes for Sale at Month End	573	316	- 44.9%	--	--	--

Attached Single-Family

September

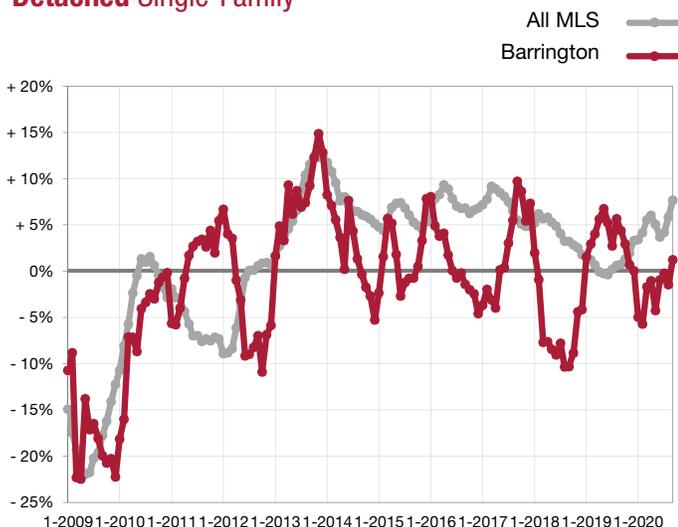
Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	21	31	+ 47.6%	254	273	+ 7.5%
Under Contract (includes Contingent and Pending)	11	20	+ 81.8%	122	151	+ 23.8%
Closed Sales	13	20	+ 53.8%	111	135	+ 21.6%
Median Sales Price*	\$246,000	\$271,000	+ 10.2%	\$260,000	\$288,000	+ 10.8%
Average Sales Price*	\$278,877	\$288,350	+ 3.4%	\$280,687	\$296,852	+ 5.8%
Percent of Original List Price Received*	94.0%	95.3%	+ 1.4%	94.0%	93.5%	- 0.5%
Average Market Time	137	72	- 47.4%	107	109	+ 1.9%
Inventory of Homes for Sale at Month End	70	58	- 17.1%	--	--	--

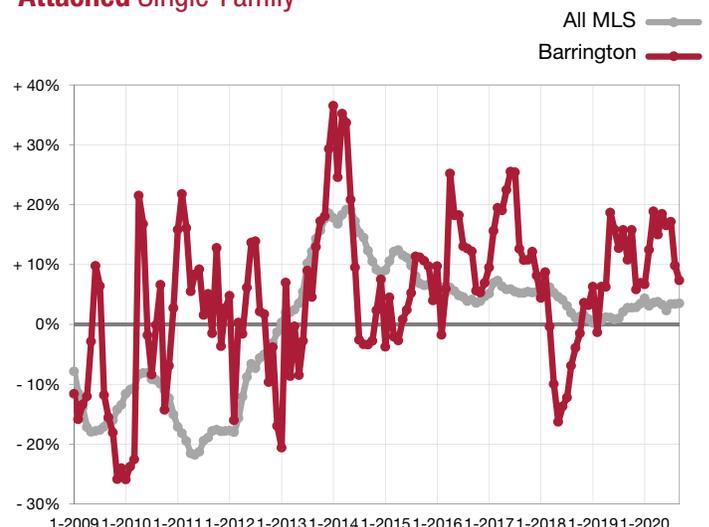
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Detached Single-Family



Attached Single-Family



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+ 24.1% **+ 60.9%** **- 35.1%**

Deerfield

Local Market Update / September 2020

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

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	39	52	+ 33.3%	578	475	- 17.8%
Under Contract (includes Contingent and Pending)	10	38	+ 280.0%	252	274	+ 8.7%
Closed Sales	14	28	+ 100.0%	263	235	- 10.6%
Median Sales Price*	\$355,500	\$531,250	+ 49.4%	\$495,000	\$475,000	- 4.0%
Average Sales Price*	\$373,417	\$593,313	+ 58.9%	\$531,119	\$537,422	+ 1.2%
Percent of Original List Price Received*	90.1%	95.7%	+ 6.2%	92.7%	93.5%	+ 0.9%
Average Market Time	120	86	- 28.3%	121	125	+ 3.3%
Inventory of Homes for Sale at Month End	135	84	- 37.8%	--	--	--

Attached Single-Family

September

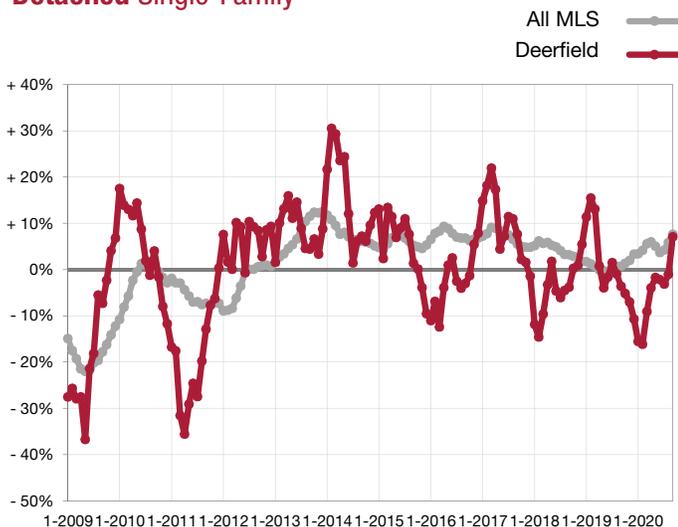
Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	15	15	0.0%	167	158	- 5.4%
Under Contract (includes Contingent and Pending)	8	10	+ 25.0%	101	100	- 1.0%
Closed Sales	9	9	0.0%	99	93	- 6.1%
Median Sales Price*	\$255,000	\$273,000	+ 7.1%	\$250,000	\$265,000	+ 6.0%
Average Sales Price*	\$232,511	\$238,944	+ 2.8%	\$257,434	\$264,314	+ 2.7%
Percent of Original List Price Received*	91.7%	95.8%	+ 4.5%	94.3%	94.7%	+ 0.4%
Average Market Time	50	59	+ 18.0%	56	74	+ 32.1%
Inventory of Homes for Sale at Month End	33	25	- 24.2%	--	--	--

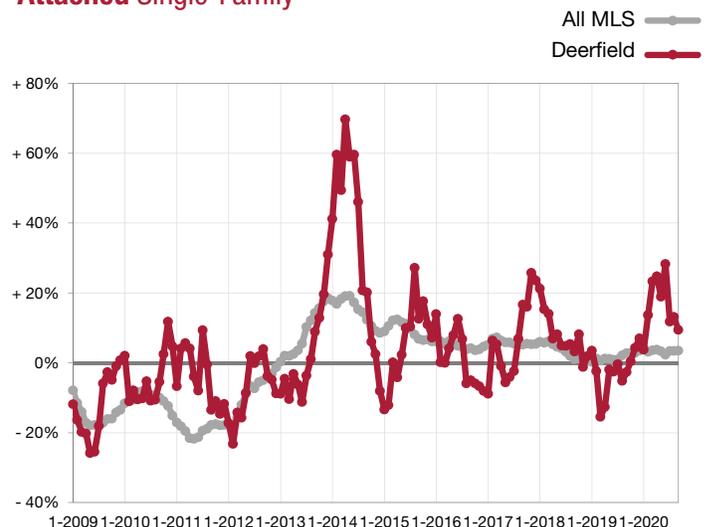
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Evanston

Local Market Update / September 2020

- 14.1%

+ 59.7%

- 34.2%

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

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	104	70	- 32.7%	890	765	- 14.0%
Under Contract (includes Contingent and Pending)	32	41	+ 28.1%	415	514	+ 23.9%
Closed Sales	17	40	+ 135.3%	407	500	+ 22.9%
Median Sales Price*	\$375,000	\$567,750	+ 51.4%	\$515,000	\$570,000	+ 10.7%
Average Sales Price*	\$418,106	\$659,763	+ 57.8%	\$602,097	\$640,157	+ 6.3%
Percent of Original List Price Received*	97.0%	95.1%	- 2.0%	95.0%	94.4%	- 0.6%
Average Market Time	39	133	+ 241.0%	69	106	+ 53.6%
Inventory of Homes for Sale at Month End	217	95	- 56.2%	--	--	--

Attached Single-Family

September

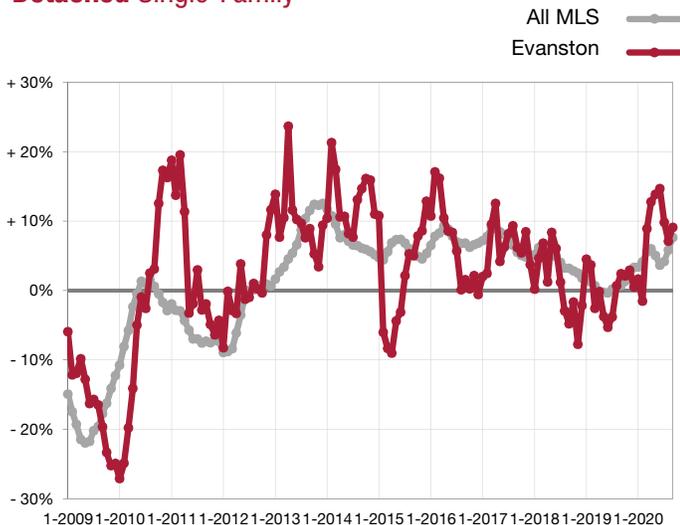
Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	102	107	+ 4.9%	1,040	931	- 10.5%
Under Contract (includes Contingent and Pending)	45	57	+ 26.7%	591	534	- 9.6%
Closed Sales	45	59	+ 31.1%	574	513	- 10.6%
Median Sales Price*	\$205,000	\$295,000	+ 43.9%	\$241,000	\$260,000	+ 7.9%
Average Sales Price*	\$232,021	\$328,664	+ 41.7%	\$288,935	\$294,847	+ 2.0%
Percent of Original List Price Received*	93.7%	95.2%	+ 1.6%	95.3%	94.7%	- 0.6%
Average Market Time	73	103	+ 41.1%	68	91	+ 33.8%
Inventory of Homes for Sale at Month End	210	186	- 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



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Glencoe

Local Market Update / September 2020

- 13.8% **+ 155.6%** **- 40.0%**

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

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	28	21	- 25.0%	327	315	- 3.7%
Under Contract (includes Contingent and Pending)	5	15	+ 200.0%	161	188	+ 16.8%
Closed Sales	9	23	+ 155.6%	164	172	+ 4.9%
Median Sales Price*	\$1,067,000	\$1,070,000	+ 0.3%	\$863,750	\$930,000	+ 7.7%
Average Sales Price*	\$1,115,278	\$1,329,348	+ 19.2%	\$1,162,076	\$1,175,284	+ 1.1%
Percent of Original List Price Received*	92.0%	94.8%	+ 3.0%	91.0%	92.0%	+ 1.1%
Average Market Time	80	93	+ 16.3%	133	147	+ 10.5%
Inventory of Homes for Sale at Month End	80	47	- 41.3%	--	--	--

Attached Single-Family

September

Trailing 12 Months

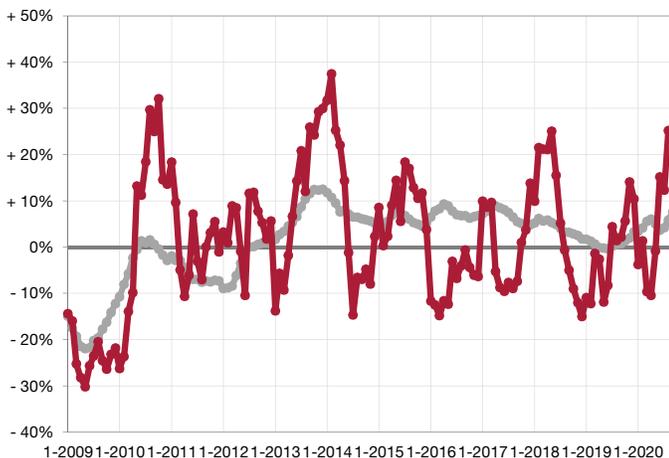
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	1	4	+ 300.0%	15	17	+ 13.3%
Under Contract (includes Contingent and Pending)	1	1	0.0%	8	9	+ 12.5%
Closed Sales	0	0	--	6	10	+ 66.7%
Median Sales Price*	\$0	\$0	--	\$237,500	\$357,750	+ 50.6%
Average Sales Price*	\$0	\$0	--	\$309,597	\$360,700	+ 16.5%
Percent of Original List Price Received*	0.0%	0.0%	--	90.1%	92.9%	+ 3.1%
Average Market Time	0	0	--	65	166	+ 155.4%
Inventory of Homes for Sale at Month End	5	4	- 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)**

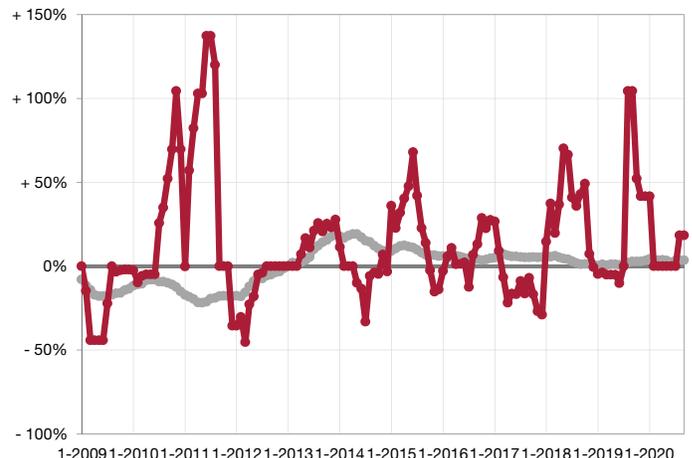
Detached Single-Family

All MLS —
Glencoe —



Attached Single-Family

All MLS —
Glencoe —



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Glenview

Local Market Update / September 2020

- 9.0%

+ 63.5%

- 36.7%

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

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	130	111	- 14.6%	1,345	1,165	- 13.4%
Under Contract (includes Contingent and Pending)	37	63	+ 70.3%	509	655	+ 28.7%
Closed Sales	41	66	+ 61.0%	513	600	+ 17.0%
Median Sales Price*	\$550,000	\$656,250	+ 19.3%	\$575,000	\$575,000	0.0%
Average Sales Price*	\$649,623	\$725,752	+ 11.7%	\$679,661	\$660,335	- 2.8%
Percent of Original List Price Received*	91.5%	95.1%	+ 3.9%	93.6%	94.2%	+ 0.6%
Average Market Time	97	113	+ 16.5%	118	131	+ 11.0%
Inventory of Homes for Sale at Month End	350	208	- 40.6%	--	--	--

Attached Single-Family

September

Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	48	51	+ 6.3%	620	585	- 5.6%
Under Contract (includes Contingent and Pending)	28	31	+ 10.7%	299	309	+ 3.3%
Closed Sales	22	37	+ 68.2%	290	298	+ 2.8%
Median Sales Price*	\$252,700	\$381,000	+ 50.8%	\$258,500	\$288,000	+ 11.4%
Average Sales Price*	\$295,445	\$368,916	+ 24.9%	\$309,787	\$320,432	+ 3.4%
Percent of Original List Price Received*	94.1%	95.2%	+ 1.2%	94.7%	94.6%	- 0.1%
Average Market Time	93	86	- 7.5%	71	86	+ 21.1%
Inventory of Homes for Sale at Month End	108	82	- 24.1%	--	--	--

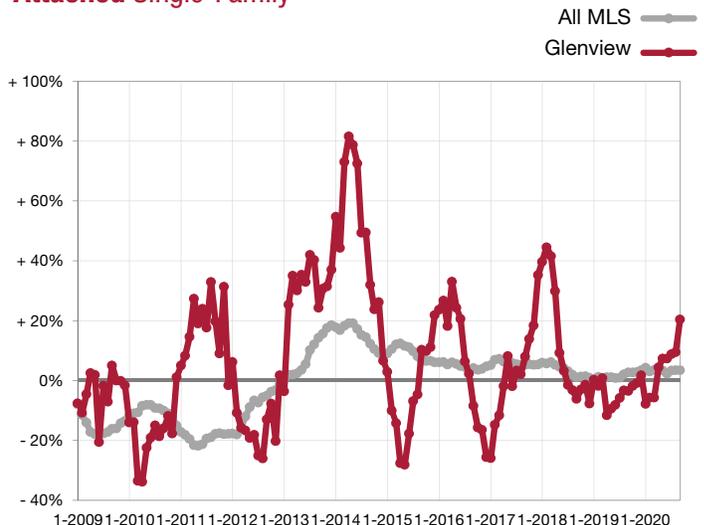
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Highland Park

Local Market Update / September 2020

+ 13.8% **+ 106.8%** **- 51.8%**

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

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	66	66	0.0%	950	837	- 11.9%
Under Contract (includes Contingent and Pending)	30	57	+ 90.0%	394	550	+ 39.6%
Closed Sales	33	72	+ 118.2%	388	498	+ 28.4%
Median Sales Price*	\$405,000	\$535,000	+ 32.1%	\$505,665	\$525,000	+ 3.8%
Average Sales Price*	\$543,001	\$630,183	+ 16.1%	\$584,861	\$597,446	+ 2.2%
Percent of Original List Price Received*	89.6%	94.5%	+ 5.5%	91.6%	91.8%	+ 0.2%
Average Market Time	101	89	- 11.9%	123	146	+ 18.7%
Inventory of Homes for Sale at Month End	320	137	- 57.2%	--	--	--

Attached Single-Family

September

Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	14	25	+ 78.6%	221	211	- 4.5%
Under Contract (includes Contingent and Pending)	9	12	+ 33.3%	112	129	+ 15.2%
Closed Sales	11	19	+ 72.7%	109	119	+ 9.2%
Median Sales Price*	\$260,000	\$367,500	+ 41.3%	\$316,500	\$295,000	- 6.8%
Average Sales Price*	\$297,127	\$483,395	+ 62.7%	\$342,925	\$341,461	- 0.4%
Percent of Original List Price Received*	91.5%	92.7%	+ 1.3%	89.5%	90.6%	+ 1.2%
Average Market Time	195	147	- 24.6%	153	142	- 7.2%
Inventory of Homes for Sale at Month End	72	52	- 27.8%	--	--	--

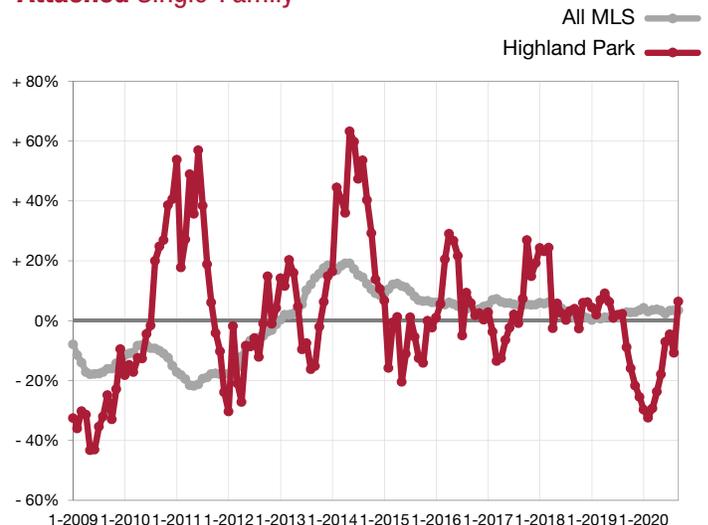
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Kenilworth

Local Market Update / September 2020

- 44.4% **+ 100.0%** **- 54.5%**

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

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	9	5	- 44.4%	135	118	- 12.6%
Under Contract (includes Contingent and Pending)	1	6	+ 500.0%	36	53	+ 47.2%
Closed Sales	5	10	+ 100.0%	35	47	+ 34.3%
Median Sales Price*	\$1,279,500	\$1,308,718	+ 2.3%	\$1,240,000	\$1,130,000	- 8.9%
Average Sales Price*	\$1,193,700	\$1,638,994	+ 37.3%	\$1,284,714	\$1,559,420	+ 21.4%
Percent of Original List Price Received*	92.2%	89.6%	- 2.8%	92.0%	90.2%	- 2.0%
Average Market Time	147	297	+ 102.0%	158	234	+ 48.1%
Inventory of Homes for Sale at Month End	44	20	- 54.5%	--	--	--

Attached Single-Family

September

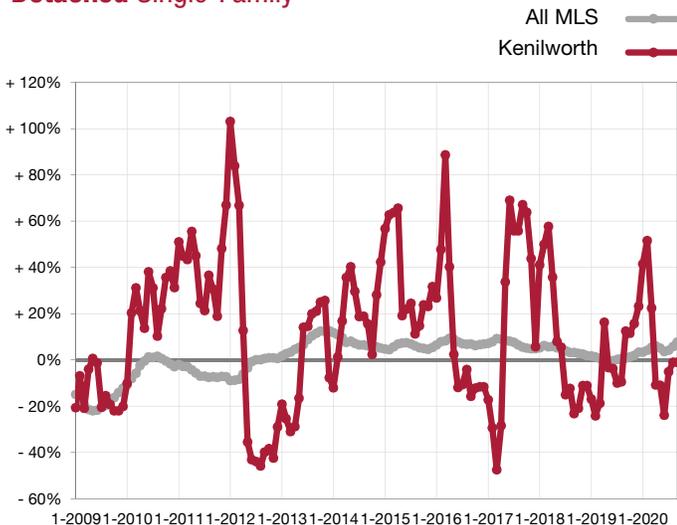
Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	0	0	--	1	0	- 100.0%
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	--	--	--	--

* 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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Lake Bluff

Local Market Update / September 2020

+ 16.0%

+ 66.7%

- 55.0%

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

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	20	26	+ 30.0%	294	222	- 24.5%
Under Contract (includes Contingent and Pending)	10	16	+ 60.0%	119	155	+ 30.3%
Closed Sales	8	18	+ 125.0%	115	152	+ 32.2%
Median Sales Price*	\$310,000	\$539,500	+ 74.0%	\$470,000	\$535,000	+ 13.8%
Average Sales Price*	\$559,125	\$551,861	- 1.3%	\$603,454	\$641,665	+ 6.3%
Percent of Original List Price Received*	88.6%	95.8%	+ 8.1%	90.9%	89.9%	- 1.1%
Average Market Time	129	174	+ 34.9%	122	181	+ 48.4%
Inventory of Homes for Sale at Month End	112	51	- 54.5%	--	--	--

Attached Single-Family

September

Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	5	3	- 40.0%	74	47	- 36.5%
Under Contract (includes Contingent and Pending)	5	1	- 80.0%	54	37	- 31.5%
Closed Sales	4	2	- 50.0%	51	41	- 19.6%
Median Sales Price*	\$150,500	\$173,000	+ 15.0%	\$205,382	\$205,000	- 0.2%
Average Sales Price*	\$167,500	\$173,000	+ 3.3%	\$241,063	\$250,461	+ 3.9%
Percent of Original List Price Received*	94.8%	96.9%	+ 2.2%	92.8%	93.9%	+ 1.2%
Average Market Time	10	25	+ 150.0%	67	89	+ 32.8%
Inventory of Homes for Sale at Month End	17	7	- 58.8%	--	--	--

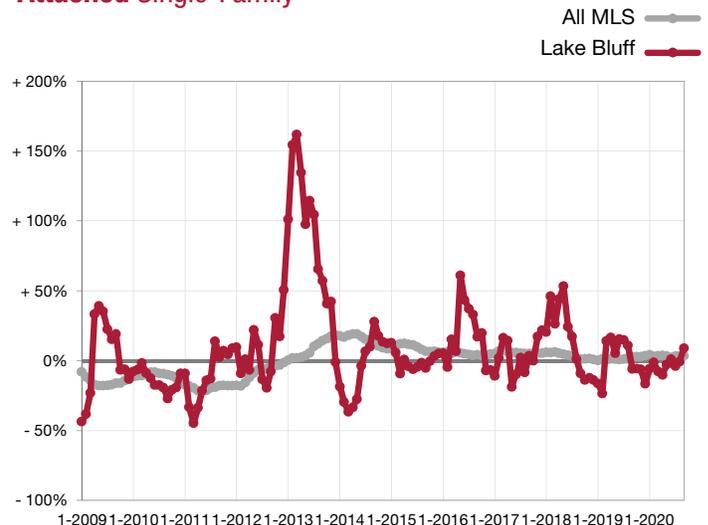
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Lake Forest

Local Market Update / September 2020

- 11.5% **+ 130.8%** **- 44.8%**

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		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	55	48	- 12.7%	739	688	- 6.9%
Under Contract (includes Contingent and Pending)	23	44	+ 91.3%	268	430	+ 60.4%
Closed Sales	19	51	+ 168.4%	260	374	+ 43.8%
Median Sales Price*	\$647,000	\$750,000	+ 15.9%	\$783,750	\$755,000	- 3.7%
Average Sales Price*	\$748,947	\$1,067,518	+ 42.5%	\$944,876	\$975,049	+ 3.2%
Percent of Original List Price Received*	87.7%	91.6%	+ 4.4%	88.4%	89.3%	+ 1.0%
Average Market Time	179	174	- 2.8%	190	232	+ 22.1%
Inventory of Homes for Sale at Month End	336	180	- 46.4%	--	--	--

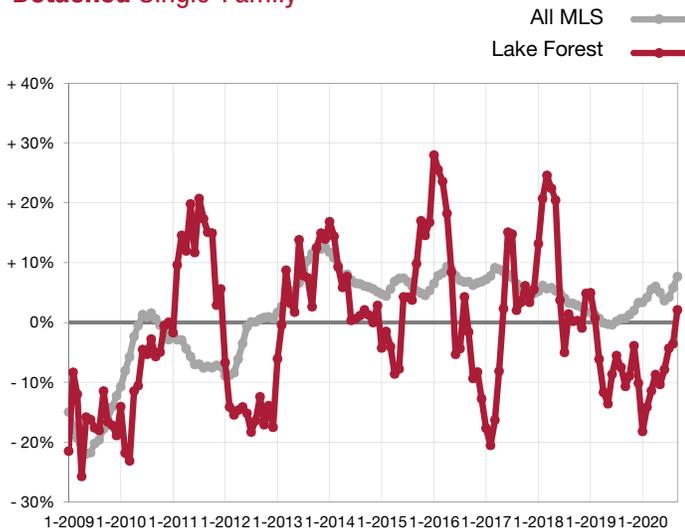
Attached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	6	6	0.0%	122	131	+ 7.4%
Under Contract (includes Contingent and Pending)	3	12	+ 300.0%	57	84	+ 47.4%
Closed Sales	7	9	+ 28.6%	74	63	- 14.9%
Median Sales Price*	\$753,053	\$640,000	- 15.0%	\$524,750	\$605,000	+ 15.3%
Average Sales Price*	\$663,201	\$621,444	- 6.3%	\$576,142	\$594,801	+ 3.2%
Percent of Original List Price Received*	99.9%	96.3%	- 3.6%	94.1%	92.9%	- 1.3%
Average Market Time	158	172	+ 8.9%	168	176	+ 4.8%
Inventory of Homes for Sale at Month End	50	33	- 34.0%	--	--	--

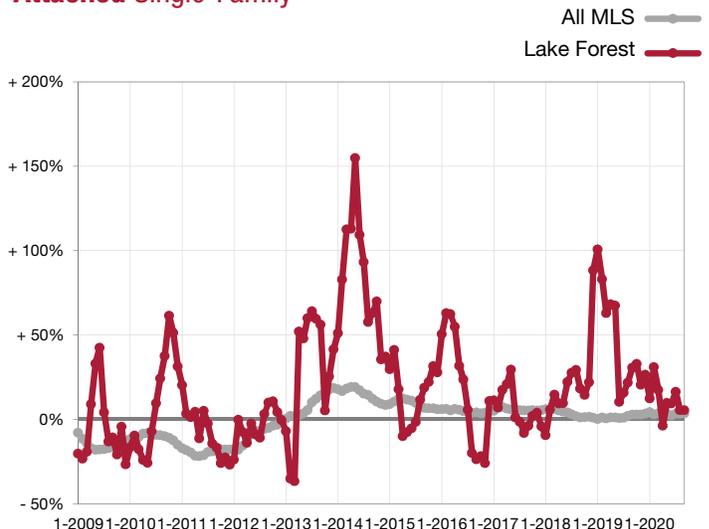
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Detached Single-Family



Attached Single-Family



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+ 29.2% **+ 115.4%** **- 36.2%**

Lincolnshire

Local Market Update / September 2020

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		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	14	22	+ 57.1%	227	192	- 15.4%
Under Contract (includes Contingent and Pending)	6	6	0.0%	75	95	+ 26.7%
Closed Sales	7	17	+ 142.9%	75	96	+ 28.0%
Median Sales Price*	\$625,000	\$532,500	- 14.8%	\$535,000	\$510,000	- 4.7%
Average Sales Price*	\$601,357	\$606,941	+ 0.9%	\$569,429	\$576,210	+ 1.2%
Percent of Original List Price Received*	86.2%	94.6%	+ 9.7%	91.9%	92.9%	+ 1.1%
Average Market Time	175	99	- 43.4%	135	166	+ 23.0%
Inventory of Homes for Sale at Month End	59	41	- 30.5%	--	--	--

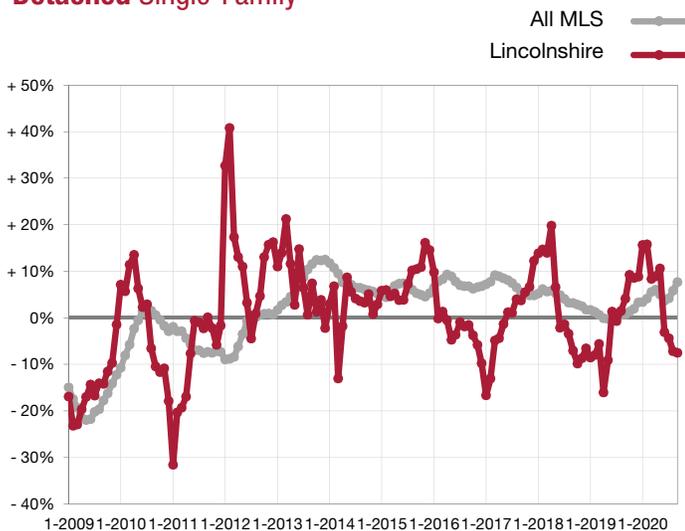
Attached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	10	9	- 10.0%	123	113	- 8.1%
Under Contract (includes Contingent and Pending)	3	10	+ 233.3%	48	69	+ 43.8%
Closed Sales	6	11	+ 83.3%	42	55	+ 31.0%
Median Sales Price*	\$321,000	\$363,000	+ 13.1%	\$310,850	\$348,000	+ 12.0%
Average Sales Price*	\$361,765	\$376,000	+ 3.9%	\$334,425	\$369,138	+ 10.4%
Percent of Original List Price Received*	90.9%	89.0%	- 2.1%	93.4%	91.9%	- 1.6%
Average Market Time	80	170	+ 112.5%	91	129	+ 41.8%
Inventory of Homes for Sale at Month End	35	19	- 45.7%	--	--	--

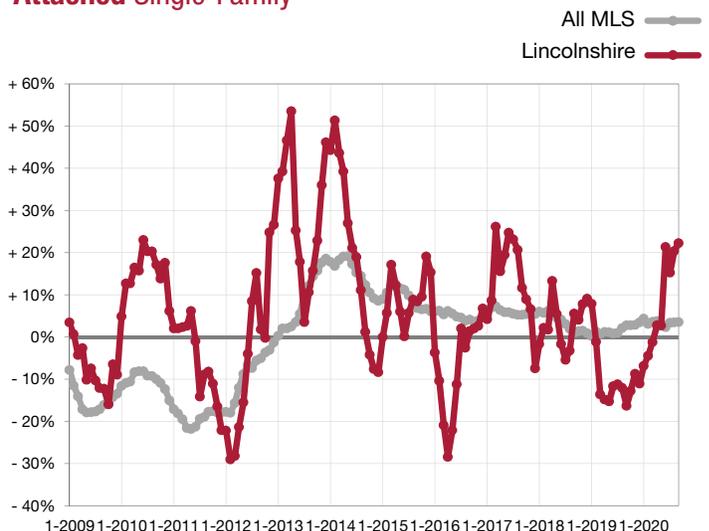
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Lincolnwood

Local Market Update / September 2020

+ 32.1%

- 11.1%

- 38.8%

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		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	21	33	+ 57.1%	303	292	- 3.6%
Under Contract (includes Contingent and Pending)	13	18	+ 38.5%	120	135	+ 12.5%
Closed Sales	11	11	0.0%	123	120	- 2.4%
Median Sales Price*	\$410,000	\$495,000	+ 20.7%	\$402,000	\$415,000	+ 3.2%
Average Sales Price*	\$395,332	\$552,495	+ 39.8%	\$441,319	\$491,218	+ 11.3%
Percent of Original List Price Received*	91.2%	93.8%	+ 2.9%	93.0%	94.0%	+ 1.1%
Average Market Time	110	142	+ 29.1%	100	109	+ 9.0%
Inventory of Homes for Sale at Month End	73	44	- 39.7%	--	--	--

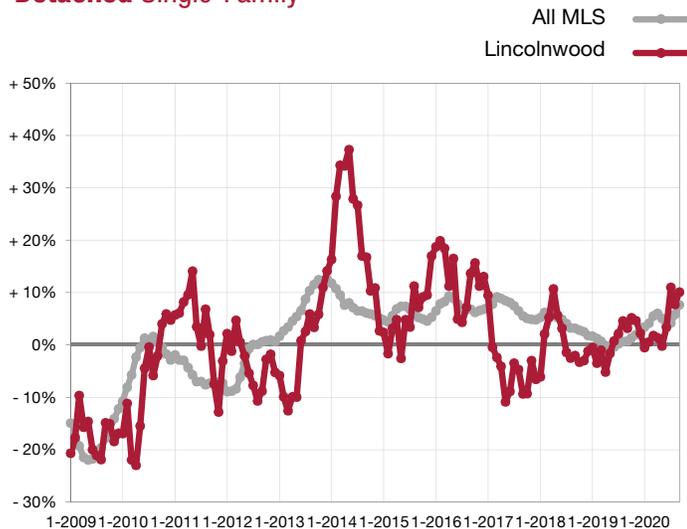
Attached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	7	4	- 42.9%	66	50	- 24.2%
Under Contract (includes Contingent and Pending)	2	6	+ 200.0%	38	33	- 13.2%
Closed Sales	7	5	- 28.6%	36	32	- 11.1%
Median Sales Price*	\$215,000	\$191,000	- 11.2%	\$215,000	\$210,000	- 2.3%
Average Sales Price*	\$247,143	\$253,800	+ 2.7%	\$232,625	\$234,531	+ 0.8%
Percent of Original List Price Received*	92.5%	94.8%	+ 2.5%	90.9%	92.4%	+ 1.7%
Average Market Time	42	105	+ 150.0%	84	81	- 3.6%
Inventory of Homes for Sale at Month End	12	8	- 33.3%	--	--	--

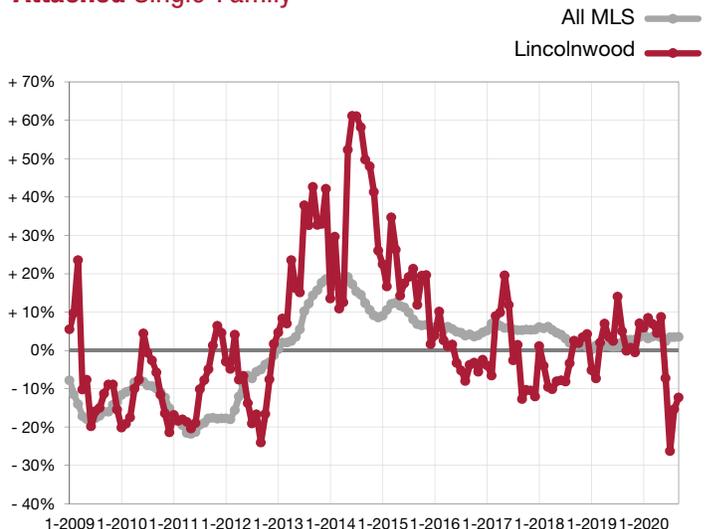
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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- 21.8% **+ 26.7%** **- 36.4%**

Morton Grove

Local Market Update / September 2020

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		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	60	48	- 20.0%	591	482	- 18.4%
Under Contract (includes Contingent and Pending)	21	37	+ 76.2%	263	294	+ 11.8%
Closed Sales	22	27	+ 22.7%	266	270	+ 1.5%
Median Sales Price*	\$298,000	\$380,500	+ 27.7%	\$310,000	\$331,500	+ 6.9%
Average Sales Price*	\$306,505	\$401,547	+ 31.0%	\$335,249	\$350,450	+ 4.5%
Percent of Original List Price Received*	94.6%	96.9%	+ 2.4%	94.6%	95.1%	+ 0.5%
Average Market Time	59	57	- 3.4%	81	88	+ 8.6%
Inventory of Homes for Sale at Month End	129	68	- 47.3%	--	--	--

Attached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	18	13	- 27.8%	202	165	- 18.3%
Under Contract (includes Contingent and Pending)	11	7	- 36.4%	116	92	- 20.7%
Closed Sales	8	11	+ 37.5%	118	84	- 28.8%
Median Sales Price*	\$205,000	\$193,000	- 5.9%	\$239,500	\$197,000	- 17.7%
Average Sales Price*	\$202,063	\$217,968	+ 7.9%	\$235,117	\$231,377	- 1.6%
Percent of Original List Price Received*	97.2%	94.8%	- 2.5%	95.6%	95.2%	- 0.4%
Average Market Time	17	77	+ 352.9%	62	91	+ 46.8%
Inventory of Homes for Sale at Month End	33	35	+ 6.1%	--	--	--

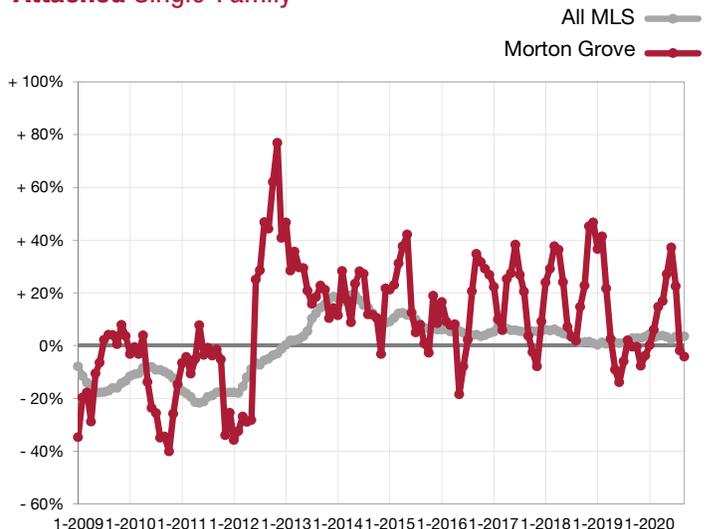
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Niles

Local Market Update / September 2020

- 5.9%

+ 78.8%

- 28.0%

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		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	51	44	- 13.7%	553	439	- 20.6%
Under Contract (includes Contingent and Pending)	24	34	+ 41.7%	248	275	+ 10.9%
Closed Sales	23	43	+ 87.0%	242	268	+ 10.7%
Median Sales Price*	\$337,000	\$335,000	- 0.6%	\$326,500	\$325,000	- 0.5%
Average Sales Price*	\$336,166	\$353,788	+ 5.2%	\$341,417	\$335,490	- 1.7%
Percent of Original List Price Received*	93.4%	95.8%	+ 2.6%	94.7%	94.8%	+ 0.1%
Average Market Time	62	77	+ 24.2%	81	91	+ 12.3%
Inventory of Homes for Sale at Month End	98	55	- 43.9%	--	--	--

Attached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	17	20	+ 17.6%	247	270	+ 9.3%
Under Contract (includes Contingent and Pending)	13	18	+ 38.5%	149	151	+ 1.3%
Closed Sales	10	16	+ 60.0%	149	144	- 3.4%
Median Sales Price*	\$261,500	\$242,500	- 7.3%	\$212,000	\$223,500	+ 5.4%
Average Sales Price*	\$225,520	\$235,094	+ 4.2%	\$205,523	\$210,077	+ 2.2%
Percent of Original List Price Received*	96.1%	96.0%	- 0.1%	95.6%	95.5%	- 0.1%
Average Market Time	63	61	- 3.2%	60	64	+ 6.7%
Inventory of Homes for Sale at Month End	34	40	+ 17.6%	--	--	--

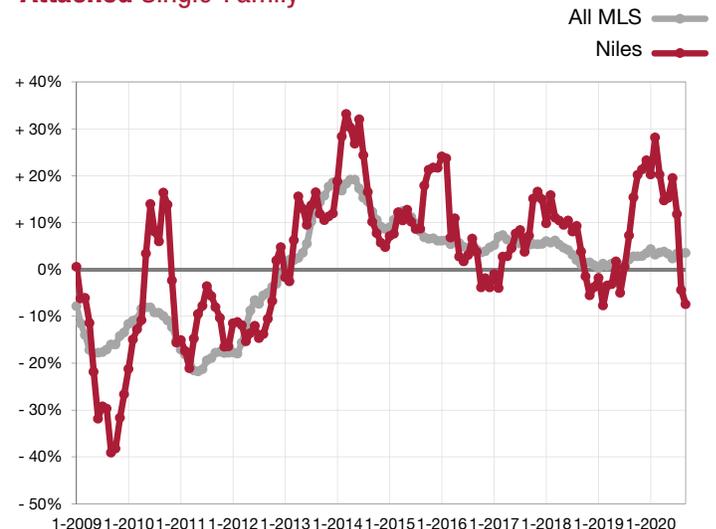
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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+ 11.2% **+ 40.3%** **- 19.0%**

Northbrook

Local Market Update / September 2020

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		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	80	73	- 8.8%	1,135	902	- 20.5%
Under Contract (includes Contingent and Pending)	35	39	+ 11.4%	448	454	+ 1.3%
Closed Sales	39	60	+ 53.8%	458	433	- 5.5%
Median Sales Price*	\$579,000	\$545,250	- 5.8%	\$575,000	\$550,000	- 4.3%
Average Sales Price*	\$569,180	\$658,622	+ 15.7%	\$627,706	\$624,373	- 0.5%
Percent of Original List Price Received*	93.0%	95.0%	+ 2.2%	93.8%	93.5%	- 0.3%
Average Market Time	70	102	+ 45.7%	108	124	+ 14.8%
Inventory of Homes for Sale at Month End	258	188	- 27.1%	--	--	--

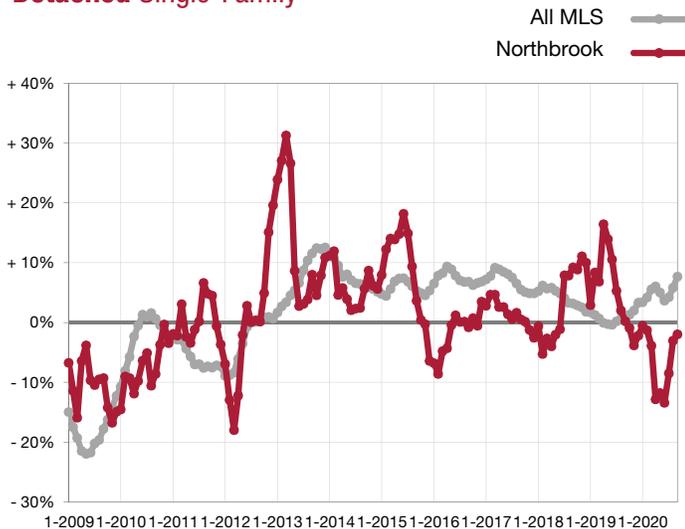
Attached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	36	56	+ 55.6%	530	493	- 7.0%
Under Contract (includes Contingent and Pending)	24	27	+ 12.5%	259	273	+ 5.4%
Closed Sales	23	27	+ 17.4%	254	255	+ 0.4%
Median Sales Price*	\$278,000	\$275,000	- 1.1%	\$304,500	\$290,000	- 4.8%
Average Sales Price*	\$298,565	\$264,410	- 11.4%	\$323,142	\$308,604	- 4.5%
Percent of Original List Price Received*	90.9%	92.8%	+ 2.1%	92.8%	92.8%	0.0%
Average Market Time	95	64	- 32.6%	100	113	+ 13.0%
Inventory of Homes for Sale at Month End	106	107	+ 0.9%	--	--	--

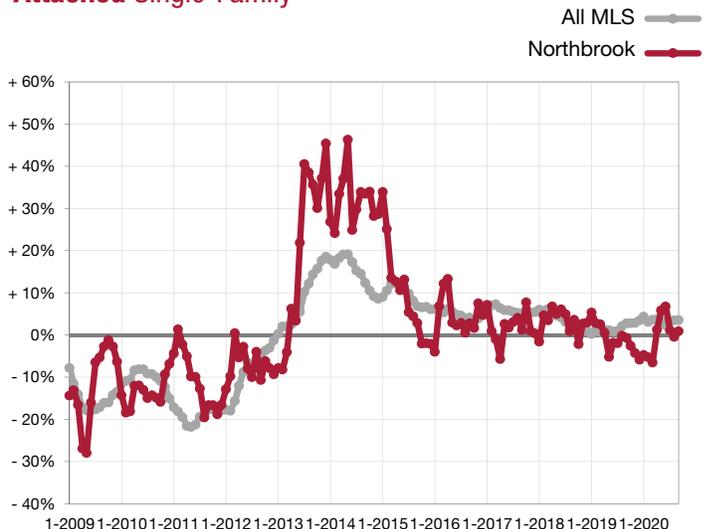
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Northfield

Local Market Update / September 2020

+ 3.7%

+ 50.0%

- 27.5%

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		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	17	22	+ 29.4%	184	182	- 1.1%
Under Contract (includes Contingent and Pending)	7	9	+ 28.6%	73	91	+ 24.7%
Closed Sales	8	17	+ 112.5%	71	87	+ 22.5%
Median Sales Price*	\$794,250	\$650,000	- 18.2%	\$679,822	\$685,000	+ 0.8%
Average Sales Price*	\$777,875	\$748,059	- 3.8%	\$849,702	\$839,981	- 1.1%
Percent of Original List Price Received*	92.3%	94.4%	+ 2.3%	92.4%	92.9%	+ 0.5%
Average Market Time	128	166	+ 29.7%	155	146	- 5.8%
Inventory of Homes for Sale at Month End	61	51	- 16.4%	--	--	--

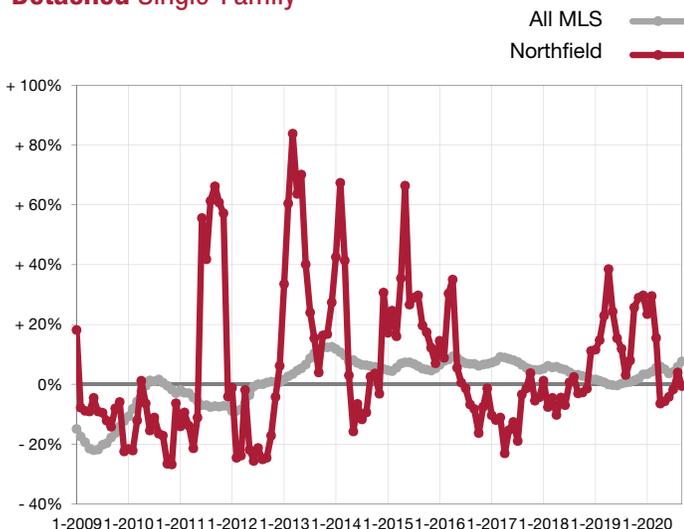
Attached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	10	6	- 40.0%	73	50	- 31.5%
Under Contract (includes Contingent and Pending)	0	6	--	37	39	+ 5.4%
Closed Sales	6	4	- 33.3%	40	33	- 17.5%
Median Sales Price*	\$208,750	\$270,000	+ 29.3%	\$214,500	\$230,000	+ 7.2%
Average Sales Price*	\$283,750	\$324,625	+ 14.4%	\$304,740	\$273,371	- 10.3%
Percent of Original List Price Received*	94.2%	93.3%	- 1.0%	94.1%	94.2%	+ 0.1%
Average Market Time	35	163	+ 365.7%	67	98	+ 46.3%
Inventory of Homes for Sale at Month End	19	7	- 63.2%	--	--	--

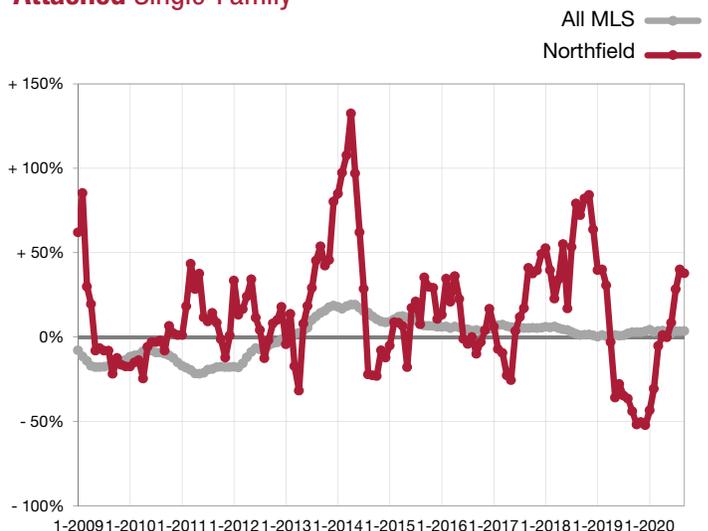
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Skokie

Local Market Update / September 2020

- 8.5%

+ 31.0%

- 26.7%

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		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	94	65	- 30.9%	919	733	- 20.2%
Under Contract (includes Contingent and Pending)	38	46	+ 21.1%	464	435	- 6.3%
Closed Sales	40	55	+ 37.5%	455	416	- 8.6%
Median Sales Price*	\$360,000	\$370,000	+ 2.8%	\$340,000	\$344,500	+ 1.3%
Average Sales Price*	\$392,166	\$390,446	- 0.4%	\$366,014	\$369,980	+ 1.1%
Percent of Original List Price Received*	95.0%	96.8%	+ 1.9%	94.9%	95.3%	+ 0.4%
Average Market Time	79	59	- 25.3%	75	83	+ 10.7%
Inventory of Homes for Sale at Month End	179	95	- 46.9%	--	--	--

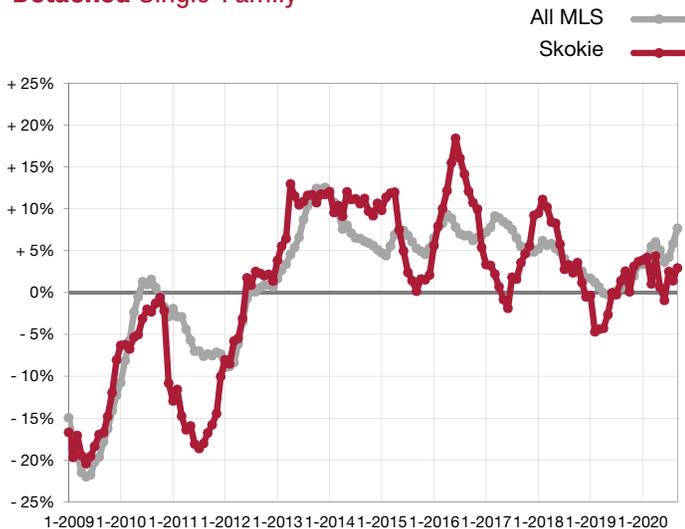
Attached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	36	54	+ 50.0%	508	500	- 1.6%
Under Contract (includes Contingent and Pending)	26	38	+ 46.2%	262	262	0.0%
Closed Sales	18	21	+ 16.7%	256	244	- 4.7%
Median Sales Price*	\$217,500	\$174,000	- 20.0%	\$200,000	\$200,500	+ 0.2%
Average Sales Price*	\$211,944	\$200,733	- 5.3%	\$211,178	\$213,108	+ 0.9%
Percent of Original List Price Received*	90.6%	95.3%	+ 5.2%	94.8%	94.9%	+ 0.1%
Average Market Time	105	97	- 7.6%	79	89	+ 12.7%
Inventory of Homes for Sale at Month End	94	105	+ 11.7%	--	--	--

* 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



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Wilmette

Local Market Update / September 2020

+ 7.5%

Change in
New Listings
All Properties

+ 75.8%

Change in
Closed Sales
All Properties

- 16.6%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	61	61	0.0%	794	682	- 14.1%
Under Contract (includes Contingent and Pending)	18	48	+ 166.7%	364	406	+ 11.5%
Closed Sales	26	47	+ 80.8%	363	359	- 1.1%
Median Sales Price*	\$635,000	\$815,000	+ 28.3%	\$711,000	\$775,000	+ 9.0%
Average Sales Price*	\$756,492	\$1,131,243	+ 49.5%	\$809,107	\$903,493	+ 11.7%
Percent of Original List Price Received*	93.9%	95.3%	+ 1.5%	93.8%	94.4%	+ 0.6%
Average Market Time	65	89	+ 36.9%	101	105	+ 4.0%
Inventory of Homes for Sale at Month End	141	104	- 26.2%	--	--	--

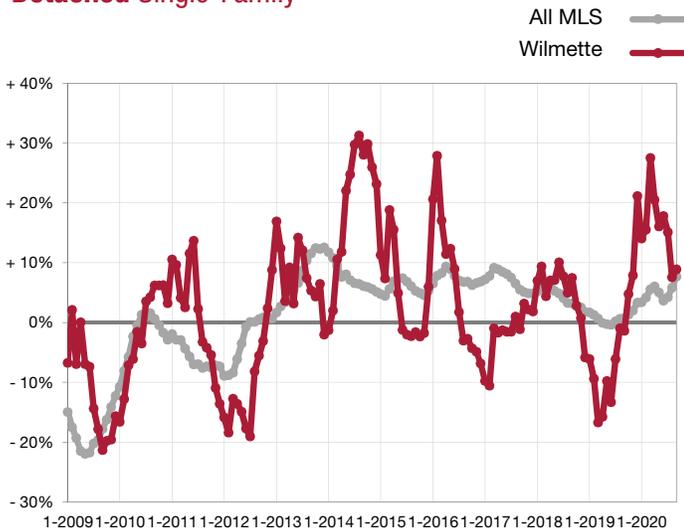
Attached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	19	25	+ 31.6%	174	175	+ 0.6%
Under Contract (includes Contingent and Pending)	8	13	+ 62.5%	84	97	+ 15.5%
Closed Sales	7	11	+ 57.1%	80	88	+ 10.0%
Median Sales Price*	\$275,500	\$386,000	+ 40.1%	\$358,500	\$319,090	- 11.0%
Average Sales Price*	\$359,000	\$396,682	+ 10.5%	\$380,923	\$355,633	- 6.6%
Percent of Original List Price Received*	96.7%	93.9%	- 2.9%	95.0%	94.0%	- 1.1%
Average Market Time	114	60	- 47.4%	74	112	+ 51.4%
Inventory of Homes for Sale at Month End	46	52	+ 13.0%	--	--	--

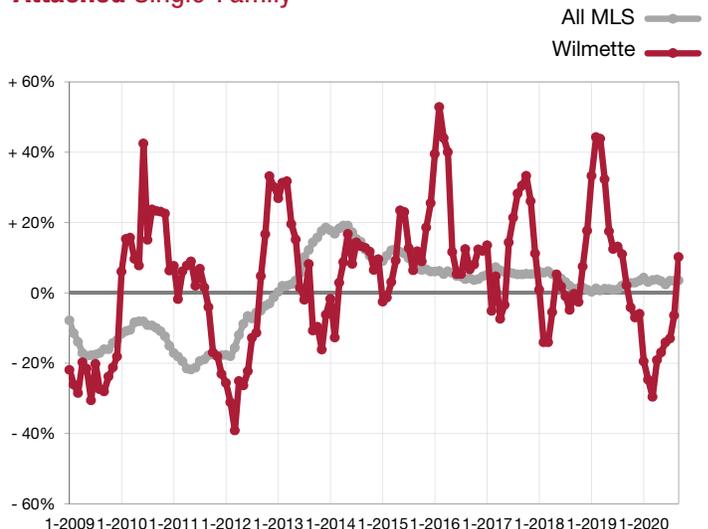
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Winnetka

Local Market Update / September 2020

- 13.3%

+ 47.4%

- 37.0%

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		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	55	46	- 16.4%	534	486	- 9.0%
Under Contract (includes Contingent and Pending)	23	28	+ 21.7%	231	282	+ 22.1%
Closed Sales	15	24	+ 60.0%	238	255	+ 7.1%
Median Sales Price*	\$1,140,000	\$1,108,150	- 2.8%	\$1,227,500	\$1,080,000	- 12.0%
Average Sales Price*	\$1,531,223	\$1,391,125	- 9.1%	\$1,431,524	\$1,299,286	- 9.2%
Percent of Original List Price Received*	90.2%	95.8%	+ 6.2%	91.5%	92.9%	+ 1.5%
Average Market Time	147	101	- 31.3%	164	141	- 14.0%
Inventory of Homes for Sale at Month End	143	83	- 42.0%	--	--	--

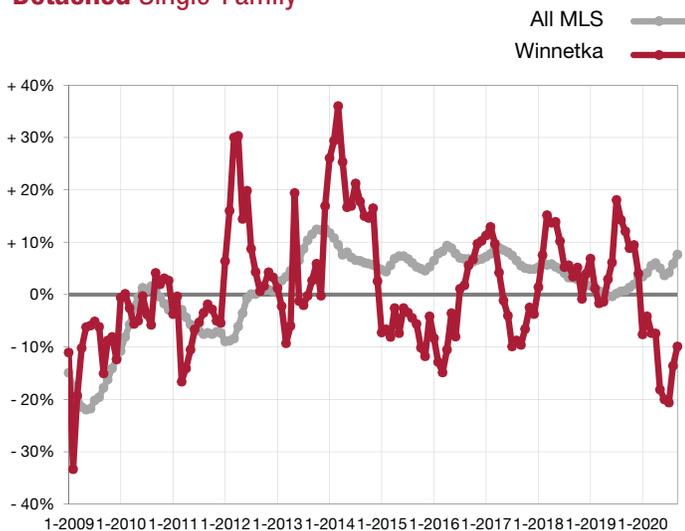
Attached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	5	6	+ 20.0%	41	48	+ 17.1%
Under Contract (includes Contingent and Pending)	3	3	0.0%	22	24	+ 9.1%
Closed Sales	4	4	0.0%	20	24	+ 20.0%
Median Sales Price*	\$720,000	\$570,550	- 20.8%	\$473,750	\$409,475	- 13.6%
Average Sales Price*	\$693,750	\$580,275	- 16.4%	\$480,600	\$437,585	- 9.0%
Percent of Original List Price Received*	92.9%	97.5%	+ 5.0%	92.8%	95.0%	+ 2.4%
Average Market Time	69	23	- 66.7%	71	69	- 2.8%
Inventory of Homes for Sale at Month End	11	14	+ 27.3%	--	--	--

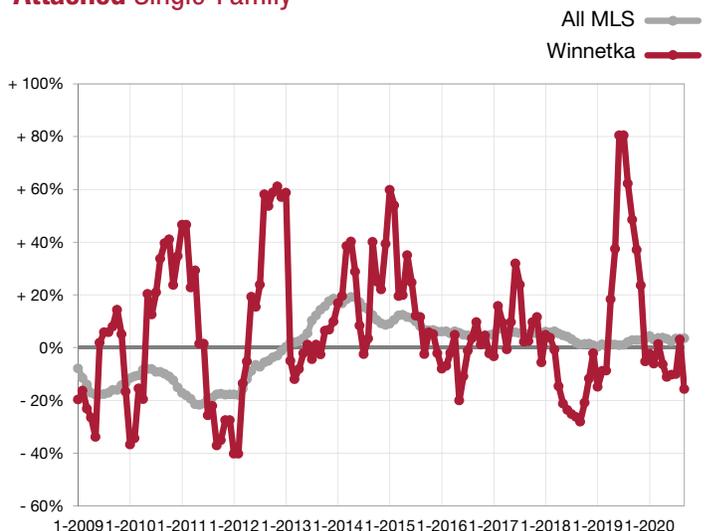
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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